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NVBIA

# Update

Spring 2016

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Are you receiving NVBIA's **Weekly e-News**, a compilation of the region's commercial and residential real estate news?

Packed with information and article links, the e-News will keep you up to date on regional news that you'll look forward to receiving each week. Contact Dora Muhammad at 703.953.3504 if you'd like to subscribe!



WWW.NVBIA.COM

## 400+ Celebrate 2016 President's Ball

The NVBIA 2016 President's Ball on February 6 at the McLean Hilton was another hugely successful event, with close to 450 members and guests turning out to honor six major award winners and network with colleagues, including many former NVBIA presidents who remain committed and invested in the association that has meant so much to their careers. The crowd also witnessed the transition of leadership from 2015 NVBIA President Jerry Berman, M/I Homes, to 2016 President Mike Sandkuhler, The Christopher Companies, and applauded the association's 2016 slate of new officers and leadership.

*continued on page 3*



2015 NVBIA President Jerry Berman (left) presents the Associate of the Year Award to Gene Frogale, Annandale Millwork/Allied Systems Corp.



Mike Sandkuhler, The Christopher Companies, is sworn in by City of Fairfax City Council Member Jeff Greenfield.

## Real Estate Finance Committee Regrouping, Hosting 2016 Real Estate Outlook Conference

NVBIA's Real Estate Finance Committee is reorganizing under Chair Alexandra (Alex) Johns, senior vice president at The Resmark Companies, with several networking and educational programs already planned: On April 12 at 11:45 a.m., the group will meet for lunch at Miller & Smith (8401 Greensboro Dr #450, McLean, VA 22102) — watch your email for more details.

On May 12 from 8:00 to 11:30 a.m., the group will host the **2016 Real Estate Outlook Conference**, which will cover emerging trends in regional real estate from industry veterans and development visionaries, including Mark Vintner and Robert Deitz. The conference will be held at Cox Communications (3080 Centreville Rd, Herndon, VA 20171).

"Our primary goal for revamping and relaunching this committee is to facilitate networking among residential real estate principals and transactors," said Johns. "When this committee was active before, I found it incredibly valuable, particularly for knowing what was going on in the market in terms of pricing, submarkets, asset performance, and who the players were."

"In the homebuilding sector," she added, "we don't have as many data sources and market resources as the commercial side does, and that makes it even more valuable to get together. We need each other, and NVBIA provides the perfect channel for that. Through this committee, we hope to make data more accessible, from the perspectives of equity, debt, developer, and homebuilder roles, so that we can get more deals done and more projects financed and built."

*continued on page 3*

## Get Even More Out of Your Membership through HBAV's Member Rebate Program

Whether your company builds or remodels a few houses a year or 100, it's easy to get money back from many of the nation's leading housing industry product suppliers—all you need to do is participate in the Home Builders Association of Virginia's (HBAV) Member Rebate Program!

The program is simple: Register with HBAV, submit a claim whenever you use one of HBAV's participating manufacturers, and then enjoy quarterly rebate checks. You don't even have to submit receipts (except for progress lighting)—HBAV utilizes manufacturer salespersons to verify the information through their distribution—meaning minimal paperwork and minimal effort on your part. Claims for all homes, remodeling projects or multi-family units are included in the program. To register for the program and learn more, visit [www.hbarebates.com](http://www.hbarebates.com) today!



[www.HBArebates.com](http://www.HBArebates.com)

[WWW.NVBIA.COM](http://WWW.NVBIA.COM)



## Message from the President

We're only one quarter into 2016, but if the start of our year is any indication of how the rest of the year will play out, it's going to be an exceptionally exciting time to be part of the homebuilding industry and this association.

In January, I've never felt so proud of our members, when a committed and passionate group traveled with HBAV to Richmond to represent our colleagues and industry with a common voice.

Advocating for the passage of the Fair and Honest Proffer Reform bill was our shared priority. We met with members of the Northern Virginia delegation to talk about an issue that has, for decades, eluded us. Our efforts—culminating with a major push from our association and tireless members—were rewarded when the bill was approved and signed into law by Governor McAuliffe on March 6.

That effort illustrates the power we gain by working in numbers, something that is equally applicable to membership. In short, an association cannot grow in our accomplishments if our membership is stagnant. I am committed to following my predecessors' focus on membership growth and recruitment, and I challenge all of you to take an active role. You'll read on page 6 that nine teams are working the phones for new members, but we can't consider ourselves done once the Membership Drive ends. Instead, it's up to all of us to continuously encourage colleagues to join NVBIA and reap the benefits we all enjoy.

The key to our future success is the depth of our bench, so invite men and women from all backgrounds and experiences to one of our events; it will feel easier for them if they have someone to go with, and it will help you circulate the room as you make introductions. We cannot grow and make new connections if we only talk with old friends; push yourself to widen your own circles at networking events.

We've also hit the ground running this year with a continued focus on lifelong learning. Last week, we rolled out the second session of our popular Building 101 series, focusing on how builders approach market analysis, land acquisition, financing, rezoning, land planning, engineering, land permitting and development. Attendees learned from some of our most dedicated members—Jerry Berman with M/I Homes; Howard Katz, Streetscape Partners; Erin Thiebert, Walsh, Colucci, Lubeley & Walsh; and Truett Young, Stanley Martin Homes. A third session will be scheduled in the fall focusing on construction, sales, and marketing.

Programming like this not only highlights our attention and focus on education, but it also puts a well-deserved spotlight on the hard work of NVBIA staff. Although small in number, they're huge in heart and effort, and we all owe our gratitude to their tireless effort to put on well organized, on-point programming. It's an honor to work with them, and I hope you'll join me in thanking them for their efforts the next time you see them!

Lastly, I was reminded at the start of this year that HomeAid Northern Virginia—the charitable arm of NVBIA that has completed more than 100 housing projects for the homeless—is celebrating its 15th anniversary in 2016. With many of our members working as Builder Captains and Trade Partners, it's a milestone we all should celebrate. Together, we've invested \$13.6 million in our communities, \$7.7 million of which was donated. Those donations, in turn, have afforded shelters the opportunity to redirect precious funding into financial services, job skills training, and other programs that help people plan for successful futures. Working with HomeAid is, without question, one of the most rewarding experiences of a lifetime. If you haven't stepped up to participate in a project, I urge you to make 2016 your year for doing so. You won't regret it!

I look forward to seeing what the second quarter brings to our industry and association, and I look forward to working with each of you to make our association great. Look for me at the next event and let's talk about how you'd most like to help!

A handwritten signature in black ink, appearing to read "Mike Sandkuhler". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

*Mike Sandkuhler*

## 2016 President's Ball

*continued from page 1*

NVBIA honored **Madison Homes** with the 2015 Membership Drive Award; **Doug Fahl, D.R. Fahl Consulting** with the Emil Keen Award; **Dave Bomgardner, Walsh, Colucci, Lubeley & Walsh, P.C.** with the 2015 President's Award; **Rick Genuario, The Genuario Companies/Wakefield Homes** with the Custom Builder of the Year Award; **Gene Frogale, Annandale Millwork/Allied Systems Corp.** as the Associate of the Year; and **Van Metre Companies** as Developer of the Year.

Eleven officials and dignitaries attended the Ball or cocktail hour, including: Delegate Randy Minchew – 10th District; Delegate Rich Anderson – 51st District; Fairfax County Braddock District Supervisor John Cook; Loudoun County Catoclin District Supervisor Geary Higgins; Loudoun County Algonkian District Supervisor Suzanne Volpe; Prince William County Board of Supervisors Chairman Corey Stewart; Prince William County Occoquan District Supervisor Ruth Anderson; City of Alexandria Council Member John Chapman; City of Fairfax Council Member Jeff Greenfield; Town of Herndon Vice Mayor Jennifer Baker; and Town of Herndon Council Member Grace Wolf.

Many thanks to all of our President's Ball sponsors!



2015 NVBIA President Jerry Berman (left) presents the Builder-Developer of the Year Award to Van Metre Companies. Accepted by Brian Davidson.



2015 NVBIA President Jerry Berman (left) presents the Custom Builder of the Year Award to The Genuario Companies/Wakefield Homes. Accepting for Rick Genuario is his brother, Louis Genuario.



Doug Fahl, D.R. Fahl Consulting (left), accepts the Emil Keen Award from John Stokely, Cavalier Land Development Corp.



Gene Frogale, Annandale Millwork/Allied Systems Corp. & NVBIA Membership Committee Chair (left), and 2015 NVBIA President Jerry Berman (right) presented Madison Homes with the Membership Drive Award. Russ Rosenberger and Linda Lees of Madison Homes (center) accepted.

## Builder Blitz Brings Industry to Richmond

On January 26, representatives from NVBIA, the Home Builders Association of Virginia (HBAV), and other homebuilder organizations and companies converged on Richmond for a legislative briefing and meetings with legislators on both the House and Senate sides. The "builder blitz" event was organized in order to unify the industry's voice on a variety of critically important issues, but in particular, proffer reform.

Proffer reform, in fact, was named the number-one legislative priority by the HBAV Legislative Committee, after members of the committee spent the past year drafting legislation to address the unfairness and costs of the current proffer system. Reform has been a long time in coming, with the existing policies relatively unchanged in 30 years and the homebuilding industry continuing an extended effort to reform the system so that it would be fair and reasonable.

The bill was approved overwhelmingly with bi-partisan support and signed into law by Governor Terry McAuliffe on March 6.



Members are also tracking the recent U.S. Fish and Wildlife Service's final 4(d) rule on the Northern Long-Eared Bat, which went into effect on February 16, 2016. For a detailed update, visit [wetlandstudies.com/newsletters/2016/February/Bats.html](http://wetlandstudies.com/newsletters/2016/February/Bats.html).

## Real Estate Finance Committee

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For more information and to register for the Real Estate Outlook conference, please visit <http://nvbia.memberzone.com/events/details/real-estate-outlook-conference-674>. Thank you to Conference sponsors Bohler Engineering, Dominion Electric, George Mason Mortgage, McLean Mortgage Corp., MVB Mortgage, and Washington Gas.

For more information about the Real Estate Finance Committee or to attend the April 12 luncheon, please contact Chair Alex Johns at [Ajohns@resmark.com](mailto:Ajohns@resmark.com).

### Mark your calendars for a year's worth of Real Estate Finance Committee meetings:

- APRIL 12:** Lunch at Miller & Smith
- MAY 12:** Real Estate Outlook Conference at Cox Communications
- JUNE 15:** Lunch at Miller & Smith
- JULY 20:** Happy Hour, location TBA
- SEPTEMBER 21:** Lunch at Miller & Smith
- NOVEMBER 9:** Lunch at Miller & Smith
- JANUARY 18, 2017:** Lunch at Miller & Smith
- MARCH 15, 2017:** Lunch at Miller & Smith
- APRIL 5, 2017:** Real Estate Outlook Conference

# What's New?

## NVBIA Chapter Updates



### FAIRFAX- ARLINGTON- ALEXANDRIA

The Chapter continues to work with Fairfax County's Land Development System (LDS) steering committee, which is seeking to improve the speed, consistency, and predictability of the development review process. A Fairfax County consultant, Gartner, has been gathering comments and input from stakeholders since last year, and is getting close to delivering recommendations and strategies for change. NVBIA task force members—John Sekas, Mark Stahl, Rick Genuario, Chris Spahr, and Helman Castro—will continue to monitor the process and provide industry input.

In Fairfax County's Dranesville district, which includes Great Falls and McLean,



The first breakfast of the year was well-attended by Alexandria/Arlington/Fairfax members, who gathered to hear a presentation by Charlene Fuhrman-Schulz, Fairfax Affordable Dwelling Unit Project Administrator, and Donna Pesto, Assistant to the Fairfax Zoning Administrator.

concerns have been raised over the past year by some residents about tree clearing that is occurring with infill development. Although Fairfax County's Tree Ordinance, which provides for the preservation and protection of existing trees during development, is the strongest local ordinance of its kind in the state, there are some who would like to see it expanded and made more restrictive. NVBIA believes that the current regulations are effective in preserving and protecting existing tree canopy in infill locations and that additional regulation is not needed. However, our ability to avoid new regulation in the future depends on our compliance with the regulations that already exist.

To that end, NVBIA, in partnership with the Urban Forest Management Division (UFMD) of the Fairfax County Department of Public Works & Environmental Services, held an Infill Development Tree Protection Workshop with builders in March to review the current regulations, discuss best practices in the implementation of tree ordinance regulations, and hear important updates from Fairfax County UFMD and Inspections Division staff about changes to the enforcement policies regarding infill development regulations. One important item that was discussed was Senate Bill 361, recently passed by the Virginia General Assembly, which will enable jurisdictions to require a sign to be posted on every Infill lot when a grading plan has been submitted for review to inform the public

that the lot may be redeveloped. This bill was introduced in the General Assembly in direct response to citizen complaints about tree clearing in the Dranesville District.

Chapter members will also be attending citizen meetings in the Dranesville District this spring, to help address issues related to implementation of the Tree Ordinance and show that the building industry stands with the County in full support of the Tree Ordinance.

Also in Fairfax County, chapter members are working with the County's Department of Housing and Community Development to provide updated construction cost information for their Affordable Dwelling Unit (ADU) cost schedules, as they haven't been updated since 2007. The goal is to update the County's schedule of typical construction costs so that approved sales prices will be reflective of actual construction costs to the greatest extent possible.

Chapter members will host a special NVBIA Legislative Breakfast convened jointly with the Loudoun County Chapter on April 22 at the International Country Club in Fairfax, with HBAV President Mike Toalson as the keynote speaker.

Greg Ruff, development manager for Winchester Homes, will serve as chapter president in 2016.



Greg Ruff



### FAUQUIER COUNTY

NVBIA's Fauquier County chapter is gearing up for a great year, with a focus on rebuilding its core of active members and reaching out to County officials to renew and establish more professional relationships. Ramping up the chapter's legislative agenda and priority list is also a key priority, with top items including Water Service Authority (WSA) rules on water regulations; seeing special standards included in national department regulations; and creation of a linear approval process.



Members of NVBIA's Fauquier County chapter gather for the first networking mixer of the year, held at McMahon's Irish Pub.

The next chapter event will be a breakfast on May 4 at the Poplar Springs Manor House Restaurant in Warrenton, with guest speaker Sam Rashkin, Chief Architect for the Department of Energy's Building Technologies Office, where he leads the deployment of proven innovations for new and existing high-

performance homes. In his prior position, Rashkin managed ENERGY STAR for Homes since its start in 1996. In July, chapter members will team up with NVBIA's Future Business Leaders at Old Bust Head Brewery in Warrenton for a networking meeting.

Doug Smith, president of Soil Consultants Engineering (SCE), founded the Future Business Leaders group four years ago and will be serving as the Fauquier chapter president this year. Please contact him at [doug.smith@soilconsultants.net](mailto:doug.smith@soilconsultants.net) if you'd like to take a more active role in the Fauquier County chapter!



Doug Smith



## LOUDOUN COUNTY

It's been a busy quarter for Loudoun County chapter members, with several big changes in store for citizens and NVBIA members alike. First up is a lot of new faces in County government, with a new Board of Supervisors Chair, Phyllis Randall, and five of the nine supervisors also changing seats to new members. One of the Board's primary initiatives is to update the County's comprehensive plan, and they have requested NVBIA member representation on a community task force. Several chapter members have accepted to ensure industry representation.



New Loudoun County Board of Supervisors Phyllis Randall addresses members of the Loudoun County chapter at a recent breakfast meeting.

Other current issues that Loudoun Chapter membership is tracking for the membership, and/or to improve the process for developments, include:

- With the Silver Line extension planned for Loudoun County, the Board of Supervisors is looking to take action on WMATA's Silver Line comprehensive plan amendment (CPAM) this year. CPAM could also possibly add 7,000 to 9,000 new, high-density residential units along the planned metro corridor. This update is expected to be adopted by the end of 2016.
- The Loudoun County Facilities Standards Manual (FSM) Public Review Committee (PRC) is evaluating modifications to administer the new floodplain ordinance, in accordance with new requirements from the Federal Emergency Management Agency (FEMA).
- Loudoun Chapter continues work with the County Attorney Office to improve the processing of Latent Defect Agreements (LDIAs) and eliminate the requirement for double bonding of public improvements in the VDOT right of way (ROW).
- Membership is working to improve transparency and establish a checks and balance for Loudoun Water's request for extensions of utility lines

and easements that don't serve the applicant.

- The Chapter is working with experts in drain field design to push back on County design standards for drain fields that exceed state standards (Chapter 1066).
- Loudoun Chapter created a Builder Work Group to improve the processing of building permits for new homes, which has created efficiencies in the process.

The Loudoun County chapter is relocating its regular meetings chapter meeting to the Ashburn office of Toll Brothers (19775 Belmont Executive Plaza, Suite 350, Ashburn, VA 20147) for the rest of the calendar year.

Matt Kroll, land development manager at Willowsford, will serve as the Loudoun Chapter's president this year. He has worked in Loudoun County as an engineer and developer for the last 20 years; served on the Loudoun County Public Review Committee SFM committee; and has been an advocate for improving development in Loudoun County for the past five years, with extensive involvement in the Loudoun Chapter.



Matt Kroll



## PRINCE WILLIAM COUNTY

Prince William County members are, like others, paying close attention to proffer reform at the state level, but it has also become a County issue, with Prince William considering standardizing some of their proffer language. Action on standardized proffer language is expected to get underway by year's end, after the dust has settled from the state-level reform, and NVBIA members will monitor the issue closely to ensure industry involvement and representation.

Members are actively involved with proposed changes to underground utility requirements, which may move from the County's zoning ordinance to the Design



In February, a panel of NVBIA Members who are environmental consultants briefed the Prince William Chapter on current pressing issues during their chapter breakfast.

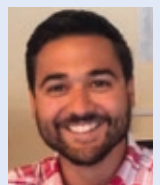
and Construction Standards Manual (DCSM). The Prince William County Service Authority is also contemplating making changes to their design standards, which members are monitoring to ensure that language is not too impactful on the industry.

Chapter members will continue working this year with County staff on the

development application process, to ensure that the plan submission and permit process moves forward in a timely and streamlined fashion.

On odd-numbered months, the Prince William chapter will meet for 8:00 a.m. business breakfasts (locations TBA). On even-numbered months, the chapter will meet for 8:00 a.m. educational breakfasts at the Old Hickory Country Club. In February, the group learned from a panel of environmental consultants who discussed stormwater management and the recent ruling regarding the northern long-eared bat, among other topics.

Alex Perez, engineering manager for Stanley Martin Homes, will serve as the Chapter's 2017 president.



Alex Perez

## Membership Drive Steams Ahead; Goal of 100 New Members

NVBIA's Annual Membership Drive, which officially kicked off on March 1, is this year challenging nine spirited teams with bringing in 100 new members by the end of April. To help focus the effort, all nine teams will gather on April 19 and 20 at the offices of Thompson Greenspon to participate in the annual Membership Telethon, where they'll compete for bragging rights as the top recruiting team.

Participating teams are: Associates Council; The Christopher Companies; Custom Builders Council; Drees Homes; Evergreene Companies; K. Hovnanian Homes; Richmond American Homes; Van Metre Homes; and Women in the Building Industry (WBI) Council.

In addition to the two-day telethon, incentives will be offered to all nine teams throughout the two-month membership campaign. For members who are not on a team, NVBIA also offers \$50 gift cards for every referral that turns into a new member.

NVBIA earned top honors as the top recruiter in 2014 by HBAV, last year finishing in second place with 80 new members. Help us take back our title—be a part of this year's membership drive by contacting Membership Committee Chair Gene Frogale at 540.665.9600 or NVBIA's Ed Messick at 571.283.6312 or at [emessick@nvbia.com](mailto:emessick@nvbia.com).

## Register Today for the 7th Annual HomeAid Builders & Friends BBQ!

**THURSDAY, JUNE 23, 2016**  
**4:00 - 7:00 P.M.**  
**THE BARN AT ONE LOUDOUN**  
**20405 SAVIN HILL DR.**  
**ASHBURN, VA 20147**

Make plans to attend one of the homebuilding industry's most anticipated events of the summer—The Builders & Friends BBQ on June 23! You'll enjoy networking with the movers and shakers of the industry—up to 25 presidents and executives of the region's biggest building companies are typically in attendance—while playing cornhole; feasting on all-you-can-eat BBQ; and sampling from an open beer and wine bar. HomeAid will also announce the 2016 Trade Partner of the Year, which goes to a vendor, trade partner, or industry partner who has gone above and beyond in their service to the community with HomeAid.

Sponsorships and raffle donations are being accepted now; contact HomeAid Communications & Special Events Manager Faith Boruta (703.953.3525) at [fboruta@homeaidnova.org](mailto:fboruta@homeaidnova.org) for more information.

Have you participated in a HomeAid project in 2016? To show their appreciation for the many subcontractors, manufacturers, suppliers and others who make their important work possible, HomeAid will also be offering two complimentary BBQ registrations to 2016 Trade Partners. Contact Faith at [fboruta@homeaidnova.org](mailto:fboruta@homeaidnova.org) to register your complimentary guests!

For registration/sponsorship information and more, please visit [www.homeaidnova.org/news-events/bbq/](http://www.homeaidnova.org/news-events/bbq/).



More than 240 supporters of HomeAid Northern Virginia enjoyed the 2015 Builders & Friends BBQ and raised \$40,000 to support HomeAid's mission.

## 2016 Parade of Homes



**APRIL 23 - 24**  
**11:00 A.M. TO 5:00 P.M.**  
**WWW.VAPARADE.COM**

If you haven't already committed to being in the Parade of Homes, make plans now to get out and tour the Parade. You'll get a better idea of what you're missing—so you can sign up next year!

For those in the know, NVBIA's Parade of Homes is the region's best opportunity for builders, developers, and remodelers to showcase their work and share their ideas, design features, floor plans, and master craftsmanship to prospective buyers. In addition to meeting hundreds of prospective buyers over a single weekend, participants in the Parade capture the attention of 8,000 to 10,000

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individuals who visit the Parade of Homes website every year ([www.vaparade.com](http://www.vaparade.com)).

NVBIA also commits more than \$100,000 worth of print, radio, and online advertising to help drive traffic to participants' new or remodeled homes, including ads in *New Homes Guide*, *The Washington Post*, [washingtonpost.com](http://washingtonpost.com), 99.5 FM, WTOP, [NHG.com](http://NHG.com), and in local papers. Extensive signage for the week of the Tour is also planned.

Tour categories include custom; green; active adult; condominium; single-family; town; and remodeled homes. Homes in all five counties of Northern Virginia are included, as are all price ranges. Occupied homes, as well as homes still under construction, are also welcome in the Parade.

The 2016 Parade of Homes will share a portion of its revenue with HomeAid Northern Virginia, to help build and renovate shelters for today's homeless children and families.

## Call for Entries

The Call for Entries for the 2016 Great American Living Awards (GALA) opens on Monday, April 4, and this year's GALA Committee members (pictured) are working diligently to prepare for an exciting judging period and awards ceremony. All entry information can be submitted online at [www.greatamericanlivingawards.com](http://www.greatamericanlivingawards.com), where you can also find details on entry criteria and submission requirements.



## Washington Metropolitan Sales & Marketing Council

The Washington Metropolitan Sales & Marketing Council kicked off the year with a successful panel discussion, “Learn The Secrets of Sales Success,” held at Miller & Smith on January 29. The panel, moderated by Kathy East, Creating Results, featured Shayne Robinson and Ernie Kyger, both of Van Metre Homes, and Eric Yakuchev, Pulte Homes. All three are GALA Salesperson of The Year Award winners and shared their tips for effective strategies in achieving sales.

Council members will host a happy hour in May and will also participate in a bus tour of Willowsford and One Loudoun in June, with a special presentation, “The Market in the Mid-Year” by Melissa Jonas,



Panelists Eric Yakuchev, Shayne Robinson, Ernie Kyger, Moderator Kathy East (left to right), with Debbie Rosenstein standing, lead a discussion about effective sales strategies.

John Burns Real Estate Consulting. The tour is currently being planned by HBAV as part of its series of annual conference events, which will be hosted this year at Lansdowne in Loudoun County. It will feature the installation of Craig Havenner, The Christopher Companies, as its next president.

Plans are also underway for the council’s Builder-Broker Roundtable, to be held at The Kilner Group’s new building space in Fairfax in September, and a Design Trends Conference to wrap up the year in December that will feature experts who will discuss architectural, green building and interior design products that shaped the year.



A panel of leading industry sales and marketing professionals shared their insights with a packed room of their colleagues.

**Save the Dates!** NVBIA has several important annual events coming up—be sure to mark your calendars for the following dates:

- APRIL 28:** Crawfish Boil, Wetland Studies and Solutions in Gainesville
- MAY 12:** Real Estate Outlook Conference, Cox Communications in Herndon
- MAY 23:** NVBIA & HomeAid 2016 Scramble Golf Tournament, River Creek Club in Leesburg

## Put Your Membership to Work with NAHB’s Discount & E-learning Programs

As a member of NVBIA and the National Association of Home Builders (NAHB), you have access to significant money-saving discounts at your fingertips: Many major companies, such as FedEx, Dell, Lowe’s, Hertz, Office Depot, and General Motors provide discounts every day—all you have to do is identify yourself as a member of the NAHB, and then watch your benefits roll in! For a list of participating companies, visit [www.nahb.org/ma](http://www.nahb.org/ma).

NAHB also offers a wide range of webinars and online courses that will help you stay on top of the latest technologies, newly passed regulations, and cost-effective ways of doing business without ever leaving your office. For a full schedule of classes, visit [www.nahb.org/education](http://www.nahb.org/education).

National Association of Home Builders

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