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NVBIA

Update

Winter 2015

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Emcee Bryan Voltaggio (right) with Salespeople of The Year EYA's Old Town Commons sales team David Ortiz and Yumin Chung.



Home of The Year - The Georgetown at Crown by Wormald Homes, presented by Emcee Bryan Voltaggio (right).

Glittering 2015 GALA Honors Industry's Brightest

With nearly 700 guests in attendance, the 2015 Great American Living Awards (GALA) ceremony, held at the Hilton McLean Tysons Corner on October 8, was another memorable evening celebrating the best in our region's industry. This year's program recognized more than 100 winners

in 43 categories in an amazingly shortened program length, which pleased the guests who were also entertained by a humorous cameo video by long-time GALA master of ceremonies, Jim Vance, who taped his top 10 Tips for this year's master of ceremonies, Top Chef Bryan Voltaggio.

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Representatives from Miller & Smith accept the 2015 Community of The Year Award for One Loudoun. (Also pictured, Emcee Bryan Voltaggio second from right.)



Hall of Fame winner Craig Havenner with former NVBIA President Debbie Rosenstein.



Emcee Bryan Voltaggio (right) with Geri Yantis of Sutton Yantis Associates Architects, Custom Home of The Year winner.

Are you receiving NVBIA's new 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!

Election 2015 Positive for Homebuilding Industry

NVBIA's NoVa BuildPAC, which supports candidates who support the building industry, spent a good part of the fall interviewing candidates running for local and state elected offices to determine their stance on a wide variety of issues affecting homebuilders. In most cases, the PAC ended up backing incumbent candidates, and the results of the overall elections on November 3 was largely positive, with 89 percent of PAC-backed candidates winning.

More specifically, the NoVa BuildPAC supported 33 candidates for the General Assembly, 30 of whom won. The PAC

supported 20 candidates for City and County positions, 17 of whom won.

"Generally speaking, incumbents in local races ran very strongly, with no significant upsets in any race," said David Bomgardner, chair of NVBIA's Legislative Committee and an attorney with Walsh Colucci Lubeley & Walsh PC. "Two incumbent candidates—for Chair of the Loudoun Board of Supervisors and for Mayor of the City of Alexandria—did lose, but in both cases, the circumstances were unusual, with the incumbents running as an independent and as a write-in, respectively."

Continues on page 2



WWW.NVBIA.COM

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 today!



www.HBArebates.com

Election 2015

Continued from page 1

Of the open Northern Virginia seats in Virginia's General Assembly, almost all were filled by Democratic candidates, including two House seats and two Senate seats, supporting the trend that Northern Virginia is increasingly becoming a "blue" area.

"Development and homebuilding were not front-and-center issues in this election season," Bomgardner added, "except perhaps in the City of Alexandria. This year, the proposal for tolls for I-66 and school funding issues got the most attention."

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Message from the President

When I volunteered to serve as president of NVBIA, I was looking forward to giving back to an association that has done so much for my career. I thought I might also be able to do my part in helping shape its future, and I figured I could help carry on the efforts of those who have come before me.

What I didn't really think about—but that may be one of the most enduring impressions from the past year—is the exceptional work and heavy lifting done by the NVBIA staff and volunteer leaders day in and day out.

I've always known that NVBIA's staff is responsive, hard working, and committed to member service, but until this year, I didn't have as many opportunities to work with them to see and share in what they do.

And while I knew that a cadre of dedicated members routinely guided our chapters; organized breakfast meetings and panel speakers; provided input to county staff on issues impacting our industry; followed political races; and advocated on our behalf, I don't think I really knew just how many hours they dedicate to all of us, quietly and without fanfare, year in and year out.

Now I do, because I've seen it for myself. At every level—whether it's for a subsection of a county chapter or for the association as a whole—our staff and volunteer leaders are among the most dedicated I've met in my professional life. They understand the mission of our association and the needs of our industry. They recognize that there are differences among our members, and they do an incredible job of balancing our differences while constantly moving all of us forward.

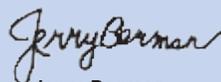
It was also an inspiration to watch the buzz and excitement surrounding the creation of a brand new committee—Women in the Building Industry (WBI)—as three women, Alicia Skoug, Heather Haynes-Long, and Soledad Portilla, worked to create a space for women to network, learn, and serve the community in an industry that has for so long been viewed as a male-dominated one.

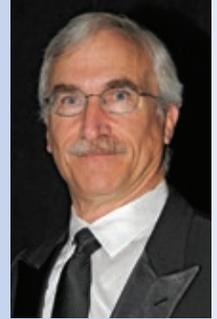
As you read on the cover, our NoVa BuildPAC, along with many volunteers at the chapter level, spent untold hours interviewing candidates, sharing issues important to our industry, and endorsing the candidates who they felt would work the hardest for homebuilders. Their success rate is admirable, and we all owe them our thanks for helping keep us informed during another important election year.

You'll also read on page 3 our newest way of helping everyone in our industry understand the "big picture" when it comes to homebuilding, no matter what role they play, through our new, three-part Building 101 course. We've also reintroduced the Production Builders Council, and we've started a mentoring program that has already captured the attention of a highly accomplished and respected group of more than 25 industry leaders, who quickly stepped up to provide insight and help to future leaders participating in the program.

The synergy between staff and the Boards of Directors of HomeAid Northern Virginia and NVBIA also continues to grow and strengthen, and, as you'll see on page 7, the result is an enormously supportive membership who is willing to help the homeless through their work on HomeAid projects.

Thank you, to all of the people who have made this such a successful and memorable year. You represent what this association stands for, and I've been humbled by the opportunity to serve you.


Jerry Berman



SAVE THE DATE

NVBIA to Celebrate 80th Anniversary at 2016 President's Ball



NVBIA 80th Anniversary

Please plan to join us as we celebrate NVBIA's 80th anniversary at the 2016 President's Ball on February 6, 2016, at the Hilton McLean Tysons Corner (7920 Jones Branch Dr., McLean). In addition to recognizing the many accomplishments we as an association have made over the course of our long history, we'll also thank our 2015 board and usher in our new 2016 board. Mike Sandkuhler, The Christopher Companies, will serve as our 2016 president, and Brian Davidson, Van Metre Homes, will serve as vice president of NVBIA after completing his one-year term as 2015 president of HomeAid Northern Virginia.



NVBIA Launches Three-Part 'Building 101' Series

"We work in a very complex industry, and it's difficult to understand the entire process from point A—market research and land acquisition—to point B—taking care of new homeowners after they move in, through a homebuilder's customer service and warranty department," said NVBIA 2015 President Jerry Berman. "Many of us are focused on one aspect of the process with limited opportunities to focus on the entire process."

With that reality in mind, Berman and NVBIA staff decided to launch a three-part "Building 101" series, offered over the course of six months. The goal is to provide a soup-to-nuts overview of how the industry works from the builder's perspective, including how homebuilders approach every decision, from the regional market to specific job sites, and what they look for in terms of land, products, vendors and more.

"We're looking at this as if our industry is an entire picture, but many of us might know only a piece of the picture in the corner of the frame," Berman added. "By providing the whole picture to attendees, they can be more effective in their jobs, either as employees or as consultants and contractors serving the industry."

The first breakfast roundtable, held in November, featured local industry leaders representing both large and small builders:

- Jerry Berman, Area President, M/I Homes
- Brian Davidson, Executive Vice President, Van Metre Homes
- Diane Cox Basheer, Principal, Basheer & Edgemore

- Truett Young, Vice President, Stanley Martin Homes
- Rob Fisher, Owner, Fisher Custom Homes LLC

The program was extremely well received, with 120 attendees from a wide range of disciplines, including representatives from homebuilding companies and subcontractors, engineers, lenders, lawyers, title specialists, real estate agents, land brokers, developers, and even educators from George Mason University's real estate program.

"The panel and the audience represented an enormous range of expertise, and the years of experience we collectively shared was humbling," Berman said. "It resulted in an extremely active discussion, with high engagement and a very insightful and educational 'question and answer' session. Many of the discussions were really eye-opening, such as when we discussed the relationship between profit, sales prices, and costs in widely varying markets like Anne Arundel County vs. Loudoun vs. Alexandria."

Looking forward, sessions will focus on two primary categories: land—from market research and acquisition through final development into finished lots—and on operations, in terms of home design, sales, marketing, construction and customer service. NVBIA is working to schedule the next session in the spring. Check your email announcements and the calendar of events at www.nvbial.com.

Sales & Marketing Council Gains Momentum for 2016

The Washington Metropolitan Sales & Marketing Council (WMSMC) is firmly headed in the right direction for resurgence in 2016, with veteran leaders in our region's sales and marketing fields now heading the steering committee for the recently revitalized group.



The council's first event—"Learn The Secrets of Sales Success"—will be held on Friday, January 29, 2016, at Miller & Smith's offices in McLean (8401 Greensboro Dr. #450). The breakfast panel discussion will feature GALA winners from the past four years, who were honored with the Salesperson of The Year Award.

WMSMC serves to represent sales and marketing professionals and affiliated partners within the building industry through education, recognition, networking, and career development. Committed to serving the memberships of NVBIA and the Maryland Building Industry Association (MBIA), WMSMC members are also hoping to reach professionals under 40 to ensure that all experience levels can shape the Council's agenda, goals, and programs.

If you are interested in reactivating your membership on the Council, or you'd like to join for the first time, please contact Briggitt Rutherford at brutherford@nvbia.com.

New Mentoring Program Seeks to Groom Future Leaders

In addition to Building 101 educational goals, NVBIA has developed a new mentoring program that will pair the seasoned leaders of our industry with our newer members. The program will automatically include all NVBIA members who attend at least one of the Building 101 programs.

"The mentoring program came about," explained NVBIA 2015 President Jerry Berman, "during discussions with members of our Future Leaders Council and the new Women in Building Industry committee, which are made up of quite a few younger professionals. Both groups expressed strong interest in having a mentoring program that would allow them the opportunity to get questions answered confidentially by someone with more seniority and experience."

NVBIA got a tremendous response from members with leadership roles in the industry, with more than 20 volunteer mentors available from a wide range of companies that, combined, are responsible for more than 80 percent of the development in Northern Virginia.

"By matching the mentor program with attendees of the Building 101 program, we hope to set up a lot of people for strong, long-term success," Berman added. "We hope it will help people who want to advance within their own company, who might be thinking about changing careers within the industry, or who just want to learn more from someone outside of their own organization."

The short-term plan will be to provide an online venue where mentors and mentees can communicate anonymously or by name. Depending on the level of involvement, the program may be opened to a wider audience.

"I thought the hardest part would be getting busy executives to participate, so we set it up so that they can participate when they want to, as often as they wish, anonymously or not," Berman said. "The instant positive response has told us that we've hit on something that's needed in our industry. It's setting up to be a very dynamic and very flexible program that will help move careers forward."

What's New?

NVBIA Chapter Updates



FAIRFAX- ARLINGTON- ALEXANDRIA

On November 4, the Chapter held its Fall mixer, along with the Future Leaders of the Building Industry. Members also presented an award to Delegate Thomas Davis Rust for his years of public service as a State Delegate, Mayor of Herndon, and Herndon Councilmember; as well as his leadership in the engineering and transportation fields.

The Chapter continues to have a strong presence in Fairfax County's Land Development System (LDS) Steering committee. The focus continues to be on improving speed, consistency, and predictability of the development review process. NVBIA committee members are John Sekas, Mark Stahl, Rick Genuario, Chris Spahr, and Helman Castro. At the November 13 committee meeting, the discussions centered around certain initiatives that are being developed, while another meeting in December will further evaluate these initiatives.

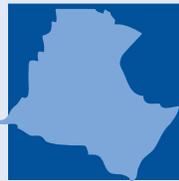
The effort is founded on information that has been received during the extensive data acquisition phase of this effort, led by a Fairfax County consultant (Gartner) that specializes in working with jurisdictions on improving their processes. This information is key to developing priorities, which will be followed by the development of strategies for change in early 2016.

The NVBIA-NAIOP Fairfax Committee met on November 12 and on December 10. In November, Fairfax County provided an update on its Land Development Process, which is now available on the newly created webpage that is dedicated to the collaborative work of the NVBIA-NAIOP Fairfax Committee.



Fairfax Chapter President Helman Castro (left) and NoVa Build PAC Member David Gill (right) present an award to Delegate Tom Rust for his many years of public service.

For more information about the group's efforts, visit www.fairfaxcounty.gov/dpwes/committees/nvb-ia-naiop-fairfax-committee.htm/.



LOUDOUN COUNTY

Loudoun County chapter members are continuing to work with the County attorney's office and staff to improve the processing time for latent defect and indemnification agreements. Currently, industry members are experiencing delays in review time, and members hope to help find ways to streamline the process with support from staff.

Members are also continuing to work with Loudoun County regarding the double bonding of public improvements in the VDOT right of way, and they hope to make progress in the coming months—stay tuned for updates.

Following the November elections, the Loudoun Board of Supervisors (BOS) has a new chairwoman, Phyllis Randall, and incumbents won five of the nine BOS seats. On the agenda for 2016, Loudoun County staff will initiate an update to the County's comprehensive plan (COMP). Members plan to be active participants in the COMP plan update.

The Loudoun County Facilities Standards Manual (FSM) Public Review Committee (PRC) is also reviewing new requirements from the Federal Emergency Management Agency (FEMA), which may require remapping

the floodplain, in conjunction with modifications proposed through the zoning ordinance action group (ZOAG). On November 20, modifications of the floodplains and steep slopes zoning ordinance amendment (ZOAM) were presented. Chapter members will continue to follow the issue into next year.

Lastly, Chapter members on the FSM committee are working with County staff to implement a new policy for applicant-generated checklists for best management practices (BMPs) during construction.

Thanks to all who attended the Chapter's Annual Fall Social at Willowsford Lodge in October—we had a great turnout! And, congratulations to Andrew Painter and his wife on the birth of twin boys, Walter and Barron, born on Halloween morning.



Loudoun County chapter members gather for their annual Fall Social, on a gorgeous evening at Willowsford Lodge.



Member Database Transitioning to MemberZone

NVBIA will be migrating our database this month to MemberZone, a more robust record management system that is far more user-friendly and powerful than our current system. Once the transition is complete, members will find it easier to register for events in just a few clicks; pay their membership dues; or log in using social media accounts. In the future, additional features will be made available, such as the ability to post job opportunities, offer member-to-member deals, and expand individual membership directory listings. If you have any questions about the new MemberZone system, please contact Briggitt Rutherford at 703.953.3521 or at brutherford@nvbia.com.



FAUQUIER COUNTY

Chapter members wish to express their condolences to Immediate Past Chapter President Paul Bernard on the recent passing of his wife, who fought a lengthy battle with cancer. Bearing this reality, Paul remained committed to his role as chapter president. Chapter members recognized Paul's longstanding dedication to the growth of the chapter on December 2, during its festive holiday dinner at the Fauquier Springs Country Club.

Merle Fallon of Fallon, Myers and Marshall, shared brief remarks on the key role that the association plays in advocating for fair

and reasonable policies and regulations for the building industry, and stressed the value of member input in chapter meetings to support the local process and strengthen working relationships with county officials.

Indeed, Chapter members are looking forward to working with the incoming County Board of Supervisors, which has three new Supervisors (out of five) representing the county, one of whom is NVBIA member Chris Butler of S.W. Rodgers, who won the Lee District seat.

Next year, incoming Chapter President Doug Smith of Soil Consultants Engineering will also focus on building cohesion within the chapter. Working closely with him will be Tom Marable of Van Metre Homes and Joel Barkman of Golden Rule Builders, which will help increase builder participation.

The chapter will welcome the new year with a networking Winter Happy Hour at McMahon's Irish Restaurant and Pub on Wednesday, January 13, 2016.



Merle Fallon, of Fallon, Myers and Marshall, addressed members during the Chapter's December 2 holiday dinner.



PRINCE WILLIAM COUNTY

Chapter members have been busy in a wide range of areas, with the Fiscal Impact Committee currently in the process of wrapping up a fee study that focused on Regional Land Development Fees; a draft report of their findings will be available soon. In January, the group will be kicking off a new fee study on Fire Marshal and Building Permit fees.

The Commercial Development Committee (CDC) met with members of the County's Development Services division in October, who agreed to take a "thorough look at the Design and Construction Standards Manual (DCSM) and Zoning Ordinances," and any requirements that go above and beyond the state requirements will then be discussed at ongoing CDC meetings.

The County's proffer team also is developing a standard list of proffer terms. Going forward, proffers will be put in a new form and will require a nexus connecting the proffer to the reasoning behind it. The form has not yet been made public, but will be vetted by industry upon its release.

Chapter members have also been participating in the County's Development Ordinance Review Action Committee, which recently met and discussed partial beneficial use and pressure testing issues with the Prince William County Service Authority (PWCSA). The issue arose due to the loss of

sovereign immunity for PWCSA based on a recent court case; as a result, PWCSA will no longer be approving partial beneficial uses without either additional calculations or pressure testing. The Chapter members' goal is now to work with the County to make this change as builder friendly as possible.

This level of industry involvement has proven very effective: NVBIA's Prince William Chapter members previously brought to the County's attention the delay in issuing stormwater permits, and they effectively changed their processes to where stormwater registration statement information is now submitted to the Department of Environmental Quality (DEQ) while we're at the counter. In addition, the County is conducting an audit of their Virginia Pollutant Discharge Elimination System (VPDES) program at the request of the Board of County Supervisors.

With a similar philosophy of involvement, members of the Prince William chapter interviewed all County Supervisor candidates who were running opposed this November election cycle, and they provided input to the NOVA Build PAC. Some

important results to note by district are:

- Maureen Caddigan, Potomac
- Ruth Anderson, Occoquan
- Corey Stewart, Chairman
- Frank Principi, Woodbridge

Looking forward, Steve Hall, who the chapter introduced as Prince William County's new Land Development Chief during the October breakfast meeting, will be hosting a half-day seminar at the end of January, which will cover bond release issues and the reasons that site plans are most often rejected at the end of January.

The chapter will also be changing breakfast meeting venues: Starting in 2016, breakfast meetings will take place at the Old Hickory Country Club in Woodbridge, because the City Tavern location is too small.

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WBI's Fall Focus: Leadership, Networking, Service

The Women in the Building Industry (WBI) committee implemented a fall program strongly centered on its top three priorities of leadership development, networking, and community service.

On September 15, an engaging leadership breakfast roundtable at the Hilton Garden Inn Fairfax featured three women leaders in the industry—Diane Cox-Basheer, Debbie Rosenstein, and Sue Wolford—and proved to be such a success that it will become an annual event for the committee. Similarly, a sold-out wine-tasting networking event on November 13 at Sunset Hills Vineyard in Purcellville garnered such overwhelming interest—and resulted in a waitlist to attend—that next year's event will be planned for a larger guest capacity.

Maintaining a keen focus on community service, committee members also collected

household items during the wine-tasting event as a part of HomeAid Northern Virginia's Welcome Home Basket program, which provides essentials to shelter residents moving out of homelessness into their own apartments or homes.

On a beautiful October day, the committee also coordinated a watershed cleanup project for NVBIA members and their families. Sporting commemorative t-shirts from NVBIA, Angler Environmental, Drees Homes, and Stanley Martin Homes, attendees spent a Saturday morning walking along the banks of Cub Run in Fairfax and recycling/disposing of trash runoff that is hazardous to aquatic life. In November, committee members volunteered to participate in mock interviews at SERVE in Manassas, in order to help shelter residents prepare for job interviews.



WBI members clean up Fairfax's Cub Run Watershed, with help from their families.



Leadership Breakfast Roundtable panelists (left to right) Debbie Rosenstein, Diane Cox-Basheer, and Sue Wolford address a full house of WBI members.

GALA

Continued from page 1

Top recognition went to the Georgetown at Crown by Wormald Homes for Home of the Year, and to One Loudoun by Miller & Smith for Community of the Year. A new Grand Award for Custom Home of the Year was incorporated into this year's cadre of winners, with Horizon Builders and Sutton Yantis Associates Architects earning that distinction for their design build for a residence on Alloway Drive in Potomac, Md. The Salesperson of the Year title went to the dynamic duo at EYA—Yumin Chung and David Ortiz, the sales team for Old Town Commons. Craig Havenner, CEO of The Christopher Companies, received the distinction of the new Hall of Fame Grand Award for the impact of his career's work in our industry.

Thank you to George Mason Mortgage, the Grand Platinum Sponsor, who topped the list of 50 event sponsors this year. Charitable donations from proceeds were also given this year by Maryland Building Industry Association's President Tom Baum to the Home Builders Care Foundation and by Northern Virginia Building Industry Association's President Jerry Berman to HomeAid Northern Virginia.

Choose Your Level of Support

NVBIA rolls out revised and expanded Business Partner Program

In 2015, 10 percent of our members made the decision to support NVBIA through sponsorship. In the association

world, that's a huge show of membership engagement—and a critical component of our ability to give our members more educational opportunities, networking events, and greater visibility.

To match our ongoing growth, we've expanded and enhanced our 2016 Business Partner Program, making it more flexible and customizable for every price point.

Rather than limiting the number of events any one business partner can sponsor in a year, for example, we've rolled out a far more extensive list of opportunities to allow our supporters to choose as many as they wish, at their desired level of support. And, we've

introduced a brand new President's Club level—Echelon—in order to appeal to those organizations looking for more exclusive exposure within NVBIA.

"This new program—combined with the new database system we're migrating to—will give everyone so much more customization," said Ed Messick, NVBIA's membership and sales senior manager. "Our goal was to maximize the benefit for each of our sponsors' dollars, and the comprehensive changes we've made will ensure that: Companies can pinpoint exactly where they want representation, and spread their funds throughout the year, at every level, at every type of event, be it a local chapter event or an association-wide black tie event. They are in the driver's seat when it comes to choosing where and how they want more recognition and exposure. The more we as an association grow, the more sponsors' return on investment can grow. This new program really capitalizes on that."

If you haven't already received your copy of the new 2016 NVBIA Business Partner Program brochure, an online copy can be downloaded at www.nvbial.com/sponsorship-opportunities/, or contact Ed Messick at 571.283.6312 or at emessick@nvbia.com.

Thank You, 2015 Sponsors!

One of every 10 members got behind NVBIA with a sponsorship in 2015—an enormous show of support for any association and even more impressive for the homebuilding industry, which continues to rebuild in a still-recovering economy. THANK YOU to all of our 2015 sponsors—you were the engine that drove our success this year.

See page 8 for the full list of NVBIA 2015 sponsors.

Annual NVBIA Oyster Roast Celebrates Three Decades of Networking, Fun and Feasting

With a 31-year track record, NVBIA's Annual Oyster Roast is one of our most enduring and popular events, attended by thousands of members, guests and VIPs over the years. On September 17, we continued that time-honored tradition, as a crowd of more than 200 traveled to Belmont Bay for this year's feast. As usual, the event delivered an even mix of great food, provided this year by Martins Caterers; fundraising for HomeAid Northern Virginia; and networking, including face time with Frank Principi, Woodbridge District Supervisor, Prince William County; Maureen Caddigan, Potomac District Supervisor, Prince William County; and John Jenkins, Neabsco District Supervisor, Prince William County.



A portion of the proceeds raised at the Roast was donated to HomeAid Northern Virginia, and Halloween costumes were collected for Women Giving Back, so that they could distribute them to children living in local shelters.



Homelessness Affects Everyone

How can you help in 2016?

Homelessness can have a devastating impact—not just on the individual, but also on the community at large, as business owners, residents, law enforcement, community service providers, and schools work to support a community's health. In Virginia, approximately 40,000 persons

are homeless; in Northern Virginia, more than 5,000 are homeless. It's

estimated that almost half of the children living in shelters are under the age of five, and homeless children are twice as likely to have health problems as children with stable homes, are twice as likely to experience hunger, and are four times as likely to have delayed development.

How can you help? Make 2016 the year you get involved! Every time an organization steps forward to support HomeAid Northern Virginia—whether that's helping build or renovate a home

servicing the homeless, donating funds, or volunteering—you can help break the cycle of homelessness. Please visit www.homeaidnova.org and check out the many ways to **Get Involved!**



www.nahb.org/education

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.

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.

Thank You to the Following NVBIA Members that Helped Complete a HomeAid Project in 2015!

2015 BUILDER CAPTAINS

- BOWA
- Brookfield Homes
- CarrHomes
- Drees Homes
- Kettler
- M/I Homes
- Miller & Smith
- Stanley Martin Homes
- Van Metre Homes, Home Design Elements, VM Home Solutions
- Winchester Homes

2015 TRADE PARTNERS, MANUFACTURERS AND SUPPLIERS

- 84 Components
- 84 Lumber
- Ace Trim Carpentry, Inc.
- Allsite Development
- Annandale Millwork and Allied Systems
- ARS Heating and Air Conditioning
- Atlantic Building Supply
- Atlas Plumbing
- Azor Construction, LLC
- B&K Distributors, Inc.
- Bee & H Electric Company
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- Bohler Engineering
- Bollinger Construction, Inc.
- Breeden Mechanical

- Bryant Group, Inc.
- Buhl Electric
- Builders First Source
- Builders Floor Service
- Burgess Lighting
- Burton & Robinson, Inc.
- Capital Mechanical
- Carlyn and Company Interiors + Design
- Century Tile
- Construction Inspection Services, Inc.
- Dae Won Construction
- Dal Tile
- Davenport Insulation
- Delta Concrete
- Dominion Electric Supply Company
- Eastern Applicators
- The Engineering Groupe

- Exceptional Choices Inc.
- Falcon Heating & Air Conditioning, Inc.
- Ferguson Enterprises
- Franklin Electric
- General Electric Appliances
- Green Village Concrete
- Hall Mechanical
- HD Supply Interior Solutions
- Heritage Contracting LLC
- Hunt's Crane Service
- IDS/Broad Run Construction Waste Recycling
- John Darvish Construction
- Kohler
- Luckstone
- Masonry Design
- Metro Tile/Stoneworks
- Mid South Building Supply
- Mosaic Tile

- Next Day Blinds
- Nicholas Trucking
- NV Waterproofing
- Old Dominion Tile
- R&F Metals
- Ryan Homes
- Sherwin Williams, Inc.
- Sight & Sound Systems, Inc.
- Signature Companies
- SmartCom
- Stock Building Supply
- TAC Ceramic Tile Company
- Titan Erosion Control
- Total Development Solutions
- TW Perry
- Velasquez Contractors Inc.
- Vintage Security
- Vulcan



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 Charter One Mortgage
 christopher consultants ltd
 Elm Street Development
 Fulton Mortgage Company/
 Fulton Bank, NA

BENEFACTORS

Guardian Home Technologies
 Masonite International
 Pennoni Associates
 S W Rodgers Company Inc.
 Stewart Title and Escrow Inc.
 Susquehanna Bank
 The Engineering Group, Inc.
 The SES Companies
 Thompson Greenspon
 Walsh, Colucci, Lubeley &
 Walsh, P.C.
 Wetland Studies and Solutions, Inc.

Angler Environmental
 Champion Title & Settlements
 ECS Mid-Atlantic, LLC
 LCS Site Services LLC
 Masonry Design, Inc.
 Soils, Inc.
 The IDI Group Companies
 Walker Title LLC