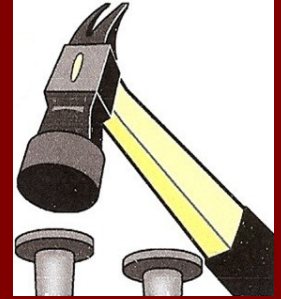


Need more info? Click link to the FABAVA website: [FABAVA.COM](http://FABAVA.COM)

# Builders FRAMEWORK



Caroline County ♦ City of Fredericksburg ♦ King George County ♦ Orange County ♦ Stafford County ♦ Spotsylvania County

Volume 12, Issue 1

A publication of the Fredericksburg Area Builders Association January 2017



**2017 CORNERSTONE  
PARTNER SPONSORS!!!**



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HERITAGE  
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Puttin' on the  
*Ritz*  
January 13, 2017  
6:00-11:00pm

49th Annual  
*President's Gala*

You are cordially invited to the  
*Installation of Officers & Awards*  
Black Tie Optional

*Inn at the Old Silk Mill*  
1707 Princess Anne Street, Fredericksburg VA 22401

RSVP and \$75pp Tickets at [FABAVA.com](http://FABAVA.com)  
Or call (540) 898-2730

 **Fredericksburg Area Builders Association**  
*"Building A Better Community"*



Find me (hard hat) and email the FABAVA office at [admin@fabava.com](mailto:admin@fabava.com) with page # for a chance to win a prize at Hard Hat Networking on January 26th

**Hard Hat**

**Networking**  
**January 26th,**

**5:00pm-7:00pm**  
Cancun Margarita

Bar & Grill

**Blitz Capitol Hill**  
**January 31st. Meet at**  
**South Point Cracker**  
**Barrel at 7:30. If**  
**attending, email**

[admin@fabava.com](mailto:admin@fabava.com)

[Loisann's Hope](#)  
[House benefit](#)  
[at Sedona Taphouse](#)  
[January 30th,](#)  
[3:30pm-5:00pm](#)  
[sponsored by](#)  
[Adam Fried with](#)  
[Atlantic Builders](#)

**Want to get more involved with your Association?**

The **ASSOCIATES MEETING** is the place to be!

January 18th, FABAVA Conference Room, **9:00am**

**REVERSE RAFFLE tickets on sale!**

[To buy tickets, contact a FABAVA Board Member or](#)

[the FABAVA Office at 540-898-2730](#)

**Drawing for \$5,000.00 is February 17th.**

Need more info? Click link to the FABBA website: [FABAVA.COM](http://FABAVA.COM)

# Sean Halsey's President's Pen...

2016's Outgoing President

Wow, that was fast! I am honored to have served as your President this past year. At the beginning of the year, I committed to work hard for you and listed five goals I would like to see us accomplish during the year. We made progress in each area, had some real successes in specific areas and have a lot of work to do in others.

1. **Legislative.** Through the hard work and continued focus of Mr. Bruce Reese and other members of our legislative team we have continued to forge and strengthen our relationships with each locality through bi-monthly meetings and open dialogue. We helped pass the proffer reform bill and are very close to having the septic ordinance revised in Stafford County.
2. **Community.** We helped raise awareness of the Fredericksburg Area Builders Association in our community through two fairly new events. The first was the Family Fun Day that helped raise funds for the Friends of the Rappahannock. The second was the Walk a Mile in Her Shoes fundraiser. These events were led by Barbara Parks and Frank Sigmon respectively.
3. **Affordable Housing.** Unfortunately, this is one of the areas that can't be fixed in a year. While I have continued to be involved with the George Washington Regional Commission (GWRC) and other groups seeking ways to resolve the lack of affordable housing in the area, particularly for police, firefighters, teachers and other public servants, this is a long term issue that is going to take long term solutions to resolve.
4. **Educational Opportunities.** Thanks to the generosity of Atlantic Builders, we were able to have a well attended and incredibly engaging presentation by a nationally renowned customer satisfaction expert, Charlie Scott. We want to offer more opportunities for this type of program. Please let us know what you are looking for and we will continue to enhance this aspect of our association.
5. **Membership.** This is an area we thrived in this past year. Our association grew by over twenty (20) percent in 2016! During our spring membership drive we won third place in the entire nation on percentage of new recruits. Thanks to all of you who brought in one new member, helped on a committee, participated in an event, or attended an event. Each of these acts is what makes our association a success.

Thank you for your support this past year. I especially want to thank the entire Board of Directors, our Executive Vice President, Maria Moore, and our staff of Debbie Acors, Tina Perryman and Debilee Frederick, for making my job easy, and each of our events a great success.

I know all of you will help me in showing Dave Phelps how awesome our team is by volunteering your time and efforts during his year as President. Best of luck to Dave in the coming year.

~Sean Halsey, Halsey Homes, Fredericksburg Area Builders Association President, 2016

Need more info? Click link to the FABBA website: [FABAVA.COM](http://FABAVA.COM)

# President's Pen...

Dave Phelps, Fredericksburg Area Builders Association 2017 Incoming President

Welcome 2017!!!!

I would like to thank the Board of Directors for their time and support to the Fredericksburg Area Builders Association, and entrusting me as the 2017 President.

We had a great 2016 with Sean Halsey's leadership. Membership is up and growing. Sean's dedication and "HOURS" of time given to FABBA has greatly enhanced our growth and involvement with our community. Thank you Sean, I truly appreciate the hard work you have given the association!

Maria and staff, where do I start? There is so much work involved in running FABBA and making our events fun and exciting. The effort you and the staff gives creates the value our members appreciate and enjoy, which ensures their continued support and membership in the association.

For 2017, I want to continue with the movement created in 2016. Some have heard me say, "our growth depends on how much fun we are having as an association." If our events continue to be fun and exciting there will be a higher level of interest for industry members to get involved with FABBA. The opportunities our associate members gain from networking at our FABBA events is huge! I will do everything I can to make sure FABBA continues to bring value to each and every individual within the association. It is our membership growth that allows FABBA to be more involved within the community we live and work. FABBA's excellent legislative group works tirelessly to ensure our industry thrives and survives market swings. I highly encourage everyone to come to our legislative meetings. It is imperative that we continue to cultivate an environment supportive of our industry!

Thank you for your membership in the Fredericksburg Area Builders Association. I look forward to a great 2017!

Regards,

Dave Phelps

**NAHB Rebates : SAVE MONEY AT:**

<http://www.nahb.org/en/members/member-discounts.aspx>

Need more info? Click link to the FABA website: [FABAVA.COM](http://FABAVA.COM)



# BUILDING A SOLID ASSOCIATION with Cornerstone Sponsorship



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## FRIEND



Need more info? Click link to the FABFA website: [FABAVA.COM](http://FABAVA.COM)

# Support FAB FOUNDATION, Buy your Reverse Raffle ticket today!

Fredericksburg Area Builders Association's FAB Foundation provides assistance to the elderly with housing needs.

## Only 200 tickets will be sold!

Contact the FABFA Office at 540-898-2370 or a FABFA board member to purchase your tickets today!

### Are you the \$5000 winner?

Find out on February 17th, 7:00pm-9:00pm at the Fredericksburg Country Club. Cocktails and appetizers will be provided.

A Reverse Raffle ticket admits 2. You must have a Reverse Raffle ticket to attend. For headcount purposes, please register >>> [ATTENDING REVERSE RAFFLE](#)



Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 Phone: ( \_\_\_\_\_ ) \_\_\_\_\_

No 102



#### THE FREDERICKSBURG AREA BUILDERS FOUNDATION

cordially invites you to participate in the FAB FOUNDATION- HOME REPAIR

Cocktail Buffet and Reverse Raffle  
Friday, February 17, 2017 from 7:00 - 9:00 p.m.  
Fredericksburg Country Club

**First Prize - \$5000**

Additional Prizes every 50th ticket

This invitation admits two persons -  
Contribution \$100 for FAB Foundation -  
a 501(c)3 Charitable Organization

Limited to 200 tickets • Winner need not be present  
*Foundation reserves the right to cancel this event and refund contributions if at least 150 tickets are not sold.*

No 102

Need more info? Click link to the FABBA website: [FABAVA.COM](http://FABAVA.COM)

To Register, click >>> [Dinner at Sedona Taphouse](#)

Benefiting Loisann's Hope House,  
Adam Fried of Atlantic Builders invites Fredericksburg Area  
Builders Association members to Sedona Taphouse on  
January 30<sup>th</sup> from 3:30pm-5:00pm for a meal on him,  
a steak dinner and one drink.

Please register >>> HOPE HOUSE BENEFIT AT SEDONAT  
TAPHOUSE.

SEDONA TAPHOUSE  
591 William Street  
Fredericksburg, VA 22401  
540-940-2294

Thank you Adam for  
your generosity and  
charitable contributions.

SEDONA  
TAPHOUSE

### 2016 Parade of Homes Pinnacle Builder Winner-Mendleson Homes



#### 2017 PARADE OF HOMES FOCUS GROUP

Fredericksburg Area Builders Association  
invites 2016 Parade of Homes Entrants and committee members to join in a discussion for the upcoming  
2107 Parade of Homes on January 24<sup>th</sup>, 11:00am at the FABBA conference room.

Email your [RSVP](#) to Debilee at [accounting@fabava.com](mailto:accounting@fabava.com)

Need more info? Click link to the FABBA website: [FABAVA.COM](http://FABAVA.COM)



## *2017 is starting with a bang!*

*Want to get more involved with your association? Then join us at the first 2017 Associates Meeting on January 18th, 9:00am held in the FABBA conference Room. John Reid, FABBA's new Associates Director, will lead the way in laying out the 2017 year and where FABBA needs assistance.*

*Debbie*

*Director of Events and Membership*

*Have you registered for the gala? Register here: <http://fabava.memberzone.com/events/details/2017-presidents-gala-142>*



*Happy New Year!!!  
I hope that 2017 exceeds your expectations!!!*

During the FABBA Board meeting in December, it was decided to best manage the Associations End-of-Year financials that permits should be invoiced at submission instead of at completion. This will hopefully allow FABBA to accurately capture the Permitting Department's financial progress throughout the year.

So, effective upon my return on January 9<sup>th</sup>, 2017, permits will be invoiced at submission.

If you have any questions, please call 540-898-2730.

Thank you for your support and understanding,

*Tina Perryman*

Need more info? Click link to the FABBA website: [FABAVA.COM](http://FABAVA.COM)



**WELCOME NEW MEMBERS and  
Thank you Renewals!**

To learn more about these members,  
go to [fabava.com](http://fabava.com) and click  
“Find A Member”.

Legacy Engineering  
C&O Home & Business Services  
CC Carpentry  
Dickinson  
Dewberry  
RGS Tile  
A&E Homes  
Revere Gas  
Lewis Appraisal  
PB Mares  
Republic Home Builders  
Dominion Virginia Power  
Bethel Builders

Simply Homes  
Battlefield Homes  
Ryan Homes  
Atlantic Bay Mortgage  
Jim Carpenter  
Tricord  
Republic Allied Waste  
Andersen Windows  
NSWC Federal Cred Union  
DBA The Roof Center  
Quarles Petroleum  
Union



Need more info? Click link to the FABA website: [FABAVA.COM](http://FABAVA.COM)

## Fredericksburg Area Builders Association Legislative Page Blitz Capitol Hill, January 31st. Meet at Cracker Barrel at Southpoint to carpool @ 7:30am

Any questions, please contact the Fredericksburg Area Builders Association at 540-898-2730 or email [admin@fabava.com](mailto:admin@fabava.com).

\*\*\*\*\*

**It is time to begin planning for the 2017 HBAV "Builders Blitz" at the General Assembly Building (GAB) and State Capitol in Richmond.** The 2016 "Builders Blitz" was a huge success with the passage of SB 549, the HBAV-backed Proffer Reform legislation, and many members prospered from and enjoyed their visit to the Capitol City. **Bring as many of your local members (Builders and Associates) as you can to visit with your local House of Delegates members and Senate of Virginia members about the 2017 HBAV Legislative Agenda!** Help us improve your business climate!

The 2017 "Builder Blitz" plan is to meet at 9:00 a.m. at the Hilton Richmond Downtown, located three blocks from the State Capitol and GAB complex, for a 20-minute briefing session and the distribution of talking points on the HBAV 2017 Legislative Agenda. We need you and your members here in Richmond on January 31st to help us deliver HBAV's Message to every member of the State Legislature! Plan to wear your company Logo gear and wear a hard hat. If you do not have a hard hat, we will have one for you in Richmond.

Following the HBAV Lobbying Team Briefing Session, all members will walk to the General Assembly Building (GAB) which hosts the offices of the House Delegates and State Senators to allow members to share the support of the four HBAV-backed bills.

### **PLEASE COMPLETE AND RETURN THE ATTACHED "BUILDER BLITZ" ATTENDANCE FORM TO ENABLE THE HBAV STAFF TO PROPERLY PLAN FOR THE "BLITZ"**

Below is a brief summary of the four legislative bills the committee has approved for the HBAV 2017 Legislative Agenda.

**PRIORITY NUMBER ONE:** HBAV continues to support the Proffer Reform Legislation (Senate Bill 549, by Senators Obenshain and Saslaw and Delegate Gilbert) enacted in 2016. SB 549 is good public policy; Homebuilders should not pay for impacts that they do not cause. Amendments to SB 549 would be premature, because the measure would have only been law for 6 months when the 2017 Session of the General Assembly convenes.

### **EXTENSION OF PLAN VALIDITY LEGISLATION: Patron: Delegate Danny Marshall.**

HBAV supports an extension of local government approved land use plans enacted in 2012. The land use validity legislation is set to expire on July 1, 2017. Such an extension protects the investment that homebuilders have made in these sites, and provide an adequate supply of approved lots when demand returns for such building sites. The legislation will also save localities the resources that would otherwise be required to reconsider already approved land use plans. Reconsideration of previously approved land use plans could take many months or more than one year to complete.

### **LEGISLATION ON CONTRACTOR AGREEMENT WITH SUBCONTRACTORS: Patrons: Delegate Chris Peace and Senator Richard Stuart**

HBAV supports legislation to clarify that any contractor that directly employs or otherwise contracts with a person who is not licensed or fails to maintain a license for work that requires a license is responsible for any resulting fines or penalties.

### **ESTABLISH CLASS D CONTRACTORS REGISTRATION: Patrons: Delegate Chris Peace and Senator Richard Stuart**

HBAV supports legislation to provide a new class of license for certain project contractors engaged in low-cost projects under the supervision of licensed contractors. Currently, Virginia's Contractor Licensing Laws have a Class A, B, and C Licensures. Class D Contractors would have to be supervised or managed and warranted by a Class A, B, or C Contractor, would have to receive a Form 1099, would use his own tools and equipment and, would be paid on a per-project basis. Work performed by a Class D contractor shall not exceed \$1,000 per project.

### **PROFFER AMENDMENT NOTICE REQUIREMENTS: Patron: Delegate Chris Stolle**

HBAV supports direct mail notice of a proposed Proffer Amendments to adjoining property owners. Previously, a Circuit Court decision required all landowner's subject to an existing proffered condition to be a co-applicant of the amendment. The General Assembly addressed that local court decision by only requiring direct mail notice to all such landowners, which could total thousands of landowners at a significant expense for an applicant of a proffer amendment. The Virginia Supreme Court has now reversed the lower court decision. Therefore, HBAV supports amending the Code of Virginia to a more reasonable notice requirement: direct mail notice to property owners within 2,000 feet of the location of the proffer amendment, and general notice to all other landowner's subject to a proffer.

**Please help us make the "Blitz" a success by joining us and by helping us to organize and to encourage your local leadership and membership to join us on Tuesday morning, January 31<sup>st</sup> in Richmond to help us carry a strong housing message to every member of the Virginia General Assembly.**

More information on the 2017 "Builder Blitz" will follow shortly. Do not miss this opportunity to make a difference in the home building business climate in Virginia!

Best regards,  
Craig Havenner  
President

*David Owen*

David Owen, Chairman  
HBAV Legislative Committee

**PS: There is no charge to participate in the 2017 Housing Blitz!**

Need more info? Click link to the FABAs website: [FABAVA.COM](http://FABAVA.COM)

# FREDERICKSBURG AREA BUILDERS ASSOCIATION CALENDAR

## January

1-13-17, 6:00pm-11:00pm, **Presidents Gala, Old Silk Mill, Register >>> [2017 President's Gala](#)**

1-16-17 Martin Luther King Day- FABAs office closed

1-18-17, 9:00am Associates Committee Meeting in FABAs Conference Room

1-18-17, 10:00am Membership Committee Meeting in FABAs Conference Room

1-18-17, 3:00pm Executive Board Meeting in FABAs Conference Room

1-19-17, 9:00am Legislative Meeting in FABAs Conference Room

1-24-16, 11:00am Parade of Homes Focus Group in FABAs Conference Room. RSVP to Debilee at [accounting@fabava.com](mailto:accounting@fabava.com)

1-26-17, 5:00pm-7:00pm Hard Hat Networking, Cancun Margarita Bar & Grill

1-30-17 3:30pm-5:00pm, Sedona Taphouse, Loisann's Hope House Benefit steak dinner paid for by Adam Fried with Atlantic builders. Register for free event >>> [Charity for Hope House at Sedona Taphouse](#)

1-31-17, 7:30am Capitol Hill Blitz, Meet at Cracker Barrel at Southpoint. If you plan to attend, email [admin@fabava.com](mailto:admin@fabava.com).

## February

2-17-17, 7:00pm-9:00pm, FAB Foundation's Reverse Raffle held at Fredericksburg Country Club. **Reverse Raffle tickets on sale with any board member or at FABAs Office. Register for headcount at [FAB Foundation's REVERSE RAFFLE](#)**

2-20-17, President's Day-FABAs Office closed.

2-23-17, 5:00pm-7:00pm, Hard Hat Networking, Park Lane Tavern

### Got Swag!

FABAs needs marketing materials to hand out at the office and put in new membership cooler bags. We'll also use them in the board room and at events.

### Let us help you market!

Bring anything by the FABAs office with company logo and/or name on it and we'll put it to work for you.

Any questions, please contact us: 540-898-2730 or [admin@fabava.com](mailto:admin@fabava.com)

Need more info? Click link to the FABA website: [FABAVA.COM](http://FABAVA.COM)



3006 Lafayette Blvd.  
Fredericksburg, VA 22408  
(540) 898-2730 [www.fabava.com](http://www.fabava.com)

## FABA STAFF

**Maria Moore**  
Executive Vice President  
[mmoore@fabava.com](mailto:mmoore@fabava.com)

**Debbie Acors**  
Executive Administrator  
[admin@fabava.com](mailto:admin@fabava.com)

**Tina Perryman**  
Permit Expediter  
[permitting@fabava.com](mailto:permitting@fabava.com)

**DebiLee Frederick**  
Accounting  
[accounting@fabava.com](mailto:accounting@fabava.com)

## OFFICERS AND DIRECTORS

**President**  
**Sean Halsey**  
Halsey Homes

**1st Vice President**  
**Open**

**2nd Vice President**  
**Gene Brown**  
Atlantic Builders, Ltd.

**Immediate Past President**  
**Dan Sandoval**  
Republic Home Builders

**Treasurer**  
**John Reid**  
Embrace Homes Mortgage

**Secretary**  
**Scott Hine**  
Integrity Home Mortgage

**Associate Vice President**  
**Eddie Payne**  
Mid South Building Supply

**Legal Counsel**  
**Charlie Payne**  
Hirschler Fleisher

**Executive Vice President**  
**Maria Moore**  
FABA

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**John Gasque**  
Toll Brothers

**Tim Hall**  
Tricord Homes

**Dave Phelps**  
ICF Homes of Virginia

**Brandon Serbay**  
Built Right Homes

## ASSOCIATE DIRECTORS

**Conrad LaBossiere**  
Builders FirstSource

**Bruce Reese**  
Legacy Engineering  
Legislative

**Sara Cushing**  
Legacy Engineering

**LEGISLATIVE**  
**Bruce Reese**  
Legacy Engineering

Fredericksburg Area Builders Association  
*About the association*

The Fredericksburg Area Builders Association, chartered in 1968 and incorporated in 1980, represents thousands of people whose livelihoods are directly tied to the building and building-related industries. FABA, a tax-exempt trade association, is affiliated with the National Association of Home Builders (NAHB) and the Home Builders Association of Virginia (HBAV). With its main purpose to create and maintain a favorable climate for the growth and development of the building industry, the Fredericksburg Area Builders Association seeks to develop and maintain high professional business standards with the ultimate goal of providing home ownership to all individuals and families in our area. Centrally located between Washington, D.C., the nation's capital, and Richmond, Virginia, the state capital, FABA serves the historic Fredericksburg, VA area including the surrounding counties of Spotsylvania, Stafford, King George, Caroline, and Orange.