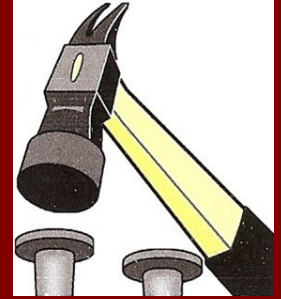


Need more info? Call the FABA office at 540-898-2730 or go to website: FABAVA.COM

Builders FRAMEWORK



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

Volume 12, Issue 2

A publication of the Fredericksburg Area Builders Association February 2017

**ARE YOU THE
\$5,000 WINNER!**

Only 200
tickets
available!

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 250 tickets are not sold.

No 123

Name: _____ Address: _____ Phone: (____) _____

No 123

REVERSE RAFFLE
February 17,
7:00pm-9:00pm

Call or stop by the
Fredericksburg Area
Builders Association to get
your \$100 ticket.

Rules:
1 ticket admits 2
Do not have to be present to win
Business casual

FABA:
540-898-2730, 3006 Lafayette Boulevard, Fredericksburg, VA

March 29, 2017,

Fredericksburg Country Club
11301 Tidewater Trail
Fredericksburg, VA 22408

Registration and setup begins 7:30am

8:00am-9:00am

Builders:

Virginia Industry update given by HBAV's Mike Toalson while enjoying a complimentary breakfast. Builders call the FABA office today! 540-898-2730.

9:00am-11:00am

Associates:

Give your "sales pitch" to the builders in speed dating style. Each company rep will get 5 to 7 minutes to have "face time" in front of 15 to 20 builders.

20 associate/vendors spots available.

Associates Registration opens February 14th.
Associates cost \$200.



BUILDER

DIRECT

CONNECT

Builders: call today! 540-898-2730

**Associates: Registration starts
February 14th**

Want to get more involved with your Association?
The **ASSOCIATES MEETING** is the place to be!
February 8th, FABA Conference Room, **9:00am**

Hard Hat Networking
February 23rd, 5:00pm-7:00pm
Park Lane Tavern

Need more info? Call the FAB A office at 540-898-2730 or go to website: FABAVA.COM



Executive View Point

~ Maria Moore
Executive Vice President

Reverse Raffle

Fredericksburg Area Builders Foundation
501(c)3 Organization

How would you like to have a chance to make \$5,000 cash while providing a much needed service to the elderly and less fortunate? The FAB Foundation was formed to provide essential home repairs to the elderly and less fortunate. To accomplish these goals requires the Foundation to replenish funds through various fundraising efforts. For 2017, the Foundation Board of Directors will hold a reverse raffle.

FRIDAY, February 17

6 - 9 P.M.

FREDERICKSBURG COUNTRY CLUB

Tickets are \$100

(tax deductible charitable donation)

Tickets are \$100 each (only 200 tickets have been printed) and admit two to the Reverse Raffle Party. Enjoy heavy appetizers and flowing beverages while socializing with friends and colleagues. Someone will walk away with \$5,000 cash. Other prizes will be given throughout the night. There is no need to be present to win . . . however you will miss a really good time if you do not attend.

DON'T DELAY . . . GET YOUR TICKET TODAY BY CALLING THE FAB A OFFICE AT (540) 898-2730 OR CONTACTING A FAB A/FAB BOARD OF DIRECTOR.



Need more info? Call the FABAs office at 540-898-2730 or go to website: FABAVA.COM



Legislative Guru Bruce Reese

The 2017 legislative session continues in full force in Richmond. Our HBAV Legislative Committee and staff continue to endorse those ideals passing through the Assembly that benefit our industry. Chief among those ideals is the protection of the proffer reform legislation signed into law last year. We continue to believe the adopted legislation made the proffer system more fair and equitable and also believe that legislation needs time to establish itself as the new normal before any attempts are made to change it. In addition, we are hoping to extend the plan validity of active plans an additional period of time to help compensate for the recent housing downturn – from which we are still recovering (HB 1697). Two other agenda we are supporting include the elimination of excessive notification provisions for a proffer amendment on an existing community (HB1797) and protections for contractors employing sub-contractors doing work valued at less than \$2,500 (SB1193 and HB 1979). Please do not hesitate contacting us if you have questions about any of these bills.

Finally, we continue to meet with local staff representatives in an effort of maintaining open communications. These meetings allow both staff and industry representative to openly discuss problems and work toward meaningful solutions. We invite all to attend those meetings when available. A schedule of times and locations for those meetings are available with FABAs staff.

Best,

Bruce A. Reese, P.E., L.S.
Legacy Engineering, P.C.
Office (540) 373-8350
Cell (703) 409-2220

For more Storming Capitol Hill, pictures, click the image >>>



Need more info? Call the FABAs office at 540-898-2730 or go to website: FABAVA.COM



Events Corner Debbie Acors, Director of Events and Membership

The lights! The décor! Fredericksburg Area Builder Association's Members and guests danced the night away! The *Puttin on The Ritz* theme with black and white plumes set the stage for a lovely dinner and awards ceremony. THEN, 2017 FABAs President, Dave Phelps announced an open bar, and the Inn at Old Silk Mill morphed from elegant to an intriguing night where white lights transformed to fluorescent and eighties music energized. Nothing screams *Let's Dance* as much as the upbeat music from the time period.

The "Strictly Ballroom" dancers entertained with their ease over the dance floor. They even taught the attendees a thing or two.

Smiles and laughs were heard from beginning to end, with the "Oh Yeah," from the tune of Ferris Bueller's Day Off playing when 2016 FABAs President, Sean Halsey, took the stage to speak to the *Adams Family* theme song playing as the 2017 FABAs Board Members approached the podium to be sworn in. A night for the memory lane vault.

Pictures can be found on the FABAs website, www.fabava.com and on the [FABAs Facebook](#) page.

Have you bought your Reverse Raffle ticket? Support FAB Foundation and get a chance at winning \$5,000.

(Reverse Raffle Cocktail Party-February 17th)
Reverse Raffle, A win, win event! Call the office

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Builders Association
"Building A Better Community"



Lease vs Purchase

By Michelle Hughes, Safford Chrysler Jeep Dodge

2017 Fredericksburg Area Builders Association Cornerstone Sponsor

I often get asked is it better to purchase a vehicle or lease it? This is an age old question similar to the chicken and the egg... Depending on your individual business situation, there are benefits to both. Most people believe that putting high mileage on a vehicle automatically knocks leasing off the table; or maybe they are upfitting the vehicle and think that modifying a unit will make it ineligible. Or better yet a customer wants to own the vehicle at the end of the lease term but is worried about a large buyout or residual payment and is turned off. The truth is, commercial leasing has been transformed into a customer friendly, business oriented option that customers should consider when adding a vehicle to their fleet.

TRAC leases are a great way to accommodate high mileage usage with off the books financing freeing up capital and alleviating the stress that often comes with a standard retail lease (I know, I'm in a lease now and am already over my miles LOL). TRAC leases are a flexible, affordable way to get the vehicle you need without the worry of excess wear and tear or mileage penalties at the end of the term. TRAC leases can be structured with various terms and residuals including a ZERO TRAC option with a \$1 final buyout and can even accommodate most upfits as well. Another added benefit to a lease is a smaller monthly payment that can even sometimes include maintenance or a warranty depending on the lease structure.

But enough about leases, let us move onto the benefits of a standard purchase with a regular loan structure. For those customers that keep vehicles for a long time or have a need to depreciate an asset for tax purposes or otherwise don't fit into a lease option, a standard vehicle purchase may make the most sense. Commercial loans work exactly like a retail loan varying typically only in interest rate (commercial tends to be higher) or term (most companies don't finance for 84 months) with the exception of the capped cost associated with upfits or modifications. Some upfits such as refrigeration packages tend to be an exception as they become a permanent part of the vehicle and can sometimes be financed 100% in the right credit situation. Other upfits or modifications such as luxury conversions may be maxed at 50% due to their limited permanency (i.e. easily removed electronics).

Standard commercial loans however, are not all the same and there is some flexibility in structure. A company with seasonal business or influx of income such as a landscaper or pool maintenance company may be interested in a loan with skip payments where their loan allows for a break during the off season. Another commercial option is a loan with accelerated payments that can offer the client an opportunity to include a large amount of negative equity due to trade or vehicle loss or to pay off the loan faster in a structured manner based on their income stream and company flux. And with no prepayment penalties companies still have the option to pay a loan off early if they choose to do so.

Every business and every customer has their own unique situation and should always rely on the advice and expertise of their accountants to make sure they choose the best option for them but there *are* options out there and maybe some you should consider the next time you are in the market.

Until next time.....

~Michelle Hughes

Commercial Truck Manager

Safford Chrysler Dodge Jeep Ram Fiat
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Fredericksburg VA 22408
540-454-9393 direct

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www.HBArebates.com



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This is an advertisement. Prepared 1/30/2017.

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Permitting Corner Tina Perryman, Permitting Expediter

Spotsylvania County:

Made some minor changes to their application; the second page has been modified and the Designated Contact Page now has a place to provide a point of Contact for Electronic Inspection Results. Yes, Spotsylvania will be offering Electronic Inspection Results effective January 30, 2017. This however, will NOT include the issuance of a Certificate of Occupancy. The following link has all the information:

[http://www.spotsylvania.va.us/filestorage/21027/21029/21583/21753/
Electronic_policy_final_inspections.pdf](http://www.spotsylvania.va.us/filestorage/21027/21029/21583/21753/Electronic_policy_final_inspections.pdf)

When applying for LP Tanks the location of the tank must be on the site plan when there is an RPA located on the property

Stafford County:

Is moving forward in Electronic submissions; they are running trials, as well as working out all aspects of this transition.

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DebiLee Frederick

FABA is now using a new database called Member Zone. We are very excited about it and find it very user friendly. Links have been emailed to the members listed as “primary contacts”. If you haven’t already done so, please look for this email and set up your password in order to access your account online. We have noticed that some members have already done so and updated their information. This is very important because we are in the process of getting the information together for the Membership Directory. Should you run into any issues that you can’t resolve, don’t hesitate to call the office. We are most happy to help! THANK YOU, *DebiLee Frederick*



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Click here >>> [2017 Application](#)

Need more info? Call the FAB A office at 540-898-2730 or go to website: FABAVA.COM

FREDERICKSBURG AREA BUILDERS ASSOCIATION CALENDAR

February

2-8, Associates Meeting, 9:00am FABA Conference Room

2-8, Membership Meeting 10:00am FABA Conference Room

2-8, Full Board Meeting 3:00pm FABA Conference Room

2-17, 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 FABA Office.

Register for headcount at [FAB Foundation's REVERSE RAFFLE](#). Must have ticket to enter!

2-20, President's Day-FABA Office closed.

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



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March

3-8, Associates Meeting, 9:00am FABA Conference Room

3-8, Membership Meeting 10:00am FABA Conference Room

3-8, Executive Board Meeting 3:00pm FABA Conference Room

3-29 7:30am-11:00am, Builder Direct Connect at Fredericksburg Country Club. Builders, call office today. Associates, registration begins February 14th.

3-30, 3:30-5:00, New Member Reception– Splitsville

3-30 5:00pm-7:00pm, Hard Hat Networking, Splitsville

Got Swag!

FABA 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 FABA 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

Need more info? Call the FABBA office at 540-898-2730 or go to website: FABAVA.COM

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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.