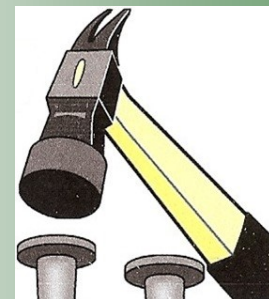


# Builders FRAMEWORK



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

Volume 11, Issue 2

A publication of the Fredericksburg Area Builders Association

FEBRUARY 2016

## Upcoming Event:



**TONIGHT-**  
**FABA Networking**

**February 11th, Park Lane Tavern**  
**5:00-8:00**

*What's Inside, plus much more!*



**Capitol Hill**  
FABA members meet  
delegates to discuss  
Proffer Reform



**FABA Awards, Board Installation &  
President's Gala pictures**



**Look for me!**

When you find the green, question marked hard hat, call Debbie at 540-898-2730 with the page number to be put into a drawing for a Wawa gift card and Foursome Golf pass. Winner will be picked at the Hard Hat Networking February 11th. You must be present to win.



**CANstruction, donation for  
Fredericksburg Regional  
Food Bank**

**TO REGISTER, CLICK HERE > [HBArebates.com](http://HBArebates.com)**



### ATTENTION BUILDERS AND REMODELERS:

Do you want to start getting money for products you already use?

The Member Rebate Program is a free member benefit of your State Home Builders Association that is available to all active Builder and Remodeler Members.



The Member Rebate Program rewards Builders & Remodelers for using any of the 50+ participating manufacturers.

**OVER 70% OF PARTICIPANTS RECEIVED MORE THAN THEIR ANNUAL DUES TO THEIR ASSOCIATION LAST YEAR!**

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(540) 898-2730**

## FABA STAFF

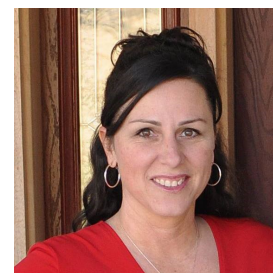
**Maria Moore**  
Executive Vice President  
mmoore@fabava.com

**Debbie Acors**  
Event Coord/Admin Assist  
admin@fabava.com

**Tina Perryman**  
Permit Expediter  
permitting@fabava.com

## Executive View Point.....

### ***Maria Moore***



Every day is a new adventure here at FABA. I am honored to be part of such a wonderful Association!

Our first event of the year, CANstruction was held on the weekend of January 15<sup>th</sup> at the Towne Center Mall. The spirit of community was felt throughout the mall during all phases of CANstruction 2016. I want to personally thank all of you for your efforts to design and build a structure that was not only creative but nutritious. FABA's display "Hunger is no Picnic" had a structure weight of 1,773lbs of food which was donated to the Fredericksburg Area Food Bank! Your generous contributions will stay local and support those in need. I look forward to seeing the plans for CANstruction 2017.

The President's Ball, on January 15<sup>th</sup>, was held at the Fredericksburg Hospitality House, with 170 in attendance. Everyone had a great time as we honored Dan Sandoval for his leadership as our 2015 President. The installation of officers and directors was conducted by JM Snell with HBAV. Your 2016 President, Sean Halsey with Halsey Homes expressed enthusiasm and excitement for the year to come!

I encourage each of you to join us in our drive to make 2016 a great year. Attending FABA functions is an excellent way to market your company while enjoying time with fellow FABA members. There are a number of excellent programs being planned and we are confident you will find some that fit your schedule and interest.

We also encourage you to help grow your association by recruiting a new member. As of today FABA has recruited 4 new members this year!

Join a committee and help shape the direction of your Association. Not sure which committee might be right for you? Then we encourage you to sit in on a committee meeting (next one is Feb. 10<sup>th</sup>) or contact the FABA staff to discuss which committee might fit your interest and time availability.

The FABA office is always open to you and the staff is committed to making your Association the best in the area.

Together we CAN make 2016 a great year!

*~ Maria*

# Scholarship Funds Available for University of Richmond Student



## Steigleder Family Scholarship

The Board of Directors of the Fredericksburg Area Builders Foundation is accepting applications for the Steigleder Family Scholarship Fund. To qualify for the scholarship students must have been accepted to attend (or already attending) the University of Richmond as a full-time undergraduate student. The scholarship can be as much as \$5000.00 each year, provided that the recipient(s) continues to be enrolled as an undergraduate at the University of Richmond and maintains satisfactory academic citizenship.

Students should check with their guidance counselors or scholarship coordinators for information and/or applications. **Deadline to apply is April 15.** The Steigleder Family Scholarship Fund was established in 1998. It is the desire of these individual to give preference to a resident of Caroline County, Virginia. It is also preferred the student complete their studies in a building industry related field. However, ALL students will be given an opportunity to qualify for these awards.



**Welcome to the Executive Administrator Corner**  
**...Debbie Acors**

With learning so many details to the FABAs organization, I thought I'd pass on what I've learned, just case you hadn't heard or forgot.

~ Debbie

## SAVINGS AND DISCOUNTS

As FABAs members, part of your dues pays for NAHB (National Association of Home Builders) membership, you have access to discounts and savings opportunities offered by many top companies. All programs, rates and prices are subject to change without notice.

NAHB members can access each program using the co-branded links below, or [download a one-page overview of all discounts](#) including phone numbers and program codes.

When using these programs please identify yourself as a member of the National Association of Home Builders.

 NEW - Houzz	 Lowe's	 NEW - FCA <small>FIAT CHRYSLER AUTOMOBILES</small>
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 NEW - G&K Services	 UPS	 <small>LONG LIVE HAPPY HOMES™</small> 2-10 Home Buyers Warranty
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 <small>Fueling Success</small> Associated Petroleum Products	 <small>nahb.org/careers</small>	 Endless Vacation Rentals
 <small>FTD.COM/NAHB</small>		

## COMMITTEES

Below are Committees and Councils that as FABA members you can get involved in to help our association.

### ***Associates Committee:***

This committee is made up of members who wish to help project FABA's image. The committee plans and organizes several special meetings and social events and works closely with other committees. The committee is chaired by the Associate Vice President and meets the second Wednesday of each month at 9:00 am.

### ***Legislative Committee:***

The Legislative Committee plays a crucial role for FABA member businesses. This group is responsible for reviewing and influencing proposed legislation and regulations for our entire membership area, which includes Spotsylvania, Stafford, King George, Caroline, and Orange Counties as well as the City of Fredericksburg. This committee stays abreast of local issues that affect the building industry. Members research proposed ordinances and work with local governments to try to bring about change that is satisfactory to members and government. Members of this committee attend county meetings, monitor state and local government activities and speak at public hearings on items of interest to FABA. They also work in coordination with the HBAV Legislative Committee on issues at the state level. This committee typically meets the third Thursday of each month at 9:00 am.

### ***Membership Committee:***

The Membership Committee is responsible for coordinating membership recruitment and developing programs to help maintain the existing membership. Emphasis is placed on retention of members through various means such as Spike Club, new member orientation, etc. This committee meets the second Tuesday of each month at 9:00.

### ***FAB Foundation — Event Committee:***

All proceeds from the work of this committee benefit FABF Housing Repair Assistance Program. This committee meets as needed.

### ***FACT-PAC:***

The Fredericksburg Area Construction Trust Political Action Committee or FACT-PAC is organized to provide financial support to candidates for local and statewide government offices who believe that home ownership should remain a dream that is possible for every citizen of Virginia. Visit the website [www.fabava.com](http://www.fabava.com) to read more about the FACT-PAC program.

## Why Be A Spike??

**Recruiting new members to our association is an activity recognized and rewarded through FABAs' annual recognition event. Recruiters are the membership leaders of the federation, building the voice, power and influence on every level. Member-to-member recruitment and retention efforts are the largest source of growth for our federation. Recruitment points are tracked by the National Association of Home Builders through the Spike Program. You earn one (1) spike for recruiting and 1/2 spike each year the member renews. So who are the**

### Top 10 Spikes as of 2/1/2016

		Points
1. Gary Parker	Central VA Housing Coalition	537.00
2. Richard Coleman	Coleman Homes, Inc	516.00
3. Glen Raymond	Atlantic Builders	295.50
4. Dan Spear	Spear Builders of VA, Inc	244.50
5. Adam Fried	Atlantic Builders	194.00
6. Anthony Sala	Silver Companies	172.00
7. Dee Kitterman	Advantage Title & Settlement	164.75
8. Robin Newhouse	Dominion VA Power	124.00
9. Danna Middleton	Charleston Company	118.50
10. Edward Minniear	Silver Companies	106.00



## HATE THE HEADACHE & HASSLE OF GETTING YOUR PERMITS DONE???

### NEED MORE TIME TO FOCUS ON THE CONSTRUCTION PROCESS???

**We can help!** Contact Tina Perryman in FABA's Permitting Division at [permitting@fabava.com](mailto:permitting@fabava.com) or (540) 898-2730. Let us serve as your administrative and management arms of the permitting process. We will compile a complete package and submit it to the County. Once submitted, we will monitor and manage the process. Hear what others are saying . . .

*"It is a great comfort to know there are never any surprises when the permit process is handled by FABA. Open lines of communication with the County personnel along with the assurance County staff have the permit application is complete at submission, makes for a seamless process and a predictable outcome., Expeditious! Every time my permit is back sooner than expected.!"*

*Rob Shircliff, Travilian Homes.*

*FABA Permitting Services provide a real value for my company. They save me time and money! The process is smooth and efficient. The people are fun and professional. Love it...!*

*Hank Osleger, Aaronal Homes*



## Fred the Builder needs a face!

Fred the Builder is FABA's icon guy, the image that represents FABA. He needs a face, a body, and a persona. If you have an idea of what the hard hat man should look like, create a digital image of him and email it to [admin@fabava.com](mailto:admin@fabava.com).



# Thank you!

For contributing the prizes for this month's newsletter.

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# CONGRATULATIONS

**Members of FABBA**

**I give you your President for 2016**

**Sean Halsey**





# BOARD OF DIRECTORS

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 Rob Shircliff - Travilian Homes <sup>Builders</sup> Inc., John Gasque - Toll Brothers

## Associate Directors

Lisa Wescoat - NSWC Federal Credit Union, Conrad LaBossiere - Builders FirstSource  
 Bruce Reese - Legacy Engineering PC

## 2<sup>ND</sup> VICE PRESIDENT

Gene Brown, Atlantic Builders

## ASSOCIATE VICE PRESIDENT

Eddie Payne, Mid South Building Supply

## SECRETARY

Scott Hine, Integrity Home Mortgage

## TREASURER

John Reid, Embrace Home Loans

# PRESIDENT'S GALA 2016



**Sara Cushing**  
**Legacy Engineering**

## COMMITTEE CHAIRMAN OF THE YEAR

The Committee Chairman of the Year Award is presented to an individual whose leadership of a specific committee within the prior calendar year has resulted in extraordinary results for the committee activity or charge.



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



**Phil Solow**  
**Signs For Anything**

## ROOKIE OF THE YEAR

The Rookie of the Year Award is presented to an individual member who has recently become an active and contributing volunteer on a FABA committee or special project.



**Amanda McConchie**  
**Summit Electrical Services**

# PRESIDENT'S GALA 2016

## 30 YEARS OF CONTINUOUS MEMBERSHIP AWARD

Recognition is presented to a member who has retained thirty years of continuous membership with Fredericksburg Area Builders Association.



## Coleman Homes & Sullivan Donahoe & Ingalls

## ASSOCIATE OF THE YEAR

The Associate of the Year Award is presented to a FABA non-builder member who has made a valuable contribution to the local, state, and/or national association within the prior calendar year. The award is granted for outstanding service and/or volunteer work to the association as well as the community.



## Eddie Payne, Mid-South Building Supply

## PRESIDENT'S GALA 2016

### BUILDER OF THE YEAR

The Builder of the Year Award is presented to a FABA builder member who has made significant contributions within the building industry and to the Association.

The award is granted for recent contributions such as outstanding performance in innovative marketing, design, new product creation, green building, unique development, as well as contributions to FABA.



### Atlantic Builders



### PRESIDENT'S AWARD

The President's Award is presented to an individual who has made special contributions to the Fredericksburg Area Builders Association during the year. The award is granted by the President and can be nominated by committee chairs or local presidents.

**Guy Miller-Richards, C&F Mortgage**

# PRESIDENT'S GALA 2016 Speakers

**Dan Sandoval**  
Past President



**Julia Stambaugh**  
America's Home Place



**Scott Hine**  
Integrity Home Mortgage



**Maria Moore**  
FABA Executive Vice  
President



**Kristin Nash**  
B101.5



**JM Snell**  
NAHB



**For more President's Gala pictures, go to [FACEBOOK Page, click here >>> FABA FB page](#)**





# PRESIDENT'S GALA 2016

**Thank you Drees Homes for the wine.**

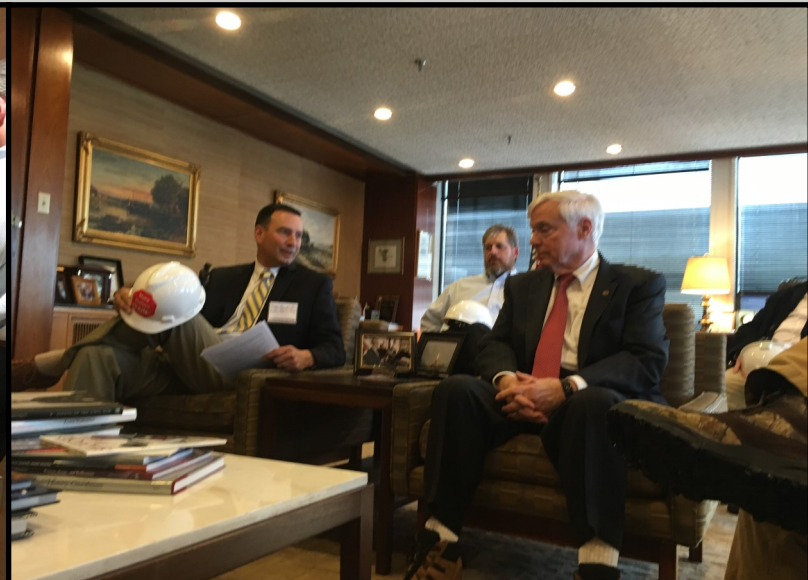


**Thank you Integrity Homes and America's Home Place Cornerstone Foundation Donation.**





**On Tuesday, January 26th,  
FABA members went on a “Builder Blitz” to  
Richmond to support the  
Proffer Reform.**





**Delegate Bryce Reeves**



**Speaker of the House William Howell**

# Legislative

## Proffer Reform Update



The Virginia House of Delegates passed a bill Thursday to make major changes to how localities negotiate public concerns with developers, with a significant amendment planned to alleviate objections by Henrico County.

The bill, House Bill 770, would reform the proffer system, which allows local governments to extract cash payments from developers for public infrastructure and request architectural changes through the rezoning process. The legislation would prohibit localities from denying rezoning requests to residential developers based on “unreasonable” proffers.

The bill, which is causing concern in suburban counties around the state, including the Fredericksburg area, passed on a 68–27 vote.

Dels. Mark Cole, R–Spotsylvania, Mark Dudenhefer, R–Stafford, Bobby Orrock, R–Caroline, Margaret Ransone, R–Westmoreland, and Speaker Bill Howell, R–Stafford voted against the bill. Dels. Buddy Fowler, R–Hanover, and Chris Peace, R–Hanover, who both represent part of Caroline County, voted for the bill.

Henrico, which does not use cash proffers but has vigorously defended its right to seek architectural proffers from developers to ensure high-quality housing, appears to have won a battle to get the bill changed.

The patron of the legislation, Del. C. Todd Gilbert, R–Shenandoah, said that the bill would be amended before final passage to apply only to cash proffers.

“We are going to commit to removing the interior and exterior architectural proffer language from the bill moving forward,” Gilbert said. “I think that alleviates some fears.”

Supporters of the bill have said it would restore fairness and rein in a system that localities have used to pump revenue from developers and micromanage the design of residential projects.

Critics have said it would prevent local governments from being able to effectively manage growth and diminish public input in the planning process.

From <[http://www.fredericksburg.com/news/state/government/proffer-bill-passes-the-virginia-house-local-delegates-vote-against/article\\_71632fda-41df-59ae-8002-e9435d3ee1b1.html?showi=fbi&\\_dc=583780590677.6339](http://www.fredericksburg.com/news/state/government/proffer-bill-passes-the-virginia-house-local-delegates-vote-against/article_71632fda-41df-59ae-8002-e9435d3ee1b1.html?showi=fbi&_dc=583780590677.6339)>

# CANSTRUCTION

“Hunger is No Picnic!” Was the theme of FABA’s build. Thanks to all that helped out with planning, the pre-build, the actual build, and take down. All cans were donated to Fredericksburg Regional Food Bank.



**Pre-Build**



**Pre-Build Final**



**BUILD**



**FINAL**



**Participation Picture**



# >>>LOOKING AHEAD<<<

## FEBRUARY

### Wednesday, February 10th

- 9:00 Associates Meeting, Chairs will be picked for the different events
  - 3:00 Full Board Meeting

### Thursday, February 11th

- 5:00-8:00 Hard Hat After Hours  
Park Lane Tavern,  
1 Towne Centre Blvd, Unit 4100 Fredericksburg VA

### Wednesday, February 17th

- Executive Leadership Networking  
Hyatt

**\*LEGISLATIVE UPDATES** —Conference call every Friday in February at 12:00 in FABA's office. Join us!

## MARCH

### Thursday, March 3rd

- 11:30-1:00 New Membership Luncheon,  
Renatos

### Wednesday, March 9th

- 9:00 Associates Meeting
- 3:00 Executive Board Meeting

### Thursday, March 17th

- 9:00 Legislative Meeting
- 5:00-8:00 Hard Hat After Hours  
Park Lane Tavern,  
1 Towne Centre Blvd, Unit 4100 Fredericksburg VA

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### **Boyd Acors Development (BAD)**

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## Don't Get Yourself in Hot Water: Prepare Now for New Energy Standards

Home builders and remodelers who install large capacity water heaters (greater than 55 gallons) need to be aware that revised federal energy standards that go into effect in April 2015 are expected to have a significant impact on space requirements

for these water heaters and on the way they are installed.

Smaller water heaters must also comply with the increased energy-efficiency requirements and are expected to be more costly as a result. However, they are not expected to have additional space and/or venting requirements like the larger capacity units.

The revised standard was imposed by the Department of Energy and will go into effect following a five-year transition period to allow manufacturers to gear up for production of the more efficient units. As of April 2015, manufacturers will no longer be allowed to construct water heaters not meeting the new requirements, but builders and remodelers will still be able to install the existing stock.

Water heaters that comply with the new energy-efficiency standard are expected to be more costly and bulkier than current models. In particular, some current models of large capacity electric water heaters may no longer be available because the higher energy factor standards will require heat pump water heater technology. This new technology requires the water heater to be installed in an area with sufficient household air volume for heat exchange.

Builders and remodelers whose projects include installation of large capacity gas-fired water heaters must accommodate the positive pressure venting needs of higher efficiency gas- or propane-fired units during installation. And remodelers and home owners replacing a water heater may also find that these bulkier large capacity water heaters are too large to fit into the existing space and/or require new exhaust venting. According to DOE's market assessment, about 4% of gas-fired storage water heater shipments and about 9% of electric storage water heater shipments fall into the large-volume water heater category.

In preparation for the new energy-efficiency standard, builders and remodelers who routinely install large capacity water heaters are encouraged to reach out to manufacturers for details about availability and space and venting requirements. NAHB will continue to follow this issue and will provide members with information about installation and potential alternatives to the larger capacity units as it becomes available. For more information please feel free to contact [Craig Drumheller](#) at NAHB. His phone number is (800) 368-5242 ext 8565.





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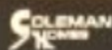


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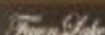
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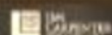
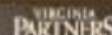
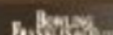
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### Fredericksburg Area Builders Association *About the association*

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.