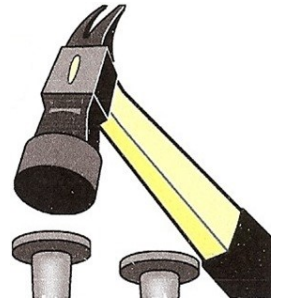


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Volume 11, Issue 1

A publication of the Fredericksburg Area Builders Association

JANUARY 2016

HAPPY NEW YEAR! 2016 President's Gala Friday, January 15, 2016 6:30 p.m. - midnight

An invitation card for the 2016 President's Gala, framed by red curtains. The card has a black background with silver and red decorative elements. At the top, it reads: "Sean Halsey and the FABA Board of Directors cordially invite you to attend...". Below this is a silver trophy icon with a red ribbon. The text "President's Gala" is written in a cursive font. The date "Friday, January 15, 2016" is written in a large, elegant font. Below the date, it says "6:30 p.m. to midnight" and "Fredericksburg Hospitality House". Further down, it lists "Music by: Short Biggie" and "Black Tie Optional & Cash Bar". At the bottom, it states "\$50 per person", "RSVP online at www.fabava.com", and "Or call (540) 898-2730".

Sean Halsey and the FABA Board of
Directors cordially invite you to attend...

President's Gala

Friday, January 15, 2016

6:30 p.m. to midnight
Fredericksburg Hospitality House

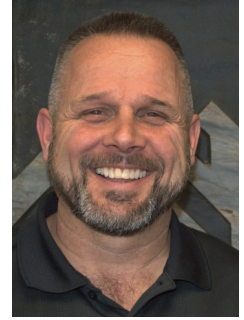
Music by: Short Biggie

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RSVP online at www.fabava.com
Or call (540) 898-2730

President's Pen ...

**Sean Halsey,
Halsey Homes**



I am dedicating my first article to thanking many people for their role in the success of FABA this past year.

To Bea Phelps for her eleven plus years of dedicated service to our Association.

To every member of our Board of Directors for their time, dedication, and commitment.

To the committee chairmen and members, your efforts truly are what makes every event a success. We could not do it without you.

To our members, builders and associates, your membership is vital to our success. We encourage you to maximize your investment by getting actively involved. There is something for everyone, whether you have an hour or several hours to lend your expertise, writing for newsletter, serving on a committee, planning events, recruiting new members, and the list goes on and on. Stop by the FABA office anytime or contact me to explore areas of involvement that are best aligned with your interests.

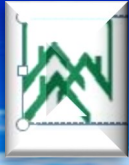
Last but certainly not least I thank Dan Sandoval for his incredible leadership and dedication to our Association. Dan has worked tirelessly for us this past year not only at a local level but also with the state and national associations. His involvement has brought an enhanced level of awareness to our leadership and membership on the impact they have in protecting our industry. I am certain that his continued efforts will allow the Fredericksburg Area Builders Association to grow in reputation throughout the state.

I also want to share two of FABA's success stories from 2015.

With Dan's guidance and wisdom we had an all day strategic planning session in March. This session led to the implementation of the Cornerstone Foundation Program. We are pleased to announce that this new program has exceeded our financial expectations in its first year. The Board of Directors and staff expresses our sincerest appreciation and we are committed to making sure that each of our very generous sponsors receive the recognition they so richly deserve for participating.

The other area of success has been membership growth. To date we surpassed 217 members. This is a number we have not seen since 2011. As the market continues to recover we ask each of you to help continue strengthening the voice of the Association by recruiting just one new member this year. With your help we could double in size!

Feel free to contact me at 540-623-4687 or by email to Sean@homesbyhalsey.com should you have any questions comments or concerns regarding your association.



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Permit Expediter
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Welcome to the Executive ViewpointMaria Moore.

Happy New Year everyone! As the holiday season is now behind us, we find ourselves reflecting on the past year and those who have helped to shape our Association. It's been quite a year for all of us. I am very excited for the opportunity to be a part of such an amazing Association and I look forward to working with you in the year to come.

Now that 2016 is here most of us have begun the implementation of our New Year's resolutions.

Let me share with you, some of mine:

- Get to know our Association members better and find out what they value
- Build on my knowledge of the building industry to better serve our members
- Strive to interact with at least one member each day
- Define what FABA can do for you and your business

I plan on achieving these goals with **WOOP**: (www.woopmylife.org)

Wish: declare what I want: **Build FABA to new heights**

Outcome: think of the best possible outcome:

Membership grows and we as an association have a voice in our community and our legislative governing bodies

Obstacles: after imagining best outcome picture all the roadblocks that could stop me from succeeding:

Having enough time in a day to reach each goal

Plan: strategize how to overcome the obstacles so the wish comes true!

Interaction, Planning, Implementation, Efficiency and Continuous Evaluation

Remember to celebrate each goal with a WOOP! WOOP!!

~Maria



Welcome to the Event Coordinator & Admin's Corner....Debbie Acors

What can we do for you? We want to bring forth the best events that make the most of your membership. While The hard hat monthly meetings and the big events, like a crab feast, a golf tournament, and the ever popular Parade of Homes provide a place for socializing and networking, what other avenues would you find beneficial? Participating in charities is huge, and the public appreciates it, but what else?

If you have any ideas or would like to discuss a thought, shoot me an email at admin@fabava.com. Don't forget the **Associate's Meeting is the second Wednesday at 9:00 of every month, at the FABA building**. This is the perfect time to help out with the upcoming events and give input for what you would like out of your membership.

~Debbie



Builders, contractors and tradesman looking for a sweet deal?? Stay under construction with FABAs Permitting Division! A valuable resource that provides assistance and full service expediting to both members and non-members. We are advocates for our builders and have established relationships with local governmental agencies. Send your inquiries and/or questions to us at any time at permitting@fabava.com!

“Never doubt that a small group of thoughtful, committed, citizens can change the world. Indeed, it is the only thing that ever has.” ~ [Margaret Mead](#)

This IS the Builder’s Association! Together we can make positive changes in our community.

Happy New Year!!! I hope that 2016 exceeds your expectations!!!

Stafford County officials met here in the FABAs office on November 4th, along with some of you, to discuss their preferred method of how files should be presented on the CD’s for building permits. The feedback was positive and everyone that attended was appreciative of the information that will ultimately help process permits in a timelier fashion. If you need the Power Point presentation please let me know or you can find it on the Stafford County website.

Permits are increasing and proving that the industry is in an upward climb, let’s hope this continues!!

Thank you for all your hard work in helping this organization grow.

Tina Perryman

Permitting Division
Fredericksburg Area Builders Association

Legislative Page

We were pleased to have, as our guest, on Monday Jan 4th Mike Toalson, CEO of HBAV and Edward Mullens, Legislative Attorney for HBAV, to discuss with key industry leaders, on the number one priority in the building industry for the 2016 legislation, proffer reform! Below is a breakdown of the bill.

Major Provisions of the 2016 HBAV Proffer Reform Bill

Patrons: Delegate Todd Gilbert
Senators Mark Obenshain and Dick Saslaw

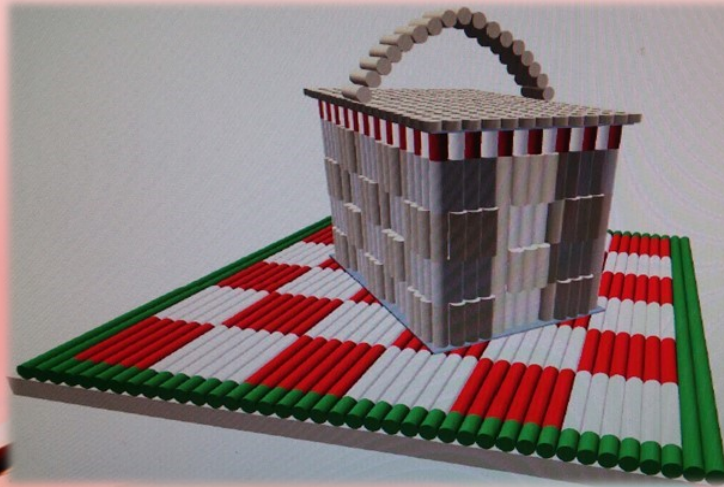
The HBAV-backed proffer reform legislation was unanimously approved for introduction to the 2016 edition of the Virginia General Assembly by the HBAV Legislative Committee in late December. The major provision of the Act would:

1. Change the current loose or vague limit on residential rezoning conditions (proffers) from those "roughly proportional" and "bears a reasonable relation" to impacts of new residential development to a new standard that would be "specifically and uniquely" attributable to the impacts of proposed new residential developments that are the subject of the rezoning. This new limit on new residential conditions (proffers) is designed to help make the Commonwealth's unique proffer system more honest and fair, or allow landowners to only address the impacts of their development project. This new condition standard would not apply to commercial rezonings. This new standard would apply to on-site and off-site proffers
2. The measure would prohibit a locality from requesting or accepting an "unreasonable" proffer in conjunction with residential rezonings or, deny a rezonings where such a denial is based in whole or in part on an applicant's refusal to pay an unreasonable proffer.
3. The legislation would prohibit most interior and exterior architectural proffers. This would prohibit localities from accepting (requiring) certain building materials and certain designs for new homes in conjunction with rezonings; a trend many localities are beginning to implement. Architectural proffers would be allowed in designated historic districts. Building materials are, in general, regulated by the Uniform Statewide Building Code.
4. The measure would also prohibit localities from accepting (requiring) off-site residential proffers, except to address impacts attributable to public roads, public schools and public safety facilities. In many localities, current proffer policies include, but are not limited, to proffers for such public facilities as museums, affordable housing programs, parks, libraries, off-site landscaping, community centers, special needs housing and many others. Non-cash on-site proffers would continue to be allowed for these other facilities.
5. Importantly, the legislation will include an enforcement tool for rezoning applicants that is not currently available to them in the state courts. The legislation would create a presumption for courts that a denial of a rezoning, in cases where a rezoning applicant can prove to the court that a locality suggested, requested or tried to require an "unreasonable" proffer, was the real reason why the rezoning case was denied. In those cases where a landowner prevails, and the locality then refuses to approve the rezoning in a reasonable time, the court shall order the locality to approve rezonings in not more than 60 days. In addition, in such cases where the rezoning applicant prevails, he shall be entitled to reasonable attorney fees, costs and compensatory damages.
6. Finally, the legislation will include an Enactment Clause that states the Act does not apply to a rezoning that is not residential, and that those many sections of 15.2 of the Code of Virginia that limit or curtail proffers shall continue to apply to residential proffers (i.e. the later payment requirement of per lot cash proffer after final inspection and before the issuance of a building permit.)



CANstruction:
A charity event to support Fredericksburg
Regional Food Bank.
Stop by to support FABA's creation.

January 14-18, 2016
Spotsylvania Towne Centre



On Tuesday, January 26th,
we will be having a “Housing Blitz” in Richmond,
for members to meet with legislators for the

Proffer Reform.

Join your fellow FABA members to support the HBAV-backed Proffer Reform Legislation!!

Dress Code: Hardhats and company Logo apparel.
Continental Breakfast and Lunch provided.

**Please meet at 7:30 am at Cracker Barrel of
Southpoint to “fill the bus” leaving for Richmond!**

Please call FABA 898-2730 to confirm your seat! (NO cost to you)



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>>> **LOOKING AHEAD** <<<

FEBRUARY

- Housing Blitz in Richmond 1/26/16 (see next page)
- Associates Meeting– 2/10/16 at 9:00 FABA Building –ALL INVITED
- Executive Board Meeting 2/10//16 at 3:00 FABA Building
- Executive Leadership Networking 2/17/16
- Hard Hat After Hours TBD

Milestone Moments



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- Row 1: Integrity Home MORTGAGE CORPORATION, a stylized mountain logo, and AMERICA'S HOME PLACE.
- Row 2: UNION Union First Market Bank, Builders FirstSource, MIDSOUTH, Dominion, and Fredericksburg Electric Cooperative.
- Row 3: FERGUSON, NSUC, THE TITLE PROFESSIONALS LLC, CF Mortgage Corporation, ABC Supply Co. Inc., and embrace homecare.
- Row 4: SOLEMAN LUMBER, Dewberry, HIRSCHLER FLEISCHER, KITCHEN KRAFTERS, THRASHER, Newland FUNDENTRIES, VIRGINIA PARTNERS BANK, and DIRECT EQUITY.

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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.