

2019

Welcome to the



Fredericksburg
Area
Builders
Association

Building a Better Community

**What You Need to Know as a
New Member**



Fredericksburg
Area
Builders
Association

Building a Better Community

Fredericksburg Area Builders Association:

3006 Lafayette Boulevard, Fredericksburg, VA 22408

540-898-2730

Executive Vice President – Maria Moore

Administrative Assistant – Shelley Hull

Special Projects/ Marketing Coordinator – Chrissy Urian

2019 President: Marc Simes, WJ Vakos – 540-898-3242

Membership Chair: Stacey Lampman, Spaces Design Studio - 540-645-8373

Associates Director: John Reid, Embrace Home Loans – 540-842-1484

Legislative Guru: Bruce Reese, Legacy Engineering, PC – 540-373-8350

FAB Foundation Chair: Glen Raymond, Atlantic Builders Ltd – 540-891-8540

Builder Rebates: Dan Sandoval, Republic Homes Builders – 540-891-8144

FACT PAC: Gene Brown, Atlantic Builders Ltd – 540-891-8540

Fredericksburg Area Builders Association – www.fabava.com

Parade of Homes – www.fredparade.com

Home Builders of Virginia – www.hbav.com

National Association of Home Builders – www.nahb.org

NAHB Benefits – www.nahb.org/ma

Builder Rebates – www.hbarebates.com

2019 Events

Presidents Gala 2019: Jan 19th , 2019

Location: A. Smith Bowman Distillery

Maria Moore, FABA – 540-898-2730 or mmoore@fabava.com

Hard Hat Networking: Third Thursday of Every Month

Suzanne Surles, Central Park Insurance – 540-891-1160

Golf Tournament: May 6th, 2019

Location: Fawn Lake

Shelley Hull, FABA – 540-898-2730 or shelley@fabava.com

Crabfeast: August 2019

Location: TBA

Shelley Hull, FABA – 540-898-2730 or shelley@fabava.com

Parade of Homes Celebration: October 2019

Location: TBA

Chrissy Urian, FABA – 540-898-2730 or fredparade@fabava.com

Parade of Homes: Oct 5-6th and 12-13th, 2019

Chrissy Urian, FABA – 540-898-2730 or fredparade@fabava.com

Annual Meeting & Member Dinner: Nov 2019

Location: TBA

Shelley Hull, FABA – 540-898-2730 or shelley@fabava.com

And So Much More!!!

Benefits of Being a Member

Fredericksburg Area Builders Association

As *YOUR* industry's trade association, we are here to support, advocate, and educate you and your company in many valuable ways:

- **3-in-1 Membership**
 - Local membership – FABA
 - State Membership – Home Builders Association of Virginia (HBAV)
 - National Membership – National Association of Home Builders (NAHB)
- **Legislative Liaisons**
 - FABA is protecting your business at all levels of government. Our representatives meet with local elected county and city officials and members of the General Assembly to fight legislation and policies that harm the association and our members and to promote those that will help us grow.
- **Educational Programs**
 - NAHB courses and webinars - <http://www.nahb.org/en/learn.aspx>
 - In our competitive marketplace – differentiation is the key to success and our education programs offer just that. Throughout the year, we will host a variety of educational seminars, training designation classes, and legislative breakfasts, with topics such as:
 - Safety Issues Green Building Business Development Business Management Sales & Marketing Social Media
- **Networking Opportunities** – Monthly meetings and events
 - Hard Hat Happy Hour Networking – Every 3rd Thursday of each month
 - Committees and Councils
 - Events – Golf Tournament, Disc Golf, Crab Feast, Gala etc.
- **NAHB Resources and Business Tools** – www.NAHB.org
 - Staff of Industry Experts – economists, tax specialists, legal research staff, financial experts, and specialists in: codes, land use, green building, design, sales and marketing
 - Research and Information – newsletters and studies
 - NAHB International Builders Show
- **Marketing**
 - Social Media Shout-outs
 - Cornerstone Sponsorships
 - Parade of Homes
 - Advertise in our monthly Builders Framework newsletter
 - Publish an article for our newsletter or website
 - Facilitate a seminar
- **Member Discount Programs**
 - NAHB – www.nahb.org/ma
 - National Purchasing Partners – www.mynpp.com
- **Builder Rebate Program** - <https://www.hbarebates.com/>

- **Professional Recognition**

- Join a FABA Committee, Taskforce or Council
- Volunteer with our charity foundation – FAB Foundation

- **Staying Informed**

- Our website – www.fabava.com
- Builders Framework Newsletter – monthly publication of advocacy initiatives, industry news, and FABA educational programs and events
- Weekly Blueprint with up to date events and opportunities to get involved
- Exposure to the latest building products and services – NAHB International Builders Show
- Facebook Page - <https://www.facebook.com/FABA.VIRGINIA/>
- Instagram – @FredericksburgBuilders

Committees

At FABA, all members are encouraged to serve on the committees of their choice. Please contact us for more information and current meeting times.

Committees

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 typically meets the second Wednesday of each month at 9:00am.

FAB Foundation – Event Committee

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

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 8:30am.

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 homeownership should remain a dream that is possible for every citizen of Virginia. Visit the website www.fabava.com to read more about the FACT-PAC program.

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 typically meets the second Wednesday of each month at 10:00am.

Community Service Committee

Opportunities to work with the community in a volunteer capacity.



Savings at a Glance

nahb.org/savings

Version 1.9.2019

Amazon Business - Create an Amazon Business account and gain access to the NAHB Amazon store which offers recommended products tailored to your industry's needs while unlocking additional business savings. Sign up here, amazon.com/NAHB

Kabbage® created a new way to provide flexible access to small business financing. They use an online application to provide a quick decision. Kabbage.com/nahb has provided access to over \$5 billion in funding.”

FCA US LLC - A \$500 cash allowance for members, employees and household family members. This offer is good toward many new models in the Chrysler, Dodge, Jeep®, Ram or FIAT® vehicle lineup and is stackable with most current local or national incentives. Visit nahb.org/fca to learn more.

Lowe's - Visit LoweForPros.com/NAHB or call 877-435-2440 and register to save 2% on your Lowe's Accounts Receivable (LAR) or Lowe's Business Accounts (LBA) purchases and free delivery on purchases over \$500. Save an additional 5% every day at the store when you mention the 5% at time of purchase and when using your LAR or LBA.

General Motors – General Motors is proud to offer NAHB Members a Private Offer of up to \$1,000 on your next Chevrolet, Buick and GMC vehicle. Visit nahb.org/gm to learn more.

Ticket Monster – NEW! MemberDeals is pleased to offer entertainment and travel discounts for both regional and nationwide attractions and events to all NAHB members. Access exclusive savings on movie tickets, theme parks, hotels, tours, Broadway and Vegas shows & more. Visit memberdeals.com/nahb to learn more!

Nissan/Infiniti Commercial Vehicles – NEW! Nissan North America presents NAHB Members, their employees and HBA staff with a program allowing exclusive incentives off various Nissan and Infiniti vehicles. You can save thousands! Learn more at nahb.org/Nissan

UPS Savings Program & YRC Freight - UPS discounts of up to 36% on a broad portfolio of shipping services. Savings of at least 70% on less-than-truckload shipments 150 lbs. or more with UPS Freight and YRC Freight. Visit 1800members.com/NAHB or call 1-800-MEMBERS (800-636-2377) for more information.

GEICO - Exclusive NAHB discounts for members on auto insurance. Visit geico.com/disc/nahb or call 800-368-2734. Mention NAHB for auto, homeowners, and commercial auto quotes.

2-10 Home Buyers Warranty - Visit 2-10.com/NAHB or call 855-280-1328 to receive exclusive access to discounts on select products, including the Builder Backed Service Program and the systems and appliances warranty.

TSYS - Payment solutions with average savings of 16% per year. Web/mobile tools, credit card and eCheck processing and more. Free "Savings Analysis" call 800-613-0148 or visit tsysassociation.com/NAHB.

Dell - Up to 30% off on all Dell computers. Call 800-757-8442 and Mention NAHB or visit dell.com/nahb.

ConstructionJobs.com - NAHB offers a recruitment tool to all NAHB members in their search for new employees. NAHB members enjoy a 20% discount off standard rates. Visit: nahb.org/en/members/member-discounts/archived-webpages/nahb-career-center.aspx to connect with top talent and top employers in the construction industry today.

Hertz - Up to 20% off on rental cars and FREE Gold Plus Rewards membership. Visit hertz.com/nahb, or call 800-654-2200 and use CDP# 51046.

Avis - Up to 25% off car rental base rates and FREE Avis Preferred Service membership at avis.com/nahb, or call 800-331-1212 and use AWD code G572900.

Budget - Up to 25% off car rental base rates and FREE Budget Fastbreak at budget.com/nahb, or call 800-283-4387 and use BCD code Z536900.

Office Depot - Office Depot – Save up to 80% in-store or online. Free shipping on orders of \$50 or more. Visit www.officediscounts.org/NAHB or call Jeremy Kirkland for assistance with your business account; 855-337-6811 Ext. 2897

Omaha Steaks - Save 10%, in addition to any online specials. OSincentives.com/promo/nahb

FTD - 20% off floral arrangements and gifts at ftd.com/nahb or call 800-SEND-FTD use code 17421.

Houzz –Free access to the concierge service, instant approval into the Houzz Trade Program giving trade-only discounts up to 50% off, plus special discounts on local advertising. Visit houzz.com/NAHBmembers