



**FABA**  
Fredericksburg Area  
Builders Association

# 2023 YEAR IN REVIEW







# *Blueprints for the Future*

As the year draws to a close, let's take a look at all we learned and accomplished in 2023!



Maria Moore  
Executive Officer



Meghan Butcher  
Director of Membership  
Engagement and Events



Mark Sneseavage  
Director of  
Government Affairs



Robin Wince  
Executive Assistant



# 2023 FABBA Executive Board



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1st Vice President  
Jeh Hicks



2nd Vice President  
Mike King



Secretary  
Tim Hall



NAHB State Rep.  
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Treasurer  
Jeremiah Horstick



Associate Vice  
President  
Teresa Taylor-Griffis



Immediate  
Past President  
Scott Hine

## 2023 Board Of Directors



Allen Harrison



Steve Flanagan



Michelle Hall



Sara Fila



Emily Hall



Greg Schmidt



Rick Furnival



Shawn Callahan



# 2023 Event Highlights

*President's Gala  
Twilight Golf  
Spring Golf  
Summer Clay Shoot  
Summer Fest  
Fall Golf  
FXBG Builder Guide Awards  
Fall Clay Shoot  
Annual Meeting  
Holiday Party*

This year FABA continued its mission in providing opportunities to gather, connect, and network with over 40 seminars and events offering a little something for everyone.



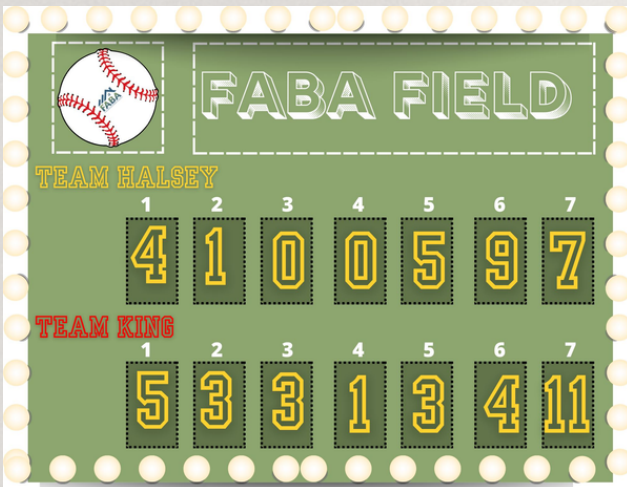






# Membership Breakdown

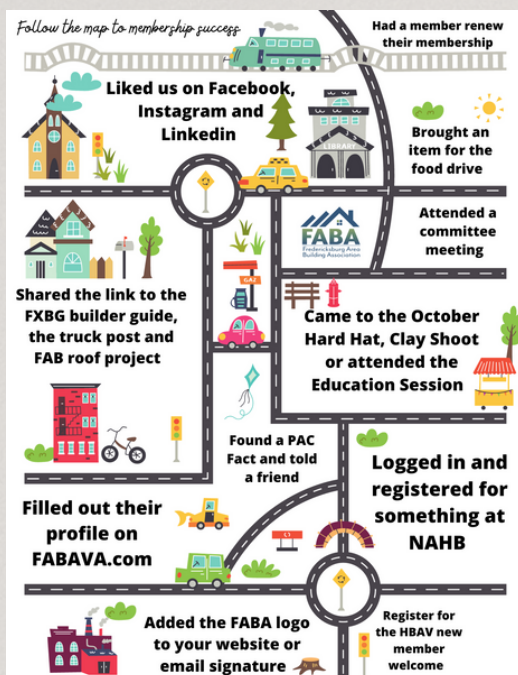
We are excited to welcome over 70 new members since January to FABA! New members were all invited to attend FABA University, a new quarterly series dedicated to member success. Topics ranged from Getting Involved With Committees, Building Your Profile, and FABA 101.



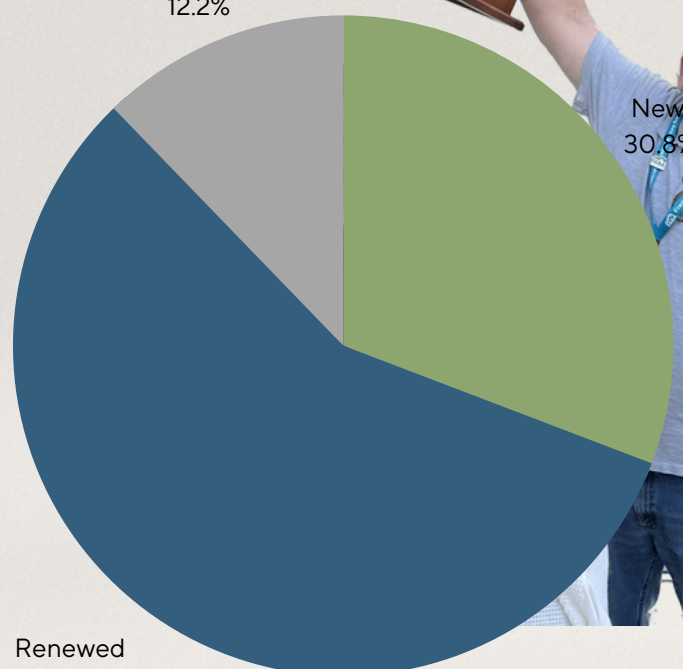
Spring Membership Drive



Dropped  
12.2%



Fall Retention Drive



Renewed  
57%

New  
30.8%



# FXBG Builder Guide

The FXBG Builder Guide is a new take on the Parade of Homes. A virtual platform to showcase our builder and remodeler members, highlighting what Fredericksburg is building for you. This website will run continuously, displaying homes and projects, and showcasing builders' talents and businesses. Those featured in the guide were all judged on 15 different award categories by over a dozen judges up and down the East Coast.



Our award winners were celebrated on October 12 at the Fredericksburg Country Club. Sean Halsey of Hasley Homes took home the most prestigious award, Pinnacle Builder. Check out all of our builders and remodelers at [FXBGBuilderGuide.com](http://FXBGBuilderGuide.com)





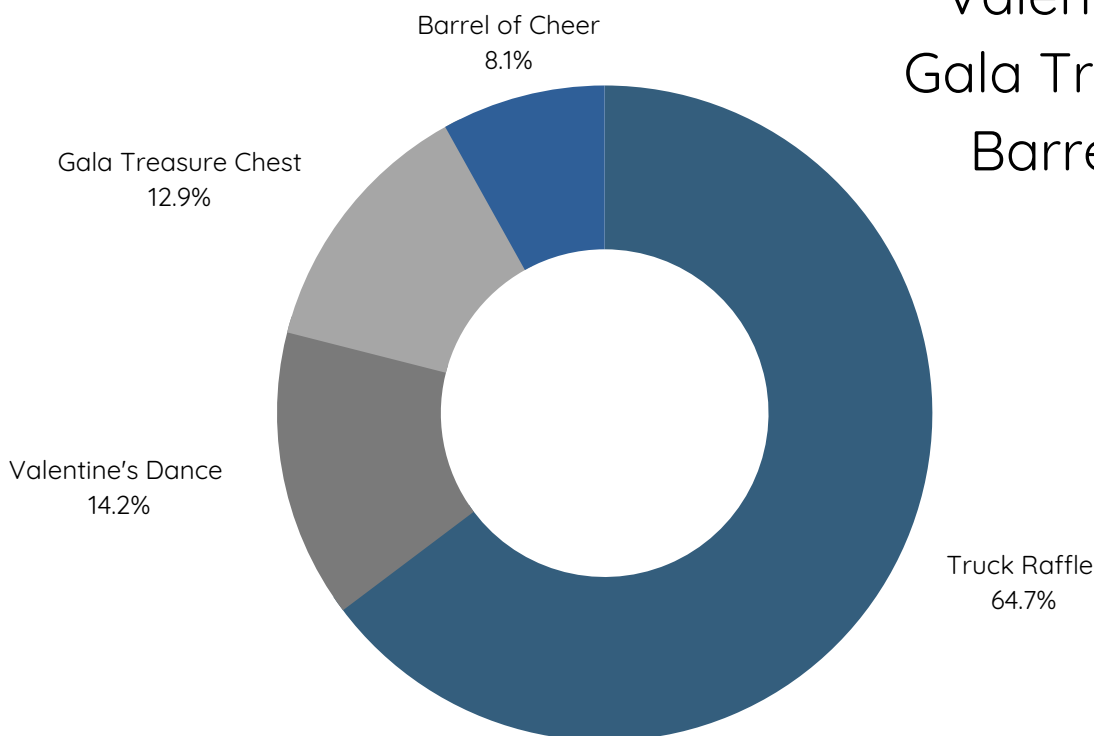
# FAB Foundation Recap

This year the FAB Foundation awarded 12 grants to students, classrooms and nonprofits to support our mission.



## *Fund Raisers in 2023*

Truck Raffle  
Valentine's Dance  
Gala Treasure Chest  
Barrel of Cheer





# TRUCK RAFFLE

To benefit workforce grants through the FAB Foundation





# PAC Recap

The Fredericksburg Area Construction Trust Political Action Committee (FACT-PAC) held its first annual fundraiser in April to increase its ability to give political donations to local candidates and, therefore, grow its political presence in the region.



Headlining the event was the CEO of NAHB, Jim Tobin, and VP of Red Maverick Media, Chris Leavitt. Both speakers shared their unique insights on how to run a political action committee and influence local elections effectively. Year to date, FACT-PAC has raised more than \$11,000 for the 2023 election cycle. Board members and staff interviewed thirteen local candidates from across jurisdictions FABA represents and conveyed to candidates the critical importance the residential building industry plays in our regional economy.”





# Cornerstone 2024 is now available!

Our Cornerstone Marketing Program is here to help promote your company as a leader in the building industry. The Cornerstone Sponsorship program puts your business in front of the region's building industry professionals and provides you increased visibility to the public and our members through exclusive marketing opportunities and event/networking benefits, as well as other VIP perks and opportunities throughout the year.

Select from five levels of sponsorships. All levels include your 2024 FABA membership and will help you gain the exposure and make the connections you need to grow your business in 2024!



Email [Meghan@FABAVA.com](mailto:Meghan@FABAVA.com) for more information



# 2023 Cornerstone Sponsors



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# FABA Young Professionals

The Young Professionals Committee is for individuals in the 21-45 age group to connect and provides opportunities for professional development, social networking, mentoring, and personal growth for our members.

Big things coming in 2024!




*Disc Golf . Axe Throwing . November Meeting*



# Let's Learn

Continue growing in your industry with FABA's free education sessions. This year the FABA Education Committee hosted 8 monthly free lunches with topics ranging from Construction 101 to The Power of AI Marketing




FABA Education Committee Presents

## Construction 101

With Chris Reynolds

October 17th | 11:30-1:00  
Free to attend





## CAPITALIZE THE POWER OF AI MARKETING

FABA BUILDING  
09.19.23  
11:30AM - 1:00PM

FREE WORKSHOP  
REGISTRATION COMING SOON



**GORDON DUNCAN**  
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# Giving Back



On a mission to give back, the Community Service Committee worked hard to help those at Bowling Green Rehab and Heritage Hall. In addition to raising funds and collecting supplies for the Food Bank, Hope House and Mary's Shelter



# Moving forward...

In 2024, our goal is to establish new partnerships and collaborations that will bring new opportunities and growth to our industry. We thank you for your support of FABA, PAC and the FAB Foundation.



Thank you to our Annual Meeting Sponsors



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Mary Jordan, MRP  
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