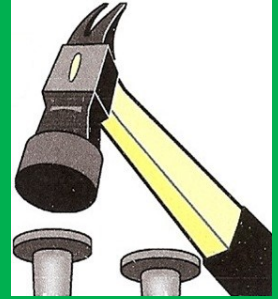


Need more info? Call the FABA office at 540-898-2730 or go to website: [FABAVA.COM](http://FABAVA.COM)

# Builders FRAMEWORK



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

Volume 12, Issue 3

The Fredericksburg Area Builders Association

What's  
inside\*

## ARTICLES

- ♦ DISCOUNTS AND REBATES INFORMATION
- ♦ Sales & Marketing Council (SMC)
- ♦ Legislative Information
- ♦ Parade of Homes
- ♦ Steigleder Family Scholarship > [Application](#)

## UPCOMING EVENTS:

- ♦ Builder Direct Connect, March 29th  
Builder registration-no charge > [Builder BDC](#)  
Associate registration-\$200, on waiting list > [Associates BDC](#)
- ♦ FACT/PAC Legislative Breakfast, March 29th > [Legislative Breakfast](#)
- ♦ Hard Hat Networking, March 30
- ♦ New Member Reception, March 30 > [NMR Registration](#)
- ♦ Sales & Marketing Kickoff Meeting, March 31 > [SMC Registration](#)
- ♦ Disc Golf, April 26th > [Disc Golf Registration](#)



**THANK YOU,  
FRANK SIGMON for  
selling 30 Reverse  
Raffle Tickets!**

Click link for >>

[Reverse Raffle Pictures](#)

## REVERSE RAFFLE FAB FOUNDATION

(FABA's Charity Foundation)

Thank you for a successful event. Because of your efforts, FAB FDN raised funds to aid with remodeling homes for the elderly and disabled for 2017.



**Want to get more involved with your Association?**  
The **ASSOCIATES MEETING** is the place to be!  
**April 12th, Location TBD, 9:00am**

Learn more about the industry, attend a  
**Legislative Meeting.** Next one is  
**March 16th, 8:30am**

Need more info? Call the FABA office at 540-898-2730 or go to website: [FABAVA.COM](http://FABAVA.COM)



# President's Pen...

Dave Phelps, Fredericksburg Area Builders Association 2017 President  
ICF Homes of Virginia, LLC 540-809-8009

## Steigleder Family Scholarship

Click link for application >>> [Steigleder Family Scholarship Application](#)

The Endowment Committee for The Steigleder Family Scholarship is accepting applications for the Steigleder Family Scholarship. 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 14.** The Steigleder Family Scholarship Fund was established in 1998. It is the desire of these individuals 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.



**exterior**  
**PORTFOLIO**  
by CRANE

**KraftMaid**  
Cabinetry

**MARVIN**  
Windows and Doors  
Built around you.

### ABOUT MID SOUTH

#### CORNERSTONE SPONSOR

Mid South Building Supply, Inc. is proud to be a cornerstone sponsor for the Fredericksburg Area Builders Association, in a pursuit to enrich the community.

#### OUR MISSION

As an employee-owned company we understand that our most valuable resource is our customers. For over 50 years we have been a trusted partner in the construction business with the highest degree of service and dedication. We offer a very well-rounded amount of products within our three main categories (siding, windows, and cabinetry). Please feel free to contact us should you have any questions or concerns.

#### LOCAL REPRESENTATIVE

Eddie Payne, Sales Representative

Email: [Epayne@msbs.net](mailto:Epayne@msbs.net)

Office: 540-735-1864

Cell: 540-379-0191

Design Center

1001 Houser Drive , Suite 1, Fredericksburg, VA 22408

Tel 540.891.4400 Fax 540.891.5548

[www.msbs.net](http://www.msbs.net)

**MIDSOUTH**  
Building Supply, Inc.  
100% EMPLOYEE OWNED - 100% CUSTOMER COMMITTED



Need more info? Call the FABAs office at 540-898-2730 or go to website: [FABAVA.COM](http://FABAVA.COM)



Partner with the best.

**REICO IS A PROUD PARTNER OF FABAs AND ITS MEMBERS.**

We provide design expertise, convenient showrooms, an easy selection process, one-stop shopping for cabinets, appliances and countertops and everything you need to perfectly complete your kitchen or bathroom.

Since 1952, our goal has been to have every customer recommend us.

**Reico**  
**KITCHEN & BATH**

[www.reico.com](http://www.reico.com)

2362 Plank Road  
Fredericksburg, VA 22401  
540.371.8005



**Merillat.**

We are America's Cabinetmaker.™

Paid Advertisement

Need more info? Call the FABFA office at 540-898-2730 or go to website: [FABAVA.COM](http://FABAVA.COM)



## Legislative Guru, Bruce Reese

The 2017 legislative session has ended. Our HBAV Legislative Committee and staff did another stellar job of protecting the interests of the building industry this session. In addition to maintaining the proffer reform legislation passed last year, the remaining priorities supported by the state all passed both chambers and are awaiting the Governor's signature. Those bills included an extension of the plan validity of active plans an additional 3 years (HB 1697); the elimination of excessive notification provisions for a proffer amendment on an existing community (HB1797); and protections for contractors employing subcontractors doing work valued at less than \$2,500 (SB1193 and HB 1979).

Finally, we are pleased to announce the Stafford County Board of Supervisors approved Ordinance O17-09 on February 21, 2017 which corrected several issues with drain fields in the county. As outlined by the Health Department, the ordinance accommodates the following items, among others:

- ◆ There is no longer a requirement for TL-2 or TL-3 effluent for systems installed deeper than 60 inches (unless otherwise required).
- ◆ The 100% reserve area requirements have been changed from 100% capacity and land area to just 100% capacity.
- ◆ The ordinance is now more clearly written to disallow conditional permits. Systems for single family dwellings shall be designed at 150 GPD/bedroom.
- ◆ There is no longer a minimum "footprint" requirement in the subdivision ordinance. The 4000 sq ft and the 2500 sq ft minimum requirements for Conventional and Alternative Sewage Disposal Systems are no longer required.

Many individuals works diligently over the past 18-24 months to make this happen, but the process was led by Gene Brown of Atlantic Builders – be sure to thank Gene and his team for helping this practical change happen.

**Hard Hat**

Splitsville,  
51 Towne Center Blvd,  
Fredericksburg

March 30th,  
5:00pm-7:00pm

**Networking**



Need more info? Call the FABAVA office at 540-898-2730 or go to website: [FABAVA.COM](http://FABAVA.COM)



Fredericksburg  
Area  
Builders  
Association

*Building a Better Community*

# BUILDER

DIRECT

CONNECT

**Builders:** call today! 540-898-2730

**Associates:** Register at  
[www.fabava.com](http://www.fabava.com)

## March 29, 2017,

Fredericksburg Country Club

11301 Tidewater Trail

Fredericksburg, VA 22408

Registration and setup begins 7:30am

8:00am-9:00am

**REGISTRATION REQUIRED**

**Builders: legislative breakfast and/or Builder Direct Connect**

Virginia Industry update given by HBAV's Mike Toalson while enjoying a complimentary breakfast.

Builders call the FABAVA 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 "face time" in front of at least 20 builders.

**20 associate/vendors spots were available.**

**Associates put your name on the wait list for the next Builder Direct Connect!**

Associates cost \$200.

Free Event  
for FABAVA  
Members

## DISC GOLF

### Wednesday April 26<sup>th</sup>, 2017, 3:00pm

Cannon Ridge Disc Golf Course

6310 Cannon Ridge - Fredericksburg, VA 22407

Rain date:  
May 3rd

- 2 member teams at signup
- Limited spots available
- 1 Pro/advance assigned to 2 member team
- 1 disc and marker provided
- Additional discs on sale
- Water, snacks, and sling backpacks provided
- Sandwiches and drinks provided during awards ceremony

**Prizes awarded for:**

- 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup> place team-cash prizes
- Closet to pin
- Longest Drive
- Longest Putt
- Out Drive the Pro

**\$50 HOLE  
SPONSORSHIP  
AVAILABLE!**



Register at [www.fabava.com](http://www.fabava.com)

Need more info? Call the FABBA office at 540-898-2730 or go to website: [FABAVA.COM](http://FABAVA.COM)

# Exclusive corporate offer.

**Home Builders Association of Virginia**

**Now save 22% off your Verizon Wireless Monthly Access charge.**

**There's never been a better time to be on Verizon Wireless. You'll get access to America's most reliable 4G LTE network, plus great deals on calling plans and all of our latest phones and accessories.**

**Sign up with Verizon Wireless and take advantage of these exclusive savings.**

**Save 22% off your qualifying Verizon Wireless monthly access fees.**

New 1- or 2-yr. activation on calling plans \$34.99 or higher req'd.

**25% discount off retail price of eligible accessories.**

Offer excludes accessory bundles.

Corporate Discount

# 22%

Your discount off of your Monthly Access Fees. 1- or 2-yr. activation on eligible calling plans \$34.99 or higher required.

**verizon**✓

Monique Smith

(804) 367-9600

[Monique.Smith@VerizonWireless.com](mailto:Monique.Smith@VerizonWireless.com)

To qualify for a discount: You must be an employee or affiliated with an organization that has an agreement with Verizon Wireless, begin or already have a 2-year contract for your account or participate in the Verizon Edge program. Most voice and data plans with a monthly access fee of \$34.99 or higher qualify for a discount. The Monthly Account Access Fees on MORE Everything Plans are also discountable on plans \$34.99 or higher, but Monthly Line Access Fees are not eligible for discounts. Features added onto your account may be eligible for discounts if the monthly access fees are \$24.99 or higher. Note: Some plans and features are not eligible for discounts and that limitation will be called out in the plan details. Once approved, the qualifying discount will appear within 1 to 2 billing cycles. Please note that periodically we will ask you to validate your current employment or affiliation status. Our Surcharges (incl. Fed. Univ. Svc. of 17.9% of interstate & int'l telecom charges (varies quarterly), 21c Regulatory & \$1.23 Administrative fee/mo., & others by area) are not taxes (details: 1-888-684-1888); gov't taxes & our surcharges could add 7% - 48% to your bill. Activation/upgrade fee/line: Up to \$40. IMPORTANT CONSUMER INFORMATION: Subject to VZW Agmts, Calling Plan & credit approval. Up to \$350 early termination fee; data coverage is \$15/GB. Coverage, varying by svc, not available everywhere; see [vzw.com](http://vzw.com). © 2016 Verizon Wireless.

0616-149191



Need more info? Call the FABFA office at 540-898-2730 or go to website: [FABAVA.COM](http://FABAVA.COM)

# Exclusive employee offer.

Construction Company Employees Employees,

Save big on the best network. To register for the employee discount or to validate your employment if you're already enrolled in the program, please follow the instructions below.

## Two ways to validate

By email address:

1. Visit [verizonwireless.com/discounts](http://verizonwireless.com/discounts).
2. Enter your mobile phone number or **My Verizon** User ID in the **Existing Verizon Customer** field.
3. Click **Login and Validate by Email** with your work email.

By paystub:

1. Visit [verizonwireless.com/discounts](http://verizonwireless.com/discounts).
2. Enter your mobile phone number or **My Verizon** User ID in the **Existing Verizon Customer** field.
3. Click **Login and Validate by Paystub** and follow the instructions to upload your paystub.

Check the status of your validation at [verizonwireless-employmentvalidation.com](http://verizonwireless-employmentvalidation.com).

Have questions? Contact your Verizon Wireless Business Specialist or visit [verizonwireless.com](http://verizonwireless.com).

## Not a Verizon Customer Yet?

Go to [verizonwireless.com/discounts](http://verizonwireless.com/discounts) and under "Not yet a Verizon customer?" enter and confirm your work email address. We'll send you an email so you can start shopping.

Employees Discount  
up to

18%

Register your line for a 15% discount and receive a 3% bonus discount by enrolling in My Verizon and paperless billing. Discount applies to most voice and data plans with a monthly account access fee of \$34.99 or higher. Monthly Line Access Fees are not eligible for discounts. Features \$24.99 or higher may be eligible for discounts. See plan details for more information.



Monique Smith

(804) 357-9600

[Monique.Smith@VerizonWireless.com](mailto:Monique.Smith@VerizonWireless.com)

Once approved, the qualifying discount will appear within 1 to 2 billing cycles. Please note that periodically we will ask you to validate your current employment or affiliation status. Our Surcharges (incl. Fed. Univ. Svc. of 17.4% of interstate & intl telecom charges (varies quarterly), 21¢ Regulatory & \$1.23 Administrative/line/mo., & others by area) are not taxes (details: 1-888-684-1888); gov't taxes & our surcharges could add 7% - 46% to your bill. Activation/Upgrade fee/line: Up to \$40. **IMPORTANT CONSUMER INFORMATION:** Subject to VZW Agmts, Calling Plan & credit approval. Up to \$350 early termination fee; data overage is \$15/GB. Coverage, varying by svc, not available everywhere; see [vzw.com](http://vzw.com). Max 10 lines. © 2016 Verizon Wireless. 0916-181077

Need more info? Call the FABA office at 540-898-2730 or go to website: [FABAVA.COM](http://FABAVA.COM)



## *Events Corner* *Debbie Acors, Director of Events and Membership*

**Fredericksburg Area Builders Association**  
**Click here >>> 2017 Application**

### **...And the competition is on!**

April is Membership Drive month. Four Fredericksburg Area Builder Association's board members will be creating teams. The team that recruits the most new members, including recruiting passed members whose membership has lapsed, wins!

Stay tune for the prize for the winning team. It'll be a doozy!

**Get involved with growing your membership, recruit just one new member!**

#### **Team Captains are:**

Dave Phelps, President

Sean Halsey, Immediate Past President

Gene Brown, 1st Vice President

Marc Simes, 2nd Vice President

**As a member of FABA, your company is also a member of NAHB (National Association of Home Builders)**  
**Reason Why to join NAHB**  
Youtube Video,  
Click link below

[https://www.youtube.com/playlist?list=PL\\_I3IPKIZAv8VQD4EqKUv\\_nf\\_dFT9pbH3U](https://www.youtube.com/playlist?list=PL_I3IPKIZAv8VQD4EqKUv_nf_dFT9pbH3U)

*We Specialize in New Construction Pre-Treatments*

**Pest Solutions**

*Personalized Protection through Targeted Treatments*

No Indoor Pesticides • Licensed & Insured • Residential & Commercial  
Locally Owned & Operated • Environmentally Conscientious  
VA Dept. of Agriculture Certified

*Call Us Now For a Free Consultation*

**540-288-8585**

[www.PestSolutionsVA.com](http://www.PestSolutionsVA.com)



Fredericksburg Area  
Builders Association  
"Building A Better Community"



**Outstanding Service  
From Caring People**



**Rappahannock  
Electric Cooperative**

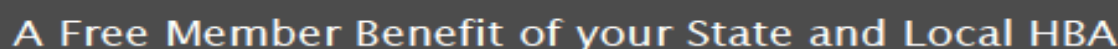
A Touchstone Energy® Cooperative





**As a FABBA Builder Member, you are a NAHB Builder member.  
Claim your rebate money, click the link below:**

<http://www.nahb.org/en/members/member-discounts.aspx>



Visit our website:  
[www.HBArebrates.com](http://www.HBArebrates.com)

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

## INTRODUCING



— FIRST —  
HERITAGE  
MORTGAGE L.L.C.

## — IN FREDERICKSBURG —

Recognized as one of Virginia's preferred lenders for the past 20 years, First Heritage Mortgage has gained a reputation for its ability to customize mortgage solutions to suit the needs of each of their borrowers. Providing first-class service and reducing the frustrations and delays that may occur with other lenders, First Heritage Mortgage works with you from start to finish to help ensure that all of your needs are met.

**Contact a local First Heritage Mortgage loan officer today!**



**BARBARA  
PARKS**

**NMLS ID#** 514069  
**Office:** 800.503.5771  
**Cell:** 540.718.4767  
**Email:** bparks@fhmtg.com



**AARON  
SIMMONS**

**NMLS ID#** 239638  
**Office:** 804.292.2089  
**Cell:** 703.728.2812  
**Email:** asimmons@fhmtg.com



**CHARLIE  
ALDINGER**

**NMLS ID#** 513227  
**Office:** 804.292.2079  
**Cell:** 804.467.4820  
**Email:** caldinger@fhmtg.com

Connect with us: **FHMTG.COM**

NEW! Ask us about Down Payment Protection  
through Mortgage +Plus



**MORTGAGE +PLUS™**  
BY FIRST HERITAGE MORTGAGE



First Heritage Mortgage, LLC • 4551 Cox Road, Suite 305, Glen Allen, VA 23060 • Company NMLS ID# 86548 • Branch NMLS ID# 1197073 ([www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org))  
This is an advertisement. Prepared 1/30/2017.



Need more info? Call the FABAVA office at 540-898-2730 or go to website: [FABAVA.COM](http://FABAVA.COM)



## *Permitting Corner* *Tina Perryman, Permitting Expediter*

# MARCH 2017

### Stafford County Environmental Health:

Two new County Ordinances have been adopted effective February 21<sup>st</sup>, 2017. If you need me to send you the email with the information and attachments from the Environmental Health Department, please just email me at [permitting@fabava.com](mailto:permitting@fabava.com).

### Stafford County:

Is still moving forward on the complete electronic submission program. I will be part of the BETA testing for this program that will hopefully start to take place this summer.

For your permitting needs please feel free to call!

Tina Perryman

**Safford**  
Fredericksburg  
www.saffordfredericksburg.com

Take Up To \$7,500 Off MSRP or  
Receive Up To \$7,500 Credit  
Towards the uplift of your choice on all Promaster,  
Ram Chassis Cab, and Ram Heavy Duty

**TRUCK MONTH**

5202 JEFFERSON DAVIS HWY, FREDERICKSBURG VA 22408 | 540-898-7200

**THRASHER**

**Randy Comer, PE, PMP**  
Senior Regional Manager

Engineering · Architecture · Survey · Environmental  
236 Cambridge Street · Fredericksburg, VA 22405  
540.372.3499 ext 6509 540.940.9685 cell  
[rcomer@thrashereng.com](mailto:rcomer@thrashereng.com)  
[www.thrashereng.com](http://www.thrashereng.com)

**Bin There Dump That®**

Residential Friendly Dumpsters  
[www.bintheredumpthat.com](http://www.bintheredumpthat.com)

**Joey Farrar**  
Owner

Fredericksburg, Va  
[Joeyfarrar@Bintheredumpthat.com](mailto:Joeyfarrar@Bintheredumpthat.com)

**540-891-2467**

Need more info? Call the FABA office at 540-898-2730 or go to website: [FABAVA.COM](http://FABAVA.COM)



**DebiLee Frederick,**  
**Accounting, SMC, POH**

**PARADE OF HOMES:** We want to make sure people know what quality, affordable homes are available in our region. To that end, we will be hosting the 2017 scattered site Parade of Homes September 30 & October 1 and October 7<sup>th</sup> & 8<sup>th</sup>.

We are in the process of forming the committee to pull this event together. We need your input and assistance. Please join us on March 15<sup>th</sup> at 10am in the FABA Conference Room. We encourage you, or a member of your staff, to agree to serve on the Parade of Homes Committee. Meetings will be kept to a minimum however we cannot do it alone. Help us design the Parade you want to see.



**SALES AND MARKETING COUNCIL:** We are very fortunate to have recently had the opportunity to attend the Home Builders of Richmond's SMC training, meeting and MAME Awards. We learned so much and are very excited to announce the reestablishment of the FABA Sales and Marketing Council. The council offers educational opportunities, awards and recognition programs, and sales and marketing tools to its members. Please contact me at [accounting@fabava.com](mailto:accounting@fabava.com) if you are interested in becoming a member of the council. Our first meeting will be held March 31st, Venue to be determined. We will have a few surprise guests that will add to the excitement!

# **SALES & MARKETING COUNCIL KICKOFF MEETING**

**MARCH 31, 9:30AM**

**LOCATION: TO BE DETERMINED**



**Register at [www.fabava.com](http://www.fabava.com)**



Need more info? Call the FABFA office at 540-898-2730 or go to website: [FABAVA.COM](http://FABAVA.COM)

# Home Loan **EXPERTS**



**Scott  
HINE**  
NMLS# 475661

**Kent  
SCHRADER**  
NMLS# 476103

**John  
HAYDEN**  
NMLS# 402836



PURCHASE | REFINANCE | INVESTMENT

**Assurance Financial specializes in home loans.**  
*That's all we do.*

Our customers like us because we offer competitive rates, quick turnarounds on their loans, and really good customer service.

Contact us to discover the **Assurance Financial difference!**

**[lendtheway.com](http://lendtheway.com)** | **888.226.1217**

 NMLS# 70876

CONVENTIONAL | FHA | USDA RD | VA | JUMBO | CONSTRUCTION

Need more info? Call the FABAVA office at 540-898-2730 or go to website: [FABAVA.COM](http://FABAVA.COM)



**WELCOME NEW MEMBERS**  
**and Thank you Renewals!**

To learn more about these members,  
go to [fabava.com](http://fabava.com) and click  
"Find A Member".

National Telecom Design-NEW  
Fairway Custom Homes-NEW

Stone Center-NEW  
Professional Building Services-NEW

Apple Door of Fredericksburg

Mr. Fix It

84 Lumber

Lyons Stucco & Stone

Safford Chrysler Jeep Dodge of Fredericksburg

Capital Tristate

Rappahannock Electric Cooperative

Professional Inspection Services

Inside Out Construction

Bryton Homes

Luck Stone

Robert B. Payne

Adamson Homes

## NEW MEMBER RECEPTION

**MARCH 30, 3:30PM**

Followed by Hard Hat Networking

**SPLITSVILLE**

**51 TOWNE CENTRE BOULEVARD  
FREDERICKSBURG, VA 22407**



Register at [www.fabava.com](http://www.fabava.com)



Need more info? Call the FABA office at 540-898-2730 or go to website: [FABAVA.COM](http://FABAVA.COM)

# FREDERICKSBURG AREA BUILDERS ASSOCIATION CALENDAR

## FABA Office

### Conference Room Meetings

3006 Lafayette Boulevard,  
Fredericksburg, VA

#### March 8

- 8:30am Crabfeast Taskforce Meeting
- 9:00am Associates Committee Meeting
- 10:00am Membership Committee Meeting
- 3:00pm FABA Executive Board Meeting

#### March 15

- 9:00am Golf Taskforce Meeting
- 10:00am Parade of Homes Taskforce Meeting
- 11:00am FAB Foundation Board Meeting
- 12:00pm Family Fun Day Taskforce Meeting

#### March 16

- 8:30am Legislative Meeting

#### March 31

- 9:30am Sales & Marketing Council-LOCATION TBD

\*Registration: [SMC](#)

#### April 12

- 9:00am Associates Committee Meeting
- 10:00am Membership Committee Meeting
- 3:00pm FABA Full Board Meeting

#### April 20

- 8:30am Legislative Meeting

To stay updated on the latest scheduled  
Taskforce Meetings,  
go to [www.fabava.com](http://www.fabava.com).

## FABA EVENTS

#### March 29

- ♦ 7:30am Builders: Legislative/FACT PAC Breakfast with Mike Toalson

Fredericksburg Country Club, 11301 Tidewater Trail

\*Registration: [Breakfast](#)

- ♦ 9:00am Builder Direct Connect,

Fredericksburg Country Club, 11301 Tidewater Trail

\*Registration: [Builders](#) [Associates](#)

#### March 30

- ♦ 3:30pm New Member Reception, Splitsville, 51 Towne Centre Boulevard

Members joining in 2016 & 2017 that have not attended a New Member

Reception or Orientation are invited to this informative social.

\*Registration: [New Members](#)

- ♦ 5:00pm Hard Hat Networking,

Splitsville 51 Towne Centre Boulevard

Building strong relationships and helping one another grow our businesses.

#### April 20

- ♦ Hard Hat Networking, 5:00pm Cowboy Jacks, 2312 Plank Road, Fredericksburg, VA 22401

#### April 26

- ♦ Disc Golf, April 26, 3:30pm-

Venue Sponsored by Tricord Homes

Cannon Ridge Disc Golf Course

6310 Cannon Ridge - Fredericksburg, VA 22407

\*Registration: [Disc Golf](#)

## 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](mailto:admin@fabava.com)

FABA Office: 3006 Lafayette Boulevard, VA

Need more info? Call the FABBA office at 540-898-2730 or go to website: [FABAVA.COM](http://FABAVA.COM)

# Thank You to Our Sponsors

2017

## CORNERSTONE



FREDERICKSBURG AREA BUILDERS ASSOCIATION



Need more info? Call the FABA office at 540-898-2730 or go to website: [FABAVA.COM](http://FABAVA.COM)



3006 Lafayette Blvd.  
Fredericksburg, VA 22408  
(540) 898-2730  
[www.fabava.com](http://www.fabava.com)

**Debbie Acors**  
Director of Events  
& Membership  
[admin@fabava.com](mailto:admin@fabava.com)

## FABA STAFF

**Maria Moore**  
Executive Vice President  
[mmoore@fabava.com](mailto:mmoore@fabava.com)

**Tina Perryman**  
Permit Expediter  
[permitting@fabava.com](mailto:permitting@fabava.com)

**DebiLee Frederick**  
Accounting, POH, SMC  
[accounting@fabava.com](mailto:accounting@fabava.com)

## OFFICERS AND DIRECTORS

### *President*

**Dave Phelps**  
ICF Homes of Virginia

### *1st Vice President*

**Gene Brown**  
Atlantic Builders, Ltd

### *2nd Vice President*

**Marc Simes**  
Embrey Mills by Newland  
Communities

### *Immediate Past President*

**Sean Halsey**  
Halsey Homes Corporation

### *Secretary*

**Sara Cushing**  
Legacy Engineering, PC

### *Treasurer*

**Scott Hine**  
Assurance Financial Group

### *Associate Vice President*

**John Reid**  
Embrace Home Loans

### *Legal Counsel*

**Charlie Payne**  
Hirschler Fleischer

### *Executive Vice President*

**Maria Moore**  
FABA

## BUILDER DIRECTORS

**Dan Sandoval**  
Republic Home Builders

**John Gasque**  
Toll Brothers

**Tim Hall**  
Tricord Homes

**Brandon Serbay**  
Built Right Homes

## ASSOCIATE DIRECTORS

**Conrad LaBossiere**  
Builders FirstSource

**Bruce Reese**  
Legacy Engineering  
Legislative

**Stacey Lampman**  
Spaces Design Studio, Ltd

### LEGISLATIVE

**Bruce Reese**  
Legacy Engineering

### 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.