



Fredericksburg Area Builders Association

"Building a Better Community"



2018 MEMBERSHIP DIRECTORY

3006 Lafayette Blvd. Fredericksburg, VA 22408
540.898.2730 • 540.898.2974 fax • www.fabava.com

2018 CORNERSTONE



FREDERICKSBURG AREA BUILDERS ASSOCIATION

2018 MEMBERSHIP DIRECTORY



Fredericksburg Area Builders Association

3006 Lafayette Boulevard
Fredericksburg, VA 22408

(540) 898-2730
(540) 898-2974 fax
www.fabava.com

@FABA.VIRGINIA

@FredBuilderFABA

@fredericksburgbuilders

Mission

FABA works to educate, promote and represent the building industry while enhancing the region's quality of life.

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Code of Ethics

We as Members of the Fredericksburg Area Builders Association Believe and Affirm That:

- Homeownership can and should be within the reach of every American family.
- American homes should be well-designed, well-constructed and well-located in attractive communities with educational, recreational, religious and shopping facilities accessible to all.
- American homes should be built under the free enterprise system.

To Achieve These Goals, We Pledge Allegiance to the Following Principles and Policies:

- Our paramount responsibility is to our customer, our community and to our country.
- Honesty is our guiding business policy.
- High standards of health, safety and sanitation shall be built into every home.
- Members shall deal fairly with their respective employees, subcontractors and suppliers.
- As members of a progressive industry, we encourage research to develop new materials, new building techniques, new building equipment and improve methods of home financing, to the end that every home purchase may get the greatest value possible for every dollar.
- All sound legislative proposals affecting our industry and the people we serve shall have our informed vigorous support.
- We hold inviolate the free enterprise system and the American way of life.
- We pledge our support to our associates, our local, state and national associations, and all related industries concerned with the preservation of legitimate rights and freedoms.
- We assume these responsibilities freely and solemnly, mindful that they are a part of our obligation as members of the National Association of Home Builders.

"Building a Better Community"



Fredericksburg
Area Builders
Association

March 2018

Dear Fredericksburg Area Builders Association Member,

I want to thank you for your membership and for joining our Association. You and your company are an important part of the nearly 300 companies that make up FAB, representing thousands of individuals that comprise our industry.

Your membership comes with too many benefits and opportunities to list, and many of them are detailed in the following pages. As your industry's trade association, we are here to support, advocate, and educate you and your company in many ways.

This booklet also contains a current listing of our membership as of February 2018. Please use this directory as a reference for both contacting and supporting our members, and as a resource to help you better utilize your 3-in-1 HBA benefits.

We hope you will join us at one of the many networking and social events that FAB hosts each year. We work hard to provide a variety of opportunities that will appeal to everyone, because we have found that when you attend even one event, you provide us the opportunity to better represent you.

Once again in 2018, we were happy to partner with Stafford Printing who coordinated the production, printing, and distribution of our directory. Stafford Printing has been a member of FAB eleven years, and we can always count on them to do beautiful work for us.

I look forward to seeing all of you this year. Thank you for the opportunity to serve you, and if there is anything I can do for you, please don't hesitate to contact me.

Regards,

Gene Brown
President, Fredericksburg Area Builders Association
Atlantic Builders



A free Member
Benefit of HBAV
www.HBAVrebates.com



WANT TO START GETTING MONEY FOR PRODUCTS YOU ALREADY USE?



If you use any of these
50+ participating
manufacturers

Then it's **EASY**
to participate!

- 1 Register
- 2 Submit a Rebate Claim
- 3 Receive a Rebate Check



The average rebate
per Builder/Remodeler company
who participated in 2016 was
\$1,206.93!

Register & Claim:
866-849-8400
www.HBAVrebates.com
/MemberRebateProgram



What FABA Membership Can Mean to You

The members of the Fredericksburg Area Builders Association (FABA) are local businesses in the home building and related industries. We are a non-profit trade organization that provides effective government relations, networking and social events, and educational opportunities for our members.

FABA's Legislative Committee provides meaningful input into public policy by being the voice of the local building industry on relevant state and local legislation. By leveraging the strength of our broad-based membership, FABA is able to make a difference. The ultimate goal is to ensure that we maintain a favorable climate for our members to grow their businesses.

FABA also provides you with regular monthly opportunities to network with other members, and build

relationships with other resources in the housing industry. FABA SMC also hosts a variety of educational seminars and training designation classes to help you stay competitive in your business, including safety issues, green building, business development, management, sales and marketing, online and social media, and finance.

When you join FABA, your "3-in-1" membership includes not only our local association, but also membership in the state (HBAV) and national (NAHB) home building associations. Membership also provides you with many programs, services and discounts that can help you run your business and save you money. Check out the information in the front of this booklet, or reach out to us today at admin@fabava.com or 540-898-2630 to learn more about the discounts and rebates available to you as a member.

Membership in FABA is what you make it...**Make it Yours!**

Home Builders Association Benefits "3-in-1 Membership"



- Powerful Advocacy at US Capitol
- Critical News & Information
- Invaluable Networking Opportunities
- NAHB Builder University
- Economic, Legal, Financial, Regulatory, and Technical Specialists
- Exposure to the Latest Building Industry Products and Services
- Industry-specific Publications
- Member Discounts - Dell, UPS, Hertz, Wyndham Hotels, Office Depot, Paychex



- Powerful Representation before Virginia Lawmakers and State Regulators
- Timely News and Information on State Housing Issues
- Networking Opportunities among fellow professionals, customers, and suppliers
- Nationally Recognized Educational Programs for all types of careers
- Group Health Insurance, Workers Compensation, General Liability and Warranty Products - Discounts and Enhanced Benefits
- Access to Expert Advisors
- Leadership Opportunities and Professional Recognition



Fredericksburg Area Builders Association

- Advocacy
- Networking
- Critical Local Market Information
- Industry Training Programs
- Membership Discounts
- Relationship Building Opportunities
- Publications
- Be a Part of Building a Better Community
- Access to some of the most powerful, successful, and influential business owners in your area



Benefits of Fredericksburg Area Builders Association Membership

The Builders Association Guiding Principals are to **ADVOCATE**, **EDUCATE** and **NETWORK**.

FABA PROVIDES CREDIBILITY AND ACCOUNTABILITY

FABA members feel strongly about doing business with other members. Membership provides you with networking opportunities to promote your goods and services to other members. FABA also has a New Member Mentor Program to help educate and encourage new members to actively engage with the association activities and take full advantage of their benefits.

FABA WORKS TO KEEP THE BUILDING INDUSTRY AND COMMUNITY STRONG

FABA looks at the big picture and long-range issues that affect our industry and your business. FABA is one of the most influential trade organizations in the region and the state.

ACTIVELY PARTICIPATES IN THE REGULATORY ENVIRONMENT

FABA representatives attend bi-monthly meetings with members of the Planning, Zoning and/or Building Departments in the City of Fredericksburg and Caroline, King George, Orange, Spotsylvania and Stafford counties. These meetings afford FABA an opportunity to monitor changes that may impact the building industry. We welcome opportunities to have a place at the table when new rules, regulations and/or fees are being considered.

FABA IS INVOLVED POLITICALLY

FABA endorses and helps to elect pro-business candidates with financial and campaign support. The association also lobbies local, state and national legislative delegations for support on issues important to our industry. You are a stakeholder with an important investment, we work to support that investment and help to create opportunities to grow your business.

FABA MEMBER ACCESS TO PROFESSIONAL & TECHNICAL ASSISTANCE

Members have access to services and assistance from the local, state, and national home builders associations. Some of these services include: Free Legal Advice, Free Advertising Support, Business and Marketing Tips, NAHB Research, Land Development and Environmental Regulation Updates, Labor, Safety and Health Information, Educational Opportunities, Workshops, Seminars, and Conferences.

MARKETING OPPORTUNITIES FOR MEMBER NAME RECOGNITION

Members can advertise in FABA's monthly newsletter, Builders Framework, and any member may submit articles for these newsletters on their area of expertise. The newsletter includes relevant and informative industry news, as well as local association events and updates. Members also receive a company listing on the FABA website directory under multiple business categories included with their membership.

FABA PERMITTING DIVISION

FABA's permitting service is available to take care of the details so that you can concentrate on building homes and growing your business. Our permitting department serves as an administrator and manager of the permitting process by completing the package, submitting to local counties, and monitoring the process. This service is offered to FABA members at an affordable cost.



Board of Directors

Officers



President
Gene Brown
Atlantic Builders, Ltd.



1st Vice President
Marc Simes
WJ Vakos



2nd Vice President
Stacey Lampman
Spaces Design
Studio



Associate Vice President
John Reid
Embrace Home Loans



Executive Officer
Maria Moore
FABA



Treasurer
Scott Hine
Assurance Financial
Group, LLC



Secretary
Sara Cushing
Legacy Engineering



Immediate
Past President
David Phelps II
ICF Homes of Virginia



Legal Counsel
Charlie Payne
Hirschler Fleischer

Builder Directors



John Gasque
Toll Brothers



Brandon Serbay
Built Right Homes



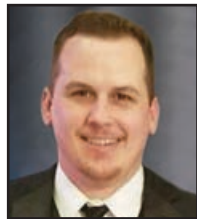
Tim Hall
Tricord Homes



Dan Sandoval
Republic Home Builders



Sean Halsey
Halsey Home Corp.



Jeremiah Horstick
CORELOT

Associate Directors



Frank Sigmon
Builders FirstSource



Bruce Reese
Legacy Engineering, PC



Rusty Cowper
Union

Life Directors



Joel Bounds



Jules Elliott



Robin Newhouse



H. R. (Hank) Steigleder



Richard Coleman



Dee Kitterman Smith



Gary Parker



Glen Raymond



Eddie Payne



James Carver

PAST PRESIDENTS

Dave Phelps II	2017
Sean Halsey	2016
Dan Sandoval	2015
Danna Middleton	2014
Timothy Thompson	2013
Danna Middleton	2011-2012
Glen Raymond	2009-2010
Gary Parker	2008
Craig Johnson	2007
Gary Parker	2005-2006
Richard A. Coleman	2003-2004
E. Rand Sompayrac	2001-2002
Dennis V. Jasinsky*	1999-2000
James L. Stafford	1998
Daniel B. Spear	1996-1997
Gregory S. Howard	1994-1995
L. A. Norman Dickerson*	1993-1994
Thomas R. Johnson, Sr.	1991-1992
Kenneth Ross	1991
Donald L. Carr	1989-1990
James L. Carver*	1987-1988
Jules L. Elliott	1985-1986
Richard A. Coleman	1984
Edward Minniear	1983
R. L. Simmons*	1982
Rea Williams	1981
Lester Pottieger	1980
Joel D. Bounds	1978-1979
Paige Butler	1977
B. C. Rhoads*	1975-1976
C. F. Powell	1974
H. R. 'Hank' Steigleder	1973
Jock Wilson*	1972
C. F. Powell	1969-1971
J. V. Kendall*	1968
Leonard Embrey*	1967
Gordon Shelton*	1966
Bernard W Cline, Sr.*	1965
* Deceased	



Committees & Council Information

Please consider assisting one of FABA's Committees or Councils.

ASSOCIATES COMMITTEE

The Associates Committee meets the second Wednesday of each month at 9 am. This committee is made up of members who plan and organize several FABA events, and keeps the association focused on the needs of all members. The committee is chaired by the Associate Vice President.

FAB FOUNDATION (FABA'S CHARITY FOUNDATION)

FAB Foundation meets the first Wednesday of each month at 9 am. The FAB Board of Directors organizes and provides essential home repair to the elderly, disabled, and less fortunate and promotes opportunities to support workforce development in our region.

LEGISLATIVE COMMITTEE

FABA's Legislative Committee meets the third Thursday of each month at 8:30 am. This committee keeps membership informed of local issues that affect the building industry, research proposed ordinances, and work with local governments to try to bring about change that is beneficial to members and government. The 2nd Vice President serves as co-chair.

MEMBERSHIP COMMITTEE

The Membership Committee meets the second Wednesday of each month at 10 am. This group is responsible for coordinating membership recruitment and the new member mentor program to increase membership retention. Emphasis is placed on recruitment and retention of members with Spike Club, new member receptions, and networking opportunities. The 1st Vice President serves as co-chair.

PARADE OF HOMES COMMITTEE

The Parade of Homes Committee plans and organizes FABA's annual Parade of Homes and meets as needed between March and October.

SALES & MARKETING COUNCIL (SMC)

The Sales and Marketing Council (SMC) is a membership group within FABA. The council connects members through educational opportunities, recognition programs, and networking.

WE JOINED FABA AND...

We were approached by one of the FABA members and asked to consider joining. During that conversation, it became clear that it would be beneficial to our business to network with those in our field, gather even more qualified partners, vendors and resources. We have benefited from our membership, learning more about how legislature affects our industry, and given more opportunities for networking. We were fortunate to be able to enter the Parade of Homes this year. FABA did an excellent job promoting the Parade of Homes, providing excellent exposure to each of the homes entered in the parade. We saw an average of 50 potential clients each day, enabling

us to market our homes for sale and providing opportunities to get in front of customers searching for a builder. We were amazed by how smoothly and efficiently the Parade of Homes ran, minimizing the effort on our part. The gala to celebrate the commencement and judging was a marvelous event. The support of other FABA members was apparent – from partners in the industry, to even those who are technically your competitors, there was a sense of comradery and atmosphere of support and pride for our industry.

- Kellie Ross,
Fairway Custom Homes and Renovations, LLC



2018 Events

For dates and times, please visit the Fredericksburg Area Builders website at www.fabava.com, and follow FABA's Facebook page.

Marquee Events

PRESIDENT'S GALA

This elegant evening celebrating FABA's incoming president and board of directors, is a black-tie optional formal event. After dinner and cocktails, the highlight of the evening is the presentation of member awards, installation of Officers, and dancing.

SPRING GOLF TOURNAMENT

The annual golf tournament is a very popular event at FABA. The foursome spots fill up quickly as members and guests participate in the tournament held at one of our most prestigious local golf courses. Breakfast and lunch are served and awards are presented.

CRAB FEAST & BBQ

The Crab Feast and BBQ is one of FABA's most popular events. A relaxed, mid-summer casual event, perfect for networking while listening to music and enjoying all-you-can-eat steamed crabs and BBQ.

ASSOCIATE APPRECIATION DAY

Associate Members enjoy a fun event coordinated by FABA Builder Members to recognize the contributions of our Associate Members to FABA and building industry.

PARADE OF HOMES CELEBRATION

The Parade of Homes officially begins each year with this event. Awards are presented to the Parade of Homes winners during this social and networking event.

ANNUAL MEMBERSHIP MEETING

The Annual Meeting is held in November. Nominations for Officers and Directors for the upcoming year are presented and formal elections conducted. The format of this meeting varies between a dinner with a speaker to a casual networking reception.

Social & Networking Events

BUILDERS DIRECT CONNECT

This is a fun, fast paced networking opportunity for our builder members to meet with associate members to learn more about their businesses. This "speed dating" style event is very popular and tables sell out quickly.

DISC GOLF

Disc golf is played much like traditional golf. Instead of a ball and clubs, however, players use a flying disc, or Frisbee. FABA joins with professional disc golfers for a day of fun!

HARD HAT NETWORKING HAPPY HOUR

Join FABA on the third Thursday of each month from 5-7 pm for a fun, informal networking event at a local casual dining spot to network with other members, and introduce prospective new members to FABA. All members and anyone interested in learning more about our association are welcome.

NEW MEMBER RECEPTIONS

These quarterly New Member gatherings provide FABA leadership and staff an opportunity to meet all of our newest members in a casual setting and share information and experiences.

FAMILY FUN DAY

Employees of all of our FABA Member companies bring their families to a fun filled afternoon of food, games, entertainment, and more.

HOLIDAY PARTY

FABA's Annual Holiday Party is an opportunity for all members to come together and network while celebrating the holiday season. Location and format of this event vary from year to year.



NAHB Member Advantages

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, www.amazon.com/NAHB

CAPITAL ONE SPARK BUSINESS CARD - With the Spark® Cash credit card, you'll earn unlimited 2% cash back on every purchase—plus, there is no annual fee to use your card. Click here to learn more: <https://capt1.co/NAHB>

HOZZ – 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 www.houzz.com/NAHBmembers

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 www.nahb.org/fca to learn more.

LOWE'S - Visit www.LowesForPros.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 www.nahb.org/gm to learn more.

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 www.1800members.com/NAHB or call 1-800-MEMBERS (800-636-2377) for more information.

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

2-10 HOME BUYERS WARRANTY - Visit www.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 (FORMERLY TRANSFIRST) - 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 www.tsysassociation.com/NAHB.

DELL - Up to 30% off on all Dell computers. Call 800-757-8442 and Mention NAHB or visit www.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: <https://www.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 www.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 www.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 www.budget.com/nahb, or call 800-283-4387 and use BCD code Z536900.

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. www.OSincentives.com/promo/nahb

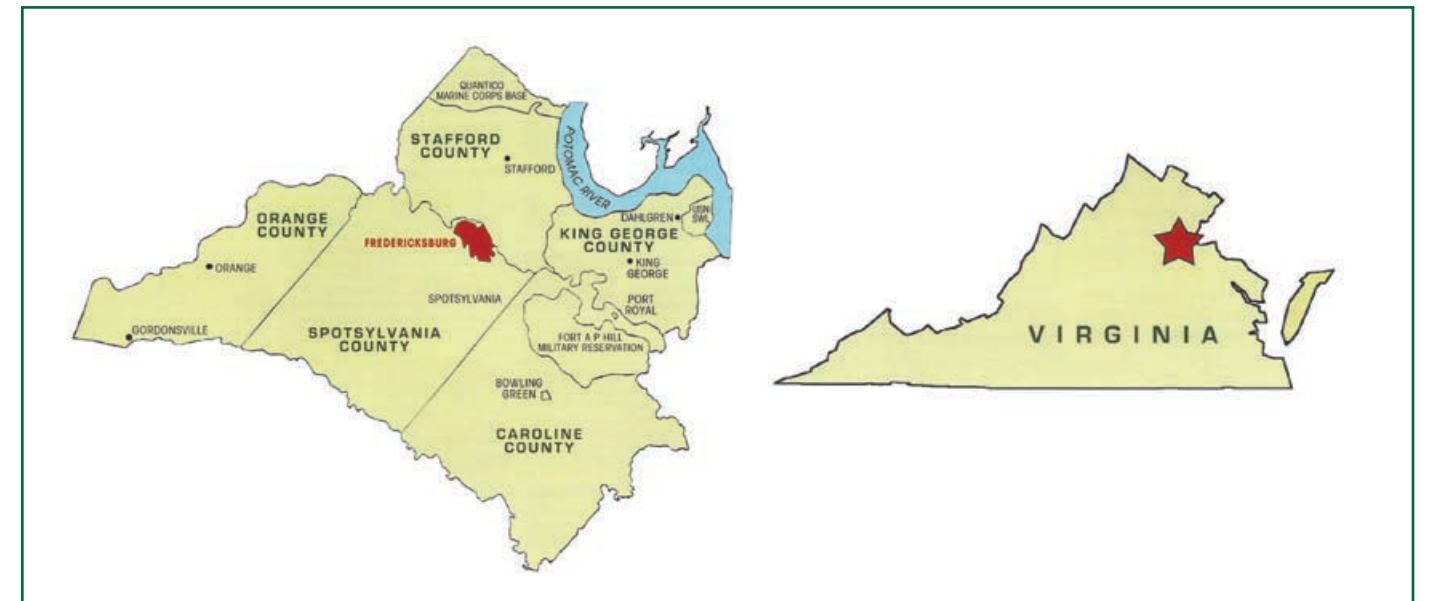
TRIPBEAT - 25% discount on over 200,000 vacation rentals worldwide. Call 844-367-6433 and mention NAHB at time of reservation or go to www.tripbeat.com/NAHB.

WYNDHAM HOTEL GROUP - 15% off at over 7,400 hotels. Call 877-670-7088 and mention ID 8000002688. Go to www.nahb.org/ma and click on the Wyndham logo to find out more.

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



Service Area Map



Useful Links

Associations



Fredericksburg Area Builders Association
www.fabava.com



Home Builders Association of Virginia
www.hbav.com



National Association of Home Builders
www.nahb.org

Counties



CAROLINE COUNTY
www.caroline.va.us



CITY OF FREDERICKSBURG
www.fredericksburgva.gov



KING GEORGE COUNTY
www.king-george.va.us



ORANGE COUNTY
www.orangecountyva.gov



SPOTSYLVANIA COUNTY
www.spotsylvania.va.us



STAFFORD COUNTY
www.stafford.va.us

Other



www.builderbooks.com



www.dpor.virginia.gov



www.virginiadot.com



www.osha.com



FAB Foundation

Fredericksburg Area Builders Association's Charitable Organization

The FAB Foundation's mission is to provide essential home repair for the elderly and less fortunate at no cost to the recipient.

Each year, the Fredericksburg Area Builders Association Foundation continues to advance its mission of providing assistance to people with housing needs. Through our housing assistance program for the elderly, disabled and less fortunate in our community, we have seen many lives changed for the better. The corporation is organized and shall be operated exclusively for charitable, benevolent, and educational purposes; primarily providing assistance to people with housing needs within our

community; and generally to promote the health and welfare of the community. FAB Foundation is a 501(c) 3 charitable organization and all contributions are tax deductible.

The low-income or disabled homeowners who are unable to do their own repairs and own their home may apply. The FAB Foundation accepts nominations for home repairs throughout the year. Feel free to make a nomination on someone's behalf. To apply: call Maria Moore, Fredericksburg Area Builders Association Executive Vice President, at 540-898-2730, email at mmoore@fabava.com, or go to www.fabava.com and select FAB Foundation tab.

FAB Foundation Board



Chair, Glen Raymond
Atlantic
Builders, Ltd



Guy Miller Richards
C&F Mortgage
Corporation



Eddie Payne
Mid South Building
Supply, Inc



Ricky Robinson
Building Materials &
Construction Services



Campion Coleman
Coleman
Homes, Inc



Tim Thompson
Thompson Building
Corporation



Frank Sigmon
Builders
FirstSource



Brandon Serbay
Built Right
Homes, LLC



Christine Singhass
United Real Estate
Premier

FACT-PAC

FABA FACT-PAC is the Fredericksburg Area Construction Trust Political Action Committee organized to provide financial support to candidates for local and statewide government offices. For more information or to donate, go to <http://www.fabava.com/fredericksburg-area-construction-trust-political-action-committee/>

"Building a Better Community"



Pinnacle Builder

Most Prestigious Fredericksburg Area Builders Association Award!

The Pinnacle Builder is the FABA member who uses the highest percentage of member trade partners to build their Parade of Homes entry.

2017 Pinnacle Builder – Halsey Homes – The Craftsman



Viewpoint from the 2017 Pinnacle Builder Award Recipient

Winning the 2017 Pinnacle Builder award from the Fredericksburg Area Builders Association was a very proud moment for our company. Halsey Homes is a small, custom builder and this award shows our commitment to using associate members in the sourcing of supplies, labor, materials, and assorted services throughout the building process.

The Fredericksburg Area Builders Association is made up of a vast array of talented companies and individuals. Whether these firms are large or small they have shown that they are committed to supporting our industry by joining our association. Being a member of the Association shows that the firm is committed to training, learning and growing, community outreach, and helping us fight for the proper legislation and regulation of our industry.

We feel that the Trade Partners level of quality, being properly insured, providing the right personnel and

delivering timely, quality service to our clients for each individual project corresponds to whether they are members of the Fredericksburg Area Builders Association. Being a member is one of our primary considerations when selecting our Trade Partners.

Ultimately this shared commitment shows through in the quality of the finished product each of our clients deserve. Our clients recognize that we only work with high quality firms and individuals to deliver each of them their own personal version of the American dream, a new home.

We will continue to strive to "Do Business With a Member" and win the Pinnacle Builder award again and again in the future. Halsey Homes challenges and encourages each of you to do the same!

- Sean Halsey, Halsey Homes

"Building a Better Community"



Members Listed by Categories

Accountants

Bishop, Farmer & Co., LLP
PB Mares, LLC
Woodcock and Associates, PC

Advertising

Illusions Wraps
Spangler Erkert + Associates

Appliances

EA Holsten, Inc
Kenmore Direct formerly Sears Commercial

Architecture

Precision Drafting Services, LLC

Attorneys

Hirschler Fleischer

Auction/Auctioneer

Nicholls Auction Marketing Group
Shelton Farm and Auction Company and Stafford Fair

Autos-New Car/Truck

Purvis Ford, Inc.
Safford Dodge Jeep of Fredericksburg
Suburban Auto Sales

Banks

Community Bank of Chesapeake
NSWC Federal Credit Union
Peoples Community Bank
Virginia Community Bank
Virginia Partners Bank

Blue Printing Services

Drafting Surveying Supply

Brick/Block Suppliers

Riverside Brick & Supply Co., Inc.

Builder-Insulated Concrete Forms (ICF)

Teakwood Enterprises, Inc.

Builders

A & E Homes, LLC
Aaronal Homes
Adamson Homes
America's Home Place

American Heritage Homes
Atlantic Builders, Ltd.
Augustine Homes, LLC
B&D Log Homes
Battlefield Homes, Inc.
Bethel Builders, LLC
Bryton Homes
Built Right Homes, LLC
CalAtlantic Homes
Caroline County Habitat for Humanity
Charleston Company Home Builders, Inc.
Childress Homes
CL Steady Construction
Cobb Custom Builder, Inc.
Coleman Homes, Inc.
CORELOT
Cornerstone Homes
Crisafulli Building & Remodeling
Dameron Home Builders, LLC
DR Horton
Drees Homes
Eastern Virginia Land Company Inc.
Fairway Custom Homes and Renovations, LLC
Foundation Homes, Inc.
Fredericksburg Custom Homes
Greater Fredericksburg Habitat for Humanity
GW Hebler
Halsey Home Corporation
Hazel Homes
Heeman Construction, Inc.
Hurst Homes, LLC.
ICF Homes of Virginia, LLC
J. Hall Homes, Inc.
JOHN ROBB Custom Homes, Inc.
Lennar
M/I Homes of DC, LLC
Mendleson Development Company
Piccard Building & Development LLC
Professional Building Services, Inc
Republic Home Builders
Ryan Homes
Simply Home, LLC
Sona Homes, Inc.
Spartan Homes, Inc.
Spear Builders of Virginia - Custom Homes &
Historic Preservation
Thompson Building Corporation
Toll Brothers, Inc.
Top Choice Homes, Inc.



Travilian Homes, Inc
Tricord Homes, Inc.
Walts Construction, Inc
Westbrooke Homes
Woodview Properties, LLC

Building Components

Annandale Millwork and Allied Systems Corp
Metwood, Building Solutions
Mid South Building Supply, Inc.
Parksite

Building Material Suppliers

84 Lumber
BMC (Building Materials & Construction Services)
Builders FirstSource
Carter Lumber Company
Jim Carpenter Company
Lansing Building Products
Quality Building Products
Snavelly Forest Products

Business Development & Training

The Growth Coach of Northern Virginia

Cable TV, High Speed Internet, and Phone

Comcast
Cox Communications

Carpentry

R. C. Enterprises, Inc.
Schiller Enterprise, Inc

Carpet/Tile/Wood/Floor Coverings

Floor and Decor
Morris Tile Distributors
The Carpet House

Community Service/Non-Profit

516 Project, Inc.

Computer Systems

SH3 Computer Systems, Inc.

Concrete Contractors

Accurate Concrete Foundations
Brandonbilt Foundations, Inc.
Donnelly Concrete, Inc.
Titan America

Country Club

Fredericksburg Country Club

Developers

Embrey Mill by Newland Communities
Jarrell Properties, Inc.
Jon Properties
NTS Virginia Fawn Lake
Quarter Tract, LLC
Silver Companies
W. J. Vakos Companies

Disposal Services/Recycling

Republic/Allied Waste Services of Fredericksburg
Shifflett's Waste Services LLC

Doors

Pella Window and Doors

Drafting/Design Services

Exceptional Home Designs, Inc.

Dumpster Rental Service

Bin There Dump That

Electrical Contractors

Capital Tristate
Franklin Electric Company, Inc.
ROC Electrical, LLC
Summit Electrical Services Company, Inc.

Engineers/Planners/Surveyors

Bagby, Foroughi and Goodpasture PLLC
Dewberry
ECS Mid-Atlantic, LLC
Engineering Groupe, Inc.
Freeland Engineering, PC
Geo Technology Associates, Inc.
Legacy Engineering, P.C.
Miles & Company
Stantec Consulting Services Inc
Sullivan, Donahoe & Ingalls
Thrasher Group
W W Webb & Associates, PLLC
Welford Engineering Associates

Equipment/Heavy Equipment

BlueLine Rental
Bobcat of Richmond
Dickinson Equipment, Inc.

Excavating/Grading/Site Development

S.E. Ritenour Excavating Inc.



Exterior Finishing

Falls Run Stone & Stucco
Ray's Siding Co, LLC

Financial Services

Clarus
River Capital Group
Union Bank & Trust

Framing Contractors

C.C. Carpentry, Inc.
Corinto Construction Company
Jay Contractors, LLC

Garage Doors/Openers/Organization

All About The Garage
Apple Door Systems, Inc.

Gas/Propane/Petroleum Products

Anderson Propane Service, Inc.
Blossman Gas, Inc.
Columbia Gas of Virginia, Inc.
Quarles Petroleum
Revere Gas

General Contractors

Hour Homes, LLC
JBR Construction
Paul Davis Restoration (Hat Over the Wall Ent)

Geo-technical Engineering

Dominion Engineering Associates, Inc.

Golf Course

Meadows Farms Golf Course

Government

Stafford County Dept. of Public Works

Granite/Marble/Quartz/Tile

Granite Vision

Guttering/Downspouts

Jack's Seamless Gutters

Hardscape

Roche Brothers

Heating/Air Conditioning

ARS/General Heating
Country Heating & Cooling, Inc.
First Choice Heating & A/C, Inc.
Robert B. Payne, Inc.
Virginia Trane DSO

Home Inspector

Professional Inspection Services, LLC

Home Theater Design & Installation

Raven Hi-Fi

Insulation

All Pro Insulation
Energy Services Group (ESG, Inc)

Insurance

Aflac, Marilyn Milligan
Bankers Insurance, LLC
Brady Insurance Agency
Central Park Insurance
Danaher-Skewes & Associates
Liberty Mutual Insurance
Premier Insurance Agency
Scott Insurance & Financial Services

Interior Design

Spaces Design Studio, LLC

Janitorial/Cleaning Services

C & O Home and Business Services, LLC

Kitchen Specialists

AKB Designs
Kitchen Krafters, Inc.
Reico Kitchen & Bath

Landscaping/Lawn/Tree Services

KT Enterprises, Inc
M & C Landscaping

Low Voltage Wiring

SmartCom Home Technologies

Marketing Services

More Prospects Now LLC



Mortgage Companies

Assurance Financial Group, LLC
Atlantic Bay Mortgage Group
BB&T Mortgage
C & F Mortgage Corporation
Embrace Home Loans
Fidelity Bank Mortgage
First Home Mortgage
Guaranteed Rate
Union Home Mortgage

Moving & Storage

J. Barber Moving & Storage, Inc.

Networking & Education

6 Degrees LLC, DABA ACES Industry Group

Paint Distributor

Sherwin-Williams Company

Painter

Encius Painting
Frank Painting, LLC

Paving & Sealing

All American Paving

Pest Control

Pest Now of Central Virginia
Pest Solutions

Plumbing Contractors

Certified Plumbing, Inc.
Marines Plumbing
Shackleford's Plumbing
Southern Spotsylvania Plumbing

Plumbing Suppliers

Ferguson Enterprises
Orenco Systems, Inc.

Pool & Spas

Bob's Pools & Spa

Printing

CSL Media
Stafford Printing

Publication/Media

Fredericksburg Parent and Family Magazine

Real Estate Appraisers

Lewis Appraisal Services, LLC

Real Estate Brokers – Sales/Marketing

Brooke Miller Real Estate LLC - Long & Foster, Realtors
Coldwell Banker Elite - Charlotte Rouse
Donovan & Associates Realty
Holt for Homes, Inc
Nest Realty Fredericksburg
The Green Team Coldwell Banker Elite
United Real Estate Premier

Real Estate Photography

Cynthia James Photography
Regarday

Remodeling/Renovation

AG Smart Home Builder
Apple Home Improvement
Classic Properties
Dannex Construction
DreamMaker Bath and Kitchen
HIVEX Basement Finishing Company
Inside Out Construction, Inc
Legacy Contracting
Mr. Fix-It
NVS Kitchen & Bath
Steve Spratt Improvements
Welcome Home NFP

Roofing Contractors

Roof Works of Virginia, Inc.
The Roof Center

Roofing Materials Supplier

ABC Supply Company
Liberty Roofing Center

Security Systems

Virginia Secure

Settlement Company

RGS Title, LLC
Signature Home Settlements, LLC
Universal Title

Signage

New Home Media, Inc



Soil/Wetland/Geology Consultants

Dominion Soil Science Inc
Froehling & Robertson
M&M Soil Consultants Inc
Mid-Atlantic Laboratories, Inc.

Stone/Slate/Sand/Gravel/Cast Stone

Luck Stone Corporation
Lyons Stucco & Stone, Inc.
Stone Center

Title Insurance

Title Professionals, LLC

Trim Carpenters/Custom & Production

Daves Trim and Tile

Trim Contractors

TLS Home Improvements

Truss Suppliers

Apex Truss

Utilities

Dominion Virginia Power
Rappahannock Electric Cooperative

Warranty Companies

2-10 Home Buyers Warranty Corp.
Residential Warranty Company, LLC.

Wetlands/Regulatory Compliance

Wetland Studies and Solutions, Inc.

Window Treatments

Budget Blinds

Windows

MI Windows and Doors
Ply Gem Windows

Wood Products

Boise
Weyerhaeuser



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Dominion EnergySM

www.DominionEnergy.com



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11001 Houser Drive, Suite 1
Fredericksburg, VA 22408

Eddie Payne—Sales Representative
540-379-0191 - www.msbs.net



Members Alphabetical Listing

A

2-10 Home Buyers Warranty Corp.

Keith Perkins(301) 978-6388
6025 Peccary St.
Waldorf, MD 20603
kperkins@2-10.com
<http://www.2-10.com>
Warranty Companies

516 Project, Inc.

James Roberson.....(540) 412-8467
10908 Courthouse Road
Suite 102148
Fredericksburg, VA 22408
516projectfxbg@gmail.com
<http://www.516project.org>
Community Service/Non-Profit

6 Degrees LLC, DBA ACES Industry Group

Shambi McGill(540) 760-1678
1009 Bogview Overlook
Stafford, VA 22554
seubanks@fandr.com
Networking & Education

84 Lumber

Dadrain Kiser(540) 371-1444
64 Simpson Rd.
Fredericksburg, VA 22406
kiserd@84lumber.com
<https://www.84lumber.com>
Building Material Suppliers

A & E Homes, LLC

George Daily(703) 447-5930
13209 Black Walnut Ln.
Lake Anna, VA 22551
georgedaily@aehomesllc.com
<http://www.aehomesllc.com>
Builders

Aaronal Homes

Hank Osleger(540) 379-2835
PO Box 9070
Fredericksburg, VA 22403
agosleger@aol.com
<http://www.aaronalhomes.com>
Builders

ABC Supply Company

Tim Diehr(540) 710-0800
234 Industrial Ct.
Fredericksburg, VA 22408
tim.diehr@abcsupply.com
<http://www.abcsupply.com>
Roofing Materials Supplier

Accurate Concrete Foundations

Alexander Soltanovitch(540) 379-9307
17691 Pepmeier Hill Rd.
Woodford, VA 22508
accurateconcrete@live.com
Concrete Contractors

Adamson Homes

Adam Janney(540) 809-5820
45 Chet Atkins Ct.
Fredericksburg, VA 22405
adam@adamson-homes.net
<http://www.adamson-homes.net>
Builders

Aflac

Marilyn Milligan(305) 731-9166
PO Box 101
Stafford, VA 22554
marilyn_milligan@us.aflac.com
<http://www.aflac.com>
Insurance

AG Smart Home Builder

Scott Messinger(540) 207-4304
31 Hoovler Ln.
Stafford, VA 22556
agsmarthomebuilders@outlook.com
<http://www.ag-smarthomebuilders.com>
Remodeling/Renovation

AKB Designs

Doug Clark(804) 448-9985
7422 Commerce Way
Ruther Glen, VA 22546
admin@akb-designs.com
<http://www.akb-designs.com>
Kitchen Specialists



All About The Garage

Steve Wood(540) 656-8971
1623 Princess Anne Street
Fredericksburg, Virginia 22401
allaboutthegarage@gmail.com
<http://www.allaboutthegarage.com>
Garage Doors/Openers/Organization

All American Paving

Bryan Evans(844) 728-3482
5525 Mt. Pleasant Dr.
Locust Grove, VA 22508
aapavingandsealing@outlook.com
Paving & Sealing

All Pro Insulation

Frank Lyons(540) 737-4650
107 Juliad Court
Suite 111
Fredericksburg, VA 22406
frank.lyons@installed.net
Insulation

America's Home Place

Julia Stambaugh.....(540) 785-5841
4401 Plank Road
Fredericksburg, VA 22407
*America's Home Place is moving mid-2018.
Contact them for their new address
jstambaugh@americashomeplace.com
<http://www.americashomeplace.com>
Builders

American Heritage Homes

Jim Curtiss(540) 785-4444
9201 Elys Ford Rd.
Fredericksburg, VA 22407
jim.curtiss@pruittco.com
<http://www.ahhva.com>
Builders

Anderson Propane Service, Inc.

Kainoa Kala.....(540) 373-9096
PO Box 300
Fredericksburg, VA 22404
kainoak@andersonpropane.com
<http://www.andersonpropane.com>
Gas/Propane/Petroleum Products

Annandale Millwork and Allied Systems Corp

Robert Frogale.....(540) 550-4374
220 Arbor Ct.
Winchester, VA 22602
rfrogale@amcasc.com
<http://www.amcasc.com>
Building Components

Apex Truss

Jared Dix(804) 313-2295
1688 Chestnut Hill Rd.
Warsaw, VA 22572
warsaw@apextruss.com
<http://www.apextruss.com>
Truss Suppliers

Apple Door Systems, Inc.

Bobby Johnson(804) 382-8146
PO Box 74160
North Chesterfield, VA 23236
bjohnson@appledoor.com
<http://www.appledoor.com>
Garage Doors/Openers/Organization

Apple Home Improvement

Rob Garland.....(540) 940-3044
4405 Plank Rd.
Fredericksburg, VA 22407
rob@applehomeimprovementva.com
<http://www.applehomeimprovementva.com>
Remodeling/Renovation

ARS/General Heating

Donald Pierpont.....(540) 654-5250
9070 Euclid Ave.
Manassas, VA 20110
dpierpont@ars.com
<http://ars.com>
Heating/Air Conditioning

Assurance Financial Group, LLC

Scott Hine(540) 300-3804
3006 Lafayette Boulevard
Fredericksburg, VA 22408
shine@lendtheway.com
<http://lendtheway.com/fredericksburg>
Mortgage Companies



Atlantic Bay Mortgage Group

Brian Brooks.....(540) 845-0864
10008 Southpoint Pkwy., Suite 101
Fredericksburg, VA 22407
brianbrooks@atlanticbay.com
<http://www.atlanticbay.com/brianbrooks>
Mortgage Companies

Atlantic Builders, Ltd.

Maureen Fitzgibbons.....(540) 891-8540
1975 Jefferson Davis Hwy.
Fredericksburg, VA 22401
mfitzgibbons@atlanticbuilders.com
<http://atlanticbuilders.com>
Builders

Augustine Homes, LLC

Lawrence Palmer.....(540) 372-7770
150 Riverside Pkwy., Suite 101
Fredericksburg, VA 22406
lpalmer@augustinehomes.com
<http://www.augustinehomes.com>
Builders

B

B&D Log Homes

Pat Hupp & Dwane Long.....(703) 283-7567
1498 Aquia Road
Midland, VA 22728
patrealtornva@gmail.com
Builders

Bagby, Foroughi and Goodpasture PLLC

Suzanne Pollard.....(540) 373-5178
125 Olde Greenwich Drive
Suite 115
Fredericksburg, VA 22408
spollard@bfgeng.com
<http://bfgeng.com>
Engineers/Planners/Surveyors

Bankers Insurance, LLC

Barbara Jenkins.....(540) 373-3833
10304 Spotsylvania Ave., Suite 110
Fredericksburg, VA 22408
bjenkins@bankersinsurance.net
<http://bankersinsurance.net>
Insurance

Battlefield Homes, Inc.

Allen Harrison(540) 786-2388
7022 Barclay Dr.
Fredericksburg, VA 22407
info@battlefieldhomes.com
<http://battlefieldhomes.com>
Builders

BB&T Mortgage

Carrie Minnick(540) 322-5451
400 George St.
Fredericksburg, VA 22401
cminnick@bbandt.com
<https://www.bbt.com/lending/mortgage>
Mortgage Companies

Bethel Builders, LLC

Laurie Nichols.....(540) 748-8810
100 Fredericksburg Avenue
Louisa, Virginia 23093
lnichols@bethelbuilders-va.com
<http://www.bethelbuilders-va.com>
Builders

Bin There Dump That

Joey Farrar.....(540) 891-2467
11617 Kingswood Blvd.
Fredericksburg, VA 22408
joeyfarrar@bintheredumpthat.com
<http://www.bintheredumpthat.com>
Dumpster Rental Service



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10yd, 14yd, 20yd Bins

Joey Farrar
Owner

Fredericksburg, Va
Joeyfarrar@Bintheredumpthat.com

540-891-2467

Bishop, Farmer & Co., LLP

Robert Bishop(540) 373-8973
PO Box 7065
Fredericksburg, VA 22404
bbishop@bfccpa.com
http://bfccpa.com
Accountants

Blossman Gas, Inc.

Jeff Jenkins(540) 548-0254
11001 Houser Dr., Unit #27
Fredericksburg, VA 22408
jjenkins@blossmangas.com
http://www.blossmangas.com
Gas/Propane/Petroleum Products

BlueLine Rental

Andrew Turner(703) 221-4000
18309 Jefferson Davis Highway
Triangle, VA 22172
blr09116@bluelinerental.com
Equipment/Heavy Equipment

BMC (Building Materials & Construction Services)

Dan Desolis(540) 373-7181
1361 Belman Rd.
Fredericksburg, VA 22401
dan.desolis@buildwithbmc.com
http://www.buildwithbmc.com
Building Material Suppliers

Bob's Pools & Spas

Linda Foldvik(540) 693-7665
10663 Courthouse Road
Fredericksburg, VA 22407
bobspools@ymail.com
http://bobspools-va.com
Pool & Spas

Bobcat of Richmond

Steve Grinde(804) 752-4999
12196 Washington Hwy.
Ashland, VA 23005
sgrinde@bobcatofrichmond.com
http://www.bobcatofrichmond.com
Equipment/Heavy Equipment

Boise

Josh Nau(610) 299-1477
755 Buckrun Road
Coatsville, PA 19320
joshnau@bc.com
https://www.bc.com
Wood Products

Brady Insurance Agency

Kristen Brady(540) 727-8144
4444 Germanna Highway
Suite 110
Locust Grove, VA 22508
kbrady@farmersagent.com
https://agents.farmers.com/va/locust-grove/kristen-brady
Insurance

Brandonbilt Foundations, Inc.

Debbie Revely(540) 720-7202
197 Tyler Von Way, Suite 111
Fredericksburg, VA 22405
drevely@brandonbilt.com
http://www.brandonbilt.com
Concrete Contractors

Brooke Miller Real Estate LLC - Long & Foster Realtors

Brooke Miller(540) 604-9138
1910 William Street
Fredericksburg, VA 22401
Brooke@LongAndFoster.com
http://www.BrookeMillerHomes.com
Real Estate Brokers



Bryton Homes

Dori Hazan(703) 821-1540
8405 Greensboro Dr., Suite P-130
McLean, VA 22102
dhazan@georgelasgroup.com
http://www.brytonhomes.com
Builders

Budget Blinds

Beth Sharpe(540) 786-5500
496 Poplar Springs Drive
Tappahanock, VA 22560
bsharpe@budgetblinds.com
http://www.budgetblinds.com/fredericksburg
Window Treatments

Builders FirstSource

Conrad LaBossiere(800) 296-0757
13234 Airpark Dr.
Elkwood, VA 22718
conrad.labossiere@bldr.com
http://www.buildersfirstsource.com
Building Material Suppliers

Built Right Homes, LLC

Brandon Serbay(540) 809-7674
426 Dorset Dr.
Ruther Glen, VA 22546
builtright2009@yahoo.com
http://www.builtrighthomesva.com
Builders

C

C&F Mortgage Corporation

Guy Miller-Richards(540) 548-8855
2050 Gordon W Shelton Blvd.
Fredericksburg, VA 22401
guymr@cfmortgagecorp.com
http://www.cfmortgagecorp.com
Mortgage Companies

C&O Home and Business Services, LLC

Ovidiu Bota(540) 376-4624
10429 Old Lawyers Rd.
Unionville, VA 22567
info@hbsontime.com
http://www.hbsontime.com
Janitorial/Cleaning Services

C.C. Carpentry, Inc.

Chet Cary(540) 710-8950
109 Deacon Road, Suite C
Fredericksburg, VA 22405
chet@cccarp.com
http://cccarp.com
Framing Contractors

CalAtlantic Homes

Tim Bates(703) 449-6500
14280 Park Meadow Drive, Suite 108
Chantilly, VA 20151
tim.bates@calatl.com
http://calatlantichomes.com
Builders

Capital Tristate

Michael Ridgely(540) 710-7200
11001 Houser Dr., Suite 18
Fredericksburg, VA 22408
mike.ridgely@capitaltristate.com
http://www.capitaltristate.com
Electrical Contractors

Caroline County Habitat for Humanity

Jason Tickle(804) 596-2811
PO Box 365
Bowling Green, VA 22427
info@habitatofcaroline.org
http://www.habitatofcaroline.org
Builders

Carter Lumber Company

Chris Toth(717) 729-9874
11631 Shannon Drive
Fredericksburg, VA 22408
chris.toth@carterlumber.com
http://www.carterlumber.com
Building Material Suppliers

CARTER
Lumber

11631 Shannon Dr.
Fredericksburg, VA 22408
(540) 993-4848
www.carterlumber.com



Central Park Insurance

Breanna Monroe(540) 891-1160
2609 Lafayette Boulevard
Fredericksburg, VA 22408
<http://www.centralparkinsuranceagency.com>
Insurance



Certified Plumbing, Inc.

Joe Robinson(540) 786-0776
7308 Old Plank Rd.
Fredericksburg, VA 22407
certifiedplumbing@verizon.net
<http://certifiedplumbing.net>
Plumbing Contractors

Charleston Company Home Builders, Inc.

Sheila Berry(540) 775-6788
PO Box 1480
King George, VA 22485
sheila@charlestoncobuilders.com
<http://charlestoncobuilders.com>
Builders

Childress Homes

Jesse Childress(540) 286-2345
107 Juliad Ct. #102
Fredericksburg, VA 22406
tjchildress1@aol.com
Builders

CL Steady Construction

Eddie Whelan(540) 834-9411
343 Wallace Lane
Fredericksburg, VA 22408
clsteady@gmail.com
<http://www.clsteadyconstruction.com>
Builders

Clarus

Jeffrey Liller(571) 295-0329
28 Tracey Lane
Fredericksburg, VA 22406
jeff.liller@clarusdc.com
<http://clarusdc.com/>
Financial Services

Classic Properties

Jim Hannigan(540) 785-4934
8101 Avocet Way
Spotsylvania, VA 22553
classicprop@aol.com
<http://www.celticrealtyllc.com>
Remodeling/Renovation

Cobb Custom Builder, Inc.

Bill Cobb(540) 972-7910
219 Fairfax Lane
Locust Grove, VA 22508
cobby1230@comcast.net
Builders

Coldwell Banker Elite - Charlotte Rouse

Charlotte Rouse(540) 419-9206
520 William Street
Fredericksburg, VA 22401
crouse@coldwellbankerelite.com
<http://www.coldwellbankerelite.com/agent/charlotte-rouse-2/>
Real Estate Brokers

Coleman Homes, Inc.

Campion Coleman(540) 898-3030
5 Victoria Ct.
Fredericksburg, VA 22407
campionc@coleman-homes.com
<http://www.coleman-homes.com>
Builders



Columbia Gas

Robert Williams(540) 368-3216
60 Commerce Way
Fredericksburg, VA 22406
rcwilliams@nsource.com
<http://www.columbiagasva.com>
Gas/Propane/Petroleum Products

Comcast

Tiana-Rae Tuncap(703) 216-1386
11101 University Boulevard
Manassas, VA 20110
tianarae_tuncap@comcast.com
<http://xfinity.com>
Cable TV, High Speed Internet, and Phone

Community Bank of Chesapeake

William Pasenelli(540) 940-2202
425 Williams Street
Fredericksburg, VA 22401
<http://www.cbtc.com>
Banks

CORELOT

Jeremiah Horstick(540) 785-7500
1320 Central Park Boulevard, Suite 200
Fredericksburg, VA 22401
j@corelot.com
<http://corelot.com>
Builders

Corinto Construction Company

Jose Villatoro(571) 233-4836
211 Berea Church Road
Fredericksburg, VA 22406
corintollc@gmail.com
<http://www.corintoconstructionllc.webs.com>
Framing Contractors

Cornerstone Homes

Dotti Houlihan(804) 484-3242 ext 221
6912 Three Chopt Rd., Suite C
Richmond, VA 23226
dhoulihan@cornerstonehomes.net
<http://www.cornerstonehomes.net>
Builders

Country Heating & Cooling, Inc.

Ken Marolla(540) 872-4379
18064 Jefferson Hwy.
Montpelier, VA 23192
chchvac@gmail.com
<http://www.countryheatingcooling.com>
Heating/Air Conditioning

Cox Communications

Kathryn Falk(703) 480-5248
13900 Lincoln Park Drive
Suite 500
Herndon, VA 20171
Kathryn.falk@cox.com
<http://www.cox.com>
Cable TV, High Speed Internet, and Phone

Crisafulli Building & Remodeling

Joseph Crisafulli(540) 661-7801
9102 Snowy Egret Ct.
Spotsylvania, VA 22553
joe@crisafullicustomhomes.com
<http://www.crisafullibuildingandremodeling.com>
Builders

CSL Media

Phil Leonhardt(540) 785-3790
220 Industrial Drive
Suite 116
Fredericksburg, VA 22408
phil@cslmediallc.com
<http://www.fredprint.com>
Printing

Cynthia James Photography

Cindy James(571) 437-5723
25 Kimberly Drive
Stafford, VA 22554
cindy@cynthiamesphotography.com
<http://cynthiamesphotography.com>
Real Estate Photography



D

Dameron Home Builders, LLC

Len Dameron(540) 310-4758
405 Westwood Office Park
Fredericksburg, VA 22401
len@dameroncompanies.com
http://www.dameroncompanies.com
Builders

Danaher-Skewes & Associates

Randy Thomas(540) 370-4886
700 Princess Anne St., #10
Fredericksburg, VA 22401
rthomas@danaher-skewes.com
Insurance

Dannex Construction

Daniel Mihoc(540) 288-4408
600 Interstate Business Park
Suite B
Fredericksburg, VA 22405
dannexconstruction@gmail.com
http://dannexconstruction.com
Remodeling/Renovation

Daves Trim and Tile

Dave Powell(540) 623-8073
12 Blair Rd.
Fredericksburg, VA 22405
davepowell1964@gmail.com
Trim Carpenters/Custom & Production

Dewberry

Elizabeth Sobecke, PE(703) 468-2211
13575 Heathcote Blvd., Suite 130
Gainesville, VA 20155
esobecke@dewberry.com
http://www.dewberry.com
Engineers/Planners/Surveyors

Dickinson Equipment, Inc.

Clay Dickinson(540) 786-8383
1200 Bragg Rd.
Fredericksburg, VA 22407
clay@dickinsonequipmentinc.com
http://dickinsonequip.com
Equipment/Heavy Equipment

Dominion Energy

Robin Newhouse(540) 752-2023
980 Warrenton Road
Fredericksburg, VA 22406
robin.newhouse@dom.com
http://www.dom.com/dominion-virginia-power
Utilities

Dominion Engineering Associates, Inc.

Richard Paige(540) 710-9339
8511 Indian Hills Ct., Suite 202
Fredericksburg, VA 22407
rpaige@dea-inc.net
http://dea-inc.net/
Geo-technical Engineering

Dominion Soil Science

Danny Hatch.(540) 737-1003
13282 Sillamon Rd.
Goldvein, VA 22720
dhatch@dominionsoil.com
http://www.dominionsoil.com
Soil/Wetland/Geology Consultants

Donnelly Concrete, Inc.

John Donnelly(540) 371-7105
88 Le-Way Drive, Suite 101
Fredericksburg, VA 22406
office@donnellyconcrete.com
Concrete Contractors

Donovan & Associates Realty

Robert Donovan.(540) 672-8290
10202 Spring Creek Dr.
Spotsylvania, VA 22551
robertgdonovan@comcast.net
http://www.robertgdonovan.com
Real Estate Sales/Marketing

DR Horton

Lucy Guerreiro(571) 723-0822
1356 Beverly Rd., Suite 300
McLean, VA 22101
lguerreiro@drhorton.com
http://www.drhorton.com
Builders



Drafting Surveying Supply

Patrick Richardson(540) 373-5800
1311 Jefferson Davis Highway
Fredericksburg, VA 22401
dss1311@aol.com
http://sescodss.com/
Blue Printing Services

DreamMaker Bath and Kitchen

Steve Everett(540) 371-3625
23 Commerce Pkwy
Fredericksburg, VA 22406
steve.DMBKfredericksburg@gmail.com
http://DMBKFredericksburg.com
Remodeling/Renovation

Drees Homes

Angie Konietzko. (703) 257-3434 x1541
8551 Rixlew Ln., Suite 230
Manassas, VA 20109
akonietzko@dreeshomes.com
http://www.dreeshomes.com
Builders

E

EA Holsten, Inc.

Lindy Ely.(804) 359-3511
PO Box 26808
Richmond, VA 26808
lindy@eaholsten.com
http://www.eaholsten.com
Appliances

Eastern Virginia Land Company, Inc.

Alex McCallister(540) 840-4849
PO Box 42163
Fredericksburg, VA 22404
alexmccallister@yahoo.com
http://www.easternvaland.com
Builders

ECS Mid-Atlantic, LLC

Allen Parker(540) 785-6100
915 Maple Grove Dr., Suite 100
Fredericksburg, VA 22407
aparker@ecslimited.com
http://ecslimited.com
Engineers/Planners/Surveyors

Embrace Home Loans

John Reid(540) 842-1484
1671 Jefferson Davis Hwy., Suite 205
Fredericksburg, VA 22401
jreid@embracehomeloans.com
http://www.embracehomeloans.com/john-reid
Mortgage Companies

Embrey Mill by Newland Communities

Fred Garnes(540) 523-1060
13777 Ballantyne Corporate Place
Suite 205
Charlotte, NC 28277
fgarnes@newlandco.com
http://www.newlandcommunities.com
Developers

Encius Painting

Dumitru Enciu(540) 379-6119
2614 Melissa Court
Fredericksburg, VA 22408
miticaenciu@yahoo.com
Painter

Energy Services Group (ESG, Inc)

Thom Marston(302) 324-8400
2 King Court
New Castle, DE 19720
thom@energysvc.com
http://www.energysvc.com
Insulation

Engineering Groupe, Inc.

Jana Gilbert(703) 670-0985
4936 Southpoint Pkwy.
Fredericksburg, VA 22407
jgilbert@enggroupe.com
http://www.enggroupe.com
Engineers/Planners/Surveyors

Exceptional Home Designs, Inc.

Dave Guy(540) 295-4237
PO Box 411
Fredericksburg, VA 22404
exceptionalhomedesigns@gmail.com
http://www.exceptionalhomedesigns.com
Drafting/Design Services



F

Fairway Custom Homes and Renovations, LLC
Kellie Ross(540) 308-5413
11403 Dark Stone Pl.
Spotsylvania, VA 22551
kellie@fairwayhomesva.com
http://fch1.com
Builders

Falls Run Stone & Stucco
Bobby Hinkle(540) 310-0066
700 Nelms Cir.
Fredericksburg, VA 22406
info@fallsrunss.com
http://www.fallsrunss.com
Exterior Finishing



Dayna Akers
Pro Services Manager

14041 Worth Avenue
Woodbridge, VA 22192
Office: 571.435.7824
Cell: 571.572.0385
dayna.akers@flooranddecor.com



Ferguson Enterprises
Jon Britton(540) 898-5511
10702 Spotsylvania Ave.
Fredericksburg, VA 22408
jon.britton@ferguson.com
http://www.ferguson.com
Lighting and Plumbing Fixture Suppliers

Fidelity Bank Mortgage
Philip King(540) 785-3320
1440 Central Park Blvd., Suite 100B
Fredericksburg, VA 22401
philip.king@lionbank.com
http://www.lionbank.com
Mortgage Companies

First Choice Heating & A/C, Inc.
Ernest Bareford(540) 371-6188
675-F Nelms Cir.
Fredericksburg, VA 22406
email@firstchoiceheat-ac.com
http://www.firstchoiceheat-ac.com
Heating/Air Conditioning

First Home Mortgage
Dylan Hallsmith(240) 479-7666
8401 Connecticut Avenue, #1100
Chevy Chase, MD 20815
dhallsmith@firsthome.com
http://www.firsthome.com/dylan-hallsmith
Mortgage Companies

Floor and Decor
Dayna Akers(571) 572-0385
14041 Worth Avenue
Woodbridge, VA 22192
dayna.akers@flooranddecor.com
http://www.flooranddecor.com
Carpet/Tile/Wood/Floor Coverings

Foundation Homes, Inc.
Teresa Taylor-Griffis(540) 373-5639
1003 Bragg Rd.
Fredericksburg, VA 22407
info@foundationhomesinc.com
http://www.foundationhomesinc.com
Builders



Frank Painting, LLC
Edwin Franco(540) 848-2246
11508 Heronview Drive
Fredericksburg, VA 22408
frankpaintingllc@gmail.com
http://www.frankpainting.net
Painter

Franklin Electric Company, Inc.
Tommy Franklin(540) 752-9890
105 111 Juliad Ct., Suite 103
Fredericksburg, VA 22406
tfranlin@franklinelectva.com
http://www.franklinelectva.com
Electrical Contractors

Fredericksburg Country Club
Carl Koons(540) 373-8781
11031 Tidewater Trail
Fredericksburg, VA 22408
carl@fredclub.org
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Country Club

Fredericksburg Custom Homes
Chris Kohlhaas(540) 220-1500
6 Camelot Court
Fredericksburg, VA 22405
chriskohlhaas@verizon.net
http://fredericksburgcustomhomes.com
Builders

Fredericksburg Parent and Family Magazine
Megan Walsh(540) 429-3572
PO Box 7884
Fredericksburg, VA 22404
megan@fredericksburgparent.net
http://www.fredparent.net
Publication/Media

Freeland Engineering, PC
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10814 Courthouse Rd.
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rfreeland@freelandengineeringpc.com
http://freelandengineeringpc.com
Engineers/Planners/Surveyors

Froehling & Robertson
Shambi Eubanks(540) 891-2771
10909 Houser Dr.
Fredericksburg, VA 22408
seubanks@fandr.com
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Soil/Wetland/Geology Consultants

G

Geo Technology Associates, Inc.
Amin Rahman, P.E.(703) 282-0358
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Sterling, VA 20166
arahman@gtaeng.com
http://www.gtaeng.com
Engineers/Planners/Surveyors

Granite Vision
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4511 Jefferson Davis Highway
Fredericksburg, VA 22408
joe@granitevision.com
http://www.granitevision.com
Granite/Marble/Quartz/Tile

Greater Fredericksburg Habitat for Humanity
Cassie Kimberlin(540) 891-4401
2376 Plank Road
Fredericksburg, VA 22401
cassie@FREDHAB.org
http://www.fredhab.org
Builders

Guaranteed Rate
Michael Sanchez(540) 427-7595
4470 Cox Road, Suite 150
Glen Allen, VA 23060
mike.sanchez@rate.com
http://rate.com/mikesanchez
Mortgage Companies

GW Hebler
Greg Hebler(540) 229-1139
23494 Village Road
Unionville, VA 22567
ghebler@yahoo.com
Builders



H

Halsey Home Corporation

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191 Kirkley Pl.
Fredericksburg, VA 22406
halseyhomes@gmail.com
http://www.homesbyhalsey.com
Builders

Hazel Homes

Steve Norair(540) 891-1091
10700 Spotsylvania Ave.
Fredericksburg, VA 22408
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http://www.hazelhomesva.com
Builders

Heeman Construction, Inc.

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6906 South Dewey Court
Fredericksburg, VA 22408
heemanconst@gmail.com
http://www.heemancustomhomes.com
Builders

Hirschler Fleischer

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Attorneys

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http://www.hivexbasements.com
Remodeling/Renovation

Holt for Homes, Inc.

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janet@holtforhomes.com
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Real Estate Brokers

Hour Homes, Inc.

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http://www.hourhomesinc.com
General Contractors

Hurst Homes, LLC

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2710 Lafayette Boulevard
Fredericksburg, VA 22408
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http://www.hursthomesllc.houzz.com
Builders

I

ICF Homes of Virginia, LLC

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4610 Heartland Way
Fredericksburg, VA 22408
dave@icfhomesofva.com
http://icfhomesofva.com
Builders

Illusions Wraps

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3719 Layfayette Boulevard
Fredericksburg, VA 22408
kim@illusionswraps.com
http://www.illusionswrap.com
Advertising

Inside Out Construction, Inc.

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10750 Carthapin Rd.
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http://www.insideoutconstructionva.com
Remodeling/Renovation



J

J. Barber Moving & Storage, Inc.

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8110 River Stone Drive
Fredericksburg, VA 22407
Jeff.barber@barbermoving.net
http://www.jbarbermovingstorage.com
Moving & Storage

J. Hall Homes, Inc.

Jeffrey Hall(540) 972-3100
PO Box 1334
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jhall@jhallhomes.com
http://www.jhallhomes.com
Builders

Jack's Seamless Gutters

Jim Spears(540) 373-6644
PO Box 1158
Lorton, VA 22079
jackssheetmetal@aol.com
Guttering/Downspouts

Jarrell Properties, Inc.

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http://www.jarrellinc.com
Developers

Jay Contractors, LLC

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Framing Contractors

JBR Construction

Jack Bailey(540) 368-9321
509 Lendall Lane
Fredericksburg, VA 22405
jbailey3@jbrconstruct.com
http://www.jbrconstruct.com
General Contractors

Jim Carpenter Company

Jeff Faircloth(540) 899-0031
1 Joseph Mills Dr.
Fredericksburg, VA 22408
jfaircloth@jimcarpenter.com
http://www.jimcarpenter.com
Building Material Suppliers

John Robb Custom Homes, Inc.

Robert Brown(540) 371-3001
12000 Kennedy Ln., Suite 106
Fredericksburg, VA 22407
robbie@johnrobbohmes.com
http://www.johnrobbohmes.com
Builders

Jon Properties

Michael Adams(540) 657-5404
900 Princess Anne St.
Fredericksburg, VA 22401
madams@jonproperties.com
http://www.jonproperties.com
Developers

K

Kenmore Direct (formerly Sears Commercial)

Robin Sutton (540) 360-5486
Spotsylvania, VA 22551
robin.sutton@searshc.com
http://www.searscommercial.com
Appliances

Kitchen Krafters, Inc.

Wendy Shiflett(540) 891-7678
4134 Lafayette Boulevard
Fredericksburg, VA 22408
kitchenkrafters1991@gmail.com
http://www.kitchenkraftersinc.com
Kitchen Specialists

KT Enterprises, Inc.

Kristopher Alvarez(703) 479-2678
8040 Industrial Park Court
Bristow, VA 20136
kalvarez@ktenterprises.com
http://www.ktenterprises.com
Landscaping/Lawn/Tree Service



L

Lansing Building Products

Ryan Melton(540) 379-1175
31 Commerce Parkway
Fredericksburg, VA 22406
ryan.melton@lansingbp.com
http://www.lansingbp.com
Building Material Suppliers

Legacy Contracting

James Whitman(540) 379-7114
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Remodeling/Renovation

Legacy Engineering, P.C.

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http://www.lennarvirginia.com
Builders

Lewis Appraisal Services, LLC

Taylor Lewis(540) 842-7101
101 Windsor Cir.
Fredericksburg, VA 22405
ctl.jr.appraisals@cox.net
Real Estate Appraisers

Liberty Mutual Insurance

Melissa Hayden(540) 809-8421
1340 Central Park Boulevard
Suite 204
Fredericksburg, VA 22401
melissa.hayden@libertymutual.com
https://www.libertymutual.com/melissa-hayden
Insurance

Liberty Roofing Center

Lee Robinson(540) 993-4869
5117 Commonwealth Drive
Fredericksburg, VA 22407
lee.robinson@libertyroofingcenter.com
http://www.libertyroofingcenter.com
Roofing Materials Supplier

Luck Stone Corporation

Randy Hartman(540) 898-6060
9100 Luck Stone Ln.
Fredericksburg, VA 22407
rhartman@luckstone.com
http://www.luckstone.com
Stone/Slate/Sand/Gravel/Cast Stone

Lyons Stucco & Stone, Inc.

Frank Lyons(540) 379-3260
7315 Harvest Ln.
Fredericksburg, VA 22407
lyons.sand@gmail.com
Stone/Slate/Sand/Gravel/Cast Stone

M

M&C Landscaping

Rachel Hinson.(540) 654-5885
PO Box 5681
Falmouth, VA 22403
rhinson@mandclandscaping.com
http://mandclandscaping.com
Landscaping/Lawn/Tree Service

M&M Soil Consultants Inc

Glen McClenny.(540) 373-3414
PO Box 7004
Fredericksburg, VA 22404
mmsoilglen@verizon.net
Soil/Wetland/Geology Consultants

M/I Homes of DC, LLC

Joe Lucado.(703) 433-7306
21355 Ridgetop Circle
Suite 220
Sterling, VA 20166
jlucado@mihomes.com
http://www.mihomes.com
Builders



Marines Plumbing

Ray Toczylowski(703) 331-2100
7001 Bears Den Court
Manassas, VA 20111
ray.toz@marinesplumbing.com
http://www.marinesplumbing.com
Plumbing Contractors

Meadows Farms Golf Course

Josh Dotson(540) 854-9890
4300 Flat Run Rd.
Locust Grove, VA 22508
jdotson@meadowsfarmsgolfcourse.com
http://www.meadowsfarmsgolfcourse.com
Golf Course

Mendleson Development Company

Bea Phelps(540) 972-3778
11517 Fawn Lake Pkwy.
Spotsylvania, VA 22551
bea@mendlesonhomes.com
http://www.mendlesonhomes.com
Builders

Metwood, Building Solutions

Shawn Callahan(540) 537-2395
819 Naff Rd.
Boones Mill, VA 24065
scallahan@metwood.com
http://www.metwood.com
Building Components

MI Windows and Doors

Chris Green(410) 984-5674
203 Barbara Drive
Westminster, MD 21157
cegreen01@msn.com
http://www.miwindows.com
Windows

Mid South Building Supply, Inc.

Kevin Hale(540) 891-4400
11001 Houser Dr. 1
Fredericksburg, VA 22408
khale@msbs.net
http://msbs.net
Building Components

Mid-Atlantic Laboratories, Inc.

Sylvia Storke.(804) 742-5577
14294 Big Timber Rd.
King George, VA 22485
midatlanticlab@gmail.com
http://www.midatlanticlaboratories.com
Soil/Wetland/Geology Consultants

Miles & Company

Russ Miles.(540) 295-6404
809 William St., Suite C
Fredericksburg, VA 22401
russmiles@miles-Company.com
http://miles-company.com/
Land Surveyors

More Prospects Now LLC

Arthur Radtke.(540) 259-5001
1320 Central Park Avenue
Suite 200
Fredericksburg, VA 22401
art@moreprospectsnow.com
http://www.moreprospectsnow.com
Marketing Services

Morris Tile Distributors

Adam Lewis(804) 317-4508
3717 Lafayette Blvd., Unit 5
Fredericksburg, VA 22408
adam.L@morristile.net
Carpet/Floor Coverings

Mr. Fix-It

Marcie Baker(804) 459-1000
10189 Maple Leaf Ct.
Ashland, VA 23005
marciebaker@mr-fix-it.com
http://www.mr-fix-it.com
Remodeling/Renovation



N

Nest Realty Fredericksburg

Sarah Stelmok(540) 455-7657
510 Princess Anne St., Suite 201
Fredericksburg, VA 22401
sarah@nestrealty.com
http://www.nestrealty.com
Real Estate Brokers – Sales/Marketing

New Home Media, Inc

John Cowell(703) 690-7191
9408 E Gunston Cove Rd.
Lorton, VA 22079
jcowell@newhomemedia.net
http://www.newhomemedia.net
Signage

Nicholls Auction Marketing Group

John Nicholls(540) 898-0971
40 Carriage Hill Lane
Fredericksburg, VA 22407
info@nichollsauction.com
http://www.nichollsauction.com
Auction/Auctioneer

NSWC Federal Credit Union

Lisa Wescoat(540) 361-2215
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Fredericksburg, VA 22401
http://www.nswcfcu.org
Banks

NTS Virginia Fawn Lake

Lori Herrera(540) 972-0400
11901 Longstreet Dr.
Spotsylvania, VA 22551
lherrera@ntsdevco.com
http://fawnlakevirginia.com
Developers

NVS Kitchen & Bath

Lisa Painter.(703) 378-2600
8982 Hornbaker Rd.
Manassas, VA 20109
lpainter@nvskb.com
http://www.nvskitchenbath.com
Remodeling/Renovation

O

Orenco Systems, Inc.

Reed Johnson.(757) 645-8662
814 Airway Avenue
Sutherlin, OR 97479
rjohnson@orenco.com
http://www.orenco.com
Plumbing Suppliers

P

Parksite

Brian Elmore.(540) 376-8562
14031 Orlando Road
Nokesville, VA 20181
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http://www.parksite.com
Building Components

Paul Davis Restoration (Hat Over the Wall Ent)

Colleen Shumaker(703) 880-3090
44601 Guilford Drive
Suite 100
Ashburn, VA 20147
pdr@pdrnova.com
http://www.pdrnova.com
General Contractors

PB Mares, LLC

Mike Kennison(540) 371-3566
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Fredericksburg, VA 22401
mkennison@pbmares.com
http://www.pbmares.com
Accountants

PCR Plumbing

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pcrplumbing@yahoo.com
Plumbing Contractors



Pella Window and Doors

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North Chesterfield, VA 23234
jrugar@pella386.com
http://pellavirginia.com
Doors

Peoples Community Bank

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Fredericksburg, VA 22405
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http://www.peoplescommunitybank.biz
Banks

Pest Now of Central Virginia

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Pest Control

Pest Solutions

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Pest Control

Piccard Building & Development LLC

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http://www.piccardhomes.com
Builders

Ply Gem Windows

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Windows

Precision Drafting Services, LLC

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Architecture

Premier Insurance Agency

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Insurance

Professional Building Services, Inc.

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http://www.professionalbuildingservicesinc.com
Builders

Professional Inspection Services, LLC

Ronald Pigeon(540) 841-1904
123 Autumn Dr.
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proinspectionsvcs@gmail.com
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Home Inspector

Purvis Ford, Inc.

Eli Patrick(540) 898-3000
3660 Jefferson Davis Highway
Fredericksburg, VA 22408
relipatrick@aol.com
http://www.purvisford.net
Automobiles-New & Used Car/Truck



Q

Quality Building Products

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matt.belman@truteam.com
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Building Material Suppliers

Quarles Petroleum Incorporated

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Propane & Heating Products / Petroleum Products / Fleet Fueling

Quarter Tract, LLC

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Developers

R

R. C. Enterprises, Inc.

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rcent10@aol.com
Carpentry

Rappahannock Electric Cooperative

Oliver Price.(540) 891-5824
PO Box 7388
Fredericksburg, VA 22404
oprice@myrec.coop
http://www.myrec.coop
Utilities

Raven Hi-Fi

David Minckler.(540) 373-6050
214 William Street
Fredericksburg, VA 22401
audivita@aol.com
http://www.ravenhifi.com
Home Theater Design Installation

Ray's Siding Co, LLC

Michael King.(540) 710-6864
343 Wallace Ln.
Fredericksburg, VA 22408
rayssidingcompany@gmail.com
http://RaysSiding.co
Exterior Finishing

Regarday

Paddy Osborne.(540) 424-7979
12 Blossom Tree Court
Stafford, VA 22554
paddy@regarday.com
http://www.regarday.com
Real Estate Photography

Reico Kitchen & Bath

Cameron Landeck.(540) 371-8005
2362 Plank Rd.
Fredericksburg, VA 22401
clandeck@reico.com
http://www.reico.com
Kitchen Specialists

Republic Home Builders

Dan Sandoval.(540) 891-8144
10205 Southpoint Pkwy.
Fredericksburg, VA 22407
dsandoval@republichomebuilders.com
http://www.republichomebuilders.com
Builders

Republic/Allied Waste Services of Fredericksburg

Linda Feine.(540) 373-1445
1321 Belman Rd.
Fredericksburg, VA 22401
lfeine@republicservices.com
http://www.disposal.com
Disposal Services/Recycling



Residential Warranty Company, LLC

Rich McPhee.(717) 561-4480
5300 Derry St.
Harrisburg, PA 17111
rich.mcphee@rwcwarranty.com
http://www.rwcwarranty.com
Warranty Companies

Revere Gas

Wes McGuckin.(540) 736-8303
8325 Jefferson Davis Hwy.
Fredericksburg, VA 22407
wmcguckin@reveregas.com
http://www.reveregas.com
Gas/Propane/Petroleum Products

RGS Title, LLC

Barry Clark.(540) 374-9174
104 Westwood Office Park
Fredericksburg, VA 22401
bclark@bclarklaw.com
http://www.rgstitle.com
Settlement Company

River Capital Group

Michael England.(540) 809-0631
12 Millbrook Road
Stafford, VA 22554
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http://www.rivercg.com
Financial Services

Riverside Brick & Supply Co., Inc.

Thomas Parrish.(540) 891-0102
3519 Shannon Park Dr.
Fredericksburg, VA 22408
tparrish@riversidebrick.com
http://www.riversidebrick.com
Brick/Block Suppliers

Robert B. Payne, Inc.

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sales@robertbpayne.com
http://www.robertbpayne.com
Heating/Air Conditioning

ROC Electrical, LLC

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7489 James Madison Pkwy.
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Electrical Contractors

Roche Brothers

Steve Alexander.(301) 874-3077
1557-C Tilco Drive
Frederick, MD 21704-6659
salexander@rochebrothers.com
http://rochebrothers.com
Hardscape

Roof Works of Virginia, Inc.

Mary McCauley.(540) 786-4552
12108 Chewing Ln.
Fredericksburg, VA 22407
mary@roofworksofva.com
http://www.myroofworks.com
Roofing Contractors

Ryan Homes

Angie Picariello.(703) 630-9002
3850 Fettler Park Drive
Suite 201
Dumfries, VA 22025
apicarie@RyanHomes.com
http://www.ryanhomes.com
Builders

S

S.E. Ritenour Excavating Inc.

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PO Box 215
Ruby, VA 22545
Excavating/Grading/Site Development

Safford Dodge Jeep of Fredericksburg

Michelle Hughes.(540) 898-7200
5202 Jefferson Davis Highway
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mhughes@saffordauto.com
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Autos-New Car/Truck



Schiller Enterprise, Inc.

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Carpentry

Scott Insurance & Financial Services

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Builders



Benefits of Membership

• **POWERFUL REPRESENTATION & INFORMATION**

The primary purpose of the association is representing the home building industry in front of Virginia’s legislators, regulators, and lawmakers. HBAV is consistently ranked as one of the most effective professional organizations in Virginia. Our lobbying team is working year-round to promote and protect the housing climate in the Commonwealth.

• **HEALTH INSURANCE & EMPLOYEE BENEFITS**

The HBAV Benefits Group is an independent insurance brokerage which has partnered with Premier Insurance Agency and many of the strongest insurance carriers to provide benefit programs to your company that are second to none. Working with groups large and small, we specialize in Employee Benefits Consulting, Workers Compensation and General Liability coverage for contractors and other businesses.

• **NETWORKING & PROFESSIONAL LEADERSHIP OPPORTUNITIES**

Cited as one of the most valuable benefits by builders and associates alike, HBAV has numerous committees, foundations, and councils that offer members the opportunity to get involved and network with their peers within the housing industry.

• **VERIZON WIRELESS DISCOUNT**

Eligible contractor-members are able to take advantage of discounts up to 22% off their wireless phone service.

• **MEMBER REBATE PROGRAM**

Builders and Remodelers receive rebates for reporting the products and materials that they use in their projects. Members are able to submit claims for completed homes, remodeling projects, or multi-family units and receive rebates.

• **WORKERS COMPENSATION & GENERAL LIABILITY**

Special workers compensation and general liability programs are offered through our endorsed partner, The Building Industry Insurance Association, Inc. Our agency partners can help your company to save money on your insurance protection.

• **TIMELY NEWS & INFORMATION**

During the General Assembly Session, HBAV reports to our members weekly, through HBAV’s “Legislative Bulletin.” The “Virginia eVoice” provides bi-weekly updates on important issues to the building industry in Virginia, and the “HBAV Annual Report” provides a year-in-review – highlighting accomplishments, achievements, and our important leadership in the Commonwealth.

• **MEMBER ADVANTAGE THROUGH NAHB**

Discounts on products and services through the National Association of Home Builders. Companies like GM, Hertz, TransFirst, Office Depot, Wyndham Hotel Group, Omaha Steaks, Lowe’s, Avis, Budget, Dell, FTD, Houzz and many more.



A LEGACY OF MEMBERSHIP VALUE

Unprecedented Legislative & Regulatory Success

	PASSED	DEFEATED
2017	<ul style="list-style-type: none">Established an exemption from Contractors Licensure for construction workers whose work is valued at \$2,500 or lessProtected Contractors from the Employment practices of lower tier Subcontractors.Extended Local Land Use Plan Validity until July 1, 2020.	<ul style="list-style-type: none">Set aside numerous bills to amend SB 549, the 2016 Proffer Reform LegislationSet aside more onerous Tree canopy Replacement requirements in PD 8.Requirement for wells before building permits in Stafford County.
2016	<ul style="list-style-type: none">Significant and Meaningful reform of the Virginia Proffer SystemConsolidation of SWM and E&S Laws into a single permit in VirginiaProhibition of HOA and COA consent Prior to issuance of a permit or license	<ul style="list-style-type: none">Requirement for a 5 mile radius Traffic Impact Statement for all re-zonings in NVRequirement for 18 month waiting period following Rezoning approval before land could be developed by-right
2015	<ul style="list-style-type: none">Made Permanent the prohibition on localities to accept per-lot cash proffers until after final inspectionNew IRC education requirements on home inspectors of new homes & new requirement of new inspectors to be certifiedRelaxed standards for BZA approval and balanced the BZA process between landowners and localities	<ul style="list-style-type: none">New DEQ Permit requirements for water wells in Eastern Virginia RegionRequirement for landlords to install new door locks with each new tenantPermission for localities to use such cash proffers for purchase of Development Rights in localitiesContinuous Open Space Requirements in conjunction with Cluster Development
2014	<ul style="list-style-type: none">Clarified that landowners in Virginia may seek Damages and Attorney’s fees in a State Court, as outlined by the U.S. Supreme Court in the Koontz case (violations of the rational nexus test in re-zonings)Provide an Option of landowners to waive the preliminary plan approval process for small residential construction projects (50 residential lots or less)Reduced the current 10-calendar day New Condominium Sales Contract Rescission Period to 5-calendar dayReduced VSMP permit fees for land disturbances of less than 5 acres for all Single family home Construction	<ul style="list-style-type: none">Planning District 8 (Northern Virginia) zoning ordinances provisions that limit the number of residential units with 500 square feet or less of living space to no more than 100 residential units per 100,000 population in a localityAdds Prince William County to the list of those localities with authority to establish service districts to impose taxes or assessments upon the owners of abutting property for the underground relocation of distribution linesEliminated onerous provisions in the 2012 IECC for Single Family Homes that will save builders approximately \$2,138 for each new home constructed



2018 MEMBERSHIP DIRECTORY

	PASSED	DEFEATED
2013	<ul style="list-style-type: none">Provides Condominium Developers an Efficient Path to Extending Declarant Control beyond 5 yearsLimitation on Previously Unbridled Local Storm-water Regulatory PowersProhibition on use of Cash Proffers for Maintenance/Technology UpgradesClarified definition of Final Site Plan for purposes of Plan ValiditySet Aside Significant Increases in USBC Energy Efficient Requirements, Saving over \$2,138 in cost of every new	<ul style="list-style-type: none">Broad Impact Fee Authority for Localities.Mechanics Lien Limitation for Suppliers/Subs.Limitation on Amendments to POA DeclarationsIncrease in Local Recordation Tax for Local Affordable Housing Initiatives
2012	<ul style="list-style-type: none">Prohibits a Zoning Administrator from reversing Determination after 60 days based on a non-discretionary errorExtends Per Lot Cash Proffer Payment delay until 2017Extends validity of approved Land use plans until 2017Removes authority of localities to enforce timing of Per Lot Cash Proffer PaymentsCoordinated winning lawsuit in JCC prohibiting localities from accepting Per Lot Cash Proffers until after final Inspection until July 1, 2017	<ul style="list-style-type: none">Impact Fees at issuance of Building Permit for all new homesNo Reduction of Performance Bonds until streets are accepted into state systemRezoning prohibited unless in compliance with local Comp Plan. Limitation on Mitigation Bank Flexibility
2011	<ul style="list-style-type: none">Traffic Impact Statements (TIS) Eliminated for By-Right Projects TIS & Connectivity Reg. Review by VDOTPhosphorus Ban in FertilizersPer-Lot Cash Proffer Payment Delay extended to 2015BZA Appeal Notice Requirement\$5,000 Tax Credit for Construction of Accessible HomesUSBC Adopted W/O SprinklersBalanced Storm-water Regulation Adopted	<ul style="list-style-type: none">Repeal of UDA StatuteMandatory Accessibility StandardsNo Building Permits until streets accepted into State SystemFP Code to Fire Services BDPOA Management to Homeowners at 80% of Lot Sales
2010	<ul style="list-style-type: none">Storm-water Regulation SuspensionZoning Administrator Decisions to be Vested RightBZA Appeal Fee LimitedPer-Lot Cash Proffer Payment Delay	<ul style="list-style-type: none">Green Building Code MandateRollback Tax ExtensionMandatory Accessibility Standards for all new single family homes



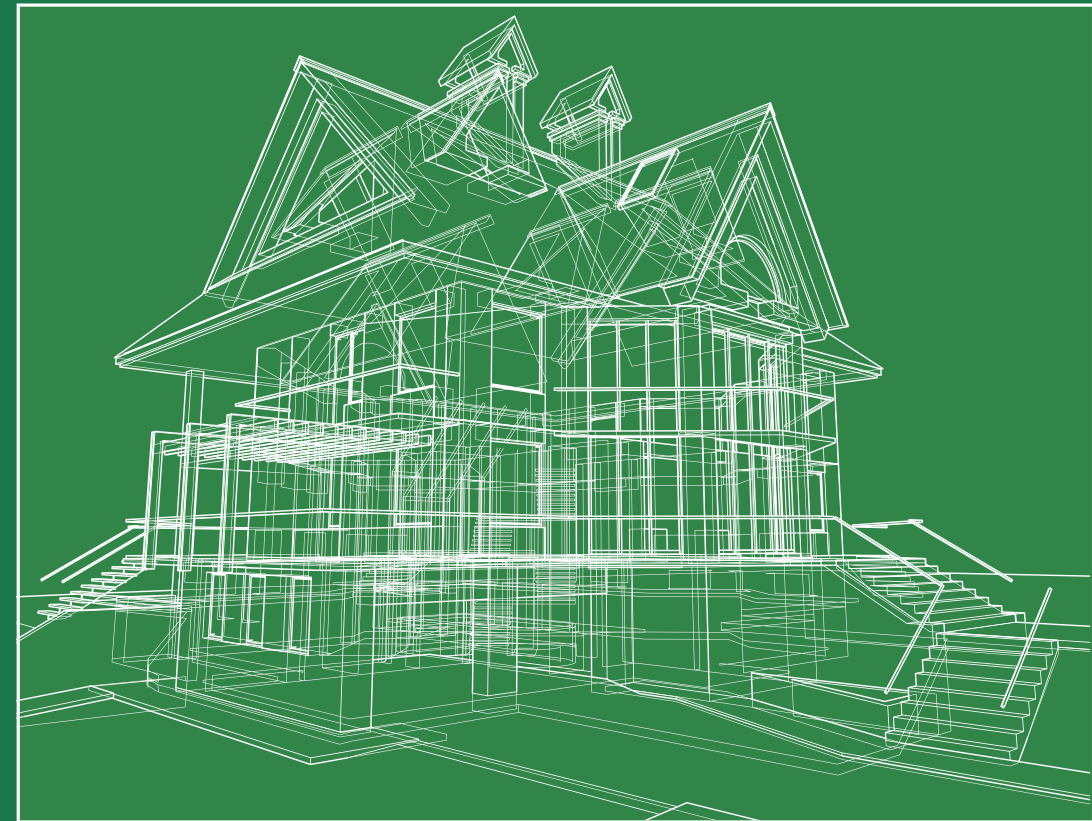
2018 MEMBERSHIP DIRECTORY

	PASSED	DEFEATED
2009	<ul style="list-style-type: none">Plan Validity ExtensionBond Administrative Fee ReductionAlternative Septic System Local Denial ProhibitionProffer Amendment Reform	<ul style="list-style-type: none">Road Impact Fee Limit/CommercialEmployee Home Access BackgroundAPF/Impact FeesRoad Access LimitsCO Detectors Required
2008	<ul style="list-style-type: none">Phased Development Validity Clarification	<ul style="list-style-type: none">HBAV Proffer Reform*****Sprinkler MandateRoad Impact Fee Limit/Family SubProffers for PDR
2007	<ul style="list-style-type: none">3202 Road Imp Fee Exp/UDAHBAV BlitzEminent Domain (HBAV)Notice/Right to Cure/Condo'sBond Requirement ReformLimits on Phased Developments	<ul style="list-style-type: none">Education Impact FeesNew Home Sales TaxAPF/Impact Fees Powers for LocalitiesKaine APF for LocalitiesImpact fees Powers for Localities SLAPP Legislation APF Bob Marshall/Frederick
2006	<ul style="list-style-type: none">Notice/Right to Cure Subdivision ApprovalEfficiency/Plans to StateTraffic Impact AnalysisE/S Clarification (Rolband)TDR Powers for Localities	<ul style="list-style-type: none">APF KaineImpact Fees for LocalitiesSubdivision Denial/Water Supply ShortageAPF Bob Marshall x 5 Public ServicesTree Preservation Requirements
2005	<ul style="list-style-type: none">Contractor Licensing ClarificationProffer Reform/Construction Requirements	<ul style="list-style-type: none">Zoning Denial/Roads10 Year Zoning ValidationImpact FeesRoad Impact FeesAPF x 5



	PASSED	DEFEATED
2004	<ul style="list-style-type: none">• Revenue Bonds/Cash Proffers• Cash Proffer Disclosure• Warner Tax Increase for Education	<ul style="list-style-type: none">• B Marshall Plan/APF• Subdivision Denial/Water Supply Limits• Numerous Impact Fee Bills• Zoning Denial/Level of Service• Henrico Road Impact Fees• Pre/Dev Tree Conservation Requirements
2003	<ul style="list-style-type: none">• Subdivision Approval Efficiencies• Cash Proffer Disclosure• Comp Plan Affordable Housing	<ul style="list-style-type: none">• B Marshall APF x 7 Public Services• Water Connection Denial• Impact Fees• Zoning Denial/Water Resources
2002	<ul style="list-style-type: none">• Bond Limits to Public Facilities• Mail Notification to Landowners on text Amendments• 5 Year Validity of Subdivision Plats• Bond Release Inspection Limits	<ul style="list-style-type: none">• APF• Impact Fees• Building Permit Caps for Localities• By-Right Denial because of Lighting Levels
2001	<ul style="list-style-type: none">• USBC Strengthening• Proffer Disclosure Requirements on Localities• Cluster Zoning Mandate• Prohibits State and Federal Duplication of Wetland Permits	<ul style="list-style-type: none">• APF Powers for Localities• Impact Fees• Building Permit Caps• State Zoning Repeal• Expansion of Bay Act
2000	<ul style="list-style-type: none">• Prohibition on SUP at Subdivision Plan Approval	<ul style="list-style-type: none">• APF at Subdivision Level• Broad Impact Fees• Limits Vested Rights• State Zoning Repeal• Impact Fees by Referendum
1999	<ul style="list-style-type: none">• Vested Rights Act	<ul style="list-style-type: none">• APF for Subdivision Approval• 50% limit on Bond Release until Project Completion• Down-zoning Authorized by Change of Circumstance• Repeals Vested Rights Act• School Impact Fees• Annual Building Permit Limits
1998	<ul style="list-style-type: none">• Requires Water & Sewer Fees to be Fair & Reasonable	<ul style="list-style-type: none">• APF at Zoning Requirement

FABA's PERMITTING DIVISION



To assist our builders with one of the most crucial pieces of the construction process, FABA has a permitting division to provide assistance, and full service expediting to residential builder members and non-members. FABA has gathered information from all jurisdictions in our service area as an information resource to assist in expediting all of your local projects. The Builders Association has established strong relationships with the local governmental agencies and can provide assistance to our builders where it's needed the most.

In addition to well drawn plans, a well prepared permit submittal package can mean the difference between getting your permit in a timely manner or watching your submittal wallow in the sea of red tape. A well prepared package moves much more quickly through the process when all items required are submitted.

As advocates for our builders, our permitting service improves the process. We can help mitigate delays and make your experience obtaining a building permit less stressful and time consuming. FABA staff is familiar with the permitting process, and we believe this service will set our members above the rest in your field, giving you that edge in a very competitive industry.

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