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NVBIA

# Update

June 2012

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### GOT PHOTOS?

Please help us tell the NVBIA story with photographs from chapter events, speaker series and networking/mixer events! Send digital photographs and brief captions to Sharon Smith at [ssmith@nvbia.com](mailto:ssmith@nvbia.com) for consideration for future issues of *NVBIA Update*. Thank you!



[WWW.NVBIA.COM](http://WWW.NVBIA.COM)

## PARADE OF HOMES CONFIRMS:

# Buyers are Back!

The 2012 Parade of Homes, held on April 28 and 29, was one of the most successful in years, with approximately 3,500 people participating in the tour, which featured 60 homes in every category of the tour: custom; green; active adult; condominium; single-family; town; and remodeled homes.

"This year's tour really illustrated that we're seeing a resurgence of people out looking, and the tour galvanized people to get out and see what's on the market and what's available," said Mike Gorman, president of NVBIA and president and CEO of Oakridge Communities.

"It's been pretty quiet for a few years, and this year every builder I talked to on the tour was seeing three times more traffic during the Parade than during a regular weekend. We were seeing 25 to 30 couples at every house—the tour was a huge driver of traffic."

The Parade of Homes has traditionally been the only event that NVBIA organizes as an association where members can talk directly to consumers; other events are strictly business-to-business. "We've been doing this for 15 years," Gorman added,

*Continues on page 2*

## 2012 Crawfish Boil Welcomes 200+



200+ NVBIA members and friends join together for the 2012 Crawfish Boil, held at WSSI in Gainesville, Va.

The 2012 Crawfish Boil, sponsored every spring by the Prince William chapter of NVBIA, was an enormous success this year, with more than 200 people joining together to celebrate good food (crawfish for surf lovers and burgers for turf lovers!) and great networking.

*Continues on page 3*

## Get Even More Out of Your Membership through HBAV's Member Rebate Program

Whether your company builds or remodels a few houses a year or 100, it's easy to get money back from many of the nation's leading housing industry product suppliers—all you need to do is participate in the Home Builders Association of Virginia's (HBAV) Member Rebate Program!

The program is simple: Register with HBAV, submit a claim whenever you use one of HBAV's participating manufacturers, and then enjoy quarterly rebate checks. You don't even have to submit receipts (except for progress lighting)—HBAV utilizes manufacturer salespersons to verify the information through their distribution—meaning minimal paperwork and minimal effort on your part. Claims for all homes, remodeling projects or multi-family units are included in the program. To register for the program and learn more, visit [www.hbarebates.com](http://www.hbarebates.com) today!



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



Mike Gorman

## Message from the President

The strength of any association lies in its members, and even more importantly, the relationship between those members. At NVBIA, one of our over-riding goals is to bring our members together, frequently and consistently, in ways that help them get to know each other, get to know each other's organizations, and have a great time.

Already this spring, we've come off of two highly successful events—our Annual Parade of Homes, which you'll read was one of our best yet, and our Crawfish Boil, also featured in this issue. Two completely different events with completely different goals: The first to bring our members face-to-face with customers and showcase our business, and the second to cut loose a little with friends and colleagues, along with the all-important "Red Solo Cup."

Each were remarkable events, with higher-than-expected turnout and exceptional opportunities for networking and marketing our businesses in an economy that hasn't, of late, allowed us to shine as we deserve to.

It's these sorts of events that I believe are what make our allegiance to NVBIA so important, and the benefits that result are what I set out to accomplish over the course of my year as president.

We're already committed to many more such events over the remaining course of the 2012 calendar, with equal parts professional education, lifelong learning, networking and fun. Whether it's Casino Night, a committee meeting, special speaker or crab feast that you can make time for, I guarantee it will be time well spent.

Participating in remarkable events is part of my vision, and for those of you who have already made NVBIA a big part of your vision, thank you. For those of you who are thinking about it, I challenge you to make it your goal to attend at least one event per month. What you get back will be far, far more than you put in. I'll see you there.

Sincerely,

**Michael Gorman**

**I challenge you to make it your goal to attend at least one event per month.**

## 2012 Parade of Homes

*Continued from page 1*

"and it's an incredible opportunity for our members to meet directly with potential buyers during the Parade."

It's never too early to start thinking about next year's Parade of Home, so mark your calendars now for the 2013 Parade, scheduled for April 27-28, and start making plans now for showcasing what your company does best. For more information, contact Sharon Smith at [ssmith@nvbia.com](mailto:ssmith@nvbia.com).

THANK YOU  
TO OUR  
2012 PARADE OF HOMES  
SPONSORS!



# 2012 Crawfish Boil Welcomes 200+

*Continued from page 1*

Held on April 26 at Wetland Studies and Solutions, Inc. (WSSI) offices in Gainesville, Va., government officials, trades people, engineers, builders and Realtors enjoyed gorgeous weather, each other's company and New Orleans' most famous delicacy. Special thanks to Mike Rolband, Mark Headly and WSSI for hosting, to Truett Young of Stanley Martin, who took on the yeoman's job of overseeing food and drink for the entire event, and to Bruni Peters from RK Realty for providing the famous pink cups.

Thank you to Joe Pushak at CaptureDC for the great pictures. To see more photos, visit [http://www.capturedc.com/CaptureDC/LATEST\\_WORK/LATEST\\_WORK.html](http://www.capturedc.com/CaptureDC/LATEST_WORK/LATEST_WORK.html)



NVBIA President Mike Gorman catches up with Craig Havenner.



Mike Wills of Wetland Studies & Solutions pulls up a perfect batch of crawfish.



Mike Rolband, Sharon Cantwell and Jim Robinson.

## What's New?

# NVBIA Chapter Updates



### FAIRFAX- ARLINGTON- ALEXANDRIA

Members of the Fairfax-Arlington-Alexandria Chapter met with VDOT representatives last month, with NVBIA members feeling very positive that VDOT is becoming far more customer friendly and responsive.

The chapter is also continuing to monitor any developments related to the total maximum daily load (TMDL) requirements for the Lower Accotink Creek Watershed in Fairfax County, as new, more restrictive rules are expected to be handed down by EPA very soon.

And in Alexandria, members will attend a meeting on June 14, when officials from the City of Alexandria will present the revised Sanitary Sewer Master Plan; members are expecting to see higher sewer tap fees on new development and will report back when the revised plan is presented in full.

During that meeting, NVBIA members expect to also address their Public Art Policy, which proposes a contribution for all Development Special Use Permits (DSUP) projects equal to 50 cents per square foot up to 600,000 square feet.

The City has also begun an online plan submission and permitting process for small jobs, with the intent of expanding it once it has been reviewed and voted on by City Council in September.



### FAUQUIER COUNTY

The Fauquier Chapter is planning its annual Bob Counts Memorial Golf Tournament this summer, scheduled for September 17 and benefitting the Fauquier Family Shelter Services and Habitat for Humanity. Held at the Dominion Valley Country Club in Haymarket, registration begins at 9:30 a.m., with a putting contest preliminary until 10:30. Shotgun start at 11:00. Lunch will be provided on the course at a "chef-attended" station on holes #9 and 10 between 11:00 and 1:00. Beverages will be provided on course, with an open beer and wine bar during the Awards Reception following the tournament. Cost is \$150 per golfer; \$500 for a foursome. Come out and support this very worthy event and have a great time doing it!

## Bob Counts Memorial Golf Tournament

September 17, 2012  
Dominion Valley Country Club



Benefitting  
Fauquier Family Shelter Services  
and Habitat for Humanity

The Hole-In-One Sponsor is Warrenton Toyota; Puffenbarger is the Closest to the Pin Sponsor.

**QUESTIONS?** Contact Mark Smith (540.364.1122 or [marksmith@soilconsultants.net](mailto:marksmith@soilconsultants.net)); Brenda Drerenberger (540.341.4952 or [info@fauquierhabitat.org](mailto:info@fauquierhabitat.org)); or Andrée Muson (540.341.0900 or [amuson@fauquierfamilyshelter.org](mailto:amuson@fauquierfamilyshelter.org)).

National Association of Home Builders

Put your membership to work now.  
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[www.nahb.org/MA](http://www.nahb.org/MA)



## LOUDOUN COUNTY

The Loudoun Chapter is focusing its efforts on the second phase of the Silver Line, which would connect Loudoun County to Dulles International Airport. With a “full court press” of support for the Metrorail, members will be attending public hearings and advocating before local officials

to fully support the project, which they feel is critical for the County's economy. County officials will be voting on July 2 and 3; for more information on the project, visit <http://www.loudoun.gov/index.aspx?NID=2100>.

Members are also actively involved in updating the Loudoun County Zoning Ordinance and Facilities Standards Manual (FSM).



## PRINCE WILLIAM COUNTY

The Prince William Chapter is continuing its business and speaker series meetings, with Marc Aveni, Branch Prince William County Chief for Watershed Management, addressing the group in April. He covered the Chesapeake Bay TMDL and the County's MS 4 storm



water management audit update, as well as plans to implement the Chesapeake Bay TDML program into the Prince William ordinances.

Members continue to meet monthly with the Director of Development Services, Wade Hugh, to stay ahead of development issues at the County, and several members are serving on the Development Advisory Review Committee, which is currently reviewing changes to the County's landscape standards.

Mark Granville-Smith, member and past president of the Prince William Chapter and NVBIA is coordinating NVBIA's participation with the Prince William Chamber of Commerce in presenting a series on green building techniques. The series is expected to kick off this summer.

Lastly, the Chapter will host its June 27 breakfast meeting at the City Tavern in Manassas. The meeting will feature NVBIA's own Gary Garczynski, who also holds a seat on the Commonwealth Transportation Board. He will discuss the North/South Corridor of Statewide Significance Study.

## Put Your Membership to Work with NAHB's Discount & E-learning Programs

As a member of NVBIA and the National Association of Home Builders (NAHB), you have access to significant money-saving discounts at your fingertips: Many major companies, such as FedEx, Dell, Lowe's, Hertz, Office Depot, and General Motors provide discounts every day—all you have to do is identify yourself as a member of the NAHB, and then watch your benefits roll in! For a list of participating companies, visit [www.nahb.org/ma](http://www.nahb.org/ma).

NAHB also offers a wide range of webinars and online courses that will help you stay on top of the latest technologies, newly passed regulations, and cost-effective ways of doing business without ever leaving your office. For a full schedule of classes, visit [www.nahb.org/education](http://www.nahb.org/education).



[www.nahb.org/education](http://www.nahb.org/education)

## What's New?

# Council & Committee Updates

### REMODELERS

The Remodelers Council has been gathering ideas for suggested educational and networking events, with plans now underway to put some of those ideas into place. One of the first results of the brainstorm session was a round-table discussion in May, which focused on how to best position yourself above your competition, especially when competing against lowball estimates. The sharing of best practices helped all participants get new ideas for standing out from the crowd and highlighting company benefits.

The Council continues to work on recruiting more remodelers and builders to its meetings, to help balance the remodeler-associate ratio.

For more information about the Council or to join, please contact Jim Bateman at 703.323.1454 or via email at [BCustomC@netscape.net](mailto:BCustomC@netscape.net).

### GREEN BUILDING

The NVBIA Green Building Council has been revived this year and is off to a great start! We had our first meeting in March and ended up with a standing room-only crowd, which was a great sign to co-chairs Jodi Hawn and Andrew Moore that this is going to be a group that will bring great value to its members.

The committee's goal is to host meetings that are educational, relevant to the changing building environment and, of course, green! Featured speakers to date have covered green marketing, energy efficient lighting, changing mechanical codes, and Edge

Energy's energy efficient building and retrofit topics. We expect to have our group grow throughout the year, and we welcome any and all ideas.

Next month, the Committee's meeting will focus on the 2012 IECC insulation code changes, and presenters will represent Dow Building Solutions, NOVA Spray Foam and Southland Insulators.

The Green Building Committee is also planning its Green Education Expo, scheduled for October 10 at Barrons Lumber in Manassas. Several members have already committed to leading two to three seminars regarding green building, while others will participate in a small trade show to showcase their newest green products.

If you are interested in participating in the expo, please contact Jodi at [jlhawn@dow.com](mailto:jlhawn@dow.com) or Andy at [arlingtondesignerhomes@hotmail.com](mailto:arlingtondesignerhomes@hotmail.com).

Lastly, recruitment is an ongoing effort, and the committee encourages anyone, whether you sell/build green or not, to consider joining. Part of the committee's success is helping people from all backgrounds and businesses to connect and network, so if you're interested in green technologies, please contact us!

### MEMBERSHIP

Enormous thanks to the 50 volunteers who participated in NVBIA's Annual Membership Drive, which kicked off on May 2 with a reception at Thompson, Greenspon & Co., P.C. and came to a fun and friendly (but competitive!) conclusion on May 23-24, when Team Brookfield, Team DR

Horton, Team Van Metre, Team Past Presidents, and Team Board Members battled it out to see who could recruit the highest number of prospective members through countless phone calls. Team Board Members emerged the winner, and overall, we recruited over 20 new members. Prizes were also awarded to the individual who recruited the most new members, as well as for the person who recruited the largest new builder and largest new associate member.

In addition to the members gained through the drive, we have added more than 40 new members through the month of May, causing our membership to steadily grow. And, just because the membership drive is over, that doesn't mean recruiting has! Please contact Ed Messick ([emessick@nvbia.com](mailto:emessick@nvbia.com)) at the NVBIA offices if you know of an individual or a business that should be a member, and we'll follow up from there.

The Membership Committee meets at 8:30 a.m. on the first Tuesday of every month at NVBIA's offices to plan and implement membership development, and to discuss current member retention strategies. If you would like to be a member, please contact Chip Helme at [cfh@tgccpa.com](mailto:cfh@tgccpa.com).

## Did You Know?

To help new members get acquainted with our association, **free member orientations are held on a regular basis.** The next one is scheduled for 3:00 p.m. at the offices of Thompson, Greenspon & Co. P.C. (4035 Ridge Top Road, Suite 700, in Fairfax) on June 14, 2012, right before the Casino Night kicks off at 5:00 p.m. Please encourage any new members you know to attend!



# Play Ball with HomeAid!

HomeAid Northern Virginia is hosting its 2nd Annual “Night at the Ballpark” on August 10, 2012, when they, along with the support of sponsors and donors, will send 200 homeless children and families to a fun-filled night at Pfitzner Stadium in Woodbridge! HomeAid will provide tickets to the game (Potomac Nationals vs. Winston-Salem Dash), concession vouchers and goodie bags to local homeless shelter residents.

**How can you help?** With a tax-deductible donation of just \$100, you can send a family of four to the game—and treat them to a once-in-a-lifetime experience. The kids will have a chance to run the bases, have their picture taken with Mascot Uncle Slam, and more!

Following last year’s event, one little boy who attended said, “This was the best day of my life!”, while another mom who attended with her two children said, “We all had such a good time and enjoyed everything. The game was fabulous, and we loved the T-shirts, free hot dogs, and free drinks. It was all just wonderful, and my two children kept saying, ‘Oh Mom, we should do this more! When can we go back?!’ It was a great night.”



**HomeAid**  
Northern Virginia

Make lasting memories for a family this year; for more information or to make your donation today, please visit [www.homeaidnova.org/ewires/baseball\\_night\\_2012.html](http://www.homeaidnova.org/ewires/baseball_night_2012.html).



**DONATE NOW!**

## 2012 Business Partners

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# Calendar events

**JUNE 14** | Casino Night, 4:30 – 8:00 p.m., Waterford Fair Oaks, 12025 Lee Jackson Memorial Highway, Fairfax, VA



**JUNE 21** | 3rd Annual HomeAid Northern Virginia Builders & Friends BBQ, 4:00-7:00 p.m., Dranesville Tavern

**JUNE 22** | Great American Living Awards—Early Bird Deadline for Entries

**JUNE 29** | Great American Living Awards—Final Deadline for Entries

**JULY 17** | Custom Builders Council Summer Mixer, Hooters of Chantilly, 14441 Brookfield Tower Drive, Chantilly, VA 20151

**JULY 19** | First Annual Bowl-A-Thon, 5:00 – 8:00 p.m., Kingpinz, 1602 Village Market Blvd #100, Leesburg, VA 20175



**AUGUST 10** | HomeAid Northern Virginia’s “Night at the Park” for Northern Virginia Shelters, Potomac Nationals vs. Winston-Salem Dash, G. Richard Pfitzner Stadium, Woodbridge, VA



**AUGUST 23** | Crab Feast, 3:30 – 7:30 p.m., Frying Pan Park Visitor Center, 2709 West Ox Road, Herndon, VA 20171

**SEPTEMBER 20** | Great American Living Awards, GALA Event: 5:30 p.m., Cocktails; 7:00, Formal Dinner; 8:00, Awards Ceremony. Sheraton Premier Tysons, Attire: Black Tie (Optional)

**SEPTEMBER 27** | Oyster Roast, 4:00 – 8:00 p.m., Belmont Bay Harbour, 570 Harbor Side Street, Woodbridge, VA 22191

**NOVEMBER 3** | 11th Annual Gala & Auction “HomeAid Northern Virginia Beach Blast”



For more information on these and other upcoming events, please visit [www.nvbia.com](http://www.nvbia.com).  
For HomeAid Northern Virginia events, please visit [www.homeaidnova.com](http://www.homeaidnova.com).