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FALL CLASSES NOW ENROLLING

NVBIA has released its fall education schedule, with the following lineup of classes:

- **September 17 & 18** — Green Building for Building Professionals
- **September 23, 24 & 25** — Certified Aging in Place (CAPS)
- **November 12, 13 & 14** — Certified New Home Sales Professional (CSP)

Each course will be held at the NVBIA office (3684 Centerview Drive, Suite 110-B, Chantilly, Va.), with varying length and fee schedules. For more information or to register, please visit www.nvbia.com and select the "events" page, or contact Briggitt Rutherford at 703.953.3521 or at brutherford@nvbia.com.



Golf Tournament Sold Out, \$5,000 Raised

On a near-perfect spring day, 144 golfers hit the links for another friendly but spirited competition at the Second Annual NVBIA/HomeAid Northern Virginia 2014 Scramble Golf Tournament, raising \$5,000 for HomeAid.



David Solley (left), representing the tournament-winning Andersen Windows foursome, collects 2014 bragging rights from NVBIA Membership & Sales Senior Manager Ed Messick.



ECS Limited—the 2013 tournament champ—made another strong showing this year, finishing second.



McLean Mortgage finished the tournament in third place.

Held on May 19 at River Creek Country Club in Leesburg, the event confirmed that last year's equally successful tournament was no fluke—NVBIA members are serious about golf! This year's tournament honors went to the following foursomes:

- **First place:** Andersen Windows, Randy Wetson, John Johnston, David Solley and Joe Murdock
- **Second place:** ECS Limited's Drew Shontz and Mike Yasek, with Comstock Homes' Dave Bryant and Mid-Atlantic Builders' Kevin Flemming
- **Third place:** McLean Mortgage, Sean Fritts, Peter Accolla, Larry Justice and Alec Kormanec

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Membership Drive Doubles Recruitment Numbers

It's always a good time to join NVBIA, and this year's Annual Membership Drive was especially effective, bringing in a total of 50 new recruits during the spring drive—double last year's total and raising NVBIA's member rolls to 589 members.

Team M/I Homes brought in the most recruits, with 12 new members, and Team Stanley Martin Homes and Team Christopher Companies tied for second place with 10 new members each. Mike Sandkuhler, The Christopher Companies, was named the winning individual recruiter, with eight recruits.

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MEMBER SPOTLIGHT

Interstate: A Partnership that Helps Build Your Business

As the market heats up, builders will be looking for value-added services. Partnering with Interstate Moving & Storage ensures clients will not only love the home you have built—but they'll also start their new life at their new address on the right foot.



Headquartered in Northern Virginia, Interstate is a 71-year-old, family-owned and operated company offering several builder-centric moving services designed to make you and your clients happy. We boast an A+ rating from the Better Business Bureau, as well as a 98 percent customer satisfaction rating.

You and your clients can benefit from:

- **Model home logistics.** We safely store model home furnishings in our warehouses, saving you time and money. Manage model inventory remotely using ILIST®, a network that makes it easy to see, sort and find items. We deliver and install when models are ready.
- **Solutions for unexpected delays.** If a client's home is not ready, Interstate can keep their belongings secure inside one of our three storage facilities and assist with short-term temporary housing—helping you take care of your customer and their household goods. We'll deliver, unpack and even reassemble their belongings, saving you from a drop in your customer satisfaction score.

- **Enticement for Quick Deliver Homes.** Offering a FREE Professional Move on Quick Delivery Homes can be a huge incentive and motivator to a customer.
- **Highly trained move teams.** Our move teams have completed up to 80 hours of specialized training at a fully furnished house on our premises.
- **IOMI® Certified Office Moving.** We'll get your company packed, moved and back to business with minimal disruption or downtime. In fact, the *Washington Business Journal* recently recognized Interstate as one of the area's leading office moving companies.

To find out more, call 703.226.3279 or email Sales@invan.com.

Interstate also graciously hosted a standing-room-only stormwater management (SWM) seminar on May 21, presented by NVBIA and the Home Builders Association of Virginia (HBAV) to provide members with an update on the SWM changes implemented on July 1. Thank you, Interstate!



Job Opportunities

STANLEY MARTIN HOMES

Stanley Martin Homes is growing and is currently expanding its team with four new positions:

- **General Sales Manager, Maryland Division** (based in Upper Marlboro, Md.)
- **Operations Manager** (based in Reston, Va.)
- **Purchasing Manager** (based in Reston, Va.)
- **Neighborhood Sales Manager** (based in Upper Marlboro, Md.)

For details about each of the positions, please visit www.stanleymartin.com/SMCWEB/Careers.asp/.

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.

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.



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