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Home Builders Association of Virginia 2022 Housing Excellence Award Winners

The 2022 Virginia Housing Excellence Awards recognize and highlight HBAV members' individual achievements, as well as projects completed by member organizations. These awards recognize and highlight HBAV members who exemplify leadership, engagement, and dedication to the success of the HBA, community, and the Virginia building industry. This year's awards were judged by a diverse group of members from across Virginia including remodelers, land developers, multifamily builders and suppliers, trade partners, custom and volume single family builders. Individual achievements were judged on performance between January 1, 2021 and December 31, 2021, and all projects were completed between January 1, 2021 and March 31, 2022. The awards and their recipients are as follows:

- ***The Innovation Project of the Year: Habitat for Humanity Peninsula and Greater Williamsburg, 3D Printed Home***, for their forward-thinking homebuilding through production techniques, energy efficiency, air quality, durability, sustainability, and resiliency. Habitat for Humanity Peninsula and Greater Williamsburg partnered with Alquist, a 3D printing home construction company, to build a 3D printed home in Williamsburg. The project represents Habitat for Humanity's first completed 3D printed home in the country. The use of concrete to 3D print homes, saves up to 15% per square foot in building costs based on preliminary estimates. Concrete also confers additional long-term savings because it better retains temperature, saving on heating and cooling costs. It is resistant to tornado and hurricane damage. This partnership between Alquist and Habitat for Humanity Peninsula and Greater Williamsburg is a step forward in addressing the lack of affordable homes in the U.S.
- ***Best Humanitarian Member Project: HomeAid Northern Virginia, Van Metre Homes, and Buhl Electric***, for their charitable projects and consistent mission to give back to their community. On July 14, 2021, this award winner celebrated the completion of the total restoration of a home owned by Bethany House in Fairfax County, which provides a safe-haven for women and children survivors of domestic violence. The property was dilapidated at the time of demo and wasn't habitable. The only salvageable items were the frame to the house and a couple of windows. The many partners on this project completely redesigned the original footprint, expanding the home from four bedrooms, two bathrooms, and one kitchen to seven bedrooms, four bathrooms, two kitchens, a playroom, and

meeting space for critical programs. They also added a new roof, replaced siding, painted the exterior, landscaped, added railings, made the driveway ADA compliant, and converted the garage into an additional bedroom. Since this project serves domestic violence victims, special considerations were made during the design process. Women and children escaping domestic violence need to feel safe and secure when they move into a place like Bethany House, so, a state-of-the-art security system was installed in the home. Bethany House staff can even monitor the property from afar so that in case an unwanted abuser finds the family, the police can be notified immediately. This team maximized their partnerships to save Bethany House nearly \$250,000 and double the capacity so that more people needing a hand up could be supported in Fairfax County.

- *Remodeler of the Year: Gary Feazell, F&S Building*, for his superior business management, exemplary association involvement and contributions to the remodeling industry. Gary started his company in 1976, growing it over the last 45 years from a 3-man crew, to an over 80 man team, focusing on both residential and commercial remodeling. He has been a dedicated member of the Roanoke Regional Home Builders Association for over 30 years, understanding the importance of both advocacy and collaboration. He has served on Roanoke's Board of Directors multiple times over the years and constantly encourages his staff to participate in the local HBA's initiatives. After 45 years of significantly impacting the local community with renovations both in homes and with major local hospital networks, Gary feels his greatest accomplishment is his most recent. With the glaring lack of available skilled tradesmen and opportunities dwindling at a fast pace over the last few years, he envisioned starting a trade school to provide hands-on training to introduce career-seekers to the construction industry, and also provide additional training to help advance those already in the trades. That vision came to fruition in 2020 in the midst of a global pandemic. He spent two years of investment, research & development, and the BuildSmart Institute was born! Since its Grand Opening in October of 2020, BuildSmart Institute has seen over 200 trainees pass through the doors.
- *Best Community Amenity: HHunt Communities, The Connexion at Wescott* for the effectiveness, function, creativity, and design used. The vision behind the Connexion at Wescott was to create a place where homeowners could take advantage of the work from home lifestyle while also providing a place to socialize. They created both large, social spaces such as the community room and patio as well as smaller work from home spaces such as private offices, a huddle room, and a conference room. The Connexion is 2,245 sq./ft. and includes a 640 sq./ft. patio, 602 sq./ft. community room with seating and a coffee bar, a 7-10-person conference room, two small offices, a huddle room, and two ADA-accessible bathrooms.
- *Multifamily Project of the Year Silver Award: Centennial Terrace by Branch Builds*, for their overall architecture, design appeal, functionality and creative plan integration in apartment and condo living. This multifamily project is a one-of-a-kind multifamily mixed-use development project that broke ground March 2, 2020 and was completed on August 31, 2021. Located in downtown Richmond, the

project was constructed on an infill location, in an area where new construction is extremely rare and historic rehabilitations are the norm. These efficient units that take advantage of every square foot, natural light, and air from floor to ceiling windows, open kitchens, and beautiful white, brown & gray tones make this project a timeless piece of Richmond's ever-growing skyline. This project has 53 unites, 20 studio's, 32 1 bed/1bath, 1 2 bed/2 bath, and the Rooftop 'terrace club' featuring our full-service gym, social lounge, and outdoor deck with BBQs & TVs in each of the club's rooms, including the outdoor deck's large screen outdoor TV, creating the perfect space for this community to balance work and play.

- *Multifamily Project of the Year Gold Award: Scott's Collection I by UrbanCore*, for their overall architecture, design appeal, functionality and creative plan integration in apartment and condo living. An 80-unit, new construction project; this multifamily project utilized themes from Historic Scott's Addition, blended with new and sleek design. This build is complete with a private pool located on 2nd level, a courtyard with outdoor lounge space, fire pits and natural gas grills, boutique lobby space, and a leasing office with secure package room. No project is without its challenges. On this project, the team overcame moderate to heavy material procurement and supply chain issues. The entire property is taken up by building, so the project team operated without a lay-down yard or natural space for offices and meetings. Working through these challenges and adapting to changes in market conditions have helped make UrbanCore better prepared to take on projects like these in the future.
- *Community of the Year Silver Award: Cascadia by Southern Development*, for their ability to create a community that exceeds the homebuyers needs and wants while keeping the project viable for the building community. This community, located in Charlottesville Area, introduced to the market a premiere amenity-filled and maintenance free community featuring a mix of housing options to appeal to a broad homebuyer base. A large community pool and clubhouse, with breathtaking panoramic views of the Blue Ridge Mountains, act as a hub for the community, providing neighbors the opportunity to gather and share experiences. The homeowner's association provides all homeowners lawn maintenance and landscaping, as well as snow and trash removal. Calling this community home means a focus on 'community' as a lifestyle, as opposed to just being a place. This community's proximity to shopping, dining, recreation, and travel corridors is second to none. Minutes from downtown Charlottesville, residents can stay easily connected to the heart of their town.
- *Community of the Year Gold Award: Robinson Manor by Van Metre Homes*, for their ability to create a community that exceeds the homebuyers needs and wants while keeping the project viable for the building community. Robinson Manor is both appealing to the senses and inviting to the soul—a respite from the toil of the day...a place to call home. Located in Gainesville, VA and geared toward first-time and move-out home buyers, this community appeals to older millennials with young children. It features 94 homesites, garage townhomes from 1,885 to 2,708 square feet, a mix of garage types, including one and two car front loads and two car rear loads, a clubhouse with a pool, a rain garden, and access to walking trails.

Originally called Upland Manor, the name was changed prior to launching the community to honor a co-worker who suddenly and tragically passed. The Community was renamed Robinson Manor in his honor and subsequently became a passion project for the whole company.

- *The Best HBA Education Program: **Careers in Construction Job Fair** by Coastal Virginia Building Industry Association*, for their ability to encourage and improve member education. In response to a growing lack of skilled workers in the building industry CVBIA hosted a job fair to encourage those in their local community to pursue a career in the construction industry. The event had an excellent turnout and was deemed a success by the Association and the industry.
- *The Best HBA Event or Special Project: **Multifamily Awards of Excellence Program** by Coastal Virginia Building Industry Association*, for their ability to generate non-dues revenue, honor members and highlight the HBA. CMHC's annual Associates' Showcase and Awards of Excellence Celebration is truly the "Academy Awards" event for more than 600 multifamily housing professionals. Held each summer, the event kicks off with a two-hour trade expo featuring more than 25 product and service displays. Then, it's on to dinner and the awards program. In the weeks leading up to the event, judges tour apartment communities throughout the area, selecting gold, silver and bronze winners in a variety of Awards of Excellence categories. Staff professionals also compete for honors in the Merit Award Competition
- *The Best HBA Community Project: **Roanoke Regional Home Builders Association, Sleep in Heavenly Peace***, for their continued community support and assistance. The RRHBA Associate Advisory Council's Community Service Committee, led by Jimmy Butler and Carlile Robertson, agreed to adopt this project once again in 2021 to continue making a positive impact in their community. Together, the AAC and RRHBA Board worked to gain commitment from 15 builder and associate members to donate \$350 each to achieve the \$5,250 needed to buy all the lumber, fasteners, mattresses, sheets, and comforters to build 15 bunk beds as a part of the in Bunks Across America 2021: SHP's third annual National Build Day. The roughly 35 volunteers from RRHBA, builder members and associates rolled up their sleeves and teamed up to build the beds - from sanding, drilling, assembling, staining, branding and loading the final product on a truck in preparation for distribution in our community to deserving children.
- *The Membership Cup: **New River Valley Home Builders Association***, for achieving the most outstanding membership efforts in 2021. The NRVHBA grew their membership size by 18% in 2021 and increased their retention rate by 12%. During the 2021 Membership Campaign, this association added 17 new members, finishing the campaign 350% over their goal. This local association had the highest growth in numbers and the highest retention rate of all of the local associations in the state for 2021. This momentum has carried into 2022, with this association already bringing in over 10 new members.

- ***The Executive Officer of the Year: Amy Lowman, Roanoke Regional Home Builders Association***, for her association management practices, concepts, techniques, and ideas during the 2021 calendar year. Amy found ways for her HBA to reduce expenses and turned over every stone to sustain the Association. These actions and her attention to detail eliminated the HBA's budget deficit. This EO's yearlong commitment to membership has led to both a higher membership retention rate and steady growth of new members. In addition to membership RRHBA added a Fall Golf Tournament that allowed the association to make a significant financial contribution to the HBAV BuildPAC to support pro housing candidates for office. Also, the RRHBA's investor program continues to see year over year growth under the leadership of Amy Lowman. Fulfilling the associations civic responsibility is extremely important to Amy and her members. Her HBA has been the largest contributor to Toys for Tots in recent years, blessing over 1,700 children with Christmas gifts.
- ***Sales Manager of the Year: Brooks Sears, Van Metre***, for his excellence in recruiting, hiring, training and supervising responsibilities. Brooks' success lies in his growth mindset. He prides himself on being a strategic thinker, developing his team and improving the company. With laser-like focus, he fulfills the role of a true leader and Van Metre Homes is proud to call him a member of the team. An essential component of sales management is motivation—not only of oneself, but also of the team. Uncovering the motivation of the team members via coffee house conversations has brought to light the underlying reasons his team members sell homes.
- ***Construction Manager of the Year: Jim Jennings, Zimmerman Homes***, for his leadership and ability to produce buildings that have a positive impact on those who use them. He is a man of integrity, high standards, and reliability. He always "gets it done" and is self-proclaimed a man of "solution" and not "excuses". The trust he builds with both clients and management is unparalleled, and it is repetitively earned each house he builds with dedication, long hours, attention to detail, and ultimately executing and surpassing all expectation. He genuinely knows more about how to do each trades job than the tradesman himself, even if it's something custom that he never ran into before. He was the underdog in the construction world. He worked his way up through the ranks of the construction world, learning not in a classroom, but on the job with determination and a lot of hard work. He worked with his hands and tool belt on and worked his way up to where he is now managing multiple high end custom homes on his own and excelling over anyone who thinks they can do it better.
- ***Mortgage Professional of the Year: Colby Raymond, Tidewater Home Funding***, for her leadership and ability to produce buildings that have a positive impact on those who use them. Growing up watching her family work in various areas of the mortgage business helped fuel this winner's passion for the industry. With over a decade of knowledge, she has built her business on relationships, not transactions. Her knowledge of the local market and prioritizing the borrower experience exceeds expectations. Working with borrowers from all walks of life, this recipient believes education is the key to success in helping local families build long-term

generational wealth through homeownership. An alumna of Radford University with roots planted in Hampton Roads, she harnesses her energy giving back to the communities she loves so much.

- *Marketing Manager of the Year: Jodi Mills, Blue Ridge Home Builders Association*, for her leadership and ability to produce buildings that have a positive impact on those who use them. 2021 was such a challenging year and was difficult to approach business “as usual” and required being nimble, thinking outside the box, and always making decisions with COVID protocols front and center, especially on this recipients largest project, the Dairy Market. With the help of social media, focused digital marketing campaigns, supportive local/regional news reporters, food bloggers, writers, and magazine articles, an impact was made and followers and visitors gained. The Dairy Market welcomed an estimated 500,000 people in 2021!
- *Builders Mutual Safety Project of the Year: Perry Engineering* for their developing, implementing, and maintaining a high-quality safety program. Perry Engineering has implemented a safety management system based on OSHA Challenge/Virginia BEST guidelines and have been accepted into Virginia BEST Level 1. Core elements of their program include management leadership and employee involvement, worksite analysis, hazard prevention and control, and safety and health training. All employees are involved in the safety program, from top management to the newest laborer. The President/Owner meets with all new hires on their first day of work to discuss safety, as well as speaking about safety at all training classes and meetings. All employees are given Stop Work Authority and taught how to use it properly. Employee safety perception surveys are used to help gauge our safety efforts. Safety stand-downs are held frequently and for various reasons including discussion of recent incidents and participation in events such as the OSHA National Safety Stand-Down to Prevent Falls, OSHA/NUCA Trench Safety Stand-Down, OSHA Safe+Sound Week, NIOSH National Stand-Down to Prevent Struck-By Incidents, and AGC Construction Safety Week.
- *Distinguished Associate of the Year: Shawn Callahan, Metwood Building Supplies*, for his significant long-term contributions to the HBA and building industry as a whole. Over 2/3 of HBAV Members are not home builders, but are suppliers, trade contractors, building material manufacturers, lending institutions, and professional service companies. These members are called Associate members and are vital to the Virginia Housing Industry. Shawn Callahan has used his leadership skills, industry expertise, likeability, and professionalism to represent our association at all three levels of the HBA Federation. As a member of the Roanoke Regional Home Builders Association, this member has served in multiple positions, including RRHBA’s President. While serving his local HBA, he and his family began attending HBAV meetings and conferences which led to the nomination and service as HBAV Regional Vice President. After serving as Regional VP for HBAV covering the Southwest portion of Virginia, he was elected as HBAV’s Second Vice President, First Vice President, and in 2018, HBAV President. During his service as President, he turned his focus to the HBAV Education Foundation, serving as Chair of the Education Foundation in 2019 and

2020. Understanding the importance of our National Association's advocacy efforts, he was then elected as the Virginia NAHB State Representative in 2019 and was most recently elected and is serving as the NAHB National Area Chairman for Area 3, covering Maryland, Delaware, Virginia, Pennsylvania, and Washington D.C.

○ **Distinguished Builder of the Year: Scott Williams, Crescent Development Homes**, for his significant long-term contributions to the HBA and building industry as a whole. Williams has been a board member of his local HBA since 2017. As a key figure the local HBA's membership initiatives, the local HBA has increased membership by 31% since the start of the Pandemic. Scott is a leader in initiating dialogue with localities about building industry concerns. His work with Augusta County on behalf of the home builders to delay the payment timing of water connection fees, saved hundreds of dollars for each home buyer. Scott is currently leading an effort with localities on the need for additional affordable housing inventory. In addition to his work with membership and local advocacy, he also emphasized the importance of the association's involvement with the local career and technical school and charitable organization that serves special needs and at-risk children in the Shenandoah Valley, called Camp LIGHT. During his term as local president of the Augusta Home Builders Association, Scott was elected to serve on the HBAV Executive Board to represent his local HBA. In 2021 he was nominated and ultimately elected 2nd Vice President and 2022 HBAV Membership Chair. Serving both his local HBA and HBAV, Scott is truly dedicated to protecting and advancing Virginia's residential construction industry.

Home Builders Association of Virginia Hall of Fame Inductees

The HBAV also inducted two distinguished members into the HBAV Hall of Fame. The HBAV Hall of Fame honors individuals who have made a significant and lasting contribution to the housing industry in Virginia and the Home Builders Association of Virginia. Hall of fame members who have been profoundly involved in working with HBAV and its leadership in achieving the mission of the Association, to support and advances the building industry that provides housing for Virginian's. The two esteemed members inducted into the Hall of Fame are:



Craig Haverner is a partner with The Christopher Companies, a design-conscious builder/developer with operations in Northern Virginia. At all levels of the NAHB/HBAV/NVBIA federation, Craig is respected not only for his commitment and knowledge to the building industry, but also for his easy and engaging manner of dealing with people. He is respected by industry members and leaders, elected officials and those who have the good luck to work with him. Craig has served the association in many volunteer leadership roles including NVBIA Legislative Chair, NoVA Build PAC Chair, NVBIA President, HBAV Legislative Committee Chair, HBAV President in 2017, and as a member of the NAHB Board of Directors. Craig is considered an industry Icon in Northern

Virginia, not because of his accolades and awards, but because he is a gentleman and colleague that you can always count on to do his best for the industry that he loves



John Napolitano is Senior Vice President of Napolitano Homes, located in Virginia Beach. John is a second-generation builder and graduate of Lynchburg College. Since 1977, Napolitano Homes has developed and built thousands of affordable single-family homes, condominiums, and villas in the Hampton Roads area. Upon his college graduation he began both his career in home building and his membership to the Home Builders Association of Virginia. Since that time, John has been an invaluable member of the association. His first leadership role with the association was in 1996 when he was elected to his local Board of Directors. John has held an astonishing 42 volunteer roles at his local HBA, including president in 2003. He became active with HBAV in 1998, and since that time has held every elected/appointed leadership office at HBAV, including HBAV President in 2015. John's constant willingness to volunteer in support of HBAV's mission led to an appointment by Governor Terry McAuliffe to serve as a member of the Virginia Housing Advisory Board.

The Home Builders Association of Virginia (HBAV) is a three thousand-member professional trade association dedicated to enhancing and protecting housing in Virginia while advancing the home building industry within the Commonwealth. Congratulations to all award winners and finalists as you are the ones that drive success in the home building industry.

For more information, please call or email HBAV CEO Craig Toalson (804) 643-2797 x4, ctoalson@hbav.com.