



Rebuilding Homes & Lives for 10 Years

It's HomeAid Northern Virginia's 10th anniversary! Ten years of *connecting care providers* with the homebuilding industry's most philanthropic members – 10 years of *channeling millions of dollars* toward the people who need it most – 10 years of *changing lives*.

Now that's a lot to celebrate!

Total number of projects: **56** Total retail investment: **\$10,000,000**
Total square feet: **149,000** Total donations: **\$4.3 million**

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Fall 2011

A Home to Be Proud Of

HomeAid tapped Stanley Martin Homes as Builder Captain for a complete renovation to a transitional home owned by Christian Relief Services.

The Builder Captain and 38 trade partners (20 of whom are members of the Trade Partner Council), renovated a five-bedroom, two-bath transitional shelter in Alexandria, Virginia, which houses four adults and serves as an office for an on-site case manager whose goal is to help each resident develop skills to obtain permanent housing. The \$110,000 project, which was completed in just 2.5 weeks, focused on improving the building's energy efficiency as well as its livability.

"Minimizing monthly energy costs and lowering annual maintenance costs was very important to us," said Mike Cleary, vice president of production and purchasing for Stanley Martin Homes, "and we made sure that every appliance, lighting fixture, window, and heating and air system was selected with that goal in mind. We installed only the most durable finishes, such as granite counters and ceramic tiling, as well as solid-core doors. We know that Christian Relief Services doesn't have the money, time or resources for continuous maintenance, and everything about this project reflects that focus. Even the exterior landscaping utilizes native plantings that require minimal care, while the stone and stucco finish also requires minimal maintenance. We wanted to make this a transitional home that residents could be proud of."

Continued on page 5

COSTS COVERED
100%

Before



After

Playground Renovation Evolves Into \$220,000+ Project

Before



After

To understand the story of the renovation of the Transitional Housing BARN is to understand what happens when groups of overachievers all converge on the same project.

Colin Davis, executive director at BARN, simply wanted an aging playground upgraded and the play equipment replaced. But when he asked Christy Eaton, executive director at HomeAid Northern Virginia, if they ever took on playgrounds, things moved forward quickly: "Miller & Smith jumped on board to renovate the 15-year-old building, Cunningham Associates and Game Time agreed to bring in new play equipment, and things just snowballed from there. The whole thing turned into this massive, amazing, quarter-million-dollar project that completely exceeded our expectations," Davis explained.

Scott Alford, operations manager at Builder Captain Miller & Smith, along with 23 trade partners, installed new playground equipment, re-graded the exterior for better drainage, installed a concrete bicycle track, and laid wood chips. Landscaping worth \$10,000 was also provided, and an exterior deck was remodeled. The home is divided into four "neighborhoods," three of which house up to four families. While the families have private bedrooms and baths, they share a kitchen, living room and play area. To make those common areas more suitable for use by up to 12 families, the kitchens were redesigned so that additional appliances, such as refrigerators and stovetops, could be installed, along with durable flooring, countertops and cabinetry. Additionally, carpeting was replaced and the interiors freshly painted.

Alford added that the project gained enormous momentum when Miller & Smith decided to hold their annual employee day on the grounds.

Continued on page 4

COSTS COVERED
77%

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10th Annual HomeAid Northern Virginia Gala & Auction



Presented by  **M&T Bank**

Saturday, November 5 • Dulles Westin

Silent Auction and Reception: 6:00 p.m.

Dinner and Live Auction: 7:30 p.m.

Don't Miss Out! Register today!

Just complete and return the enclosed registration form, or visit homeaidnova.org/gala to register.

Thanks to Our Gala Sponsors!



Bank of America Home Loans
Dominion Virginia Power
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John Darvish
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Miller & Smith



Virginia Housing Development Authority
Wells Fargo



Over the last 10 years, HomeAid has connected care providers with the homebuilding industry's most philanthropic-minded members. Built and improved nearly **60 projects**. Channeled **\$10 million** toward the people who need it most. **Changed countless lives**. Now that's a lot to celebrate, and this year's gala will toast our 10 years like no other!

- Presidents' Champagne Toast
- Presidents' Circle Awards
- Video presentation of our best and brightest moments
- Silent and live auction.
- Deluxe four-course dinner, prepared by renowned Chef Luca
- Anniversary cake for all
- Unlimited three-hour bar, with cocktail hour entertainment

Auction Items for Every Budget!

- A week's stay in a Carolina cabin
- A tubing trip down the Shenandoah River
- Or more than 100 other items, from electronics to sporting event tickets and exclusive restaurant gift certificates.
- Dinner at the Jefferson Hotel in Richmond
- A pirate cruise in Baltimore

There's something for every interest and every budget at the Gala's silent and live auction — always one of the biggest highlights of the night. Want to see what will be up for bid? Scan the QR code for the most up-to-date list of auction items on the HomeAid Web site!



Have something you'd like to donate? Simply download the donation form at homeaidnova.org/gala and send it in with the donated items. **It's that easy!**

Congrats to the 2011 President's Award Recipients!			
 PRESIDENTS' CIRCLE AWARDS	Doug Smith, President  Miller & Smith 2011 President's Award	 John Darvish Construction 2011 Trade Partner of the Year Award	To be announced at the Gala! 2011 Non-profit Care Provider Project of the Year Award

Call for Volunteers! We need your help in planning and producing this year's Gala & Auction—and there are big and small ways *everyone* can help make this our best Gala ever!

- Donate an auction item
- Serve on the Planning Committee
- Help out the night of the Gala!

To get started, please call 571.283.6320 or e-mail info@homeaidnova.org!



For more information about the Gala & Auction and to view photos from last year's Gala, scan here with your smart phone.

K. Hovnanian and HomeAid Break Ground on Addition to NVFS SERVE Campus

A groundbreaking was held on August 2 for a 4,000 square foot addition to Northern Virginia Family Service's (NVFS) SERVE campus shelter building. The project will increase shelter capacity from 60 to 92 beds, allowing NVFS to reach an additional 250 individuals a year. HomeAid Northern Virginia, Builder Captain K. Hovnanian Homes and approximately 20 trade partners are teaming up on the estimated \$1.2 million project, of which an estimated 60 percent will be covered by donations and discounts from trade partners and other stakeholders, including the Freddie Mac Foundation, Prince William County, the City of Manassas, and EE Wine. Approximately 75 individuals attended the groundbreaking, including representatives from HomeAid, K. Hovnanian, NVFS, other community non-profits, private and public companies, and elected officials. The addition is projected to be completed by the end of this year.



Approximately 75 individuals attended the groundbreaking of a 4,000 s.f. addition to NVFS' SERVE campus shelter building.



Peter R. Thompson, group president, K. Hovnanian Homes.



Cheri Conca Joins HomeAid Northern Virginia

Cheri Conca is HomeAid Northern Virginia's new program coordinator and will be responsible for providing administrative support in all programmatic areas of HomeAid, including helping out with special events, fundraising, marketing, program assistance and office management.

Formerly a rental coordinator and customer service representative in the parks and recreation field for 11 years, as well as a volunteer at local non-profit organizations, Conca first heard of HomeAid from a neighbor, a builder who has participated in HomeAid projects. "As soon as I read HomeAid's mission and accomplishments, I knew this is where I wanted to work," Conca said.

Cheri can be reached at 571.283.6300 or at cconca@nvbia.com.

BARN Transitional Housing/Miller & Smith - Continued from page 1

"Approximately 100 of our employees turned out on one day," he said, "donating nearly 1,000 man-hours of work to the project. The employees, who broke into several teams, built the playground and deck, installed sod and landscaping, and provided food and hospitality to the crews over the course of the day."

"It was a huge commitment of time and resources," said Davis. "When you factor in the materials and the time and talents of all these people, you realize Miller & Smith's and HomeAid's amazing ability to leverage funds. We couldn't have done it without them, and we're so grateful."



Miller & Smith's Annual Employee Day at the BARN: Volunteers logged nearly 1,000 hours for this project.

Thanks to Builder Captain Miller & Smith for the Transitional Housing BARN Project and to all of the trade partners!

- | | |
|--|--------------------------------------|
| Bee & H | Johnson Drywall & Construction, Inc. |
| Bryant Group, Inc. | KND |
| Builders First Source | McCormick Paints |
| Commercial Concrete, Inc. | SBS Siding, Inc. |
| Commonwealth Recycled Aggregates, Inc. | Signature Companies |
| Cunningham Associates, Inc. | Spring Valley Concrete |
| D&H Landscaping | Stadler Nurseries |
| G&B Insulation & Garage Doors | T.A.C. Ceramic Tile Co. |
| GE Appliances | Titan Erosion Control, Inc. |
| Hercules Fence | Tri-Star Development Corporation |
| Industrial Disposal Service, Inc. | TW Perry |
| | Virginia Contractor Services, Inc. |

**Stanley Martin Homes/Christian Relief Services -
Continued from page 1**

Kohl's Department Stores, which has established a reputation for helping non-profit groups, also donated \$500 to the project and sent a team of volunteers to help out on the final day to clean, decorate and put the final touches on the home.

Lynn Thomas, director of service enriched housing for Christian Relief Services, said that staff, residents and the Christian Relief Services Board are all extremely impressed with the project and its outcome.

"We're all just amazed at how it looks – it's beautiful, and we're so pleased," Thomas said. "Stanley Martin Homes and the Trade Partner Council really went above and beyond. We've done more than five projects with HomeAid, and they've all been incredible – but I have to say, this is the best one yet. It's just fantastic."



**Thanks to Builder Captain
Stanley Martin Homes for the
Christian Relief Services Project
and to all of the trade partners!**

- | | |
|----------------------------------|---------------------------|
| 84 Lumber Supply | Kettle Wind Farms |
| Armstrong Flooring | K & K Siding |
| Atlas Plumbing | Kohl's Department Store |
| Bond Enterprises | Kichler Lighting |
| Capital Building Supply | Leggett & Platt |
| Cardell Cabinetry | McCormick Paints |
| Century Tile | McCrea Heating and Air |
| Chantilly of Virginia | Mid South Building Supply |
| Commonwealth Lighting | Milliken Interior Doors |
| Construction Applicators | NOVA Waste Management |
| Construction Inspection Services | Mosaic Tile |
| Crane Siding | PlyGem |
| Falls Run Stone & Stucco | RC Enterprises |
| Fiber Tek Insulation | Schlage |
| Fireside Hearth & Home | Shaw Floors |
| Franklin Electric | SmartCom Technologies |
| Goodman Manufacturing | Stadler Nurseries |
| Granite Source | State Industries |
| Green Village Concrete | Titan Erosion Control |
| Heritage Contracting | Velasquez Contractors |
| John Darvish Construction | Virginia Erosion Control |
| | Whirlpool Appliances |



**Trade Partner Spotlight:
84 Lumber**

Ever since 84 Lumber opened its doors for business in 1956, founder Joe Hardy has worked to serve the community by giving back. Over the years, that has translated into working on thousands of home improvement projects for individuals and organizations that wouldn't have been able to do it alone. This summer, 84 Lumber teamed up with HomeAid Northern Virginia and Builder Captain Stanley Martin Homes to renovate a transitional shelter owned by Christian Relief Services.

For this project, 84 Lumber supplied and installed windows, exterior and interior doors, baseboard, insulation, thermo ply siding, miscellaneous lumber, and countless hours of manpower.

"Given our company's success, we feel it's our obligation to support organizations like HomeAid," said Mark Cyrus, outside sales representative for 84 Lumber. "The opportunity to take a substandard home and bring it up for people who have nothing is our way of giving people a second chance. They deserve a nice place to live."

For more information, visit www.84lumber.com.

**FRED HETZEL
FUND**

**You've made a
difference!**

**More than \$120,000 has been
raised for the Hetzel Family!**

Thank you!!

"When life changes this much, it's just so nice to have some sense of normalcy; it's really pivotal to happiness and has helped us so much to cope with this tragedy—I just can't verbalize how meaningful it is."

~Mindy Hetzel, wife of Fred Hetzel

Turning a House Into a Home



The new kitchen features new appliances, cabinets and countertops.

When Reston Interfaith bought its 47th townhome to help serve another low-income family, they bought it knowing it would need significant renovations. HomeAid Northern Virginia and Winchester Homes jumped in to help, and along with 12 trade partners, together transformed key areas of the three-bedroom, two-bath home. The total retail value of the project came in at approximately \$30,000.

The kitchen was largely gutted, with new appliances, kitchen cabinets and granite countertops installed. Flooring throughout the unit was replaced, and the entire interior was repainted. In the bathrooms, new cabinets, showers and tiling were installed.

"We are just thrilled that HomeAid and Winchester Homes took on this project," said Nicole DeLima, property and asset manager at Reston Interfaith. "It's expensive to turn over a new unit, and they've helped make it a great home for a family who can now move right in. We've done several projects with HomeAid, and Winchester has also been great to work with. Their hearts are in the right place, and we're so grateful."

"It's always our pleasure to work with HomeAid and the many care providers who depend on organizations like them," said Brian Phebus, project production manager for Winchester Homes. "Part of our mission has always been to give back to the community, and these projects are important both to Winchester Homes, and to me personally. It's a great way to lend a hand to people in need."

**Thanks to
Builder Captain
Winchester Homes
for the Reston
Interfaith project
and to all of the
Trade Partners!**

- Annandale Millwork
- Augustine Plumbing LLC
- Buhl Electric
- Century Stairs
- Colorworld Drywall and Paint
- Creative Touch Interiors
- Granite Source
- Heritage Contracting
- JEM Cleaning
- Masterbrand Cabinets
- T- Kal Labor Services
- Whirlpool

SUPPORT HOMEAID!

We're always seeking volunteers to help us alleviate homelessness in Northern Virginia.

Not Sure How to Help? Here's How:

1. Donate to our Annual Campaign! Your tax-deductible contribution can make a real difference in the lives of homeless individuals, families and children in Northern Virginia. Together, we can save care providers thousands of dollars in construction costs every year and increase their ability to focus precious resources on what matters most: ending homelessness.

2. Hold a Clothing Drive for WGB!

3. Register for the 10th Annual HomeAid Gala & Auction!



For more information on these and other opportunities, call 571.283.6320 or e-mail info@homeaidnova.org.

Play Ball!



200+ Enjoy a Night at the Park with the Potomac Nationals

It was the perfect evening for enjoying a baseball game, with gorgeous weather and a sold-out stadium of some 6,500 Potomac Nationals fans eager to see superstar Stephen Strasburg return to the pitching mound. It was also the night that HomeAid Northern Virginia, thanks to generous sponsorships and donations, was able to provide nearly 200 tickets for about a dozen area shelters to give to their resident families.

Based on feedback following the event, the night was an enormous hit.

Teri Pritchett, coordinator for the ACTS Emergency Homeless Shelter, said, "Thank you, HomeAid, for making it possible for our families to attend the Potomac Nationals baseball game. Our residents were all very excited and grateful, especially since this was the first baseball game for all of the residents in attendance. One of the little boys said, 'This is the best day of my life!'"

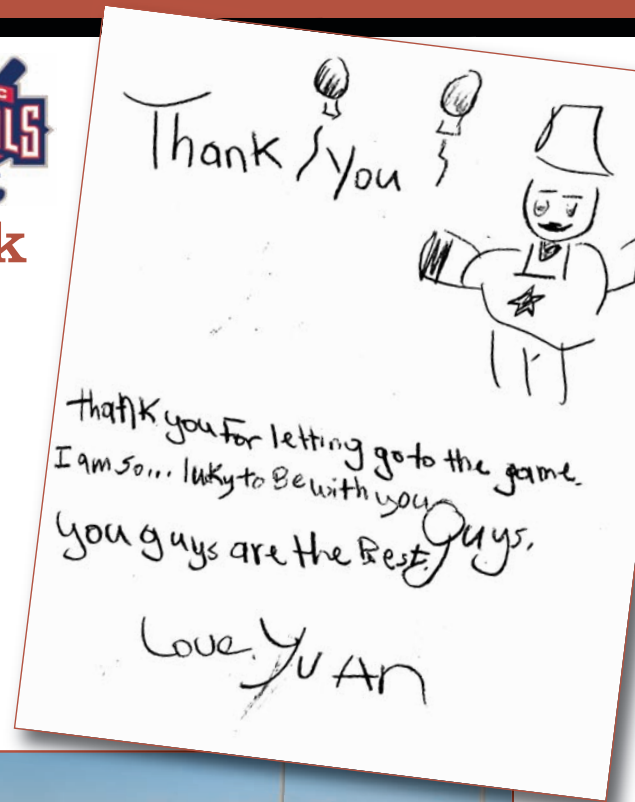
Blandine, a resident from NOVACO who attended with her two children, agreed, saying, "We all had such a good time and just enjoyed everything. The game was fabulous, and we loved the T-shirts, free hot dogs, and free drinks. It was all just wonderful, and my two children just kept saying, 'Oh Mom, we should do this more! When can we go back?!' It was just a great night."

"Getting to see so many families enjoy the evening after all that they've been through and are going through was reward enough," said John Monacci, senior vice president of operations at Winchester Homes, Inc., and president of HomeAid. "It was a great event, and we're very grateful to all of our sponsors for their support. We'd love to do this again next year!"

Thank you to our Baseball Night at the Park sponsors!



Prudential



Dozens of families from area shelters enjoyed a night at Pfitzner Stadium for a Potomac Nationals game, thanks to HomeAid Northern Virginia.

Catching Up with HomeAid Intern Katie Brown



Kaitlin Leigh Brown, is a senior with a double major in English and mass communications at Shenandoah University in Winchester, Virginia, and worked as a summer intern with HomeAid Northern Virginia. Before she heads back to school, she shared some of the highlights of her summer with HomeAid:

"I was extremely excited to be chosen for this internship because of the opportunity and because of its uniqueness. I did much more than I ever expected: I helped organize and upload photos of HomeAid's events and projects; proofed letters and documents for Executive Director Christy Eaton; contacted government officials about congratulatory letters regarding HomeAid's 10th anniversary; and helped organize and run the HomeAid Night at the Park event. I also helped out with several other events, such as the 2nd Annual Builders and Friends BBQ and the kick-off luncheon and groundbreaking ceremony for the NVFS Family Care Shelter at SERVE."

"I most enjoyed the variety of work. Many interns are assigned to one project or one specific role, but at HomeAid, I was given numerous tasks. Not once was I ever bored! I'm lucky to have received such a rewarding and interesting experience; it far surpassed my expectations, and I felt that it was a one-of-a-kind experience because there was so much to do."

"I was so surprised by the number of projects HomeAid completes in a year. It's much more than I expected, and the projects have to be completed quickly. This was my first time working with an organization like HomeAid, and it helped open my eyes to opportunities that are out there."

Upcoming Events

Women Given Back (WGB) "The Store"

Second Saturday of every month, 9:00 a.m. – 12:00 noon
20 Export Drive, Sterling, Va.

Volunteers help homeless women "shop" for business clothes and accessories. Check homeaidnova.org/wgb.html for details!

NVBIA Oyster Roast & New Home Building Networking Event

Thursday, September 22, 2011, 4:00 p.m. – 8:00 p.m.
Belmont Bay Harbor, 570 Harbor Side St., Woodbridge, Va.
For more information and/or to sponsor the event, contact emessick@nvbia.com.

6th Annual Vienna Coldwell Banker Cares Fundraiser

Saturday, September 24, 11:00 a.m. – 1:30 p.m.
Outback Steakhouse, Vienna, Va.



All proceeds from ticket sales, silent auction and raffle sales will benefit HomeAid Northern Virginia, Doorways for Women & Families and the Coldwell Banker Cares Foundation. For more information, visit <https://www.facebook.com/ColdwellBankerViennaCares>.

10th Annual HomeAid Gala & Auction

Saturday, November 5, 6:00 p.m.
Westin Washington Dulles, Herndon, Va.
For more information, visit www.homeaidnova.com/gala.html

HomeAid is proud to be included
in the exclusive 2011-2012
Catalogue for Philanthropy.



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Know Our Numbers

Housing Trust Fund of Northern Virginia d/b/a HomeAid Northern Virginia



HomeAid Northern Virginia's CFC code: **54784**
HomeAid Northern Virginia's United Way code: **8580**
Commonwealth of Virginia Campaign code: **8244**

www.homeaidnova.org

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HomeAid is the official charity of
the Northern Virginia Building
Industry Association



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