

# 40under40

## HONORING HOME BUILDING'S

By David Barista, Editor-in-Chief, and Jeff Zagoudis, Associate Editor

**A**n alligator hunter, break dancer, horse trainer, and former professional basketball player are among home building's young superstars to be named 40 Under 40 winners for 2012 by the editors of *Professional Builder* magazine.

The 40 professionals featured in the following pages represent the next generation of leadership and innovation in home building, and they're all under the age of 40. We proudly present our 40 Under 40 class for 2012.

### ALBERT D. SEENO, III, 37



**President, Discovery Builders Inc., Concord, Calif.**

#### PROFESSIONAL CREDENTIALS

Licensed contractor in California and Nevada; Nevada gaming licensee

#### ACCOMPLISHMENTS

Launched home-building company at age 25  
Grew firm to employ 155 people and build more than 500 homes annually, making it one of the Bay Area's largest home builders  
Also owns a commercial/public works construction company and an underground pipeline installation firm

#### EXTRACURRICULAR

Named Citizen of the Year by the Pittsburg (Calif.) Chamber of Commerce  
In 2011, donated the land and building for the School of Imagination in Dublin, Calif., which caters to children with special needs  
Donated labor and material to renovate the interior and exterior of his church

#### OFF THE CLOCK

All-time flick: "Remember the Titans" ("It shows that hard work and working together can allow someone to overcome obstacles and be successful")  
Getaway spot: Cabo San Lucas  
Hobbies: anything outdoors, including hunting, fishing, and driving job sites (of course!)

#### SECRET LIFE

Can still break dance like he did in high school

### MARK WAHL, 38



**Co-owner, President, Cobblestone Homes, Saginaw, Mich.**

#### EDUCATION

BA, Business Administration, Saginaw Valley State University

#### ACCOMPLISHMENTS

Successfully transitioned firm from remodeling to home building in 2003  
Grew company to build more than 50 homes annually in a county where permits were down 80 percent from 2003 to 2010  
Constructed Michigan's first net-zero-energy home, called Vision Zero, in 2010; has used the home to educate other builders and trades on energy-efficient construction  
In 2011, built InVision Zero, a net-zero-energy home for sale below the average U.S. new-home selling price  
Recently completed 12 energy-efficient test homes that will be owned/rented and monitored for five years to provide performance data  
Gold Award, 2011 Energy Value Housing Awards

#### EXTRACURRICULAR

Board member, HBA of Saginaw  
Member, Green Built Michigan and HBA of Bay County

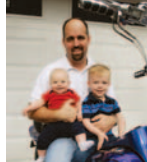
#### OFF THE CLOCK

Can't live without his iPad  
Hobbies: training and selling horses  
Getaway spot: Gatlinburg, Tenn.  
Fave food: apple cinnamon oatmeal  
On the nightstand: "Good to Great"

#### SECRET LIFE

Previously made a living as a professional horse trainer

### BRAD FESS, 33



**President, NuDesign Builders, Inc., Maitland, Fla.**

#### ACCOMPLISHMENTS

Bought out his sole business partner in 2009 and quadrupled annual home sales to more than \$1.5 million by 2011

Expanded scope of services to include commercial construction and renovation, including tenant improvement buildouts, health clubs, and night clubs

Upgraded firm's business technology systems, adding cloud computing capability and remote access to back-office systems with iPads and iPhones

#### EXTRACURRICULAR

Participates in annual construction mission trips through his church

#### OFF THE CLOCK

Hobbies: riding his Harley, offshore fishing, spear fishing, lobster diving, traveling, and chillin' in the garage with his two boys  
Getaway spot: Cayman Islands, for their crystal-clear waters and great fishing and diving  
On the nightstand: "Super Crunchers"  
Fave food: a tie between steak and chocolate chip cookies

#### SECRET LIFE

Hunts alligators ("It's a team activity and quite a rush. Our biggest catch was 13 feet, 2 inches!")

### CLAY AURELL, 38



**Principal, AB Design Studio Inc., Santa Barbara, Calif.**

#### EDUCATION

BArch, California State Polytechnic University – Pomona

#### ACCOMPLISHMENTS

Started his own company at age 30  
In 2007, became the youngest architect member to sit on the local architecture review board and served the community for nearly five years

#### OFF THE CLOCK

Hobbies: snowboarding, cycling, and working on cars  
Getaway spot: Cinque Terre, Italian Riviera  
All-time flick: "Snatch" ("Hilarious antics and creative filming sequences")

#### SECRET LIFE

Bought a 1966 Ford Mustang at age 13, got his license on his 16th birthday and drove it to school

### DAN GABEL, 36



**Project Manager, Toll Brothers, Dublin, Calif.**

#### EDUCATION

BS, Physics, New Mexico State University; Program Management Certificate, Defense Acquisition University

#### PROFESSIONAL CREDENTIALS

Licensed real estate broker; Qualified SWPPP Practitioner; Certified Erosion, Sediment and Storm Water Inspector; Certified Instructional Systems Designer

#### ACCOMPLISHMENTS

Manages all operations, from marketing and sales to purchasing, construction, and warranty for

multiple Toll Brothers communities  
Full P&L responsibility for luxury residential  
single-family and three-story condominium  
projects

**EXTRACURRICULAR**

President, Trevi at Sorrento Homeowners  
Association  
VP, Sorrento at Dublin Ranch Community  
Association

**OFF THE CLOCK**

Enjoys soccer, football, and volleyball

**SECRET LIFE**

Formerly held Top Secret clearance as a U.S. Air  
Force officer  
Once ate dinner with Clyde Tombaugh, discoverer  
of Pluto

**DEREK VEERKAMP, 38**

**VP, Development Manager,  
Hunt Development Group,  
Virginia Beach, Va.**

**EDUCATION**

BS, Civil Engineering, University  
of Minnesota; BS, Accounting,  
Upper Iowa University; MBA,

Regis University; MS, Environmental Engineering,  
Air Force Institute of Technology

**PROFESSIONAL CREDENTIALS**

Licensed Professional Engineer

**ACCOMPLISHMENTS**

Helped build the second pilot project of privatized  
junior housing at Norfolk Naval Station  
Built the first new-zero-energy home on a military  
base (Fort Campbell, Ky.)  
Helped rebuild community on Little Rock AFB in  
Jacksonville, Ark., following a tornado

**OFF THE CLOCK**

Hobbies: running, traveling, reading, hiking, and  
canoeing  
Ran his first half marathon in 2011  
Getaway spot: Egypt

**SECRET LIFE**

Worked as a DJ for many years and still does  
occasional gigs

**RYAN HILL, 33**

**VP, Hill Construction Company,  
San Diego**

**EDUCATION**

BS, Engineering – Construction  
Science & Management  
emphasis, California State  
University – Chico

**ACCOMPLISHMENTS**

Grew revenue of family-owned business by 500  
percent during the recession  
In 2007, company set the record for most homes

## HONOR ROLL

**TROY ABROMAITIS, PG. 26**

Development Manager  
Wallmark Homes Ltd.

**CLAY AURELL, PG. 20**

Principal  
AB Design Studio Inc., Santa Barbara, Calif.

**HOWIE BERMAN, PG. 25**

COO  
The Ruby Group, Goshen, N.Y.

**PETE BERMAN, PG. 26**

CEO  
The Ruby Group, Goshen, N.Y.

**JASON BLENKER, PG. 23**

President  
Blenker Building Systems Inc., Amherst, Wis.

**CHRISTOPHER BROWN, PG. 24**

Broker, Principal  
NEXT New Homes Group, Roseville, Calif.

**CHRISTOPHER BURTON, PG. 27**

CEO  
Christopher Burton Luxury Homes, Melbourne, Fla.

**ANDREW BYSTRY, PG. 23**

President  
Bystry Development Investments &  
Construction Inc., Madisonville, Tenn.

**JESSE DEUBEL, PG. 25**

Co-founder, Owner  
Casa Verde Builders LLC, Albuquerque, N.M.

**RYAN DE YOUNG, PG. 22**

VP, Finance  
De Young Properties, Fresno, Calif.

**MATT DILL, PG. 25**

President  
Beechen & Dill Homes Inc., Burr Ridge, Ill.

**MOLLIE ELKMAN, PG. 22**

Executive VP  
Group Two Marketing & Advertising, Philadelphia, Pa.

**HEATHER FERRIER, PG. 22**

General Manager  
Ferrier Custom Homes, Fort Worth, Texas

**BRAD FESS, PG. 20**

President  
NuDesign Builders, Inc., Maitland, Fla.

**JARED FORD, PG. 22**

Operations Manager  
Fortune-Johnson General Contractors, Norcross, Ga.

**MAX FRANK, PG. 26**

VP  
Watt Communities, Santa Monica, Calif.

**JASON FRIEDLAND, PG. 23**

Partner, Director of Operations and Investments  
Iron Stone Strategic Capital Partners, Philadelphia

**DAN GABEL, PG. 20**

Project Manager  
Toll Brothers, Dublin, Calif.

**ANDREW GIL, PG. 26**

General Manager  
Mystic River Building Co., Mystic, Conn.

**JORDAN GOLDMAN, PG. 25**

Engineering Principal  
ZeroEnergy Design, Boston

**BRAD HARPER, PG. 27**

CFO  
Saluda River Club, Lexington, S.C.

**RYAN HILL, PG. 21**

VP  
Hill Construction Company, San Diego

**BRIAN HUMPLIK, PG. 27**

Construction Manager  
North Houston, Grand View Builders, Houston

**BRYAN HUTCHINSON, PG. 23**

Chief Relationship Developer  
Victor Myers Custom Homes & Real Estate,  
Bartonville, Texas

**CHRISTOPHER KNIGHT, PG. 27**

Partner  
Knight Homes, Jonesboro, Ga.

**MARC LIFSHIN, PG. 26**

Partner  
LG Construction + Development, Chicago

**STEPHEN MCKAY, PG. 23**

VP  
Cranbrook Custom Homes, Shelby Township, Mich.

**CHRISTINA PRESLEY, PG. 27**

President, Colorado Division  
Meritage Homes, Denver, Colo.

**WARREN RALSTON, PG. 24**

President  
W.C. Ralston Architects LLC, Chantilly, Va.

**ALBERT D. SEENO, III, PG. 20**

President  
Discovery Builders, Inc., Concord, Calif.

**JUSTIN SEVIER, PG. 22**

Manager, Operator  
Vintage Residential LLC, Shreveport, La.

**SCOTT SHOEMAKER, PG. 23**

President, Owner  
Shoemaker Homes, Ridgeland, Miss.

**BRADLEY SULLIVAN, PG. 26**

General Manager  
Sullivan Building & Design Group, Quakertown, Pa.

**KEN TRAUOGOTT, PG. 27**

Architectural Supervisor  
NVR, Inc., Frederick, Md.

**DEREK VEERKAMP, PG. 21**

VP, Development Manager  
Hunt Development Group, Virginia Beach, Va.

**MARK WAHL, PG. 20**

Co-owner, President  
Cobblestone Homes, Saginaw, Mich.

**MELISSA WAHL, PG. 24**

Co-owner, VP  
Cobblestone Homes, Saginaw, Mich.

**JASON WERR, PG. 25**

President  
Jaw Builders, Wheaton, Ill.

**ANDREW WHITE, PG. 24**

Co-owner, Project Manager  
Edge City Homes, Lexington, S.C.

**HEATH WILKINSON, PG. 24**

President  
UIP General Contracting Inc., Washington, D.C.

completed in one day for the Baja Challenge, which provides homes for persons in need. Has won multiple awards for new-home building and renovations projects.

### OFF THE CLOCK

Hobbies: fishing, surfing, and free diving  
Enjoys walking his 130-lb. Akita  
All-time flick: "Dumb and Dumber"

### SECRET LIFE

His grandmother dated Howard Hughes

### JUSTIN SEVIER, 30



**Manger, Operator, Vintage Residential LLC, Shreveport, La.**

#### EDUCATION

BS, Construction Management, Business Administration minor, Louisiana State University

### PROFESSIONAL CREDENTIALS

Certified Green Professional

### ACCOMPLISHMENTS

Founded residential and commercial construction company in 2006. Company has grown every year since founding. Designed, completed, and sold multiple townhome projects and is currently designing a "mansion condo" that will begin construction this year.

### EXTRACURRICULAR

Board member, Northwest Louisiana HBA

### OFF THE CLOCK

Hobbies: golf, hunting, fishing, and anything related to LSU  
All-time flick: "Christmas Vacation"  
Getaway spot: New York City

### SECRET LIFE

Great-great uncle was John Sevier, former governor of Tennessee and U.S. Representative, whose statue sits in the rotunda of the U.S. Capitol building.

### MOLLIE ELKMAN, 29



**Executive VP, Group Two Real Estate Marketing & Advertising, Philadelphia**

#### EDUCATION

BS, Business Administration, Florida State University

### ACCOMPLISHMENTS

Manages marketing and social media for builders across the U.S. Specializes in tracking developments in media and marketing. Educates builders on modern marketing through seminars and webinars. Developed You.Twit.Face, a full-service social

media marketing program initially created specifically for builders; program has since expanded to numerous industries. Led re-launch of Elkmann Advertising, originally started by her great-uncle in 1954.

### OFF THE CLOCK

Became a mom in August 2011  
Hobbies: reading and traveling  
Fave food: her sister's cheesecake brownies

### SECRET LIFE

Once volunteered in Ghana with Global Volunteers, administering polio boosters, building a community library, and teaching in various schools in a local village. Shares the same birthday with her younger sister, but six years apart.

### RYAN DE YOUNG, 30



**VP, Finance, De Young Properties, Fresno, Calif.**

#### EDUCATION

BS, Accounting – Real Estate emphasis, University of San Diego; MS, Accounting Financial Management – Real Estate emphasis, University of San Diego

### ACCOMPLISHMENTS

Established De Young Properties' EnergySmart home line, in which all homes are built to the Energy Star Tier II standard and are GreenPoint Rated. Co-created the De Young EnergySmart Net Zero home, which received a Pacific Coast Builders Conference Gold Nugget award in 2011. Established company's purchasing department. Lead construction of a home for "Extreme Makeover: Home Edition."

### OFF THE CLOCK

Plays drums in Carpe Noctem, a modern rock band. Hobbies: volunteering, traveling, concerts, skiing, snowboarding, wakeboarding, and San Francisco 49ers football games. Fave food: Grandma's pasta and meat sauce.

### SECRET LIFE

Third-generation home builder; his grandfather started building homes after World War II. Helps raise money for Saint Agnes Medical Center in Fresno; served as committee co-chair for two years.

### JARED FORD, 36



**Group VP, Fortune-Johnson General Contractors, Norcross, Ga.**

#### EDUCATION

BS, Civil Engineering, Western Kentucky University; MS, Civil Engineering, Georgia Institute

of Technology

### PROFESSIONAL CREDENTIALS

Certified Engineer Intern, Ohio Board of Professional Engineers

### ACCOMPLISHMENTS

Started at Fortune-Johnson straight out of grad school, working his way from assistant superintendent to group VP in 12 years. Directly involved in construction of 23 projects, including 4,600 apartment units, for a grand total of \$536 million in gross receipts.

### EXTRACURRICULAR

Member, Associated Builders and Contractors of Georgia. Member, National Multi Housing Council.

### OFF THE CLOCK

Hobbies: basketball and tennis. Avid Ohio State football fan. All-time flick: "Top Gun"

### SECRET LIFE

Can't live without his iPhone and iPad

### HEATHER FERRIER, 31



**General Manager, Ferrier Custom Homes, Fort Worth, Texas**

#### EDUCATION

BA, International Business – Spanish, University of Texas – Arlington

### PROFESSIONAL CREDENTIALS

Certified Green Professional

### ACCOMPLISHMENTS

Designed and built her home as the first LEED for Homes Platinum project in Texas. Created new marketing program for Ferrier, focusing on social media. Redesigned company's website, which earned the Best Website award in the Building Systems Council's Sales & Marketing Awards competition. Won Green Remodel Project of the Year from NAHB and a Gold Award in the 2012 Energy Value Housing Awards.

### EXTRACURRICULAR

Member, NAHB Certified Green Professional Working Group. Member, NAHB Green Building Conference planning committee. Blogger, ProudGreenHome.com

### OFF THE CLOCK

Hobbies: traveling, working out, and wine. Fave TV shows: "Project Runway" and "Mad Men". Getaway spot: Kauai, Hawaii. Pilates instructor in her spare time.

### SECRET LIFE

Great-grandfather immigrated to Texas from Scotland to help build the Texas State Capitol as a stonemason.

### STEPHEN MCKAY, 29



**VP, Cranbrook Custom Homes, Shelby Township, Mich.**

#### EDUCATION

BArch, Lawrence Technological University; MArch, Lawrence Technological University

#### PROFESSIONAL CREDENTIALS

Certified Green Professional; LEED AP; Associate AIA

#### ACCOMPLISHMENTS

Co-founded Cranbrook Custom Homes in 2010 as division of Lombardo Companies  
Cranbrook generated \$13 million in revenue in first 18 months  
Researched, designed, and built his own energy-efficient home  
Early architectural designs included a 25,000-square-foot addition for a palace in Thailand

#### EXTRACURRICULAR

Habitat for Humanity of Oakland County  
Junior Achievement

#### OFF THE CLOCK

Hobbies: biking, swimming, and running (including triathlons and marathons)  
All-time flick: "Iron Man"  
Fave food: Hungarian pancakes

#### SECRET LIFE

Can sketch upside down (a skill he uses with clients)  
Brews his own beer

### ANDREW BYSTRY, 31



**President, Bystry Development Investments & Construction Inc., Madisonville, Tenn.**

#### EDUCATION

Design degree, Belarusian State Academy of Arts; Engineering and International Marketing & Business Finance degrees, Belarus State Technological University

#### ACCOMPLISHMENTS

Immigrated from Belarus in 2001 at age 21 with \$123 and no English skills; founded Bystry Development Investments and Construction Inc. three years later  
Increased company's revenue by at least 30 percent every year since founding  
Created design-build management and estimating system with cloud storage, workflow, BIM planning, and design capabilities  
Voted best builder in Monroe County

#### OFF THE CLOCK

Amateur mixed martial arts fighter  
All-time flick: "My Cousin Vinny"  
Fave food: garlic mashed potatoes with a juicy steak

#### SECRET LIFE

Family endured the Chernobyl nuclear disaster

in 1986

Played basketball professionally for two years in the Belarusian Premier League

### SCOTT SHOEMAKER, 37



**President, Owner, Shoemaker Homes, Ridgeland, Miss.**

#### EDUCATION

BBA, Real Estate and Mortgage Finance, Mississippi State University

#### PROFESSIONAL CREDENTIALS

Certified Green Professional; Certified Aging-in-Place Specialist

#### ACCOMPLISHMENTS

Became president of family-owned business in 1998  
Builder of the Year, HBA of Jackson and HBA of Mississippi, 2007  
Built two homes in just 106 hours for "Extreme Makeover: Home Edition"  
Recipient of *Mississippi Business Journal's* Top 40 Under 40 award

#### EXTRACURRICULAR

Member, past president, HBA of Mississippi  
Member, past president, Ridgeland Chamber of Commerce  
Member, board of directors, HBA of Jackson  
Member, 2011-2012 chairman, Mississippi Housing Institute

#### OFF THE CLOCK

Hobbies: golf and duck hunting  
All-time flick: "Caddyshack"  
Fave food: Mississippi-farm-raised catfish

#### SECRET LIFE

Once played golf with U.S. Open champion Lee Janzen  
Has played at one-third of the golf courses where the U.S. Open Championship has been played

### JASON BLENKER, 35



**President, Blenker Building Systems Inc. and Envision Home at Last, Amherst, Wis.**

#### EDUCATION

BS, Construction, University of Wisconsin – Stout

#### ACCOMPLISHMENTS

Manages all functions of family-owned home-building business  
Expanded family business to include component manufacturing services  
Created Envision Home at Last builder-dealer network in 2010; 20 builders involved in the first year in business

#### EXTRACURRICULAR

Member, Golden Sands HBA  
Member, Associated Builders and Contractors of Wisconsin

Member, Board of Trustees, NAHB Building Systems Council  
Member, Construction Advisory Board, UW-Stout

#### OFF THE CLOCK

Hobbies: team roping, trail riding, camping, and fixing up old cars and trucks  
All-time flick: "The Wizard of Oz"  
Fave food: Meatloaf

#### SECRET LIFE

Currently restoring a 1955 Dodge panel truck

### JASON FRIEDLAND, 33



**Partner, Director of Operations and Investments, Iron Stone Strategic Capital Partners, Philadelphia**

#### EDUCATION

BS, Latin American Literature, Washington University in St. Louis

#### ACCOMPLISHMENTS

Helped Iron Stone acquire and redevelop more than 100 residential and commercial projects in and around Philadelphia  
Led redevelopment of former Women's Medical College of Pennsylvania into 700,000-square-foot mixed-use development; project has created 2,200 jobs  
Proficient in construction management, financing, zoning, historic tax credits, and portfolio and asset management

#### OFF THE CLOCK

Hobbies: photography and playing in a garage band  
Plays the bossa nova guitar and the charango, an Andean stringed instrument  
Trustee, Clarke Schools for Hearing and Speech

#### SECRET LIFE

Hitchhiked through southern Mexico in the 1990s

### BRYAN HUTCHINSON, 39



**Chief Relationship Developer, Victor Myers Custom Homes & Real Estate, Bartonville, Texas**

#### EDUCATION

BA, Business Studies, Dallas Baptist University; MA, Professional Development/Leadership, Dallas Baptist University

#### PROFESSIONAL CREDENTIALS

Licensed real estate broker

#### ACCOMPLISHMENTS

Oversees staff of five real estate agents, maintaining all external relations  
Helps customers locate property, sell existing homes, purchase land, and build new homes  
Expanded company's social media and Web presence



Employee of the Year, HBA of Greater Dallas, 2009, 2011

### EXTRACURRICULAR

Member, president-elect, Greater Lewisville Association of Realtors  
Member, Texas Association of Realtors

### OFF THE CLOCK

Motorcycle and car enthusiast; has ridden his motorcycle in 15 states, including a 3,500-mile trip  
Can't live without his iPhone and Salted Caramel Mocha espresso from Starbucks  
All-time flick: "Remember the Titans"  
("Tremendous story about leadership rooted in the reality of conflicted people")

### SECRET LIFE

Describes himself as a "closet lyricist" who enjoys spending time with a guitar and pen and paper

### CHRISTOPHER BROWN, 38



**Broker, Principal, NEXT New Homes Group, Roseville, Calif.**

#### EDUCATION

BA, Business Economics, University of California – Santa Barbara

### PROFESSIONAL CREDENTIALS

Certified New Home Sales Professional; Certified Marketing Professional

### ACCOMPLISHMENTS

Started two real estate-focused companies (NEXT New Homes Group and evoCore Development)  
Early career saw management positions with several builders, focusing on training and process improvement, sales and marketing creation, and product development  
President's Award, Sales Manager of the Year, and 2010 Meritorious Award, North State BIA

### EXTRACURRICULAR

Member, Institute of Residential Marketing, Sales and Marketing Council, North State BIA, Placer County Board of Realtors, California Association of Realtors, National Association of Realtors, and NAHB

### OFF THE CLOCK

Hobbies: golf and skiing  
All-time flick: "Better Off Dead"  
Getaway spot: Lake Tahoe

### SECRET LIFE

Elite-level rower in college who made the national crew team  
Father was business partners with Clint Eastwood on a hotel project in Monterrey, Calif., in the 1980s

### HEATH WILKINSON, 36



**President, UIP General Contracting Inc., Washington, D.C.**

#### EDUCATION

BS, Health Science, Pre-Med, James Madison University

### ACCOMPLISHMENTS

Started UIP General Contracting in 2008, with consistent growth each of its three years  
Started UIP subsidiary UnitTurns, specializing in apartment turnover services, in 2009; currently generating \$2 million annually  
Began career with NVR/Ryan Homes; in nine years, served as project manager, costing and estimating manager, production manager, and sales and marketing manager

### EXTRACURRICULAR

Member, Fairfax County (Va.) Comprehensive Plan Review Board  
Senior educator with Gerson Lehrman Group, resident expert on construction and development in the Washington, D.C., market

### OFF THE CLOCK

Hobbies: boating, sailing, and watching the Washington Redskins and Capitals  
Getaway spot: Las Vegas

### SECRET LIFE

High School All-American and NCAA Division I wrestler at James Madison University  
Descendant of both Robert E. Lee and a Holocaust survivor

### WARREN RALSTON, 33



**President, W.C. Ralston, Architects LLC, Chantilly, Va.**

#### EDUCATION

BArch, Virginia Tech

#### PROFESSIONAL CREDENTIALS

Licensed Architect (Va., Md., D.C., Del.); AIA

### ACCOMPLISHMENTS

Formed W.C. Ralston, Architects LLC in 2009; company now has 13 employees and \$2 million-plus in annual revenue  
Other business entities founded include: The Evergreen Companies (construction/real estate consulting services), Compass Land Strategies (real estate consulting/property management and development), and Blue Square Investment (venture capital investment company)  
Won Great American Living Award in 2010 for townhomes at Potomac Overlook at National Harbor development

### EXTRACURRICULAR

Member, NAHB, National Council of Architecture Registration Boards, Northern Virginia BIA

### OFF THE CLOCK

Hobbies: woodworking, camping, hiking, and fishing  
Guilty pleasure TV show: "Hawaii Five-O"  
On the nightstand: "The Big Short: Inside the Doomsday Machine"

### SECRET LIFE

Part of a long family line of Freemasons  
First job out of college was with a mechanical contractor specializing in aerospace welding

### MELISSA WAHL, 38



**Co-owner, VP, Cobblestone Homes, Saginaw, Mich.**

#### EDUCATION

BS, Education, Saginaw Valley State University

### EXTRACURRICULAR

Board member, Green Built Michigan

### ACCOMPLISHMENTS

Successfully transitioned firm from remodeling to home building in 2003  
Grew company to build more than 50 homes annually in a county where permits were down 80 percent from 2003 to 2010  
Constructed Michigan's first net-zero-energy home, called Vision Zero, in 2010; has used the home to educate other builders and trades on energy-efficient construction  
In 2011, built InVision Zero, a net-zero-energy home for sale below the average U.S. new-home selling price  
Recently completed 12 energy-efficient test homes that will be owned/rented and monitored for five years to provide performance data  
Gold Award, 2011 Energy Value Housing Awards

### OFF THE CLOCK

Avid equestrian who won the Morgan Park Saddle World Championship  
Hobbies: training horses and running  
All-time flick: "Secretariat"  
Getaway spot: Gatlinburg, Tenn., or anywhere in Kentucky ("My husband says I'm a cheap date")  
Fave dish: grilled chicken on a bed of lettuce.  
On the nightstand: "Outliers" and "The E-Myth Revisited"

### SECRET LIFE

Descendent of a Dalton Gang member

### ANDREW WHITE, 27



**Co-owner, Project Manager, Edge City Homes, Lexington, S.C.**

#### EDUCATION

BA, History, Clemson University

#### PROFESSIONAL CREDENTIALS

Certified Master Builder

### ACCOMPLISHMENTS

Co-owner of Edge City Homes with his father,

Andy; also works as a contract builder for Lifestone Residential  
Completed 30 homes in prestigious Saluda River Club community in Lexington  
Youngest builder in South Carolina to earn Certified Master Builder designation

#### OFF THE CLOCK

Hobbies: turkey and waterfowl hunting, saltwater fishing, and all things Clemson football  
All-time flick: "Monty Python and the Holy Grail"  
Can live without South Carolina's scorching summers

#### SECRET LIFE

Loves metal music ("Not 80's hair metal but the real stuff — fast guitar riffs, pounding drums, growled vocals, the whole nine yards")

#### HOWIE BERMAN, 32



**COO, The Ruby Group,  
Goshen, N.Y.**

#### EDUCATION

BA, University of Michigan

#### PROFESSIONAL CREDENTIALS

LEED Certified Green Associate  
Certified Graduate Builder  
Licensed New York State Home Inspector

#### ACCOMPLISHMENTS

Co-founded the Ruby Group and is responsible for managing field operations and construction  
Headed the EcoGreen Community Housing student housing project that achieved LEED Gold status, earned NGBS Gold designation, and won multiple awards from the Builders Association of Hudson Valley

#### EXTRACURRICULAR

Member, NAHB, New York State Builders Association, Builders Association of Hudson Valley

#### OFF THE CLOCK

Loves watching sports, especially University of Michigan athletics  
All-time flick: "Rounders"  
Getaway spot: Lisbon, Portugal, or Puerto Rico

#### SECRET LIFE

Doesn't have a middle name

#### JASON WERR, 36



**President, Jaw Builders,  
Wheaton, Ill.**

#### ACCOMPLISHMENTS

Founded Jaw Builders in 2003  
Built Illinois' first NAHB National Green Building Standard Emerald-certified home (23rd in

the nation)

Built a sensory room and new bedrooms for a family with two autistic boys and another in remission from leukemia through NBC's "George to the Rescue"  
Educates homeowners and builders about new

products and technology in green building

#### EXTRACURRICULAR

Member, board of directors, Northern Illinois HBA

#### OFF THE CLOCK

Loves woodworking in his spare time  
All-time flick: "Christmas Vacation"  
Fave food: pizza (every Friday night is pizza night with his family)

#### SECRET LIFE

Has been told he does a strong Scooby Doo impression  
Wife's great-grandmother was a French interpreter for General John Pershing during World War I

#### JESSE DEUBEL, 31



**Co-founder, Part-owner, Casa  
Verde Builders LLC,  
Albuquerque, N.M.**

#### PROFESSIONAL CREDENTIALS

Licensed Realtor

#### ACCOMPLISHMENTS

Co-founded Casa Verde Builders, which builds energy-efficient homes with all features and amenities included in base price  
All homes built to LEED Gold standard, with a Home Energy Rating System (HERS) near 50  
Recently completed custom home for paralyzed Marine  
Served as volunteer coordinator for "Extreme Makeover: Home Edition"

#### OFF THE CLOCK

Avid bowhunter; is president of the United Bowhunters of New Mexico  
Fave dish: green chile chicken enchiladas  
All-time flick: "Primal Dreams" (a must-see for any bowhunter)

#### SECRET LIFE

Self-professed "wilderness junkie" ("When I'm not with my beautiful family, I prefer to be alone and miles away from any human inhabitation, on the slope of a very remote mountain with only my backpack and my bow")

#### JORDAN GOLDMAN, 29



**Engineering Principal,  
ZeroEnergy Design, Boston**

#### EDUCATION

BS, MS, Engineering, Cornell University

#### PROFESSIONAL CREDENTIALS

Certified Passive House Consultant; LEED AP;  
NAHB National Green Building Standard Verifier;  
Home Energy Rating System (HERS) Rater

#### ACCOMPLISHMENTS

Led Cornell team to second-place finish in the

2005 U.S. Department of Energy Solar Decathlon  
Co-founded ZeroEnergy Design, a green architecture and mechanical design firm, with Decathlon team members  
Oversees all phases of energy modeling, cost analysis, HVAC design, and construction administration  
Simultaneously founded FreeGreen, a Web-based business providing low-cost, energy-efficient home plans  
Awarded LEED for Homes Gold designation for home built in Cape Cod, Mass.

#### EXTRACURRICULAR

Member, co-founder, New York Passive House Alliance  
Judge, NAHB Research Center's Energy Value Housing Awards

#### OFF THE CLOCK

Hobbies: cooking, exercise, playing bridge, and live music  
Getaway spot: Mazunte, Mexico  
Loves spending the day preparing dinner ("It's not unusual for me to cook a five-course meal for 10-15 people")  
Favorite form of relaxation: yoga

#### SECRET LIFE

Does the *New York Times* crossword puzzle every day and hasn't missed one in four years!

#### MATT DILL, 34



**President, Beechen & Dill  
Homes Inc., Burr Ridge, Ill.**

#### EDUCATION

BA, Business Administration,  
University of Iowa

#### PROFESSIONAL CREDENTIALS

Certified Green Professional; Certified Graduate Builder

#### ACCOMPLISHMENTS

Became president of family-owned home-building business in 2003 at age 25  
Led development of several communities and hundreds of custom homes throughout the Chicago area  
Helped firm become the first builder in Illinois to earn the Environments for Living Diamond certification  
2011 Homebuilder of the Year, HBA of Illinois  
Closed 24 homes in 2011, tops in the Chicago private home-builder market

#### EXTRACURRICULAR

Board member, South Suburban HBA

#### OFF THE CLOCK

Hobbies: skiing, golf, and running  
All-time flick: "Good Will Hunting"  
Getaway spot: Jackson Hole, Wyo.

#### SECRET LIFE

Lived in Australia for six months

### PETE BERMAN, 37



**CEO, The Ruby Group,  
Goshen, N.Y.**

#### EDUCATION

BA, Policy Studies, Syracuse University; MBA, Mount Saint Mary

#### PROFESSIONAL CREDENTIALS

Certified Green Professional; Certified Graduate Builder

#### ACCOMPLISHMENTS

Expanded company into distressed assets market  
Founding partner of home-inspection company Inspect Your Home Inc.  
Instructor for numerous NAHB and New York State Builders Association courses on topics including energy efficiency, accounting, negotiating, sales and marketing, training, and diversification

#### EXTRAURRICULAR

President, Builders Association of Hudson Valley  
Member, NAHB, American Society of Home Inspectors

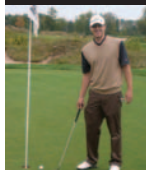
#### OFF THE CLOCK

Hobbies: skiing, running, and spending time with his kids  
All-time flick: "Goodfellas" ("It reminds me of growing up in New York City")  
Getaway spot: skiing in Utah

#### SECRET LIFE

Worked as a paramedic in Fort Worth, Texas, and Jersey City, N.J.

### MAX FRANK, 30



**VP, Watt Communities, Santa Monica, Calif.**

#### EDUCATION

BS, Urban Planning and Development, University of Southern California

#### ACCOMPLISHMENTS

Led company's efforts on a 375-home community in Inglewood, Calif. — the city's first new-home community in 20 years and a model for local brownfield redevelopment  
Responsible for multiple leadership roles, including site identification, sale negotiations, financial modeling, and project financing  
Under his leadership, revenue grew to exceed \$750 million

#### EXTRAURRICULAR

Board member, Los Angeles BIA  
Member, USC's School of Policy, Planning, and Development  
Served on the board for the American Heart Association and Boy Scouts of America

#### OFF THE CLOCK

Can't live without ESPN's "Sports Center"  
All-time flick: "Moneyball" ("In our current

economic malaise, I appreciate anything done well on a budget")  
Getaway spot: the Mauna Lani Hotel & Bungalows on the Kohala Coast of the Big Island  
On the nightstand: "Dream Golf"

#### SECRET LIFE

Was a member of the USC water polo team

### ANDREW GIL, 34



**General Manager, Mystic River Building Co., Mystic, Conn.**

#### PROFESSIONAL CREDENTIALS

Certified HERS rater; Certified Building Analyst

#### ACCOMPLISHMENTS

Oversees all office and construction activities, including design, estimating, purchasing, project management, energy efficiency, quality standards, and warranty services  
Leads team of three full-time staff members and manages 30-plus tradesmen at a time  
Launched home-energy performance firm, The Greensulators, to provide energy audits, testing, and energy-efficiency upgrades  
2011 Builder of the Year, Builders Association of Eastern Connecticut (BAEC)

#### EXTRAURRICULAR

Board member, BAEC  
Past chairman, BAEC's House of the Year program

#### OFF THE CLOCK

Hobbies: rock climbing, playing guitar, and mowing the lawn with his kids  
All-time flick: "The Bourne Supremacy"  
Getaway spot: White Mountains, N.H.

#### SECRET LIFE

Graduated high school in the bottom five of his class and never passed algebra II, but is now a whiz with numbers ("All of my math skills have been self-taught")

### TROY ABROMAITIS, 29



**Development Manager, Wallmark Homes Ltd., Burnaby, British Columbia**

#### EDUCATION

BS, Urban Land Economics, University of British Columbia;  
BS, Technical Marketing

Management — Commercial Real Estate, British Columbia Institute of Technology

#### PROFESSIONAL CREDENTIALS

Holds licenses in real estate sales, property management, and broker management

#### ACCOMPLISHMENTS

Oversees all aspects of residential development projects, including land acquisition, rezoning, conceptual design, planning, unit design, and

approval processes  
Promoted from president's assistant to development manager to current senior-management role within three years

#### EXTRAURRICULAR

Vice chair, Greater Vancouver HBA  
Vice chair, Vancouver Chapter, Real Estate Institute of British Columbia

#### OFF THE CLOCK

Hobbies: traveling, snorkeling, and zip trekking  
Fave food: anything Greek  
Getaway spot: Mexico or the Caribbean  
On the nightstand: "Steve Jobs" and "A Universe from Nothing"

#### SECRET LIFE

An avid salsa dancer

### MARC LIFSHIN, 33



**Partner, LG Construction + Development, Chicago**

#### EDUCATION

BS, Structural Engineering, University of Illinois — Urbana Champaign

#### ACCOMPLISHMENTS

Co-founded company in 2005  
Firm focuses on luxury residential projects in the Chicago area  
Projects include renovation of the Carpenter House on Chicago's Gold Coast; conversion of a Wicker Park nightclub into a LEED Platinum home; and construction of a 10-story, 132-unit student housing complex at Arizona State University

#### EXTRAURRICULAR

Founder of Camp Out for Kids, a nonprofit group that sends underprivileged teens to the camp of their choice

#### OFF THE CLOCK

Hobbies: boating, snowboarding, and soccer  
High school varsity soccer coach  
Getaway spot: Cabo San Lucas

#### SECRET LIFE

Grandfather invented vertical blinds, then sold the rights because "he didn't see the future in it"

### BRADLEY SULLIVAN, 36



**General Manager, Sullivan Building & Design Group, Quakertown, Pa.**

#### ACCOMPLISHMENTS

Joined family-owned building company as a carpenter at age 21

Specializes in preservation and restoration of historic buildings in Bucks County, Pa.  
Started and operates CiderPress Woodworks LLC, a millwork and cabinet shop



### OFF THE CLOCK

Co-founder of Eco-Madera, a forest management group in Ecuador  
Hobbies: snowboarding, kettlebell workouts, and cruising on his BMW R100 motorcycle  
All-time flick: "Snatch" ("It's two hours of visual stimulation and intertwined plots")

### SECRET LIFE

Can breathe fire and juggle  
Father competed in the Lake Placid Iron Man competition at age 54 without ever having run a race before

### CHRISTOPHER KNIGHT, 35



**Partner, Knight Homes, Jonesboro, Ga.**

#### EDUCATION

BS, Marketing Management, Bob Jones University

#### ACCOMPLISHMENTS

Expanded company services in 2008 to include fee-building for investors to cope with the housing downturn, keeping key employees on board  
Second-generation home builder who worked his way up the ranks of family-owned business  
Closed 584 homes at peak of company's growth in 2006, with revenues of \$96 million  
2011 Gold Professionalism Award, Greater Atlanta HBA

#### EXTRACURRICULAR

Board member, past chapter president, Greater Atlanta HBA

### OFF THE CLOCK

Hobbies: golf, graphic design, and watching his kids play sports  
Fave food: wife's chocolate chip pie  
Can't live without his iPhone

### SECRET LIFE

Designs many of Knight Homes' marketing materials

### BRAD HARPER, 31



**CFO, Saluda River Club, Lexington, S.C.**

#### EDUCATION

BS, Business Management – Finance emphasis, Clemson University

#### ACCOMPLISHMENTS

Developed numerous computerized business systems for Palmetto Traditional Homes/KB Home, including real-time profit reporting and electronic payables tool  
Served as land developer and project manager for Saluda River Club community, developing approximately 1,200 homes

### OFF THE CLOCK

Hobbies: skiing and reef keeping (owns a

150-gallon display tank with 20 fish)  
All-time flick: "The Matrix" series  
On the nightstand: "Capitalism and Freedom"

### SECRET LIFE

Describes himself as a "reasonably competent water color painter"

### KEN TRAUGOTT, 32



**Architectural Supervisor, NVR, Inc., Frederick, Md.**

#### EDUCATION

BS, Mathematics, University of Notre Dame

#### ACCOMPLISHMENTS

Started at NVR out of college as a production supervisor; promoted to project manager at his own site in less than a year  
Currently manages architectural teams for the Ryan Homes division of NVR  
Expert in building codes and inspections

#### EXTRACURRICULAR

Member, International Code Council (Residential Code Interpretation Committee)

### OFF THE CLOCK

Hobbies: reading, watching movies, and running  
Regularly competes in marathons and half-marathons  
Getaway spot: Maui

### SECRET LIFE

An oil painter who has had his work displayed in local galleries

### CHRISTOPHER BURTON, 38



**CEO, Christopher Burton Luxury Homes, Melbourne, Fla.**

#### ACCOMPLISHMENTS

Founded custom-home building firm in 1998, at age 24  
Grew firm from three projects in 2007 to more than 25 in 2012, all while operating in one of Florida's hardest-hit areas: Brevard County  
Launched commercial development firm in 2005; remodeling and home services company in 2009; and home design center in 2010. Also owns two Arthur Rutenberg franchises (Rosewood Homes, Inc. and Rosewood Homes of Orlando)

#### EXTRACURRICULAR

Donated remodeling and building services for a home and school for the KLD Youth Foundation  
Brevard County Business Leader of the Year for Real Estate, 2011

### OFF THE CLOCK

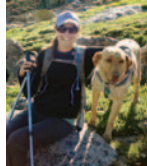
Can't live without chocolate  
Hobbies: basketball, fishing, snowboarding, and diving  
All-time flick: "Wedding Crashers"

Relaxes by fishing and riding his airboat

### SECRET LIFE

Can make almost anyone laugh, except his wife ("She's numb to my humor")

### CHRISTINA PRESLEY, 39



**President, Colorado Division, Meritage Homes, Denver**

#### EDUCATION

BS, Finance, Accounting minor, University of Colorado – Colorado Springs

#### ACCOMPLISHMENTS

Tripled division's growth in less than four years  
Manages staff across 14 Meritage communities in Colorado  
Formerly division CFO at Centex Destination Properties; also held positions with Mercedes Homes and Hallmark Building Co.  
Established division's extreme energy-efficient communities, including a "deconstructed" model home in Aurora

#### EXTRACURRICULAR

Executive committee member, HBA of Metro Denver

### OFF THE CLOCK

Volunteers for the Interfaith Hospitality Network, providing emergency shelter, meals, and supportive services to homeless families

### BRIAN HUMPLIK, 35



**Construction Manager, North Houston, Grand View Builders, Houston**

#### ACCOMPLISHMENTS

Oversees construction of approximately 60 homes annually

Served as company's sole construction manager at launch in 2009, building 35 homes in the first year  
Helped shorten company's build cycle to fewer than 60 days  
Mentors salespeople on the construction process

### OFF THE CLOCK

Die-hard fan of all things football, especially Peyton and Eli Manning  
Grew up on a farm, complete with pigs, horses, cows, and chickens!  
Fave food: backyard BBQ  
Getaway spot: any place that is heavily wooded ("I'm from a small town so it's pretty typical for me to feel relaxed out there")

### SECRET LIFE

Self-proclaimed perfectionist ("I can't stand a messy home")