



HCCA NOVEMBER DINNER MEETING

"Homebuilding Outlook from the Builder's Perspective"
presented by Northern Virginia Building Industry Association (NVBIA)

Wednesday - November 14th, 2018

5:30 pm to 8:15 pm

Chantilly National Golf & Country Club - 14901 Braddock Road, Centreville, VA 20120



The panel will feature NVBIA Leadership:



Matt Kroll, Group President NVBIA (Willowsford)

Matt Kroll is the land development director for Willowsford, an award-winning new home community in Loudoun County. He has been in the land development business for over 20 years and has managed land acquisition, land entitlement, engineering management, land development and community development in Fairfax, Loudoun and Prince William Counties. Early in his career, Matt worked for a local civil engineering firm while earning a Professional Engineer License. He received his Bachelor of Science degree from Pennsylvania State University in civil engineering. Matt is also past president for NVBIA's Loudoun Chapter.



Andrew Clark, Home Builders Association of Virginia, VP of Government Relations

Andrew serves as HBAV Vice President of Government Relations. Andrew manages the HBAV government affairs and regulatory programs as well as the HBAV Build-PAC. As HBAV Chief Lobbyist, Andrew works with members of the Virginia General Assembly and Virginia's regulatory agencies to insure housing affordability is taken into consideration when policy makers craft laws and regulations for Virginia's citizens. Andrew is a graduate of Gettysburg College. Prior to joining HBAV in July of 2017, Andrew served as the Director of Government Affairs for the Home Builders Association of Richmond and at the Virginia General Assembly as a legislative aid to a Virginia delegate.



Ben Sage, Metro Study, Senior Director – East Region

Ben, has been researching and analyzing housing markets since 1994, when he first joined Metrostudy. His career at Metrostudy began in Chicago before moving to Houston, Phoenix, and eventually the Washington DC/Baltimore area. He has prepared hundreds of market studies for nearly every type of residential development, as well as retail studies. He regularly meets and consults with many of the top homebuilders in the country along with lenders, developers, investors, and utilities concerning trends in the local economy and their effect on the real estate market. Ben is a regular contributor to housing industry publications, and he is an active member of the local homebuilder associations. He has also been a resource for national publications such as Bloomberg News and the Wall Street Journal, and he is a frequent guest speaker at industry events. Finally, he is a graduate of Baylor University and the past president of the Arizona Economic Roundtable.



Scott Plein, Equinox Investments, Principal

Scott C. Plein is Principal of Equinox Investments, LLC, a real estate investment, development and management firm specializing in community planning, entitlements and project development. A lifelong resident of the Commonwealth of Virginia, Plein began his career in the late 1970's when he founded KT Enterprises, Inc., a local landscape development firm. Today KT along with its affiliate companies provides turn-key site development solutions for some of the most prestigious home builders, developers, and commercial contractors in the Washington, D.C. metropolitan area. Plein has served on several local and regional boards including the Northern Virginia Transportation Alliance and the Northern Virginia Chapter of NAIOP, to name just a few, and is a past president of the NVBIA.

DINNER REGISTRATION Members \$80 / Non-Members \$90 Please fax to 703-392-7249 or email to ashley@hcca.net

○ BEVERAGE SPONSOR \$300 (Company name/logo on Beverage Sponsor Sign & on Drink Tickets)

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