

March 2013

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40 under 40



HONORING
HOME BUILDING'S
YOUNG LEADERS



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40 under

HONORING HOME BUILDING'S YOUNG LEADERS

By Kyle Clapham, Managing Editor

An Olympic-caliber rower, former professional boxer, award-winning chili cook, and cat trainer are among home building's young superstars to be named 40 Under 40 winners for 2013 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 2013.

HONOR ROLL

JAMES ATTWOOD, PAGE 26

Construction/Warranty Area Manager
Maracay Homes, Scottsdale, Ariz.

BRYAN BAEUMLER, PAGE 28

President, CEO
Baeumler QCR, Inc., Ontario, Canada

CHRISTOPHER BROWN, PAGE 30

Principal
NEXT New Homes Group, Roseville, Calif.

GENE BROWN, PAGE 32

VP, Construction and Quality Assurance
Atlantic Builders Ltd., Fredericksburg, Va.

CASEY CANE, PAGE 28

Director of Construction
Cane Construction, Inc., Palm Harbor, Fla.

BRANT CHESSON, PAGE 28

Vice President
Homes by Dickerson, Raleigh, N.C.

NATHAN DAY, PAGE 18

President
Sterling CDG, Scottsdale, Ariz.

PAUL DIGIORGIO, PAGE 18

VP, Architecture and Product Development
Jagoe Homes, Owensboro, Ky.

JASON FORREST, PAGE 32

Chief Sales Officer
Forrest Performance Group, Fort Worth, Texas

KEVIN FRANKEL, PAGE 17

VP, Operations
Frankel Building Group, Houston, Texas

JASON FUNK, PAGE 32

President
Western Window Systems, Phoenix, Ariz.

BRIAN GOLDBERG, PAGE 28

Partner
LG Construction + Development, Chicago, Ill.

SVEN GUSTAFSON, PAGE 34

President, Owner
Stonewood, LLC, Minneapolis, Minn.

KYLE HENRY, PAGE 24

Vice President
Plantation Building Corp., Wilmington, N.C.

JEFF JONES, PAGE 22

President, Owner
Jones Homes LLC, Buckeystown, Md.

CHRIS KELLY, PAGE 30

President
Arizona Division, LGI Homes, Scottsdale, Ariz.

RICHARD KUHN, PAGE 34

President, Owner
StyleCraft Homes, Inc., Richmond, Va.

TODD LAWHON, PAGE 22

Owner
Lawhon Myers Builders, Shreveport, La.

KATHLEEN MAGNER, PAGE 17

Sales and Marketing Manager
Watt Communities, Santa Monica, Calif.

JEREMY MARTIN, PAGE 34

Principal
RisherMartin Fine Homes, Austin, Texas

MICHAEL MASSIMINO, PAGE 24

Co-President, Managing Partner
The Massimino Corporation, Branford, Conn.

BRAD MCCALL, PAGE 32

Owner
McCall Homes, Billings, Mont.

STEPHEN MCKAY, PAGE 20

Vice President
Cranbrook Custom Homes,
Shelby Township, Mich.

JAMIE BREWSTER MCLEOD, PAGE 24

Owner, Architect
Brewster McLeod Architects, Aspen, Colo.

JEFF MORROW, PAGE 34

Program Manager
Lend Lease, Nashville, Tenn.

RYAN NASH, PAGE 18

Product Development Director
DSLH Homes, Denham Springs, La.

MARNIE OURSLER, PAGE 18

President, Founder
Marnie Homes, Inc., Bethany Beach, Del.

JOSH PERTNOY, PAGE 17

Principal, Construction Division
Shapiro-Pertnoy Companies,
West Palm Beach, Fla.

ELIZABETH PORTER, PAGE 22

General Manager
Adams Homes, Gulf Breeze, Fla.

BRIAN QUINN, PAGE 24

Owner
The Twelve Oaks Group, Hilton Head, S.C.

SETH RING, PAGE 26

VP, Southern California Division
Toll Brothers, Philadelphia, Pa.

JEFF SCHINDLER, PAGE 20

President
McBride & Son Homes, Chesterfield, Mo.

CHAD SCOTT, PAGE 30

President
T.A. Scott Construction, Schoolcraft, Mich.

KIMBERLY SHORTT, PAGE 26

Vice President
Kimco Construction, Inc., Englewood, Fla.

DAVID SINKEY, PAGE 20

Director of Marketing, Sales, Land Procurement
Boulder Creek Builders, Louisville, Colo.

MICHAEL SULLIVAN, PAGE 26

Principal
Sullivan Development Group, LLC,
Los Gatos, Calif.

JOHN WILLIAMS, PAGE 17

Quality Manager
Brighton Homes, Houston, Texas

STAN WILLIAMS, PAGE 20

CEO
Stanton Homes, Apex, N.C.

COLIN WRIGHT, PAGE 22

CEO, Partner
Henry Walker Homes, Centerville, Utah

CHRIS YOUNT, PAGE 30

President, COO
Fortifiber Building Systems Group, Fernley, Nev.



JOHN WILLIAMS, 34

QUALITY MANAGER, BRIGHTON HOMES/K. HOVNANIAN OF HOUSTON, HOUSTON, TEXAS

EDUCATION

- BA, Sociology, Psychology, University of Texas at Austin

PROFESSIONAL CREDENTIALS

- ICC Residential Building Inspector Certification 2009 IRC

ACCOMPLISHMENTS

- Improved customer satisfaction and overall quality by evaluating and scoring each construction manager throughout year • Reviewed inspections reports and used data to create “hot spot” training programs for associates who were failing certain inspections • Created storm water compliance processes to track reporting and minimize liability

EXTRACURRICULAR

- Residential Code chairman, Construction Industry Council
- Board member, Greater Houston Builders Association

OFF THE CLOCK

- Hobbies: cooking, golf, fishing, and hunting
- Can't live without: college football

SECRET LIFE

- Trained his wife's cats to act like dogs



JOSH PERTNOY, 32

PRINCIPAL, CONSTRUCTION DIVISION, SHAPIRO-PERTNOY COMPANIES, WEST PALM BEACH, FLA.

PROFESSIONAL CREDENTIALS

- Licensed general contractor

ACCOMPLISHMENTS

- Began working full time for Shapiro-Pertnoy Companies at age 19 • Oversees 15 full-time construction personnel and manages simultaneous projects • Managed planning and construction of 30,000-square-foot waterfront residence in Jupiter, Fla.

EXTRACURRICULAR

- Participates in company's MLK Day of Service by visiting group homes for handicapped and mentally challenged adults • Member, Jewish Federation of Palm Beach County

OFF THE CLOCK

- Plays guitar and sings in local band, which performs primarily original music
- Favorite flick: “The Good, the Bad and the Ugly”
- Getaway spot: The Exumas, Bahamas

SECRET LIFE

- Loves to ride his Harley-Davidson motorcycle up Florida's east coast on weekends



KATHLEEN MAGNER, 32

SALES AND MARKETING MANAGER, WATT COMMUNITIES, SANTA MONICA, CALIF.

EDUCATION

- BA, Broadcast Journalism and Political Science, California State University Northridge

PROFESSIONAL CREDENTIALS

- Licensed broker

ACCOMPLISHMENTS

- Manages sales teams, oversees sales goals, and builds relationships with each community • Managed successful sales and closings of more than 500 homes
- Developed iPhone app that enables buyers to stay informed without having to visit company website

EXTRACURRICULAR

- Board member, Greater Sales and Marketing Council
- Chairman, BIA Los Angeles Ventura's “Buy New” Campaign

OFF THE CLOCK

- Loves cuddling with her two English Bulldogs, Beefy and Dozer • Favorite food: Italian
- Plays basketball and is die-hard Lakers fan

SECRET LIFE

- Can boogie, tango, waltz, and swing (her favorite)



KEVIN FRANKEL, 34

VP, OPERATIONS, FRANKEL BUILDING GROUP, HOUSTON, TEXAS

EDUCATION

- BS, BA, Business, Washington University in St. Louis • MBA, University of Houston

PROFESSIONAL CREDENTIALS

- Certified Green Professional
- Licensed broker

ACCOMPLISHMENTS

- Built LEED-H model home in Woodlands, Texas, master-planned community at bottom of housing market in 2009 • Has overseen more than \$60 million in new home sales since 2006 • Named Green Building Advocate of the Year by Greater Houston Builders Association in Houston's Best Prism Awards

OFF THE CLOCK

- Plays guitar, but only in privacy of his home: “The Fender company pays me to tell people that I play a Gibson guitar.” • Visits Houston Zoo with his kids a few times a month
- Favorite flick: “The Royal Tenenbaums”

SECRET LIFE

- Writes short, humorous rhymes for his college friends on special occasions



RYAN NASH, 29

PRODUCT DEVELOPMENT DIRECTOR, DSLD HOMES, DENHAM SPRINGS, LA.

EDUCATION

- BS, Construction Engineering Technology, University of Southern Mississippi

ACCOMPLISHMENTS

- Designed and implemented DSLD's field guide program, which integrates visual scopes of work documents in each phase of construction
- Designed and implemented DSLD's energy efficiency program, which has been integrated in more than 2,000 homes in last three years
- Designed and conducted iPad training for all field personnel and entire management team

OFF THE CLOCK

- Hobbies: snowboarding, scuba diving, and fishing
- Favorite flick: "Forrest Gump" • Getaway spot: Aspen, Colo.
- Favorite food: Drago's char-grilled oysters

SECRET LIFE

- He, his grandfather, father, both uncles, and brother are all pilots



PAUL DIGIORGIO, 39

VP, ARCHITECTURE, PRODUCT DEVELOPMENT, JAGOE HOMES, OWENSBORO, KY.

EDUCATION

- BS, Architecture, Lawrence Technological University

PROFESSIONAL CREDENTIALS

- Licensed builder

ACCOMPLISHMENTS

- Designed and managed construction of approximately 100 projects since 2001, ranging from small additions to multimillion-dollar custom homes • Overhauled traditional product offering to include Craftsman and Victorian design styles
- Nicknamed "Elvis" and "The King" for his ability to bring buyers' wish lists together with creativity

EXTRACURRICULAR

- Member, Home Builders Association • Exhibitor, Wood Solutions Fair

OFF THE CLOCK

- Can't live without: family, espresso, and chocolate
- Favorite food: Cioppino
- Getaway spot: Renaissance Wailea Beach Resort, Wailea, Maui

SECRET LIFE

- Builds the Fourth of July pyrotechnics show for his neighborhood



NATHAN DAY, 29

PRESIDENT, STERLING COLLECTION DEVELOPMENT GROUP, SCOTTSDALE, ARIZ.

EDUCATION

- BA, Political Science, Northern Arizona University

ACCOMPLISHMENTS

- Manages portfolio that includes multiple real estate investments totaling more than \$30 million • Grew company revenue to more than \$9 million • Launched Sterling at Silverleaf, a 12-acre luxury development in Scottsdale in 2011 • Sterling at Silverleaf was awarded gold-level certification by NAHBGreen, making it first and only single-family, new construction project in Arizona to achieve this level.

OFF THE CLOCK

- Hobbies: hunting and being outdoors • Favorite flick: "Iron Man." Who doesn't want to be a billionaire with a flying suit? • Getaway spot: Cayman Islands • Favorite food: "Anything with cheese and bacon, preferably together."

SECRET LIFE

- Has his pilot's license, but his wife won't let him fly alone anymore



MARNIE OURSLER, 35

PRESIDENT, FOUNDER, MARNIE HOMES, INC., BETHANY BEACH, DEL.

EDUCATION

- BS, BEng, Information Technology, Education, East Carolina University

ACCOMPLISHMENTS

- Founded Marnie Homes, which builds custom beach houses, in 2007 • Built first certified LEED home in Delaware in 2009 • Increased annual revenue from \$450,000 in 2007 to more than \$3.5 million in 2011 • Built home constructed of 95 percent American-made materials in 2012

EXTRACURRICULAR

- Founder, The Angel Breaks Foundation • Member, National Association of Custom Home Builders; Bethany-Fenwick Chamber of Commerce

OFF THE CLOCK

- Hobbies: going to the beach, exercising, and swimming in the ocean
- Favorite flick: "The Goonies" • Favorite food: McDonald's French fries

SECRET LIFE

- Great, great grandfather built Delaware Memorial Bridge



JEFF SCHINDLER, 36

PRESIDENT, MCBRIDE & SON HOMES, CHESTERFIELD, MO.

EDUCATION

- BS, Finance, Missouri State University

ACCOMPLISHMENTS

- Named president of McBride & Son Homes in 2009 at age 33 • Under his leadership, company reduced debt and gained market share despite tough economic climate • In 2010, built five times more homes than second-largest builder in St. Louis area and recorded local revenue of \$299.5 million

EXTRACURRICULAR

- Sergeant at Arms, St. Louis chapter of Home Builders Association • Advisory board, Construction Management School at Missouri State

OFF THE CLOCK

- Hobbies: anything outdoors
- Favorite food: Cajun
- Favorite read: "With a hectic work life and two boys under 5 years old, most of the books I read involve Thomas the Train or Curious George."

SECRET LIFE

- Wanted to be a herpetologist when he was a child



DAVID SINKEY, 34

PRINCIPAL, DIRECTOR OF MARKETING, SALES, AND LAND PROCUREMENT, BOULDER CREEK BUILDERS, LOUISVILLE, COLO.

EDUCATION

- BS, Business Administration, University of Colorado

ACCOMPLISHMENTS

- Led sales revenue increase of more than 200 percent and closing revenue increase of nearly 300 percent in 2012
- Fostered deal to bring Boulder Creek's right-sized patio homes to Stapleton Denver—the ninth best-selling community in the U.S. • Received Silver Achievement Award for "Best Detached Home On the Boards" from 50+ Housing Council during 2012 NAHB International Builders' Show

EXTRACURRICULAR

- Member, Colorado Association of Home Builders; Louisville Downtown Business Association

OFF THE CLOCK

- Hobbies: anything outdoors with family • Favorite flick: "The Usual Suspects"
- Getaway spot: Lake Powell

SECRET LIFE

- Wife owns a dance studio, so he can be found tap dancing at least once a week



STEPHEN MCKAY, 30

VP, CRANBROOK CUSTOM HOMES, SHELBY TOWNSHIP, MICH.

EDUCATION

- BArch; 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 to a palace in Thailand

EXTRACURRICULAR

- Habitat for Humanity of Oakland County
- Junior Achievement

OFF THE CLOCK

- Getaway spot: Magen's Bay, St. Thomas • Favorite food: Hungarian pancakes
- Can live without: reality TV shows

SECRET LIFE

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



STAN WILLIAMS, 34

CEO, STANTON HOMES, APEX, N.C.

ACCOMPLISHMENTS

- Grew company from one sale in 2007 to 21 sales in 2012 • Started the "Stanton Homes for Heroes," which is one of nation's largest military and veteran programs offering new-home discounts
- Committed to building every new home to third-party-inspected ecoHome standards, an energy-efficiency program developed by Southern Energy Management

OFF THE CLOCK

- Favorite flick: "I'm pretty much your typical guy who likes a good action flick with lots of gunfire, car chases, and especially explosions."
- Getaway spot: "Disney World. There is nothing better than watching the expressions on my kids' faces as they spend time in the parks." • Favorite food: "A perfectly grilled steak, from the grill out back."

SECRET LIFE

- Built a three-car garage with a recreation room above when he was 13 years old. The project was inspected and approved by the county.



ELIZABETH PORTER, 34

GENERAL MANAGER, ADAMS HOMES, GULF BREEZE, FLA.

PROFESSIONAL CREDENTIALS

- Licensed real estate broker

ACCOMPLISHMENTS

- Promoted to general manager for Adams Homes in 2009, becoming just third female to reach company's division president position
- Nominated as Home Builder Association of Metro Orlando's "Builder of the Year" in 2011 and 2012
- Named 2013 first vice president for Home Builders and Contractors Association of Brevard (HBCA OF Brevard County)

EXTRACURRICULAR

- Member, Florida Association of Realtors; National Association of Realtors; Florida Home Builders Association; National Association of Home Builders • Mentor, Big Brothers Big Sisters

OFF THE CLOCK

- Hobbies: shopping, racing, playing soccer • Favorite flick: "Friday" • Getaway spot: New York City

SECRET LIFE

- Great grandfather was an inventor with more than 30 patents in three decades



TODD LAWHON, 39

OWNER, LAWHON MYERS BUILDERS, SHREVEPORT, LA.

EDUCATION

- BA, Psychology; MA, Industrial and Organizational Psychology, Louisiana Tech University

PROFESSIONAL CREDENTIALS

- Licensed contractor

ACCOMPLISHMENTS

- Grew company from "fix-up" type of service to full-scale construction and remodeling of new and older homes • Became president of local Home Builders Association at age 39 • In charge of building "House for Hope," a charity project that sells raffle tickets to raise money for Community Renewal International and awards home to one lucky winner

EXTRACURRICULAR

- President, Home Builders Association of Northwest Louisiana

OFF THE CLOCK

- Favorite flick: "Mr. Mom" • Plays drums and loves '80s rock music • Favorite read: boat magazines

SECRET LIFE

- Has the ability to repair small engines, specifically motorcycle engines



COLIN WRIGHT, 32

CEO, PARTNER, HENRY WALKER HOMES/STRATEGIC CAPITAL PARTNERS, CENTERVILLE, UTAH

EDUCATION

- BS, Finance, University of Utah • MS, Real Estate Development, Columbia University

ACCOMPLISHMENTS

- Co-founded Henry Walker Homes, which has more than 40 development communities and more than 2,5000 lots in Utah and Colorado, in 2009
- Led development of three business ventures in last three years: Fireclay Villages, Strategic Capital Partners, and Henry Walker Homes
- Created "Helping With Heart," an in-house charitable effort to give back to the community

EXTRACURRICULAR

- Serves as adjunct professor of finance in master's degree program at University of Utah

OFF THE CLOCK

- Hobbies: skiing and PAC-12 football • Favorite flick: "Rudy" • Can't live without: bakeries

SECRET LIFE

- Can often beat someone operating calculator when computing multiplication and division problems



JEFF JONES, 37

PRESIDENT, OWNER, JONES HOMES LLC, BUCKEYSTOWN, MD.

EDUCATION

- Business Management/ Human Resources Certificate, Frederick Community College

PROFESSIONAL CREDENTIALS

- NARI-certified remodeler
- Licensed real estate agent

ACCOMPLISHMENTS

- Founded Jones Homes, which builds new homes using modular, panelized, and stick-built construction methods, in 2001
- Opened design center in Buckeystown and new satellite office in Annapolis, Md. • Built modular daycare center in Damascus, Md., and developed 115-acre camping facility

EXTRACURRICULAR

- President, NARI, mid-Maryland chapter
- Board member, Habitat for Humanity

OFF THE CLOCK

- Hobbies: golf and boating
- Favorite flick: "Animal House"
- Getaway spot: Cancun

SECRET LIFE

- Grandmother was a Baltimore city police officer



MICHAEL MASSIMINO, 27

CO-PRESIDENT, MANAGING PARTNER, THE MASSIMINO CORPORATION, BRANFORD, CONN.

EDUCATION

- BS, Construction Management, Wentworth Institute of Technology

ACCOMPLISHMENTS

- Founded firm at age 17 and made first land acquisition at age 19 • Developed and constructed more than 200 homes in Connecticut, including single-family homes, subdivisions, townhouses, and planned unit developments • Received 2012 Best Affordable Townhome and 2012 Best Builder Website honors from Home Builders Association of Connecticut

EXTRACURRICULAR

- Member, National Association of Home Builders; Connecticut Developers Association

OFF THE CLOCK

- Hobbies: boating, traveling, and motor sports • Favorite food: clams and linguine in white sauce • Can live without: television

SECRET LIFE

- Can multitask from one extreme to another



KYLE HENRY, 34

VP, PLANTATION BUILDING CORP., WILMINGTON, N.C.

EDUCATION

- Technical degree, Cape Fear Community College

ACCOMPLISHMENTS

- Assumed general manager role during housing market crash, restructuring job duties and delegating responsibilities • Reduced average delivery for new custom homes from 30 weeks to 22 weeks, which dropped overhead by as much as \$10,000 per job • Grew annual sales from \$3.8 million in 2009 to \$9 million in 2012

EXTRACURRICULAR

- Volunteer, PC3 (church); Sharing Our Bounty; Zoe Ministries & Pregnancy Care Center • Head coach, Pop Warner flag football

OFF THE CLOCK

- Hobbies: working and sailing on his 1980 25-foot Cape Dory and kayaking • Favorite flick: "Ernest Goes To Camp" • Can't live without: Netflix documentaries and Neil Young

SECRET LIFE

- Seems able to spot left-handed people before seeing them write



BRIAN QUINN, 31

OWNER, THE TWELVE OAKS GROUP, HILTON HEAD, S.C.

EDUCATION

- BA, Consumer Economics, Housing, University of Georgia

ACCOMPLISHMENTS

- Projects have been showcased in variety of media, including HGTV and MTV (new home construction for television show called "Teen Cribs") • Received annual Lighthouse Award from Hilton Head Home Builders Association for Best Exterior in 2011 • Built home in Sea Pines that was featured in 2011 Parade of Homes

EXTRACURRICULAR

- Member, National Home Builders Association; Hilton Head Home Builders Association

OFF THE CLOCK

- Hobbies: saltwater fishing • Getaway spot: Cave Caulker, a small island off coast of Belize • Favorite food: anything Italian • Can't live without: being close to the water

SECRET LIFE

- Grandfather designed and built sidewalk and biking trails in historic area of Miami.



JAMIE BREWSTER MCLEOD, 38

OWNER, ARCHITECT, BREWSTER MCLEOD ARCHITECTS, ASPEN, COLO.

EDUCATION

- MArch, Montana State University-Bozeman

PROFESSIONAL CREDENTIALS

- AIA • LEED AP

ACCOMPLISHMENTS

- Won 2011 Roaring Fork Valley Parade of Homes, placing first in creative spaces and third in furnishings • Completed AIA Colorado's first-ever 2030+ professional series to educate Colorado architects on creation of ambitious energy-efficient design to reach 60 to 100 percent reduction in fossil fuel greenhouse gas emissions • Consistently recognized as "Top Mountain Architect" since 2009

EXTRACURRICULAR

- Board member, American Institute of Architects, Colorado West

OFF THE CLOCK

- Hobbies: skiing, biking, and golf • Can't live without: Starbucks lattes • Favorite flick: any James Bond film

SECRET LIFE

- Great grandfather was first ranger under Major Logan in 1910



SETH RING, 33

VP, SOUTHERN CALIFORNIA DIVISION, TOLL BROTHERS, PHILADELPHIA, PA.

EDUCATION

- BA, Urban Studies, Stanford University

ACCOMPLISHMENTS

- Manages planning, design, construction, and sales and marketing of several active communities; leads regional sale and marketing teams; and assists in region's land acquisition group • Oversaw development of Vista Del Verde, a 1,750-home master-planned community in Yorba Linda • Serves on management committee of Baker Ranch, a 2,400-unit master-planned community in Lake Forest

OFF THE CLOCK

- Hobbies: "Golf. I aspire to be a single-digit handicapper, but if my boss is reading this please tell him I'm currently a 20." • Favorite flick: "Top Gun" • Getaway spot: Hawaii • Unusual talent: Finishing near bottom in any fantasy football league

SECRET LIFE

- Became captain of Stanford varsity men's volleyball team despite never playing at any level before college



MICHAEL SULLIVAN, 30

PRINCIPAL, SULLIVAN DEVELOPMENT GROUP, LLC, LOS GATOS, CALIF.

EDUCATION

- BS, Business Administration, California Polytechnic State University

ACCOMPLISHMENTS

- Founded own company and now manages more than 1,200 units under development in San Francisco Bay area • Played key role in working with Santa Clara Valley Transportation Authority on extension of Bay Area transportation system • Took active role in not only processing and obtaining city approvals but also working with construction department to ensure smooth hand-off

EXTRACURRICULAR

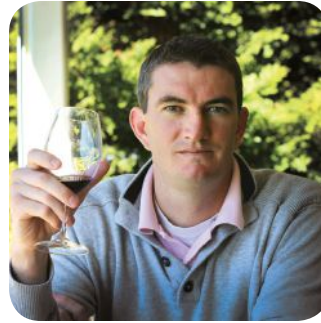
- Boys and Girls Club

OFF THE CLOCK

- Played competitive ice hockey for eight years • Hobbies: mountain biking, riding motorcycle, running, tennis, and golf • Favorite flick: any Will Ferrell movie

SECRET LIFE

- Sold everything he owned in 2005, bought a one-way ticket to Ireland, and backpacked through 25 countries



JAMES ATTWOOD, 31

CONSTRUCTION/WARRANTY AREA MANAGER, MARACAY HOMES, SCOTTSDALE, ARIZ.

EDUCATION

- BS, Construction Management, Northern Arizona University • MBA, Business Administration/Finance, Arizona State University

ACCOMPLISHMENTS

- Led development and rollout of Maracay Homes Living Smart Program • Serves as Maracay Homes safety committee chair • Reduced Maracay Homes model build cycle time by 50 percent • Led construction and warranty team to "Industry Leading" Woodland O'Brien customer satisfaction scores

OFF THE CLOCK

- Hobbies: golf and snowboarding • Favorite food: Mexican. "No specifics here—if it's Mexican I love it." • Can live without: "Warm weather. The rest of the country craves it, but after six-month summers in Phoenix, Ariz., there is nothing better than high temps in the 50s." • Getaway spot: Napa, Calif.

SECRET LIFE

- Has boxed professionally



KIMBERLY SHORTT, 27

VP, KIMCO CONSTRUCTION, INC., ENGLEWOOD, FLA.

EDUCATION

- BS, Business Management, University of South Florida

PROFESSIONAL CREDENTIALS

- Certified building contractor • Certified real estate sales associate

ACCOMPLISHMENTS

- Constructed custom single-family residence that earned Platinum LEED certification • Helped rebuild Manasota Beach Pavilion in Englewood in 2007 after vandals set fire to it during Thanksgiving weekend in 2006 • Passed test for Florida State Certified Building Contractor's license on first try

EXTRACURRICULAR

- Member, National Realtors Association; Englewood on the Gulf Women's Council of Realtors; Young Professionals; Toastmasters

OFF THE CLOCK

- Hobbies: being outdoors and trying new restaurants • Favorite flick: "My Girl" • Preferred authors: Jodi Picoult and James Patterson

SECRET LIFE

- Drove 100-laps in sportsman class stock car race and finished with no accidents



CASEY CANE, 26

DIRECTOR OF CONSTRUCTION, CANE CONSTRUCTION, INC., PALM HARBOR, FLA.

EDUCATION

- BS, Business Administration, University of Florida

PROFESSIONAL CREDENTIALS

- Licensed contractor
- Certified project manager, administrator, estimator, and home inspector

ACCOMPLISHMENTS

- Adhered to fast-paced, 60-day start-to-finish construction schedule on more than 200 new homes statewide
- Design-built nine custom homes ranging from 2,000 to 5,000 square feet
- Managed 20-plus personnel in achieving efficiency in all aspects of workflow

EXTRACURRICULAR

- Tampa Bay Performing Arts Academy
- Habitat for Humanity

OFF THE CLOCK

- Hobbies: golf, archery, football, and teaching firearms instruction
- Favorite food: seafood
- Getaway spot: New Hampshire

SECRET LIFE

- Can make about a dozen different animal sounds



BRYAN BAEUMLER, 38

PRESIDENT, CEO, BAEUMLER QUALITY CONSTRUCTION AND RENOVATIONS, INC., ONTARIO, CANADA

EDUCATION

- BS, Business, Political Science, University of Western Ontario

ACCOMPLISHMENTS

- Hosts HGTV Canada's "Disaster DIY," "Leave it to Bryan," and "House of Bryan"
- Started Baeumler-Approved Program, which connects customers to other contractors who provide comparable services
- Endorsed by Lowe's Canada, Dickies Canada, Perennial Wood, Stanley/DeWalt/Black & Decker, and Dodge Trucks

EXTRACURRICULAR

- Created Baeumler Family Foundation, a non-profit dedicated to advancing children's emotional and physical care

OFF THE CLOCK

- Hobbies: scuba diving, deep-sea fishing, heli-skiing, and snowmobiling
- Favorite food: sushi
- Can't live without: morning coffee

SECRET LIFE

- Is (almost) unbeatable in foosball



BRIAN GOLDBERG, 39

PARTNER, LG CONSTRUCTION + DEVELOPMENT, CHICAGO, ILL.

EDUCATION

- BEng; MEng; MBA, University of Illinois at Urbana-Champaign

ACCOMPLISHMENTS

- Co-founded LG Construction + Development in 2005
- Transformed old warehouse into "Girl & The Goat" restaurant for "Top Chef" winner Stephanie Izard
- Built first-of-its-kind student housing with sophisticated amenities such as saunas and granite countertops

EXTRACURRICULAR

- Co-founded Camp Out For Kids, a non-profit that helps underprivileged children attend summer camp
- Kiva, a non-profit that provides micro-loans to entrepreneurs around the world

OFF THE CLOCK

- Hobbies: golf, cycling, and boating
- Favorite flick: "The Big Lebowski"
- Can't live without: Ron of Japan (Teppanyaki restaurant)

SECRET LIFE

- Started playing piano at age 3 and can play any song after hearing it only once



BRANT CHESSON, 35

VP, HOMES BY DICKERSON, RALEIGH, N.C.

EDUCATION

- BS, Technology Education, North Carolina State University

ACCOMPLISHMENTS

- Played instrumental role in creating pricing programs with vendors and subcontractors that helped streamline and control selection process for customers
- Contributed to Homes by Dickerson being named Energy Star Partner of the Year and National Green Building Program Partner of the Year in 2012
- Guided creation and development of Homes by Dickerson Real Estate, LLC, into self-sustaining and profitable business entity

EXTRACURRICULAR

- 2012 Duke Children's Hospital Miracle Green Home

OFF THE CLOCK

- Hobbies: golf, coaching sons' sports teams, and traveling
- Favorite food: North Carolina BBQ
- Getaway spot: Mexico
- Can't live without: college sports

SECRET LIFE

- Cooks award-winning chili



CHRISTOPHER BROWN, 38

PRINCIPAL, NEXT NEW HOMES GROUP, ROSEVILLE, CALIF.

EDUCATION

- BA, Business Economics, University of California Santa Barbara

ACCOMPLISHMENTS

- Co-founded NEXT New Homes Group and NEXT Real Estate Group Inc., which are hyper-focused on supporting new lean model of home building • Received 2010 Meritorious Award from North State BIA for contributions to building industry • Recently named 2012 Associate of the Year by North State BIA

EXTRACURRICULAR

- Chair, Membership Council of North State BIA
- Member, Placer County Board of Realtors; National Association of Realtors; National Association of Home Builders

OFF THE CLOCK

- Hobbies: "Bad golf while drinking with good friends."
- Favorite food: sushi and steak • Getaway spot: Lake Tahoe

SECRET LIFE

- Made national rowing team in 1995 and was preparing for 1996 Olympics when he blew out his knee



CHRIS YOUNT, 36

PRESIDENT, COO, FORTIFIBER BUILDING SYSTEMS GROUP, FERNLEY, NEV.

EDUCATION

- BS, Business Administration, University of San Diego
- MBA, University of California Irvine

ACCOMPLISHMENTS

- Became president of Fortifiber in 2009 when company was hemorrhaging money and restructured organization to become lean and focused on value
- Launched new products to meet changing codes, LED requirements, and budgetary needs of builders whose margins have been squeezed by downturn • Helped Fortifiber turn profit every quarter for last two years

OFF THE CLOCK

- Hobbies: marathons, woodworking, skiing, snowboarding, and scuba diving • Favorite flick: "Tombstone" • Getaway spot: secluded family ranch just north of Santa Barbara

SECRET LIFE

- Has applied to TV show "Survivor" three times. "I have no interest in the money but am fascinated with the challenge of it."



CHRIS KELLY, 39

PRESIDENT, ARIZONA DIVISION, LGI HOMES, SCOTTSDALE, ARIZ.

EDUCATION

- BS, Civil Engineering, University of California Berkley

ACCOMPLISHMENTS

- Helped build Phoenix division of LGI Homes from ground up and is currently selling in three communities
- Led five new sales representatives from San Tan Heights community to 95 home closings in 10 months
- Maintained 100 percent retention of 14-member staff since opening division in January 2011

EXTRACURRICULAR

- Member, North Scottsdale Soccer Club; Kids Love Spanish Organization; Tempe First United Methodist Church; Mountain View Little League

OFF THE CLOCK

- Hobbies: hiking, coaching youth sports, reading, traveling, skiing, rafting, and playing and watching sports
- Favorite flick: "'Zoolander.' Why? Academy Award-caliber acting." • Getaway spot: South Africa

SECRET LIFE

- Can swallow his tongue



CHAD SCOTT, 33

PRESIDENT, T.A. SCOTT CONSTRUCTION, SCHOOLCRAFT, MICH.

EDUCATION

- BS, Business Management, Western Michigan University

ACCOMPLISHMENTS

- Became president in 2009 of company his father started in 1976 • Won "Best Landscaping Elements" in \$500,001-\$700,000 category in 2012 Parade of Homes
- Manages and develops Boardwalk at Swing Bridge, a waterfront luxury living community between beaches of Douglas and city of Saugatuck

OFF THE CLOCK

- Hobbies: golfing, taking the pontoon for a cruise on the lake, and going for a run with his dog • Can't live without: His dog, Puppies, who has accompanied him to work every day for 11 years
- Getaway spot: "Lake Michigan. We have some of the most beautiful beaches in the world, and they're right at our doorstep."

SECRET LIFE

- Mother babysat actor Verne Troyer when Troyer was a child



BRAD MCCALL, 34

OWNER, MCCALL HOMES, BILLINGS, MONT.

EDUCATION

- BS, Business Finance, University of Montana

PROFESSIONAL CREDENTIALS

- Certified Graduate Builder
- Certified Green Professional

ACCOMPLISHMENTS

- Named Energy Star Builder of the Year for Montana three times and Northwest Energy Star Development of the Year in 2008
- Doubled sales volume in 2012 to more than 60 homes per year
- Improved customer satisfaction rate to 99 percent as measured by Guild Quality

EXTRACURRICULAR

- Built St. Jude Dream Home in 2009 that raised \$600,000 for St. Jude, which named the house "Project of the Year" out of 30-plus homes

OFF THE CLOCK

- Hobbies: camping, water sports, skiing, and playing "chase" with his kids
- Favorite flick: "The Godfather"
- Getaway spot: Hawaii

SECRET LIFE

- Brother (and business partner) once shot him in the gut with a nail gun. "It didn't exactly bounce off."



JASON FUNK, 36

PRESIDENT, WESTERN WINDOW SYSTEMS, PHOENIX, ARIZ.

EDUCATION

- BS, Global Business Management; MBA, Arizona State University

ACCOMPLISHMENTS

- Helps facilitate builders' and architects' visions for more indoor/outdoor living through education and product promotion
- Led Western Window Systems to 40 percent growth last year, and company is up 75 percent year-to-date over last year
- Recently named one of glass and glazing industry's most influential people by *USGlass Magazine*

EXTRACURRICULAR

- VP, MVP Foundation
- Board member, Arizona chapter of Young Presidents' Organization

OFF THE CLOCK

- Hobbies: anything outdoors—hiking, camping, and mountain climbing
- Favorite food: "Pineapple. It is like a gift from the gods."
- Can live without: PowerPoint presentations

SECRET LIFE

- Great, great grandmother was found abandoned in a hog trough



JASON FORREST, 34

CHIEF SALES OFFICER, FORREST PERFORMANCE GROUP, FORT WORTH, TEXAS

EDUCATION

- BS, Psychology, Texas Christian University
- MBA, Marketing, American University

ACCOMPLISHMENTS

- Launched Forrest Performance Group in 2011 and ended 2012 with more than \$1.4 million in revenue
- Managed and led nearly 1,000 people including sales professionals, managers, owners, and division presidents
- Author of *Creating Urgency in a Non-Urgent Housing Market*, *40 Day Sales Dare for New Home Sales*, and *Leadership Sales Coaching: Transforming from Manager to Coach*

EXTRACURRICULAR

- Big Brothers Big Sisters
- Phi Kappa Sigma

OFF THE CLOCK

- Hobbies: attending TCU football, baseball, and basketball games
- Favorite food: Chinese
- Getaway spot: Cancun

SECRET LIFE

- Mother was part of first debate team at University of North Texas to beat Harvard



GENE BROWN, 34

VP, CONSTRUCTION AND QUALITY ASSURANCE, ATLANTIC BUILDERS LTD., FREDERICKSBURG, VA.

EDUCATION

- BA, Computer Technology, University of Mary Washington

ACCOMPLISHMENTS

- Transformed Atlantic's homebuyer satisfaction levels from mid-20th percentile to 90-95th percentile
- Built home for severely wounded veteran in 76 hours and 41 minutes, setting Homes for Our Troops record
- Reduced cycle time from 140 days to 110 days
- Decreased construction overhead per house from \$18,000 in 2007 to \$9,600 today

EXTRACURRICULAR

- President, local YMCA board

OFF THE CLOCK

- Hobbies: basketball, skiing, hunting, and sleeping
- Favorite food: sushi—dragon roll, spider roll, spicy tuna
- Getaway spot: Myrtle Beach

SECRET LIFE

- Recently went on a mission trip to Uganda



RICHARD KUHN, 36

PRESIDENT, OWNER,
STYLECRAFT HOMES, INC.,
RICHMOND, VA.

PROFESSIONAL CREDENTIALS

- Class A Builders License in three states

ACCOMPLISHMENTS

- More than tripled deliveries in less than two years after taking over company his father started • Successfully managed survival through downturn by focusing on transparency, commitment to relationships with stakeholders, and fiscal discipline • Instrumental in increasing limits on existing lines of financing and establishing new lines despite economic difficulties

EXTRACURRICULAR

- Board member, Home Builders Association of Richmond • Boys and Girls Club of Richmond • Community Futures Foundation

OFF THE CLOCK

- Hobbies: bicycling and camping with family • Participates in extreme sports challenges and endurance races

SECRET LIFE

- Self-educated



JEFF MORROW, 39

PROGRAM MANAGER, LEND
LEASE, NASHVILLE, TENN.

EDUCATION

- BS, Building Construction Management; MS, Building Construction Management, Purdue University

PROFESSIONAL CREDENTIALS

- Certified Green Professional

ACCOMPLISHMENTS

- Part of team that built more than 1,200 new homes and renovated more than 1,000 homes during seven-year period at Ft. Campbell, Ky. • Led efforts to design and build first known zero-energy duplex in military installation at Ft. Campbell • Selected out of 17,000 employees worldwide as excellence award winner for being environmental leader of the year

EXTRACURRICULAR

- Assistant Cubmaster

OFF THE CLOCK

- Hobbies: traveling and playing clarinet, saxophone, and hand bells • Getaway spot: Cape Hatteras, N.C. "I proposed to my wife at the top of the lighthouse there."

SECRET LIFE

- Can play theme from "The Lone Ranger" on his cheeks



JEREMY MARTIN, 36

PRINCIPAL, RISHERMARTIN FINE
HOMES, AUSTIN, TEXAS

EDUCATION

- BS, Engineering, University of Texas at Austin

PROFESSIONAL CREDENTIALS

- Certified Graduate Builder • Certified Green Professional • Graduate Master Builder • Licensed Realtor

ACCOMPLISHMENTS

- Honored as Austin Custom Builder of the Year in 2012 in company's third year of business • Named Texas Remodeler of the Year in 2011 • Grew revenue 635 percent from 2010 to 2012

EXTRACURRICULAR

- Chairman, Austin Area Remodelers Council • Member, National Association of Home Builders; Texas Association of Builders

OFF THE CLOCK

- Hobbies: cooking and reading • Favorite flick: "'Rounders.' I'm not a poker player, but this movie has life lessons galore...and a killer cast." • Getaway spot: Estes Park, Colo.

SECRET LIFE

- Started pacing job sites at age 4 on the heels of his father and grandfather, who were both home builders



SVEN GUSTAFSON, 38

PRESIDENT, OWNER,
STONEWOOD, LLC,
MINNEAPOLIS, MINN.

EDUCATION

- BS, Political Science, St. Olaf College

ACCOMPLISHMENTS

- Transformed small, family-run business into high-end, custom home builder of homes in \$2 million to \$10 million range • Won "Room of the Year" award from American Society of Interior Designers for Stonewood home in 2011 • Client list includes former NFL quarterback Rich Gannon and Greg Emfield, founder of Tommy Bahama clothing

EXTRACURRICULAR

- Makes financial donation toward construction of new home for impoverished Guatemalan family in name of homeowner upon completion of every Stonewood house • Heart Hospital of Minnesota

OFF THE CLOCK

- Hobbies: snowboarding and wakeboarding • Favorite food: Indian • Preferred author: C.S. Lewis

SECRET LIFE

- Was developer of accounting software before working in home building