

The Impact Company's Background

- Impact Design-Build Inc. is my home building company. It was started in 1995.
- Impact Properties Group is my main development company. It was started in 1995 as Impact Investor Services and eventually we changed the name to Impact Properties Group LLC.
- **The Impact companies have won over 50 local, state, and national awards.**

Impact Properties Group (IPG)

- IPG has developed **13 communities** and over **1500 lots**
- IPG communities include the following:
 - The Hamptons at Preston 18 single family lots for empty nesters
 - Madison Place Townhomes 62 luxury townhomes
 - Carpenter Village Townhomes 56 starter townhomes
 - Pemberley Phase 4 48 single family lots for starter buyers
 - Holden Ridge Last Phase 16 single family lots for starter buyers
 - Wyman Park 18 single family lots for estate buyers, \$500k-\$2M
 - Greythorne 36 single family lots for estate buyers, \$600k-\$1.6M
 - Highcroft 283 single family lots for families, \$300k-\$1M
 - Highcroft Village * 103 single family lots for families, \$350k-\$1.1M
 - Cameron Pond * 350 single family lots for families, \$350-\$900k
 - Weycroft * 119 single family lots for move up buyers, \$600k+
 - South Lakes * 383 single family lots for families, \$150k-\$400k
 - Weycroft Reserve 45 single family lots for estate buyers, \$500k+
- **IPG has sold lots to over 30 custom, regional and national builders**
- *** IPG has won Community of the Year 4 times from the North Carolina State Home Builders Association** for Cameron Pond in 2006, Highcroft Village in 2008, South Lakes in 2009, and Weycroft in 2010. This has never been done before.

Impact Design Build Inc. (IDB)

- IDB has completed over 400 homes in the Triangle area ranging in price from \$150k-\$1.6M
- IDB currently offers the following product lines:
 - **The Heritage Series** includes **6 plans** in the 1800-2600hsf range priced from \$160k-\$240k, these plans appeal to 1st time home buyers as well as 1st time move ups
 - **The Creekside Cottage Series** includes **9 plans** in the 1400-2300hsf range priced from \$160k-\$240k, there are 3 ranch plans that appeal to empty nesters and 6 two story plans that appeal to families
 - **The Vintage Series**, includes **4 plans** in the 1400-2400hsf range priced from \$190k-\$240k, all are ranch or story and a half plans that appeal to empty nesters.
 - **The Shires Series**, includes **9 plans** in the 2000-3200hsf range priced from \$350k-\$450k, plans for 50' wide lots that appeal to empty nesters and move up buyers,
 - **The Manors Series**, includes **8 plans** in the 2800-3600hsf range priced from \$450k-\$600k, plans for 80' wide lots with a 65' wide building envelope that appeal to move up buyers,
 - **The Executive Series**, includes **3 plans** in the 3600-4000hsf range priced from \$600k and up, plans for 90' wide lots that appeal to empty nesters and move up buyers, plans that fit a 65' wide building envelope
 - **The Charleston Series**, includes **5 plans** in the hsf range, These are rear loaded garages and work in Neotraditional neighborhoods
 - **Three Town Home Product Lines**, one for starter buyers, one for retirees, and one for move up buyers.
 - **Total of (7) single-family product lines (44) plans**
 - **Total of (3) multi-family product lines (8) plans**

2003

Housing Excellence Awards Best Overall Marketing Campaign - PA
Housing Excellence Awards Most Creative Print Ad - PA
Housing Excellence Awards Professionally Decorated Model - PA
Housing Excellence Awards Multi-Family Home of the Year less than 2,000 sq ft - PA
Housing Excellence Awards Home of the Year less than 2,200 sq ft - PA
Housing Excellence Awards Home of the Year 2,801-3,500 sq ft - PA

2004

Star Award for Best Interior Merchandising of a Model - NC
MAME Award for Best Product Design 3,000 - 4,000 SqFt. - NC
MAME Silver Award for New Home Sales Center - NC
Star Award for Best Logo Design for a Community - NC
Star Award for Best Website for a Community - NC
MAME Award for Best Community Website - NC

2005

Parade of Homes Bronze Award for Home Design - NC
Star Award for Best Special Project - NC
Star Award for Best Brochure for a Community - NC

2006

Star Award for Single Family Community of the Year - NC
Star Award for Best Company Logo Design - NC
Star Award for Best Interior Merchandising - NC
MAME Award for Best Merchandising for a Home Over 3,500 SqFt. - NC
Parade of Homes Gold Award for Home Design \$390,000 - NC
Parade of Homes Gold Award for Home Design \$445,000 - NC
Parade of Homes Perfect Score Award - NC
Parade of Homes Gold Award for Home Design \$700,000 - NC
Star Award for Best Landscape Design - NC
MAME Award for Best Community Website - NC
MAME Award for Best Sales Office - NC
Inc 500 Magazine - #209 Fastest Growing Company - NC

2007

Star Award for Outstanding Achievement in Home Design - NC
Parade of Homes Silver Award for Home Design \$400,000 - NC
Parade of Homes Silver Award for Home Design \$700,000 - NC
Star Award for Best Billboard Design - NC

2008

Housing Excellence Awards Home of the Year under \$250,000 - PA
Housing Excellence Awards Home of the Year \$251-450K - PA
Housing Excellence Awards Home of the Year \$651-850k - PA
Star Award for Single Family Community of the Year - NC
MAME Award for Best Single Family Home \$700k - \$1Million - NC

Parade of Homes Gold Award for Home Design \$575,000 - NC
Appreciation Award for 5 Habitat Homes Built in One Week - NC
Star Award for Best Color Ad - NC
Star Award for Best Landscape Design - NC

2009

Constructech Vision Awards – Silver - National
Housing Excellence Awards Home of the Year under \$250K - PA
Housing Excellence Awards Home of the Year \$251-450K - PA
Housing Excellence Awards Home of the Year \$651-850k - PA
Star Award for Community of the Year - NC
Star Award for Best Interior Merchandising Under \$500k - NC
Star Award for Best Interior Merchandising Under 1 Million - NC
Parade of Homes Bronze Award for Home Design \$700,000 - NC
Star Award for Best Color Ad - NC
Star Award for Best Black & White Ad - NC

2010

The Green Touch: Excellence in Sustainability - National
Pittsburgh Magazine, Best of the Burgh - Best Home Builder - PA
Star Award for Single Family Community of the Year - NC
Star Award for Best Builder Logo Design - NC
Star Award for Best Interior Merchandising Under 1 Million - NC
Star Award for Best Color Ad - NC
Star Award for Best Sales Office - NC

2012

DOW North American Builder's Council for High Performance Homes - National
Cranberry Eagle Consumers Choice - Silver - PA

Impact Design-Build and Heartland Homes Inc. (of Pittsburgh) have formed Heartland Homes of NC, LLC