




By Mike Beirne, Senior Editor and Kate Carsella, Associate Editor

Starting a home building company at age 19 and becoming the go-to consultant for contractors and inspectors regarding how to frame round staircases and roofs with multiple valleys and hips is a credential for being a rising star. So is not having any field experience but learning the construction side well enough to become a superintendent before eventually rising to senior management.

The backgrounds of home building superstars selected as the 40 Under 40 winners by the editors of *Professional Builder* are as varied as entrepreneurs whose businesses started out as back-of-the-truck carpentry or remodeling services and grew into companies averaging more than \$1 million in monthly sales to professionals who pursued advanced degrees and certifications while working full-time and raising families. They persevered during the Great Recession and kept loan defaults at bay by finding ways to keep projects going and revenue streaming in. They grew sales volume and marketing outreach by introducing their companies to new technologies, processes, and social media. Many of our winners were elected at a young age to serve as presidents of their local HBAs.

The next generation of leaders also gives back in many ways by supporting charities that address needs in their communities and in other countries. *Professional Builder* proudly presents the 40 Under 40 class of 2018.

MELANIE ANDREWS	MICHAEL FREIBURGER	BRYAN LAFRANCHI	KEVIN OAKLEY
PAUL BRADY	EVA FRYAR	QUINT LEARS	KENNY PASCOE
JERRY BRAKLOW	LYNDSAY FULLER	JESSICA LOCKE	JACK POU
DAVID CARLISLE	VISHAL GUPTA	JESSICA MATA	JAMIE RAYNE
SARA CUSHING	CHRIS HARTLEY	REBECCA McADOO	AARON ROAN
DREW DANIELS	GRANT HAVASY	TERAISSA McGOVERN	SCOTT SANDERS
GRIFFIN ELKINGTON	GRZEGORZ KAWULA	DANA MIRCH	MIKE SANDKUHLER
MEGAN ELTRINGHAM	ASHLEY KENT	JAMES MONROE	CHOLLA SUSINI
DANIEL FAINA	JOHN KRAEMER	CHELSEA NIELSEN	MATTHEW WILSON
ROBERT FALLONE	ANNE LADEWIG	DAVID NIELSEN	TIM WINTER

FOR MORE ON THIS YEAR'S WINNERS, POSITION YOUR MOBILE DEVICE ABOVE THE  ICON.



forty
UNDER
40



REBECCA McADOO, 32
VP Sales & Marketing
Ashton Woods Homes
Raleigh, N.C.

EDUCATION

• BA, Psychology, minors in Sociology and Human Services, Elon University

ACCOMPLISHMENTS

• Sold most real estate in her career, \$30 million with sales partner at a Durham subdivision, in 2009, in the depths of the recession
• Chosen out of 20,000 employees in 2007 to speak and be part of the National Centex Core Values video when working as customer relations manager for Centex's Fox & Jacobs • Started Ashton Woods' Raleigh division in 2010 with three employees. It has since grown to a staff of 70 with triple-digit closings last year

EXTRACURRICULAR

• Habitat for Humanity
• Masonic Home for Children
• Shepherd's Table Soup Kitchen

SECRET LIFE

• Can palm a size 6 basketball
• Loves to play *The Phantom of the Opera* and *Les Miserables* on piano



TERAISSA MCGOVERN, 36

Project Coordinator
Brewster McLeod Architects
Aspen, Colo.

EDUCATION

• BS, Cultural Anthropology, Fort Lewis College

ACCOMPLISHMENTS

• Grew career in residential construction by skill-building
• Used knowledge of construction, land codes, and interiors to expand firm's services • Returned to college at age 29; graduated first in class, summa cum laude

EXTRACURRICULAR

• City of Aspen Arts and Non-Profits Grant Review Committee • Aspen Center for Environmental Studies volunteer • Big Buddy volunteer

SECRET LIFE

• Raised in rural Wisconsin in a house with no electricity or running water • Great-great-grandfather supervised construction of Murphy Windmill in San Francisco's Golden Gate Park

OFF THE CLOCK

• Avid knitter ("In the pattern, I see the finished garment; in the drawings, I see the finished building.") • Skiing • Biking
• Rock climbing



DANA MIRCH, 33

VP Management
SFMC
Manassas, Va.

EDUCATION

• BS, Biology, George Mason University

PROFESSIONAL CREDENTIALS

• Professional Community Association Manager (PCAM)
• Association Management Specialist • Certified Manager of Community Associations

ACCOMPLISHMENTS

• Promoted to current title in 2017 after turning around troubled condo associations and HOAs, earning respect of builder clients for taking on challenges of managing community associations
• Earned PCAM certification, completing a five-year process including continuing education, volunteer hours, and case studies evaluating all aspects of a community association
• Invited to Virginia Leadership Retreat for several consecutive years for community association education and networking

EXTRACURRICULAR

• Charity runs for Children's National Medical Center, YMCA Loudoun County, Novant Health UVA Health Systems, and St. Jude Children's Research Hospital



JAMES MONROE, 35

Owner
James Monroe Homes
Lexington, Ky.

EDUCATION

• BA, Business Management and Business Economics, University of Kentucky

ACCOMPLISHMENTS

• 2013 Builder Member of the Year for HBA of Lexington
• From \$250,000 loan in 2006, company has grown to \$6 million in sales, 44 homes built, and six employees in 2018
• Opened design center in 2016 with software enabling selections from smartphone
• Building high-performance homes since 2009; Energy Smart Builder Award from HBA, 2013 and 2014 • Building Owens Corning ComfortBuilt Homes priced under \$300,000; under-50 HERS score, without expensive mechanicals, spray foam, or renewable energy

EXTRACURRICULAR

• Home Builders Care
• Homes for Veterans Committee • Helped start Building Institute of Central Kentucky • Church deacon and youth group leader

SECRET LIFE

• Started own company at 23; worked at jobsite with first-born son strapped to his chest

OFF THE CLOCK

• Whitewater kayaking
• Snowboarding