



**2020 NARI Achievement Award Nominee
for the John Quaregna Award**

Andrew D. Schroeder, MCR, CR, UDCP

Age 37, DOB: February 7, 1982

NARI Chapter Affiliation: NARI Metro DC Chapter

NARI Member since 1987

Schroeder Design/Build, Inc.

703-449-1700

3918 Prosperity Ave. Suite 100

Fairfax, VA 22031

www.SchroederDesignBuild.com

CERTIFIED
NARI PROFESSIONAL
MCR, UDCP



About Schroeder Design/Build, Inc.

For almost **thirty five** years, homeowners in Northern Virginia have come to Schroeder Design/Build when they need to add space or complete their remodeling projects.

Schroeder Design/Build is a family-owned and operated remodeling firm located in Fairfax, Virginia. Since 1986, we have provided clients with complete design and construction services and highly sought-after craftsmanship. On every project, we work hand in hand with clients to transform their current home into their dream home. We are a proud member of NARI since 1987.

Clients in Northern Virginia rely on Schroeder Design/Build for its commitment to fair, honest and consistent communication. And once their projects are completed, these clients tell others about the exceptional remodeling projects we've built in their homes—a result of the fine craftsmanship of our team and the interactions that go on before, during and after every renovation project. Our ultimate goal is to be our clients' **"Remodeler for Life."**

Schroeder Design/Build services consist of architectural design and remodeling for: Whole House, Additions, Master Suites, Kitchens, Bathrooms, Great Rooms, Outdoor Spaces and Commercial. The company also maintains a Real Estate Division to acquire lots, buy and remodel homes, and build and sell new homes.





The Schroeder History & Transition

The history of Schroeder Design/Build has been extraordinary. It was founded in 1986 by Tom & Trish Schroeder, and growing up, Andrew Schroeder and his sister Beth shared their childhood with their “third sibling”—the company. Conversations about projects, issues, cash flow, material defects, cost inflation, etc., were common at the dinner table.

Similar to John Quaregna himself, Andrew entered the NARI remodeling industry at a young age—age 12. Being the son of a NARI remodeler, it was not unusual for him to accompany his dad to a job site to help clean up or load the van for the next day's work.

In 1999, following graduation from James Madison University with a degree in Business Management, Andrew officially joined as a sales associate within his parent's company, Schroeder Design/Build, a NARI member since 1987. The plan at that time was for Andrew to determine whether remodeling would be what he chose as a long-term career. After one year as a team member, he was hooked. A succession plan was immediately started as his father wanted to retire before long, and his mother shortly thereafter.

Andrew was blessed to work side by side with his parents for about a decade. Although it was stressful at times when they did not see eye to eye, Andrew would not trade the memories for anything. His parents are fantastic members of society, loving and caring people, pioneers in the Design/Build industry, and irreplaceable mentors.

Andrew hired a business coach to help the family develop its succession plan and begin the buyout process. In 2008, at age 26, Andrew purchased his father's shares and became majority owner, taking on the role of General Manager. In 2011, he became full owner of Schroeder Design/Build, Inc. He now serves as CEO.

NARI Involvement

When first entering the company, Andrew immediately joined the NARI Metro DC Education Committee, and then stepped into the Chair position. He held that position for two years, then moved into Consumer Awareness and then onto the Board of Directors for two additional years. These roles confirmed to him the ethics and responsibility his parents exemplified while he was growing up. It also recommitted him to the ethics and civic responsibility of holding himself and his staff to the highest degree of integrity, and to giving back to the industry that had been so good to his family throughout the years.

Andrew earned his **Certified Remodeler** certification in 2008, his **Universal Design Certified Professional** designation in 2017, and became *one of the youngest* remodelers in NARI history at age 36 to achieve his **Master Certified Remodeler** certification in 2018.

Schroeder Design/Build remains a solid advocate of NARI events. Andrew has served as a last-minute CotY entry judge for multiple NARI chapters, and diligently strives to have at least one team member in attendance at all local NARI events. His mother Trish Schroeder maintains her deep roots in local NARI history, serving as a past president and currently performing the duties of co-chair on the NARI Metro DC membership committee.

Respecting the quality of companies NARI members represent, Andrew chooses to work with more than 20-25 member companies annually, and does business with other NARI members whenever possible. “NARI has been an important element to our company’s success, and we want to support other NARI members in the same ways they have supported us and helped us grow,” he says.



Results During Recession and Beyond

The 2008 recession was an eye opener. With the challenge of the marketplace changing overnight, Andrew initiated a best budget to keep the company afloat. This resulted in great success. His company, unlike some others, continued to contribute to its team members' 401k funds, paid 100% of health insurance benefits, and kept up with its CEU training. NARI certification and CEUs are always open to all team members at Schroeder Design/Build on an unlimited basis.

Andrew has an ongoing drive and commitment to hard work, strategically marketing and promoting the company's services to new clients, and especially targeting new areas where he can increase visibility and awareness about the company and its services, including more engagement in online platforms and promotion of NARI to its trades and suppliers.

Since assuming ownership of Schroeder Design/Build, Andrew has increased sales revenue and created job opportunities for both team members and the community, as these numbers indicate:

2011 number of team members:	14
2019 number of team members:	26
2009 gross sales volume:	\$1,360,709
2019 gross sales volume:	\$4,667,364

Andrew hired a business coach through Action Coach, joined Remodeler's Advantage, and implemented the DISC assessment program for his team that helps team members better understand and work with each other. A dedicated leadership team, effective systems, and the right people in the right roles have enabled Schroeder Design/Build to grow year after year.



Andrew Schroeder conducts a Real Estate Educational Seminar at Schroeder Design/Build's Inspiration Studio

Credentials and Achievements

As a NARI Master Certified Remodeler, educational and personal development is very important to Andrew; he continues to attend training courses, seminars, and tradeshow in the remodeling industry. Andrew upholds the NARI Code of Ethics and shares his knowledge and expertise to our team members, NARI members and other trades and suppliers in the industry.

2001-2010	Education Member, Chair, Board of Director NARI Metro DC Chapter	
2008	CR	26 years old
2010	EPA Conner Institute	28 years old
2011	40 under 40	29 years old
2012	Big 50	30 years old
2013	CR Excellence Award NARI Metro DC	31 years old
2014	CotY Judge for other chapter	32 years old
2015	CotY Judge for other chapter	33 years old
2017	UDCP	35 years old
2018	MCR	36 years old



As for personal achievements, Andrew is married, and he and his wife Amy have 3 adorable daughters.

CotY Award Winner

- 2019** **Regional Winner**
(specific awards not announced yet)
- 2018** **Regional & National Winner**
- Green Entire House, National Winner
 - Entire House \$500,001-\$750,000, Regional Winner
 - Residential Interior \$75,000 - \$150,000, Regional Winner
 - Commercial Interior, Regional Winner
- 2017** **Metro DC Grand Winner**
- Green Entire House/Addition
 - Entire House \$500,001-\$750,000
 - Residential Interior \$75,000-\$150,000
 - Commercial Interior
- 2015** **National Winner**
- Residential Interior \$75,000-\$150,000



Mission

Schroeder Design/Build exists to provide excellence in customer experience, thoughtful design and sound construction.

We exist to provide an environment where our people believe in what they do, and can grow to meet their dreams.

Vision

Schroeder Design/Build will be the most trusted resource to create the home of their dreams for our clients.

We will build a team that consistently creates raving fans and delivers our projects on time and on budget.

We will be the place where our team members can build a lifelong career that is challenging and fulfilling.

Hi-5 Core Values

1. Operate with Integrity
2. Provide Excellence in Quality & Service
3. Communicate Effectively, Openly & Honestly
4. Be a Disciplined Professional
5. Be Relentless in Pursuit of Improvement



Andrew Schroeder awards SDB Team Member Deirdre McSorley the company's Blair Anderson Image Award. This special award is an ongoing effort to recognize the hard work and efforts team members perform every day.

Just as NARI holds each member accountable and responsible through the NARI Code of Ethics, Schroeder Design/Build also holds its team members to the qualities and values of SDB as seen through its Mission and Vision Statements and Hi-5 Core Values.



Andrew Schroeder and team members showcasing one of their client's remodeled project at a SDB Featured Home Event. As a NARI member and remodeler, this is one of SDB's ongoing efforts to educate homeowners about the remodeling industry and an opportunity to see the value and quality of work and service that SDB provides.



Andrew Schroeder, MCR and team showcasing one of its client's remodeled project at a SDB Featured Home Event. This project was the 2015 NARI National Winner.



As a NARI Member SDB strives to give back to the community. For example, every year since 2016 Schroeder Design/Build is one of the sponsors at Little Run Elementary School's 5k Fun Run. Sponsorship donations goes toward the school's PTA Board to buy supplies needed by the school such as books, computers, materials, etc.

National Association of the Remodeling Industry

CERTIFICATION BOARD
HEREBY DECLARES AND ATTESTS THAT

Andrew D. Schroeder, MCR, UDCP
HAS SATISFIED ALL THE REQUIREMENTS
FOR DESIGNATION AS A

MASTER CERTIFIED REMODELER

Such certification is evidence of your dedication to the Remodeling Industry. You have achieved Master status through the pursuit of continuing education and the furthering of the industry. You have demonstrated involvement in your community, the remodeling industry and continued competency in the performance of the remodeling projects as specified by the Association's Certification Board.

In witness thereof we do proclaim that such certification attained on 1/4/2018.
Certification valid through: 1/4/2019

Certificate Number 98



Patrick G. Bentivegna, CR, CRPM
Chair, Certification Board



Fred Ulreich
Chief Executive Officer

CERTIFIED NARI PROFESSIONAL

NATIONAL ASSOCIATION OF THE REMODELING INDUSTRY CERTIFICATION BOARD
HEREBY DECLARES AND ATTESTS THAT

Andrew D. Schroeder, MCR, UDCP

HAS SATISFIED ALL THE REQUIREMENTS FOR DESIGNATION AS A

Universal Design Certified Professional

Such certification is evidence of the fulfillment of the requisites concerning ethical standards of business practice and competency in the performance of remodeling projects as have been specified by the Association's Certification Board.

In witness thereof we do proclaim that such certification attained on 9/28/2017.
Certification valid through: 9/28/2019

Certificate Number 336



Patrick G. Bentvevna, CR, CRPM
Chair, Certification Board



David Pikel, MCR, UDCP, CAPS, CCP
NARI President

As a NARI Executive Director, I am often tasked with helping other NARI chapters solicit judges for their CotY Award programs. Andrew Schroeder, CR, UDGP, MCR clearly sees the value in NARI Education and Awards programs and is always quick to volunteer to serve as a judge. As the youngest member of the NARI Metro DC Chapter with a Master Certification, he exemplifies the professionalism we strive for in NARI and I highly recommend him for the John Quaregna Award.

--Angela Hubbard, Executive Director, NARI Metro DC



To Whom It May Concern,

If any company deserved to be honored with the John Quaregna Award, it is Andrew Schroeder, MCR, General Manager of Schroeder Design Build. Through the many years in which I've known Andrew, he has consistently demonstrated a passion for the remodeling business. His desire to improve his own leadership skills is obvious due to the time and money he invests year after year.

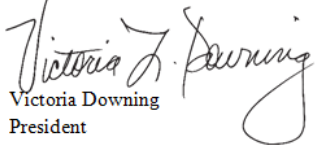
Not only does he realize the importance of improving his own skills, he's generous in helping his peers via direct input during peer groups, as a guest on the popular industry podcast, [PowerTips Unscripted](#), and as a presenter at The Remodelers Summit.

He has been named his Roundtables Group's MVP more times than I can count, which is a very sincere form of respect from other successful remodeling Pros. Oh, and did I mention that he is a member of one of the Mentor Roundtables, the top performing groups in the Roundtables Community.

Plus, because he is so passionate about improving the industry, he's devoted a great deal of time to working within the NARI community.

I am delighted to support Andrew Schroeder for the John Quaregna Award. We are very proud that he and his partners are part of the Remodelers Advantage family.

Cordially,


Victoria Downing
President



Andrew Schroeder presenting a Real Estate Flip Homes Education Seminar at a Remodelers Advantage Summit



Andrew Schroeder

Schroeder Design/Build, Fairfax, VA

Award category:

Speciality: Design/build remodeling

27 years in business

2012 volume: \$1.8 million

Staff: 6 office, 5 field

By the time the recession hit in 2008, [Andrew Schroeder](#) was well-trained and perfectly positioned to take over the family business. And he has been able to make personnel changes, move the office from his parents' home to a separate space, and create sustainable processes to move the company forward, including creating a real estate division and getting the company involved in house flipping.

Now the company has a backlog and Schroeder is looking to develop a more extensive design team.

- There are two design/build processes: one for larger remodels and a fast-track for smaller ones. A new set of procedures helps accommodate the increase in small jobs.
- All staff have access to [Co-construct](#) including the phone app.
- Every procedure from the company's 27 years in business is documented.
- Before starting a design/build project, 100% of selections are completed and all the trades come in to look at the project.
- Goal: five open houses per year in neighborhoods that fit the firms' sweet spot.

REFERENCE: <https://www.remodeling.hw.net/big50/2013/schroeder-design-build>

CONNOR INSTITUTE

Bare Hills Business Center | 1421 Clarkview Road, Suite 100 | Baltimore, MD 21209-2188
Phone: (410) 296-7971 | Fax: (410) 296-3419

Certificate of Attendance and Successful Completion Renovator Initial - English

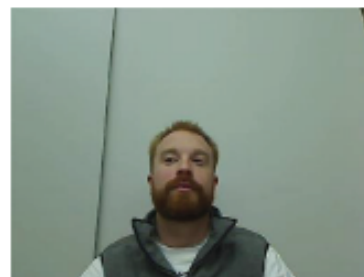
Per 40 CFR Part 745.225

ANDREW SCHROEDER

4725 SPRUCE AVE | FAIRFAX, VA 22030

Certificate Number: R-I-18506-10-01151

Course Date: 02/26/2010
Examination Date: 02/26/2010
Expiration Date: 02/26/2015



Training Manager / Principal Instructor

02/26/2010

Date



Schroeder Design/Build Addresses the NARI Pledge in its Marketing

Our NARI Pledge

Each member of the National Association of the Remodeling Industry has pledged to observe high standards of honesty, integrity and responsibility in the conduct of business by:

- Promoting only those products and services which are functionally and economically sound, and which are consistent with objective standards of health and safety;
- Making all advertising and sales promotion factually accurate, avoiding those practices which tend to mislead or deceive the customer;
- Writing all contracts and warranties such that they comply with federal, state and local laws;
- Promptly acknowledging and taking appropriate action on all customer complaints;
- Refraining from any act intended to restrain trade or suppress competition;
- Obtaining and retaining insurance as required by federal, state and local authorities;
- Obtaining and retaining licensing and/or registration as required by federal, state and local authorities;
- Taking appropriate action to preserve the health and safety of employees, trade contractors, and clients.





SCHROEDER

DESIGN/BUILD INC

SchroederDesignBuild.com

703.449.1700

BEFORE



AFTER



Qualified
Remodeler
500



NAT-56470-1

CERTIFIED
NARI PROFESSIONAL
MCR, CR, UDCP, CKBR, CRPM



NARI CoTY
WINNER OF
MULTIPLE AWARDS



Recognition of Excellence

Professional Remodeler

Professional Remodeler 40 young leaders shaping the future of the industry

40 UNDER

By Jonathan Sweet, Editor in Chief

Change and disruption breed innovation. And who better to innovate than a new generation of successful industry leaders? The individuals on the following pages represent the future of the residential construction industry. From a consultant that helps homeowners manage the remodeling process to green gurus to second- (and third-) generation remodelers that are carrying on a family tradition of quality, they're 40 of the brightest stars in remodeling. We proudly present the first Professional Remodeler 40 Under 40, chosen by the editors of Professional Remodeler and Housing2one.com.



PHOTO: J. SWEET

www.housing2one.com

Professional Remodeler 23

Andrew Schroeder, 29
General Manager, Schroeder Design/Build
Fairfax, Va.

EDUCATION
B.S., Business, James Madison University

PROFESSIONAL CREDENTIALS
CR

ACCOMPLISHMENTS
"On July 3rd, 2011, I married the love of my life, Amy. She's a wonderful woman, one whom I've come to trust implicitly and with whom I share all of life's ups and downs. It's incredibly empowering to have someone to walk side-by-side with on life's journey."

EXTRACURRICULAR
Member, Board of Directors, NAHB Metro DC chapter

OFF THE CLOCK
Favorite vacation spot: Outer Banks in North Carolina
Favorite reads: Personal Finance and business books

SECRET LIFE
When he was 10 years old, celebrated Christmas by staying barefoot and tending on the beaches of Canton.



Schroeder Design/Build, Inc.

Your Remodeler For Life

Andrew D. Schroeder

July 2011

Recognition of Excellence

WASHINGTONIAN

August 2006

washingtonian.com

Top Remodelers

Here are local architects and builders who get good recommendations

By MARY CLARE FLEURY

WASHINGTON is home to hundreds of good architects, contractors, and design/build firms. To help you find remodeling professionals, we went to the source—the professionals themselves.

In a phone survey, we asked architects about contractors that they find easy to work with, and vice versa. We asked builders and architects to tell us about peers whose work they admire. We asked interior designers and landscape architects to give us their suggestions on both. We listened to feedback from readers who wrote in.

The result is this list—the architects, builders, and design/build firms that received the most recommendations.

Because an architect or builder isn't listed doesn't mean the firm isn't good. Some well-known firms, like Hartman-Cox, focus on commercial projects. Top architects like Hugh Jacobsen and Allan Greenberg don't do many projects in Washington. Some firms are too new or too small to receive many votes.

Firms listed here may not be right for your project but are happy to provide referrals. Consider this list a starting point.

Top Remodelers

This list includes two types of remodelers: design/build firms, which have both contractors and architects on staff, and general contractors, who usually work with an independent architect and handle the construction portion of a project. Most of the firms perform a range of work, including renovations, additions, and new construction.

Schroeder Design Build, Fairfax;

703-449-1700; schroederdesignbuild.com.

This design/build firm does projects large and small, with a specialty in great rooms.



*Photographs did not appear in magazine.

SCHROEDER
DESIGN/BUILD

Fairfax, VA

Phone: 703.449.1700 • Website: www.SchroederDesignBuild.com

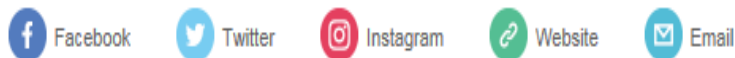
Recognition of Excellence





MEDIA CONTACTS

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571-402-9102 cell



NEWS RELEASE

Three Residential Projects Recognized with Green Home Awards

Tuesday, November 28, 2017 -- The City of Falls Church Building Safety Division recognized three residential construction projects with the "Green Home Award" at Monday's City Council meeting. The homeowners and developers involved in the projects were lauded by the Council and City staff for improving the health, energy efficiency and sustainability of the their homes and built environment of the City of Falls Church community.

"We are immensely proud of the award recipients," said Doug Fraser, the City's Building Official. "The homeowners and builders have gone above and beyond to have a third party verify and certify that their homes meet the the National Green Building Standard, which covers a wide range of features including Energy Star Home Certification. They embody the spirit of The Little City."

The award recipients are Andrew and Amy Schroeder of 1209 Offutt Drive with Schroeder Design/Build Inc.; Adam and Jessica Meyers of 1017 Fowler Street with Adam Bean of Celebrity Homes, L.C.; and Gregory and Dawn Fine of 308 Pennsylvania Avenue also with Adam Bean of Celebrity Homes, L.C.

The residential projects were monitored by a Home Energy Rating System (HERS) Certified Rater and conformed to one of several approved residential green building certification programs.



Above: Amy and Andrew Schroeder of 1209 Offutt Drive and owners of Schroeder Design/Build Inc. are pictured with their children reciving the Green Home Award from the Building Safety Division. Also in the front row: Doug Fraser, Building Official, and Ted Stevens, Chair of the Environmental Services Council. Back row City Council: Letty Hardi, Karen Oliver, Dave Snyder, Mayor David Tarter, Vice Mayor Marybeth Connelly, Phil Duncan, and Dan Sze.



Above: The Schroeder home at 1209 Offutt Drive received the Green Home Award on November 27, 2017.



Andrew and Amy are both conscientious about the future of our planet and try to live a “green” lifestyle as much as possible. They recently remodeled their own home along those lines. They are proud to have won the 2017 CotY for Green category and The Green Home Community Award presented by the City of Falls Church, VA where they live.



THIS LITTLE LIBRARY located on the Rude family's front lawn at the northern end of Pennsylvania Avenue is a free resource for residents who are looking to brush up on their reading, especially those that may require using that skill for their future obligations (cough - STUDENTS - cough). Justin Rude and his father built the little library themselves four years ago. (PHOTO: NEWS-PRESS)



THE NATIONAL ASSOCIATION of the Remodeling Industry (NARI) named Schroeder Design/Build, located in Fairfax, the 2018 South East Region National & Regional Contractor of the Year winner in the Entire House/Addition Project category. Andrew Schroeder, the General Manager of Schroeder Design/Build is pictured (center) accepting the award. Each year, NARI presents CotY awards to members who have demonstrated outstanding work; the award is the highest form of recognition by industry leaders and peers. (PHOTO: COURTESY GEMMA BRUCE)

