

# ABOUT THE EVERGREENE COMPANIES

## **Rob Cappellini, CEO and Co-Founder of The Evergreene Companies**

Rob's 14 years of management experience with a Fortune 500 homebuilding company and his in depth understanding of the key elements which effect our local real estate markets, have proven to be invaluable in the growth and development of The Evergreene Companies. Prior to founding The Evergreene Companies in 2007, Rob spent numerous years in production, costing, sales, and management, all of which culminated in his role as Vice President and General Manager of a large and very successful homebuilding division in Northern VA. This valuable work experience is the foundation that inspired the belief that for The Evergreene Companies to be successful, it should be built with unwavering customer service, exciting new designs, strong relationships within the homebuilding community and a team comprised of talented and dedicated professionals.

## **Joe Ricketts, CFO and Co-Founder of The Evergreene Companies**

Prior to the formation of Evergreene, Joe served as the CFO for Centex Homes in the DC Metro market and later as the Division Manager for Centex's Northern Virginia operation. During his 15 years at Centex, Joe lead a financial group that managed annual sales revenues approaching \$1 billion and a balance sheet that contained land assets valued in excess of \$600 million. In three years as the Division Manager for Centex's Northern Virginia Operation, Joe oversaw land development, sales, and construction operations that closed an annual average of approximately 1,000 homes. Joe's ability to structure and tailor deals based on the unique individual needs of each deal enables Evergreene to optimize the value of the land that it acquires. Joe holds the firm belief that if a Buyer and Seller can effectively align their goals in a transaction and cooperatively work together, then all parties will benefit while also building positive and productive long term relationships.

## **Warren Ralston, A.I.A., President, W.C. Ralston Architects, LLC and Principal, The Evergreene Companies**

Prior to joining The Evergreene Companies, Warren worked as a Project Leader for the Lessard Group. His experience offered him the opportunity to work on many notable projects ranging from large custom homes to higher density mixed-use projects overlooking the Manhattan skyline. These projects allowed him to work closely with great architectural mentors that inspired his appreciation for the value of thorough planning, a mastery of three dimensional space, and the application of practical detail in design. Warren leads a talented team that provides comprehensive architectural services for residential, commercial and land use projects. Warren is a licensed architect and a member of the American Institute of Architects.

## **Lonnie Carter, Principal, Director of Land Acquisition**

Lonnie brings over 17 years of experience in sales, marketing and relationship management to The Evergreene Companies. Lonnie joined our team after years of successfully procuring land in strategic locations for Centex Homes. He has a strong background in land acquisition, contract negotiation and understands how to effectively structure new deals. Lonnie also has strong relationships with local land developers, property owners and regional policy makers. The combination of his area knowledge, development background and negotiation expertise gives him the ability to assess risk, determine the feasibility of projects and oversee all aspects of the land development process.

## **Todd Garrison, Director of Construction**

Todd brings more than 23 years of homebuilding management experience to provide the leadership necessary to build the best homes in the Washington DC Metropolitan region. As a homebuilder, Todd has built over 1500 homes for families all across Northern Virginia. Todd's broad background includes product review, phase specifications, field management, budgeting, and ultimately customer satisfaction. Todd makes sure his team remains focused on all the details, which ultimately build in value for each project. Todd is active from the initial project design phase through the project's completion.

