

Dan Foley

**Recognized by
PHCC as 2017 HVAC
Contractor of the Year**



The Plumbing-Heating-Cooling Contractors—National Association (PHCC) proudly awarded its annual HVAC Contractor of the Year Award to Dan Foley of Foley Mechanical Inc., in Lorton, Virginia. Recognizing excellence in the HVACR industry, the award salutes the contractor who best demonstrates professionalism, merchandising and management skills, innovative techniques, trade involvement and community service.

Dan Foley began his career in the HVAC industry in 1988 after completing his degree in Business Management from Virginia Tech. After rising to Vice President at Arlington Heating and A/C, Inc. in just fifteen years, Foley then left to launch his own company – Foley Mechanical, Inc.

With over 30 years in the trade, Foley knows the key to becoming a successful leader and entrepreneur is to surround yourself with an expert team of professionals then equipping them with the tools and resources they need to be successful.

His passion for excellence is seen in Foley Mechanical's commitment to educating the next generation of p-h-c professionals through in-house and factory training. Foley has sent techs to Mitsubishi, Trane, Carrier, NTI, Viessmann, Triangle Tube, Uponor, LG, Peerless, ECR, and PHCC's one-week Project Management course for supplemental training. Four Foley Mechanical, Inc. technicians are even NATE certified.

FMI's marketing strategy is unique in that the company works closely with local architects and engineers as well as with the trade press and editors to have FMI projects featured in trade publications. As a result, over half of FMI's business is large custom homes, typically with complex systems like radiant, geothermal and large DHW systems. Foley himself usually does the design and drawings, then prepares the job package so that from the beginning, the lead tech has everything needed for the installation, thus streamlining the entire process.

Foley has served on local and state PHCC boards for over 10 years, including serving on the NATE board of directors for the last four years, the ACCA national board since 2011, and the local ACCA board (now AACP) since 1997. As a member of the PHCC of Virginia's Board of Directors, he generously shared his experience and unique perspectives.

Foley believes in giving back to the community, and this is demonstrated through FMI's charity work. Team members have volunteered with Habitat for Humanity, Christmas in April and Serve the Serviceman, a charity that provides maintenance and service calls for families in need.

"We are fortunate to have Dan among our members," says Susan L. Milhoan, CAE, PMP, Executive Director.

"We believe he epitomizes the skills and attitude celebrated through the HVAC Contractor of the Year Award." ■