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\$7.95 Spring/Summer 2022
falmouthlivingmag.com

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THE VALLE GROUP



Joan, Joe and
Christian Valle

When Joan and Joe Valle started The Valle Group in 1997, it was headquartered in Waltham, Mass. How the company ended up on Cape Cod is a love story about the town where the couple met, and which holds a special place in their hearts.

Flashback to 1966: Joe was teaching sailing at the Falmouth Yacht Club, and Joan was working at the Driftwood Club, now The Inn on the Square. They dated, married, and for 18 years called Falmouth home. Joan owned an interior design business while Joe worked for The Green Company in the same building that now houses The Valle Group. In 1989, the couple moved to Dedham with their children, Emily, Lauren, Molly and Christian, so Joe could work out of The Green Company's Newton office.

All the while, the family maintained their second home in Falmouth with the goal of returning full time. In 2000, when The

Valle Group was still headquartered outside of Boston, it purchased the building on East Falmouth Highway that now serves as its office. "We bought it as an investment, but also knowing, in the back of our minds, we were going to get back to the Cape," Joe says.

Around the time Joe and Joan finally returned to Falmouth for good, two watershed moments occurred for The Valle Group. Their son, Christian, who moved to Falmouth with his wife, Jeannine, roughly 19 years ago, started working for the company. And the firm began partnering with Housing Assistance Corporation, constructing several affordable developments as well as private residences. They started with 11 single-family units at River Hill in Mashpee, and over a roughly six-year period Kimber Woods in West Barnstable, Osprey Lane in Sandwich and Great Cove Community in Mashpee were among the projects The Valle Group worked on with the regional housing nonprofit. "By

working with Housing Assistance, we began to employ other people because our volume increased," explains Joe.

Though still involved in affordable housing construction, today, The Valle Group is primarily known as a custom builder serving Cape Cod, the Islands and the South Coast. The company currently employs 31 people to support the operation, substantial growth for a company whose only employees were Joan and Joe in its infancy. The firm is celebrating its 25th year in business and has an impressive portfolio of award-winning custom homes to its credit. In 2014, The Valle Group began building at the Redbrook community in Plymouth, a relationship that continues today. The Valle Group is one of five builders who have helped build more than 600 homes on 1,200 acres at Redbrook.

Now the company's president, Christian arrived at The Valle Group following stints as a commercial tuna fisherman

and working with a custom home builder in Andover after he had graduated from Holy Cross with a degree in English. "It's a good place—collegial and there's a lot of camaraderie," Christian says of the company he has helped strengthen since he came on board. They're building new homes, renovating old ones and undertaking sizable commercial projects that have included an 8,000-square-foot building for the College Light Opera Company, the historic renovation of WCAI/NPR in Woods Hole, and a major restoration of the Falmouth Service Center.

The Valle Group has added to its reputation as a "green" builder with the recent construction of several certified passive homes in Falmouth, Sandwich and Westport, Mass. "We've had to diversify to be able to stay in business on the Cape," Christian says. "We do a lot of different things, from a \$20,000 bathroom renovation to a \$4 million commercial project."

What is the trio most proud of? "The culture, the people and seeing the business grow," Joe says. "And most importantly, seeing the people in our company grow as individuals. That's what really drives us."

Yes, it has grown, but The Valle Group has not lost the familial atmosphere that distinguished the company in its early years. While Joan has lessened her involvement—she started as a jack-of-all trades, overseeing bookkeeping, paying bills and answering phones before morphing into interior and architectural design—Joe still maintains his influence as the CEO. His expertise meshes perfectly with his son's talents. "Christian is of the generation that is much more technologically savvy, which is so critical to what is going on in the world," Joe says. "At the same time, Christian has a similar approach to the culture and people that we have."

The family also shares a passion for giving back, and the trio, along with Christian's wife, were honored by the Falmouth Education Foundation in 2020 for their contributions to the community. Joe is chair of the board for Falmouth Academy and was the chair of the board for Highfield Hall & Gardens and treasurer for Hospice & Palliative Care of Cape Cod.

Christian is currently on the Cape Symphony board of directors, the Falmouth Historical Commission and the Sandwich Road Fire Station Building Committee. He also coaches his son's hockey team. "Being involved helps you feel rooted," says Christian of his volunteerism. "I like to be out in the community, whether it's at the hockey rink, baseball field or at a historical commission meeting. It gives you a pulse on what is going on in town."

As the Valles reflect on all they have accomplished over the past quarter-century, there is a sense of looking toward the future. Joe acknowledges they've placed an emphasis on establishing a long-term vision "around creating a culture and a business that has a very long life to it because Christian has two boys and a daughter, and we have a lot of grandchildren. Maybe there is a third generation to this company."