

# BuilderBulletin



Clockwise Top Left: 48<sup>th</sup> Annual Home & Garden Expo Ribbon Cutting, Right: Exhibitor Networking Breakfast, FCPS Career Technology Students Builder Olympics

## The 48<sup>th</sup> Annual Frederick Home & Garden Expo *Recap*

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The 48<sup>th</sup> Annual Frederick Home and Garden Expo, which took place March 18th and 19th at the Frederick Fairgrounds, was a resounding success! With the support of the Home and Garden Expo Committee, we had a sold-out show with over 150 exhibitors in the built environment in all five buildings at the fairgrounds. In addition, we held a number of great outdoor exhibits, a fun Kid's Zone in Building 8 with entertainment and a kid's garden center thanks to Betsy Cain Properties and Ruppert Landscape.

This year we rebranded the event from the Frederick Home Show to the Frederick Home and Garden Expo and were able to promote the event thanks to the support of AMI Signs and sponsor Morgan-Keller. This change was an effort to increase traffic and outdoor living exhibitors for the spring market. Many thanks to our media partners at the Frederick New-Post, Frederick Magazine, Val-Pak, WFRE/WFMD, and Frederick Lifestyle for the media support and features.

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Danielle Adams, *Executive Officer*  
Danielle@frederickbuilders.org

Through the leadership of Peter Lancaster and his generous judges, suppliers, and volunteers, we once again host the FCPS Career & Technology Student Builder Olympics Program, in which students competed in carpentry, HVAC/plumbing, electrical, sheet metal, and landscaping competitions. Promoting trades education is a central tenant in FCBIA’s mission. We are thankful to host this annual event with the financial support of the National Housing Endowment’s Skilled Labor Fund, 84 Lumber, Lancaster Craftsmen Builders, Noland, Frederick Brick Works, Gulf Group, O’Connor Plumbing, All Around Plumbing, and many more!

On Sunday, we hosted an exhibitor networking breakfast with a great turnout and an even better spread, thanks to our sponsors at Frederick Lifestyle magazine and Frederick Choice Digital. FCBIA is humbled by the community of Frederick and our membership’s continued belief in the value of face-to-face interaction, trades education involvement, and business promotion. A Frederick tradition, the Frederick Home & Garden Expo is a cornerstone of FCBIA operations. It supports our mission to promote building industry businesses and opportunities for community connection in Frederick. This event would not be possible without amazing sponsors and volunteers, and the Expo Committee. Contact us today to see how you can be involved in the 2024 event! We look forward to even more growth, incentives, and activities as we gear up for our 49<sup>th</sup> Annual Home & Garden Expo, March 16 & 17, 2024!

**A few more shout-outs to mention:**

- ThompsonGas for providing the fuel to keep our exhibitors and guests warm
- Rentals Unlimited for the Fork Lift that saved our backs!
- B & R Design Group For measuring the booths
- Sunny Meadows Garden Center for the incredible displays
- Mason Dixon BBQ Services East – for being a part of the
- Digging & Rigging Inc. for the Flag
- Our Home & Garden Expo Committee met monthly to take this event to the next level! (Gulf Group, Wow Your Closet, Lancaster Craftsmen Builders, Your Neighborhood Realtor - Betsy Cain Properties Mackintosh Inc, Realtors)
- Tripoint Administrative Services who kept us organized
- Participants in the Kid’s Scavenger Hunt make it an excellent experience for the families that visited
- Frederick County Career & Technology Center students & Teachers for coming out on their day off to be a part of Builder Olympics and promoting trades education to the Frederick Community
- Women in Trades
- Corey’s Construction for bringing a modular home section!
- Our FCBIA members and premier club supported us
- Donna Kraft for the foundation she laid over the 22 years coordinating the Home Show
- Mike Toms and Angie with the Frederick Fairgrounds were the real MVPs of the entire event. We are thankful for your partnership, patience, grace, and expertise. You were the backbone of this show, and we can’t thank you enough!

# 2023 SPONSORS & PARTNERS

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**GARDEN SPONSORS**



**EXHIBITOR NETWORKING SPONSORS**



**PARTNERS**

- |                           |                   |
|---------------------------|-------------------|
| B & R Design Group        | Rentals Unlimited |
| EAI                       | Thompson Gas      |
| Frederick Magazine        | Valpak            |
| The Frederick Fairgrounds | WFRE / WFMD       |
| The Frederick News-Post   |                   |

# 2023 AWARDS *of Excellence*

**IT'S A JUNGLE OUT THERE...**

**LAST CALL FOR ENTRIES - 4.20.2023**

**FREDERICKBUILDERSAOE.ORG**

**AWARDS GALA**  
**MAY 10<sup>TH</sup>**  
**DUTCH'S DAUGHTER**

**PURCHASE TICKETS BY MAY 1<sup>ST</sup>**



# Executive Officer's Update



*Danielle Adams, FCBIA Executive Officer*

## WHAT'S IN IT FOR ME?

So glad you asked! Your 3-in-1 Membership with FCBIA is packed with benefits at the local, state, and national level. Each of our association's businesses can expect an economic impact to their bottom line through advocacy, expertise, knowledge, networking, and savings. Through the exclusive discounts from a variety of leading companies, NAHB members saved an estimated total of \$37 million in 2022.

## ADVOCACY

*NAHB Consistently Delivers Value for Its Members*

NAHB fights for its members on Capitol Hill, in state houses and in the communities where they do business. We work hard to defeat excessive regulations and to protect our members' bottom line. Our advocacy efforts include educating policymakers and the Administration, building successful coalitions, and mobilizing NAHB's grassroots on a range of issues.

NAHB advocates on behalf of its members on a wide range of issues, including workforce development, the tax code, federal housing programs, regulatory relief, environmental laws, building codes, OSHA, building materials costs, housing finance and more! A single win in the policy arena can save builders thousands of dollars on every home they build.

In recent years, the association's advocacy efforts and other member benefit offerings have provided tremendous value — equal to approximately \$6,160 per housing start in 2020. As we play “wack-a-mole” with economic fluctuation since 2020, that savings has only increased.

At the state-level FCBIA is fortunate to have leading lobbyists throughout the year review proposed legislation, attending hearings, and negotiate the best possible outcome on behalf of the building industry. Each year in the first quarter Annapolis is bustling with



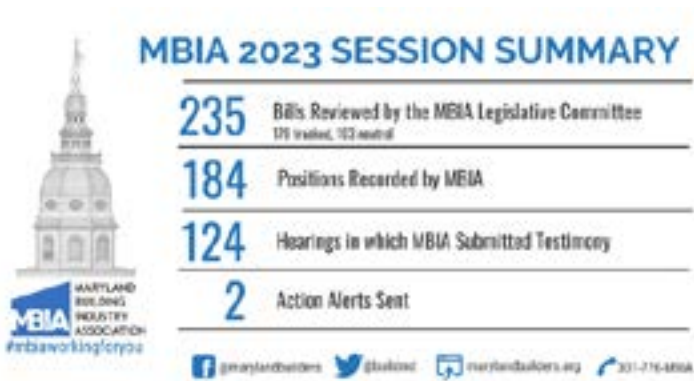
That's the average dollar value in recent years of NAHB services and advocacy victories – roughly \$6,160 per housing start for a typical home builder. This represents the value per start a typical builder will see in 2020 as a result of NAHB's efforts. Advocacy victories include:

- PRESERVATION** of options in building codes;
- REDUCTIONS** in builder taxes;
- AVAILABILITY** of flood insurance for new construction;
- PRESERVATION** of deductions for remodeling;
- HIGHER** loan limits that enable more new home sales.

NAHB has been a relentless advocate for the housing industry as social distancing has slowed the economy. Recent services and victories include:

- PROVIDING** resources to help keep workers safe;
- "ESSENTIAL ACTIVITY"** designation by the Department of Homeland Security.

3,000+ proposed Bills in the Maryland State House and Senate. As the 2023 General Assembly wraps up on Sine Die (MD state Congress adjourns) April 10, 2023, we will report on those Bills that passed, those we successfully negotiated or helped “kill the Bill”, and those that will rear its ugly head in 2024.



## EXPERTISE

We support our members through extensive economic analysis and research that provides insight into the housing market, through workforce training programs and through communication efforts that take the housing industry's unique perspective to policymakers and the public.

FCBIA hosted last fall Dr. Robert Dietz, NAHB SVP and Chief Economist, to share real-time and forecasted data on inflation, supply chain, and housing. At our February General Membership Meeting we heard from Jim Tobin, NAHB EVP and Chief Lobbyist, and Danushka Skellington, a NAHB top economist, to give us the housing and political outlook for 2023 into 2024. In addition, FCBIA hosts local meetings and events with Frederick County and surrounding Municipal leaders by our Land Use Council who provide micro-level expert data and information.

## KNOWLEDGE

### *Knowledge Provides Power and Opportunity*

NAHB's educational programs and resources give you the tools you need to gain an edge in the industry. Programs include courses and seminars, offered in-person and online. Plus, NAHB professional designations provide opportunities to improve your skills and advance your career through coursework, the annual International Builders Show, and publications.

FCBIA hosted our 48<sup>th</sup> Annual Home & Garden Expo March 18-19, supporting exhibitors that provided the community with information on goods and services to support their

home, business, and community. In addition, we host six breakfast General Membership Meetings with guests' speakers that share information important to the building industry—workforce, trades education, housing, policy, and much more!

## NETWORKING

### *Grow Important Business Relationships*

Every pro knows that networking can be a key to business success. That's why FCBIA focuses on providing ample opportunities for members to network in both formal and informal settings.

At the local, state, and national levels FCBIA makes available events at member prices for you and your business to network. Mark your calendar with all the events on our calendar at a glance on the last page of our Builder Bulletin. Whether it's the Crab Feast, Golf Classic, Fall Happy Hour, or Holiday & Board of Director Installation Luncheon, you will meet businesses that want to support you in building a community.

**Get involved.** FCBIA is proud to have Councils, Committees, and leadership opportunities for our members to network, growing personally and professionally. The following Councils are run by a Board of Directors that is made up of 100% of our members! Each Council has its own bylaws and distinct purpose.

- **Land Use Council:** Maintain a high appreciation of the objectives & responsibilities in fully serving the public, land development and related industries within the building industry.
- **Professional Women in Building Council:** THE voice of women in the building industry
- **Multifamily Council:** Specific interests of builders, developers, owners and managers of all sizes and types of multifamily housing (affordable, apartments, condos, etc.)

## SAVINGS

Thousands of members of local and state home builders associations utilize the NAHB member savings programs to receive numerous exclusive discounts. The following are just a few. Visit the NAHB Member Savings Program [LINK: <https://www.nahb.org/nahb-community/member-benefits/savings>] online to see updates on participating discounts.

# 2023 President's Update



## *Mike Pilch, 2023 FCBIA President*

With the tame winter we experienced in Frederick, our members had no “snow days” in sight this first quarter. Thankfully, with the leadership of our executive officer Danielle Adams, we’ve had an active and growing first quarter that kept our membership energized and involved. From many members enjoying the record-breaking International Builders Show in Vegas to the much-anticipated groundbreaking of Frederick Rescue Mission, the project many of our generous members participated in, FCBIA has been active, engaging, and in the news.

## FIRST QUARTER GENERAL MEMBERSHIP MEETINGS

Our January General Membership meeting welcomed the former Secretary of Budget and Management, Senator David Brinkley, who walked us through what to expect during the gubernatorial transition at the state level. In February, we were grateful to have Jim Tobin, NAHB EVP and Chief Lobbyist, and Danushka Skellington, an NAHB top economist, to give us the housing and political outlook for 2023 into 2024. At our March General Membership meeting, we hosted a panel with workforce development leaders from FCPS, Goodwill Industries, and Workforce Services. Our General Membership meetings prove to be an invaluable opportunity to engage with significant picture dynamics and themes in the building industry, the community, and create networking opportunities to deepen your professional connections. I highly recommend encouraging your employees, who attend at a membership price, to join you at our remaining meetings in June, September, and October.

## THE FREDERICK RESCUE MISSION PROJECT

As mentioned in our last builder bulletin after a property tour of the Frederick Rescue Mission in 2021, EO Adams “rallied the troops” to tackle a drainage and pavement challenge. Working closely with Taeko Wakasono, Engineering Manager of the City of Frederick, and John Mazelon from Fox & Associates, plans were made to overcome this seemingly insurmountable obstacle. Project manager Steve Oder of Cavalier Development saw through the project and partnerships with W. F. Delauter & Son, Pleasants Construction, H. Frank Foland & Son, and many others. The MBI’s charity, Home Builders Care Foundation, and Ausherman Family Foundation also made it possible to cover the costs. The ribbon cutting was held on January 23<sup>rd</sup>, and we are so thankful to the members and the Frederick community for the core opportunity to make a difference collectively.



## MEMBERS ANSWERING THE CALL

Just like the Rescue Mission project, FCBIA members were given the opportunity to be a conduit of support for community this April. The Career & Technology CAD Students were invited to attend the A4LE Northeast Region Conference in Philadelphia taking place later this month. The students will be designing an amazing REAL-WORLD project that will be used for a new schoolhouse and teacher's residence in Ethiopia (similar to their 2019 project pictured below). They were in desperate needs of sponsors to make this trip happen and FCBIA members stepped up.

## THANK YOU TO THE FOLLOWING MEMBERS FOR DONATIONS, CONTRIBUTING A TOTAL OF \$4,231! CTC STUDENTS ARE GOING TO PHILLY!!

- Harris, Smariga (Chris Smariga)
- ZA+D (Bruce Zavos)
- Lancaster Craftsmen Builders (Mark Lancaster)
- Ausherman (Jeremy Holder)
- Miner Feinstein Architects (Alan Miner & Marc Feinstein)
- ECS Mid-Atlantic (Shaun O'Neal)
- Elm Street Development (Jason Wiley)
- Natelli Communities (Tom Natelli)



## IT'S TIME TO GET INVOLVED.

Now more than ever is the perfect opportunity to become more involved with FCBIA through a council, committee, or an event. The growing branches formed by the Land Use Council, Professional Women in Building Council, Multifamily Council, and committees are making dynamic progress, sharing the load, and establishing intentional relationships and projects. **Contact FCBIA today to see the incredible opportunities available!**



Exclusive discounts that benefit you,  
your business and your family  
[nahb.org/Savings](http://nahb.org/Savings)



NAHB Member  
**SAVINGS\$**  
*Put your membership to work.*

T-MOBILE FOR BUSINESS    LOWE'S PRO    NISSAN    AVIS

Budget    GOODYEAR    Heartland

DELL Technologies    odp    FARMERS INSURANCE    S&P

HotelPlanner    houzz PRO    RingCentral

VOYAGER    ups    YRC    IES



## Land Use Council Update



*2023 LUC President Update, Steve Oder*

These past few years dealing with the pandemic and the related changes to our lives has taken its toll on all of us and our organization. The FCBIA and our Land Use Council leadership were tasked with running the organization with limited staff and limited resources. We have been extremely fortunate to have had the leadership that we did since 2019. Eric Soter and Chris Smariga both served for two years each as President of the Land Use Council as we not only navigated the pandemic but were also faced with the loss of an Executive Officer and then the search for a new one. We met remotely for so long that it started to feel normal. These two kept the ship upright and all of us moving in the right direction. Their leadership cannot be overstated, as well as the leadership in the FCBIA and its Board of Directors through very challenging times for our organization.

I feel fortunate to step into this role with Danielle as our Executive Officer and a strong Board of Directors. With our membership growing, this is a time of reinvigoration for FCBIA as a whole and for our Land Use Council as a part of the organization.

As we continue to thrive in this post-pandemic world, we are reorganizing the Land Use Council to get back to a 'pre-pandemic' structure. The Board of Directors will again hold in-person meetings and we will have a quarterly luncheon for the membership to address topics of interest and concern to our members. The luncheons will focus on County and City government policies and legislative initiatives, with local government officials invited to speak on the selected topics and provide an open discussion format with our membership.

The first of these meetings this year was a success and well attended by our membership. We invited the leadership of Frederick County's municipalities to attend a presentation on growth, infrastructure and housing inventory in Frederick County. We stressed the importance of the municipalities to the health of Frederick County and the welfare of its citizens. We promised to continue to have regular dialogue with the municipalities and to provide our expertise when needed.

With a newly elected County Executive and County Council, we look forward to forming working relationships with this new group. We have several of our members actively involved in County Executive Fitzwater's transition committees and we appreciate her reaching out to us for active engagement. I believe that we can have a good relationship with Executive Fitzwater and while we may disagree on many policy issues, I believe that our views will always be given consideration with both her and the County Council leadership. We will continue to press for what is needed for our industry to thrive and for what is healthy for the growth of our community here in Frederick County.

I am excited to embark on a productive year of working with our LUC Board and the Board of Directors of FCBIA in strengthening and growing our organization.





AVIS Budget

# Your Next Adventure Awaits.

Book your **GETAWAY** and **GET** up to **30% OFF** with Pay Now\*

Enjoy the open road with deals from your NAHB Avis and Budget Car Rental Savings Program. With the Pay Now feature members can **save up to 30% off** base rates on every rental, plus receive additional offers like dollars off, a complimentary upgrade or a free weekend day.

To make a reservations with Avis, visit: [www.avis.com/nahb](http://www.avis.com/nahb) and use your **AWD #G572900** when booking to save.

To book with Budget, visit: [www.budget.com/nahb](http://www.budget.com/nahb) and use your **BCD #Z536900** to apply savings.

\*Terms Apply.



# SUCCESS WITHOUT THE UNCERTAINTY

## The Right Partner for Your Real Estate Development



## DRB GROUP

By partnering with DRB Group and our family of building companies, you can take the uncertainty out of your next real estate development project. You can be sure of success because our formula is the same every time.

## A DIVERSE PORTFOLIO

As the parent company to builder brands and settlement services, DRB Group is an expert in real estate development. Our services include land entitlement and development as well as residential construction.





# PWB Council Update

**2023 Professional Women in Building Council President  
Sandra Hofmeister, President & Owner, A & S Construction, LLC**

Featured in NAHB's PWB article, "How Women Builders Are Shaping Their Paths in the Industry," studies have shown that women constitute only about 11% of the construction workforce in the United States. Yet, some female home builders are finding ways to make their mark on the industry in key specialty areas.

The FCBIA Professional Women in Building Council, for example, has a core demographic of members who are owners and founders of their companies. From attorneys to suppliers, electricians to exterior remodelers, interior designers, and builders, these members are carving their path in Frederick County while paving the way for more women through mentorship, advocacy, and community involvement.

Do you know any women in your company seeking support and growth opportunities through networking and community involvement? PWB is the place to be! Whether they are remote workers needing camaraderie or climbing the ladder with home responsibilities, our members have been in their shoes and can bring perspective, experience, and support.

Some great opportunities to meet fellow PWB members are through our monthly happy hours and Lunch & Learns. This past month we were excited to have Ashleigh Kiggans of MacRo Realty present at our Goodwill Industries of Monocacy Valley event. Our next happy hour is on April 27th at Dragon Distillery; for more details, visit the PWB page on FrederickBuilders.org.



## PWB Upcoming Events

- April 27** Happy Hour  
5pm - 7pm | Dragon Distillery
- May 30** Lunch & Learn  
12pm - 1pm | Goodwill Industries Meeting Room
- June 29** Speed Networking  
4pm-6pm | Jerk N Jive

### MISSION STATEMENT:

Exists for the purpose to support the advancement of women in the building industry through networking, education, outreach, professional and personal development; therefore, improving the social, economic, and political welfare of Frederick County.

### BENEFITS:

Increased opportunities for women of all ages in education, networking, leadership, and economic growth in their businesses. NAHB advises that "according to recent studies, company earnings of PWB are 22% higher than those who are not members." PWB improves the building industry by advancing women.



**AMI Signs, Inc.**

**Aspen Home Improvements**

**Eagle Transfer Service, Inc.**

**Fitzgerald Home Furnishings**

**Frederick Choice Digital**

**Goodwill of Monocacy Valley**

**Green Home Solutions**

**Hometown Collection**

**Markool Heating & Cooling**

**Northwestern Mutual**

**Perfect Painters & More**

**Shore United Bank**

**TC Backer Construction**

**Timber Ridge Table Co.**

**Washington Kitchen Gallery**

**WHAT WE DO.**

GEOTECHNICAL

CONSTRUCTION MATERIALS

ENVIRONMENTAL

FACILITIES

**ECS MID-ATLANTIC**  
ecslimited.com

# FCBIA VIRTUAL MEMBER BENEFITS ORIENTATION

Wednesday, April 26  
8:30 - 9:00 AM

Whether you are new to FCBIA or have been a member for years, please join EO Adams for 30 minutes packed with information on your membership benefits.

- Councils & Committees
- Events
- Sponsorships
- Marketing Your Brand

**Register at [FrederickBuilders.org](https://www.FrederickBuilders.org)**

**PLATINUM MEMBERS**



**GOLD MEMBERS**

- Digging & Rigging, Inc.
- Elm Street Development
- Forestar Real Estate Group
- Harris, Smariga & Associates
- McNees Wallace & Nurick LLC
- Natelli Communities
- Rodgers Consulting
- The Frederick News-Post
- The Wormald Companies

**SILVER MEMBERS**

- Cohenterprises, Inc
- ECS - Mid-Atlantic
- FC Chamber of Commerce
- Fortress Foundation Solutions
- Lancaster Craftsmen Builders
- McCurdy, Dean & Graditor, LLC
- Northwestern Mutual
- Offit & Kurman
- Winsupply of Frederick

**BRONZE MEMBERS**

- All Around Plumbing
- AMI Signs
- Buckeye Development
- Builders First Source- Atlantic Group
- Charles P. Johnson & Assoc.
- Clagett Enterprises
- Dewberry
- First United Bank & Trust
- Fox & Associates
- Frederick Magazine
- FC Office of Economic Development
- Generator Supercenter of NW Maryland
- Kramon & Graham, P.A.
- Macris, Hendricks & Glascock
- Matan Companies
- McCaskill Financial
- Miller & Smith
- Morgan-Keller
- North Star Foundations
- Preferred Insurance
- Provident Electric
- Sandy Spring Bank
- The Clabaugh Law Firm
- Triple Crown Construction
- VCRE.CO
- Vintage Security
- W.F. Delauter & Son
- Woodsboro Bank
- ZA+D

**FrederickBuilders.org**

**save the date**

Network. Knowledge. Engage.

- May 10** Award of Excellence Gala  
5pm - 7pm | Location TBD
- June 13** General Membership Meeting  
8:30am | Ceresville Mansion • 8529 Liberty Rd  
Topic: Workplace & Mental Health
- July 12** Annual Crab Feast  
4pm-7pm | Buckeystown Pub • 6803 Michaels Mill Rd
- Aug 10** 47<sup>th</sup> Annual FCBIA Golf Classic  
Maryland National Golf Club • 8836 Hollow Rd
- Sept 12** General Membership Meeting  
8:30am | Ceresville Mansion • 8529 Liberty Rd  
Speaker: TBD
- Oct 10** General Membership Meeting  
8:30am | Ceresville Mansion • 8529 Liberty Rd  
Speaker: TBD
- Nov 8** Fall Happy Hour & Member Vote for 2024 BOD  
4:30pm - 7pm | Location: TBD
- Dec 5** Installation of Officers & Holiday Luncheon  
11:30am | Ceresville Mansion • 8529 Liberty Rd

Visit [www.FrederickBuilders.org](http://www.FrederickBuilders.org) for Registration

\*Subject to Change. Reservations made and not cancelled 48 hours in advance will be billed. Registration is required. Payment is due on any reservation canceled less than 48 hours before event.