

# BuilderBulletin



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**Thank You for Making  
 This the Summer of FUN!**  
*Looking Back on the Crab Feast & Golf Classic*

## A Crackin' Good Time

FCBIA members really know how to have a good time! In July, we had our Annual Crab Feast at the Buckeystown Pub. We were absolutely blown away by the turnout of this year! This was also the first Crab Feast where we introduced Crab Feast t-shirts,

which was a huge success! By popular demand, we will definitely have a new t-shirt design for 2024 so members can represent their favorite association as well as one of their favorite events!

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 203-B West Patrick Street  
 Frederick, MD 21701

Danielle Adams, Executive Officer  
[danielle@frederickbuilders.org](mailto:danielle@frederickbuilders.org)



It is always a good time with the best crabs and company at Dick Johnson's Buckeystown Pub! We look forward to seeing you all for next year's Crab Feast!

## A Hole-In-One

Then, in August, we held our 47th Annual Golf Classic sponsored by Vintage Security! We hope that those who attended enjoyed our complete program of special events while they mingled with their peers from the building industry. It was a very rainy Golf Classic this year, but that did not stop attendees from having a good time!

We would like to give a special shout-out to ECS Mid-Atlantic, LLC, who started everyone's day off right with delicious breakfast sandwiches. We would also like to thank McNees Wallace & Nurick LLC for providing attendees with lunch after a long day of golfing fun! We appreciate the support of all of our generous sponsors!





# Workforce Development with a Side of Bacon

*A September General Membership Meeting Recap*

What an incredible turnout for our September General Membership Breakfast Meeting! Thank you to all of those who attended! This meeting's topic was *Recruiting Talent and Workforce Development*.

We hope that members were able to take advantage of the wealth of knowledge that Larry Van Sant, President and Owner of the Van Sant Group, provided as our guest speaker! Whether someone aims to recruit one exceptional individual or expand their team by ten, Larry's insights and strategies were truly invaluable. We are so grateful to Larry Van Sant for giving such an insightful presentation on the importance of workforce development!

We would also like to thank Sandra Hofmeister, CEO and Owner of A&S Construction, LLC and President of the PWB Council, for sharing the benefits of joining the PWB Council and speaking on the significance of National Hispanic Heritage Month!

*Are you facing challenges with attracting a talented workforce to your company? Take your company's growth to new heights and reach out to Larry Van Sant today! [vansant.sandler.com](http://vansant.sandler.com)*







# President's Letter

*Mike Pilch, 2023 FCBIA President*

Dear Members,

I hope this letter finds you all in good health and high spirits. As the President of the Frederick County Builders Association, I wanted to take a moment to communicate with you about an important matter that will shape the future of our organization – growing our membership.

Membership growth is crucial for the success and sustainability of any association, and ours is no exception. An expanding membership base not only strengthens our influence, but also enables us to better serve the needs of our industry and community. By uniting as an even larger collective, we can harness our combined strengths to advocate for our industry, prompt legislative changes that foster a healthy construction and development sector, and bring transformational benefits to our community.

One of the primary advantages of an increased membership is enhanced advocacy power. Our association has always strived to have a strong voice in shaping local politics and policies, and it is through a growing membership that we can continue to have that influence. As we face the challenges that lie ahead, it is vital for us to be able to articulate our perspectives effectively, ensuring that our concerns are heard and addressed by decision-makers. A larger membership not only amplifies our message but also provides a broader range of expertise and viewpoints, further increasing our credibility and impact.

Moreover, a growing membership enables us to make a difference in the areas that matter most. It allows us to allocate more resources towards educational initiatives, ensuring that we continually develop a highly skilled labor force. With the construction and development industry evolving at a rapid pace, it is imperative that we invest in the education and training of the next generation of professionals. By expanding our membership, we can enhance our commitment to professional development, offering resources and opportunities that will shape the future success of our industry.

Additionally, increased membership means greater financial assistance opportunities for those in need within our community. As FCBIA members, we understand the importance of giving back to society, and by expanding our membership, we can have a broader reach and make more meaningful contributions to those less fortunate. Together, we can lend our resources and support to impactful projects that improve lives and create positive change in our community.



In light of these benefits, I encourage each and every one of you to actively participate in our membership growth initiatives. Whether it's inviting fellow industry professionals, contractors, developers, or suppliers to join, or sharing our association's values and mission with others, your efforts can have a significant impact on the future growth and success of our organization. I firmly believe that by working together to expand our membership, we can pave the way for a brighter tomorrow.

Thank you for your continued commitment to the Frederick County Builders Association. Your support in nurturing a thriving community of builders and developers is invaluable. If you have any questions or suggestions on how we can further enhance our membership growth strategies, please do not hesitate to reach out to me or the Board of Directors.

Let us stand united, grow in numbers, and continue making a positive impact on our industry and community.

Warm Regards,

Mike Pilch  
*President*  
Frederick County Building Industry Association

INTRODUCING...



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*Where building industry professionals ages 21-35 can connect,  
thrive, and grow into the next generation of leaders.*

**COUNCIL KICKOFF HAPPY HOUR**

**NOVEMBER | MORE DETAILS COMING SOON**





*Learn more!*



*All participants will be featured in the next Builder Bulletin!*

# Help build our foundation.

*Earn rewards as you build the FCBIA's network!*

**September 1-November 30, 2023**



*Each tier awards you additional credits toward any of the listed prizes!*



*Concrete*

*1-2 Members*

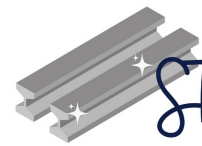
**\$50-100**



*Lumber*

*3-4 Members*

**\$150-200**



*Steel*

*5+ Members*

**\$500+**

*Prizes Include:*

**Gift Certificates toward FCBIA Events | Credit towards FCBIA Annual Dues | Credit towards 2024 NAHB IBS | And More!**



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# November Happy Hour

& MEMBER VOTE FOR 2024 BOD

NOVEMBER 8TH

4:30 PM - 7:00 PM

THE WOODLANDS OF URBANA CLUBHOUSE

MEMBERS: \$30 | NON-MEMBERS: \$35

*sponsored by:*

Natelli Communities



FEATURING THE PWB COUNCIL WINE & WHISKEY PULL

*sponsored by:*





# Executive Officer Update

Danielle Adams, FCBIA Executive Officer

## Getting to Know ALICE

Every two years and based on the U.S. Census Bureau, the United Way analyzes nationwide data to determine how many households are made up of working individuals or families above the federal poverty line yet do not earn a living wage. The United Way has recently made the results of their findings in Maryland and 23 other states available. Since 2016, United Way has taken a deeper dive into the data, and through *United for ALICE*, we can see that 29% of Frederick County households are in the ALICE threshold.

## What is ALICE?

**Asset Limited, Income Constrained, (yet) Employed.**

In a nutshell, ALICE households are working but do not earn a living wage in every community nationwide:

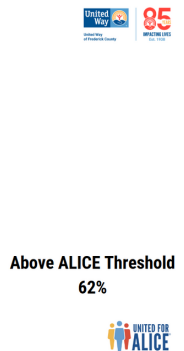
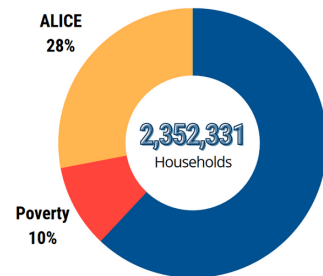
- Individuals whose wages cannot keep up with the rising cost of goods & services
- All races, ages, ethnicities & abilities
- Often include those who work two or more jobs
- Live paycheck to paycheck

## The Numbers Are Telling.

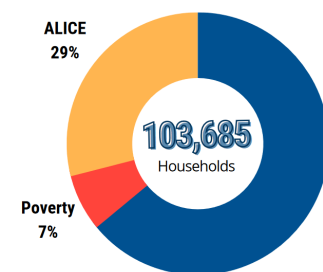
This year's report has revealed that 29% of Frederick County households are in ALICE and another 7% in the federal poverty threshold. Compared to the rest of Marylanders with 28% in ALICE and 10% in the federal poverty threshold.

One of the most surprising results of the data showed that ALICE households largely are in the rural parts of Frederick County; and according to SHIP (Student Homelessness Initiative Partnership), most of the resources to provide assistance to those in need are within the City of Frederick municipality.

### Maryland | State Overview

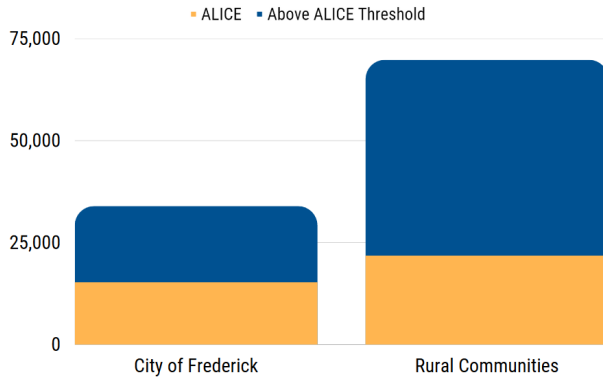


### Frederick County | Overview





# City of Frederick vs. Rural Communities



**One of the most surprising results of the data showed that ALICE households largely are in the rural parts of Frederick County.**

## We Build Communities.

*If you're not cryin', you're dyin'!* In other words, if you do not have young families continually in a community, then it may impact the resources, amenities, and overall ability to grow its economy to support the community. In order to thrive, you need businesses, employment, residential living, schools, health care, and more. The ALICE report shared that 44% of Thurmont and 52% of Emmitsburg households are within the ALICE threshold. Something must change.

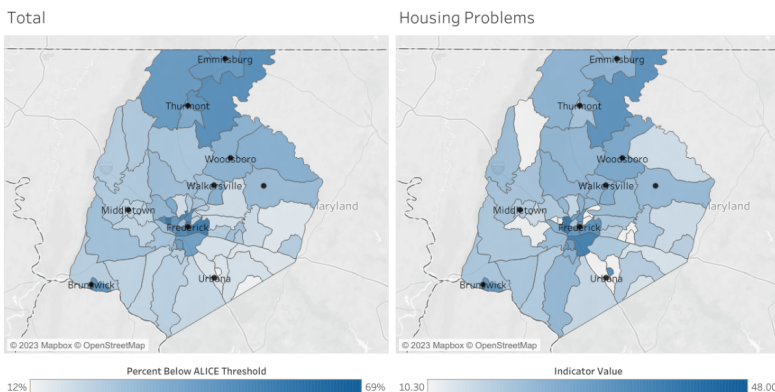
### Student Enrollment According to the FCPS 2023 Closed Schools List:

- Thurmont Primary (Pre-K and Kindergarten) - 64% capacity
- Thurmont Elementary - 56% capacity
- Thurmont Middle School - 54% capacity
- Sabillasville Env. Charter - 67% capacity
- Catoctin High School - 72% capacity (only with a 90% graduation rate)

*Based upon the 2022 Maryland State Department of Education Report Card.*

Having spoken with leadership over the past few years in Thurmont, they support growth in their municipality to bring businesses and additional housing to create a sustainable economy. With 44% of your residents living paycheck to paycheck and not making ends meet, you must grow.

## Housing Problems



COVID AND FINANCIAL HARDSHIP IN MARYLAND

2023 Report | UnitedForALICE.org





## Land Use Council Update

*Steve Oder, 2023 LUC President*

It feels like déjà vu all over again. If you read my article in June, you would think that I knew what was coming from our County Council. I discussed growth in this County and the balancing act that government needs to achieve between growth and infrastructure. Maintaining that balance is of the utmost importance.

Just last week, Council Member McKay proposed a development moratorium in Frederick County to "...help the County catch up with steady growth that is overloading schools." This is the quote from the Frederick News Post. Steady denotes predictability, which is exactly what we have been experiencing for many years. Rather than doing the hard work to fix the problem and keep up with the growth that has always been accurately quantified and predicted, McKay, who has now been in office for five years, has seemingly been opposed to growth. Clearly, it is much easier to propose a moratorium than it is to make the hard funding decisions and planning that is required of the office to which he was elected. This situation will only lead to continued growth pressures within the City of Frederick and a significant impact on housing affordability. In turn, this will also have a major impact on the County budget. The County depends on the income from development provided by impact and school construction fees to fund new school construction. In addition, our industry accounts for almost 20% of the employment in this County. Job loss in our industry always has a major impact on the local economy.

At a time when inflation is affecting every household, McKay's proposed moratorium is a measure that will not even begin to solve the problem of school overcrowding. It will, however, continue to increase the cost of housing, from rentals to resales to new homes.

The good news is that I do believe that we have other council members who understand the impact of shutting down the new housing construction pipeline. Unfortunately, however, it appears that we will have to endure hearings discussing the topic of moratoriums and the unavoidable finger-pointing directed at our industry. None of this will solve the problem or build the necessary schools in this county.

We have been having these discussions for over 20 years, and it always comes back to blaming our industry for the shortfalls of government planning. Our industry serves a need. We do not create the need. Years ago, one of our FCBIA leaders made the statement in a public hearing: "Growth starts in the bedroom!" That one always stuck with me as such a succinct and amusing way to state the facts regarding the need for housing.



As I stated back in June, we are fortunate to be a part of a robust economic region with a growing population that needs to be served with housing. If housing is not available, prices will increase and too many people will be blocked from attaining the American Dream of home ownership.

If Council Member McKay does come forward with legislation, we will be well prepared to participate in the debate and we will look for our entire membership to have their voices heard. We are fortunate to have an extremely talented membership within the FCBIA. The expertise and knowledge that is in this group will be prepared to reply to whatever legislation that is proposed that could negatively impact home building. As always, we will stand up for the rights of our industry to do business in Frederick County.



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# NAHB Member SAVINGS

Put your membership to work.

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# Multifamily Council Update

*Antonio DiDomenico, 2023 MFC President*



Over the past six months, the FCBIA Multifamily Council (MFC) has been building its governance. The MFC represents the specific interests of builders, developers, owners, and managers of all sizes and types of multifamily housing, including affordable and tax-credit housing, garden and low-rise apartments, mid and high-rise apartments, multifamily condominiums, student housing, military and veterans housing, and mixed-use multifamily communities. We also focus on matters important to commercial, institutional, and mixed development.

The mission of the Council is to provide a forum for members to share ideas and address concerns as well as helping members:

- Build expertise and connections
- Advocate for productive building policies and regulations
- Prepare for new opportunities and unexpected problems

FCBIA members can expect to engage on statewide and local legislation such as the building energy performance standards, designated county growth areas such as those outlined in the Liveable Frederick Master Plan, and with other members from a wide variety of businesses, organizations, and non-profits that build communities!

## Multifamily Trends Conference

The Multifamily Trends Conference will feature two economic experts: Bob Lefenfeld of Real Property Research Group and Wylie McCarter of FMI Corp. They will give an update on how the macro and microeconomic trends of the past year have affected the multifamily industry locally and nationally as the market reacts to persistent growth in a high-interest-rate environment.

Contact FCBIA Executive Officer Dani Adams at [Danielle@FrederickBuilders.org](mailto:Danielle@FrederickBuilders.org) if you would like more information or wish to register for this event!

**MULTIFAMILY TRENDS CONFERENCE**

AT 10-25-23

This year's event will feature two economic experts, Bob Lefenfeld of Real Property Research Group & Wylie McCarter of FMI Corp. They will give us their update on how the macro and micro economic trends of the past year have affected the multifamily industry locally and nationally, as the market reacts to persistent growth in a high interest rate environment.

SPONSORSHIPS AVAILABLE

October 25  
8:00 - 10:30 am  
before Builder Mart  
Howard County  
Fairgrounds

**REGISTER**



# Professional Women in Building Council Update

*Sandra Hofmeister, 2023 PWB President*

## Professional Women in Building EVENT SCHEDULE

**Tuesday, Nov. 28th - Lunch & Learn**  
Goodwill Monocacy, 12-1 p.m.

**Friday, Dec. 15th - Winter Gala**  
Platoon 22, 6-10 p.m.

Hello Members!!

We just successfully celebrated National Professional Women in Building Week, an occasion to celebrate women as an important component of our industry. We discussed the achievements of women across all facets of the building industry and the efforts to promote, train, and recruit more women in the field at the FCBIA September General Membership Meeting featuring Larry Van Sant of the Van Sant Group's presentation on workforce development. We also talked about women's impact on the building industry and the local Frederick County community at our Lunch & Learn Panel with County Executive Fitzwater as well as myself, Crystal Maguire of Winsupply, and Patricia Touchet of Provident Electric. Then, we finished off our celebration with a fabulous Happy Hour and raffle at Provident Electric! I hope that those who attended any of the PWB Week events gained something meaningful from this year's PWB Week events, whether it was a new insight or a new connection.

It is also important to note that National Hispanic Heritage Month is recognized from September 15th to October 15th. This is a time to celebrate how Hispanic and Latin Americans have helped enhance communities across the nation with rich history and culture. And, as the nation's Hispanic population continues to grow -- surpassing an estimate of 62 million in 2020 -- so too does its impact on the building industry.



*Learn More About  
the PWB Council!*







HELPING TO BUILD A STRONG FOUNDATION  
IN SUPPORT OF THE BUILDING INDUSTRY

## PLATINUM MEMBERS



### GOLD MEMBERS

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

### SILVER MEMBERS

Cohenterprises, Inc.	McCurdy, Dean & Graditor, LLC
FC Chamber of Commerce	Miles & Stockbridge
Fortress Foundation Solutions	Northwestern Mutual
Lancaster Craftsmen Builders	Offit & Kurman

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AMI Signs, Inc.	Generator Supercenter	Preferred Insurance Services
Buckeye Development	Intelice Solutions	Sandy Spring Bank
Builders First Source	Kramon & Graham, P.A.	The Clabaugh Law Firm
Charles P. Johnson & Assoc.	Macris, Hendricks & Glascock	Triple Crown Construction
Clagett Enterprises	Matan Companies	VCRE.CO
Dewberry	McCaskill Financial	Vintage Security
First United Bank & Trust	Middletown Valley Bank	W.F. Delauter & Son
Fox & Associates	Miller & Smith	Woodsboro Bank
Frederick Magazine	Morgan-Keller	ZA+D

**HELLO!**

*New Members!*

★ = Platinum Premier Club

★ = Silver Premier Club

★ = Gold Premier Club

★ = Bronze Premier Club

**Bartz Landscaping**

**Classic Home Advisors**

**Dynamic Automotive**

**Garrety Glass & Better Living**

**Greenberg Gibbons**

**Holler Contracting, LLC**

**Intelice Solutions ★**

**Lowe's**

**Middletown Valley Bank ★**

**The Van Sant Group**

## save the date:

*Stay in the Loop:*



Frederick County Building Industry Association



@thefcbia



Frederick County Building Industry Association

### 2023

**October 10**

General Membership Meeting: *Dry Utility Panel*

**November 8**

November Happy Hour & Member Vote for 2024 BOD

**December 5**

Installation of Officers & Holiday Luncheon

### 2024

**January 9**

General Membership Meeting: *The Building Industry in an Election Year*

**February 13**

General Membership Meeting: *Youth & Workforce Development*

**March 16-17**

49th Annual Home & Garden Expo

**March 19**

General Membership Meeting: *Land Use Council Annual Update*

**April 11**

Spring Happy Hour

**May 29**

Awards of Excellence

**June 11**

General Membership Meeting: *Economic Outlook*

**July 10**

Annual Crab Feast

**August 8**

48th Annual Golf Classic

*Learn More!*



*Network. Grow. Engage.*

**FrederickBuilders.org**