

BuilderBulletin



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Welcome to the Jungle!

Congrats to the 2023 AOE Winners!

FCBIA's Awards of Excellence program celebrates the "Best of the Best" of the Frederick Building Industry. This year's projects impressed the judges and gave cause to celebrate, from custom and production homes to remodels and outdoor living.

Winner's were announced at the Annual Awards of Excellence Gal at Dutch's Daughter, Wednesday, May 10. Many thanks to the evening's emcee, Hood College Director of Corporate and Government

Relations, Helen Propheter, the evening sponsor's and Wizer Productions for making the event a success.

Call for Entries for the 2024 Awards of Excellence is January 2024. Be sure to take this opportunity to support the association and celebrate the work you and your team have accomplished. Email Events@FrederickBuilders.org for details.

301.663.3599
FrederickBuilders.org
 203-B West Patrick Street
 Frederick, MD 21701

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



ASSOCIATE MEMBER OF THE YEAR
Eric Soter, Rodgers Consulting

Institutional knowledge + a brilliant mind x a great disposition = a Seat at the table. Our Associate Member of the Year exudes the highest level of integrity and education which has made him a trusted resource for our City and County Officials. We're honored to present the FCBIA's Associate of the Year, Principal of Rodgers Consulting, Eric Soter!



BUILDER MEMBER OF THE YEAR
Kirby Delauter, W.F. Delauter & Son

Kirby Delauter has paved the way to bridge communities. His contribution in drafting legislation for Maryland will help reduce stringent regulations imposed on the building industry. He has shown tremendous generosity, donating his company's time, talent, and treasure to be an influence for good in Frederick County. Congrats to FCBIA's Builder Member of the Year!

2022 ASSOCIATION AWARDS

YOUNG PROFESSIONAL OF THE YEAR

BRENDAN WHARTON
Morgan-Keller Construction

PWB MEMBER OF THE YEAR

KOURTNEY ROMAN
Empire Photography

LUC MEMBER OF THE YEAR

JOHN MAZELON
Fox & Associates

COMMERCIAL DIVISION

BEST COMMERCIAL PROJECT
MORGAN-KELLER CONSTRUCTION
Progress Labs at Riverside

BEST COMMERCIAL DESIGN
ZAVOS ARCHITECTURE+DESIGN, LLC
Clearview Wellness

LAND DIVISION

BEST COMMUNITY FEATURE
PLEASANTS DEVELOPMENT
Cedar Hill Community Center & Amenities
Brooklyn Park, MD

BEST COMMUNITY IMPROVEMENT PROJECT
WF DELAUTER & SON INC.
The Frederick Rescue Mission



BUILD/DESIGN DIVISION

BEST SALES MODEL - TOWNHOME
RYAN HOMES
Belle Air - Schubert Model

BEST CUSTOM HOME - CATEGORY I
HURD BUILDERS
Old Receiver Rd Project

BEST CUSTOM HOME - CATEGORY II
HURD BUILDERS
Adamstown Project

BEST CUSTOM HOME - CATEGORY III
HURD BUILDERS
Jefferson Project

BEST CUSTOM HOME - CATEGORY IV
JR CAPITAL BUILD
"Mountainside"

BEST CUSTOM HOME - CATEGORY V
NORTH MARKET CONSTRUCTION
Frederick Project

BEST CUSTOM HOME - CATEGORY VI
HURD BUILDERS
"Carroll Boyer"

MEDIA MARKETING DIVISION

BEST COMMUNITY BROCHURE
RYAN HOMES
Bloomfields 55+

BEST COMMUNITY WEBSITE
RYAN HOMES
Bloomfields 55+

OUTDOOR DIVISION

BEST DECK DESIGN & BUILD

CASEY FENCE & DECK
Category I Remodel
Hagerstown Project New Market Project

Category II
Brunswick Project





Tim Jones, Sale Person of the Year

INDIVIDUAL DIVISION

PROJECT MANAGER OS THE YEAR
 WF DELAUTER & SON INC. BRIDGE TEAM
 Tim Ridenour - WF Delauter & Son

TRADES PERSON OF THE YEAR
 Sandra Hofmeister - A&S Construction

LEADERSHIP AWARD
 Tom Baugher - Winsupply of Frederick

SALES PERSON OF THE YEAR
 Tim Jones- Drees Homes

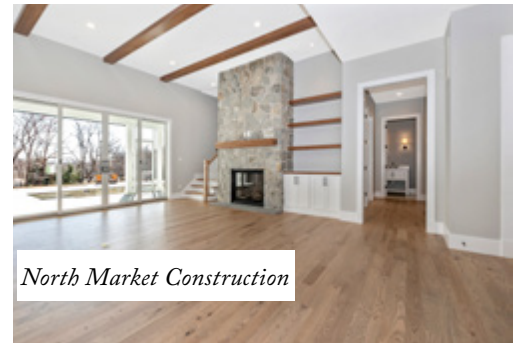
TOP PRODUCER
 Shane Kalivretenos - DRB Homes - West



HURD Builders



HURD Builders



North Market Construction



Dorman Home Remodeling

BUILDER PARTNER DIVISION

BEST SUB-CONTRACTOR PROJECT
BUILDERS FIRSTSOURCE INSTALL DIVISION
 East Quarter | Dream Finders Homes

BEST CRAFTSMANSHIP - TRADES
TIMBER RIDGE TABLE COMPANY
 "Rossignol Ridge" Custom Table

REMODEL DIVISION

BEST RESIDENTIAL REMODEL
DORMAN HOME REMODELING
 Black Ankle Project

BEST RESIDENTIAL REMODEL - HISTORIC
PDR HOMES
 "The Offutt Building"

MULTIFAMILY DIVISION

BEST MULTIFAMILY DESIGN
ZAVOS ARCHITECTURE+DESIGN, LLC
 Westminster Way

BEST MULTIFAMILY RENOVATION
MINER FEINSTEIN ARCHITECTS, LLC
 Anna Cooper House

MULTIFAMILY REMODEL -
BEST INCLUSIVE DESIGN
MINER FEINSTEIN ARCHITECTS, LLC
 Hillbrooke Towers



ZA+D

2023 SPONSORS

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BAY BREEZE LEVEL



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2023 President's Letter



Mike Pilch, 2024 FCBIA President

School's out and that means Project Guide is IN! FCBIA is thrilled to continue its support and guidance for Project Guide, a program that prepares young individuals for careers in the skilled construction trades. The program aims to enhance the economic opportunities for youth who fall under the A.L.I.C.E. threshold (more information on page 6) by equipping them with vital workplace readiness and financial literacy skills. The ultimate goal is to help them secure sustainable careers. This year Project Guide is under the leadership of *I Believe In Me*, creating a greater impact in empowering the youth in Frederick County.



JUNE GENERAL MEMBERSHIP MEETING

NAHB is looking to change the culture in the construction industry around mental health awareness by providing resources specifically tailored to construction workers, managers, developers and business owners. The initiative is supported by the ASAE Research Foundation and the Job-Site Safety Institute. FCBIA is joining this effort and was thankful to host Suzi Borg, Director of the Mental Health Association, at our June General Membership Meeting. If you are interested in learning more about the Mental Health Association, touring their space, or using their mental health resources, contact their office today! www.fcmha.org



BLUEPRINT FOR MARYLAND'S FUTURE

During the FCBIA June General Membership Meeting, Kara Fritz, Manager of the Workforce Services of Frederick County, presented on the Blueprint for Maryland's Future. The Blueprint for Maryland's Future provides the foundation needed to elevate every child to reach their full promise and potential by transforming Maryland's education system into a world-class model.

If you are interested in learning more about the Blueprint for Maryland's Future or hosting their coaches at your business, reach out to Kara today!



Kara Fritz, CWDP
 Manager, Youth Programs & Talent Pipeline Development
Workforce Services, Frederick County Government
 301-600-2760
kfritz@Frederickcountymd.gov

NAHB
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of Home Builders

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Executive Officer's Update

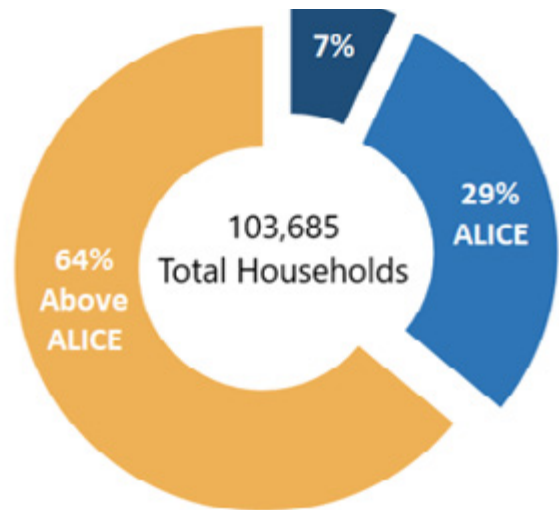


Danielle Adams, FCBIA Executive Officer

According to the May 2022 State Occupational Employment and Wage Estimates in Maryland, skilled trade laborers may earn on an average between \$35K to \$92K. How does that compare to wages in Frederick County? Increase that by at least 8% based upon the 2023 first quarter weekly wages report by the Bureau of Labor Statistics.

Compare these wages to meeting the income needs in our community. The United Way of Frederick County produces an A.L.I.C.E. report every two years that reflects how many households are employed, yet these households do not earn a living wage to support their needs. A.L.I.C.E. stands for Assets Limited, Income Constrained, Employed.

Approximately 36% of Frederick County is within A.L.I.C.E. In the state of Maryland, if a single adult is earning less than \$34.6K, then they fall within A.L.I.C.E, and the same goes for a family of four earning less than \$82K. If the lowest wage of a building industry laborer in Maryland is at \$35K, then a career in the building industry pays! This is just the beginning of the wage scale for a “helper.” Once a laborer gains experience, they then have the potential to become a single household earner.



2023 ALICE Report: 7% represents households below the Federal Poverty Line. ALICE are those above poverty line but below the basic cost of living.

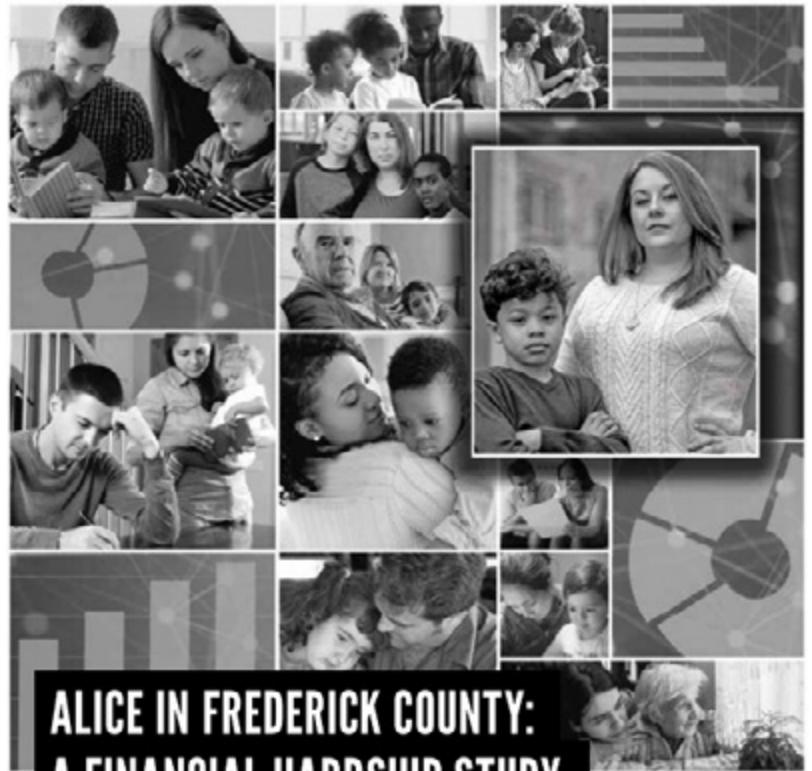
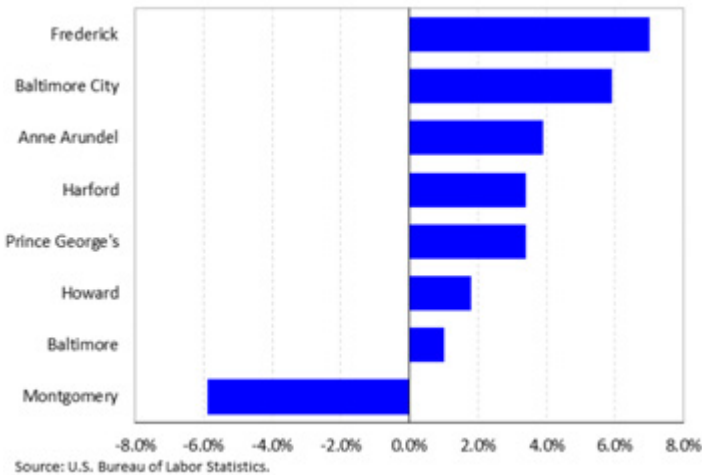
	Federal Poverty Level Census income thresholds that vary by household size but not geography to determine who is in poverty	ALICE Household Survival Budget The cost of the essentials needed to live and work in the modern economy, by household type and location
Family of Four		
Monthly Total	\$2,208	\$6,829
Annual Total	\$26,500	\$81,948
Percent Change, 2019–2021	3%	8%
Single Adult		
Monthly Total	\$1,073	\$2,890
Annual Total	\$12,880	\$34,680
Percent Change, 2019–2021	3%	8%

Note: Percent change is pre-tax.

Sources: ALICE Household Survival Budget, 2021; Assistant Secretary for Planning and Evaluation (ASPE), HHS poverty guidelines for 2021, U.S. Department of Health and

The FCBIA has partnered with United Way of Frederick County to take a deeper dive into the local data. A full-scale report will be available in Autumn 2023.

The FCBIA is working to increase entry points for job seekers to find a career in the building industry by engaging Frederick County Public Schools, Frederick Community College, Workforce Services, non-profits, and organizations. If you are interested in participating in a job fair, paid apprenticeship, or anything of that nature, please contact me to discuss opportunities!



ALICE IN FREDERICK COUNTY: A FINANCIAL HARDSHIP STUDY

LIVE UNITED

2020 FREDERICK COUNTY, MARYLAND REPORT



SOLD OUT!

EMAIL FOR WAITLIST
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FCBIA
FREDERICK COUNTY
BUILDING
INDUSTRY
ASSOCIATION

CRAB FEAST

4 PM - 7 PM

JULY 12TH

- ✓ All You Can Eat Crabs!
- ✓ Patio Dining
- ✓ 50/50 Raffle

\$65 Member | \$75 NON-Member



2023 SIGNATURE SPONSOR - VINTAGE SECURITY



Maryland National Golf Club

8836 Hollow Rd. Middletown, MD 21769

THURSDAY, AUGUST 10TH

47 Years of Having Fun While Doing Business!
Support the Association that Supports You!



7:30 - 8:25am | Registration & Breakfast • 8:30am | Shotgun Start (Scramble Format) • 1:30pm | Lunch & Awards

Enjoy a complete program of special events while you mingle with your peers from the building industry. Promote your business to decision makers through sponsorship! All proceeds to benefit FCBIA member services.

- ✓ 18 Holes of Golf
- ✓ 2 Players / Cart
- ✓ Global Positioning System (GPS)
- ✓ Tournament Gift
- ✓ Virtual Scoring to Track Leaderboard
- ✓ Boxed Luncheon
- ✓ Beer, Sodas, & Water
- ✓ Use of Practice Range
- ✓ Contests & Prizes!
- ✓ Tournament Awards
- ✓ App Scoring



Sponsorships Available!

203-B West Patrick Street, Frederick, MD 21701 | 301-663-3599 | events@frederickbuilders.org

*Note- a 3% convenience fee applied for all credit card transactions in order to cover the rising cost of credit card acceptance.

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Please visit <https://memberdeals.com/nahb/?login=1>





Land Use Council Update



2023 LUC President Update, Steve Oder

Residential growth in Frederick County is always a controversial topic. Frederick County has experienced the highest rate of population growth in the state since 2010, increasing by a whopping 21.35% in the last 12 years.

Is this because we built more houses? No. This is not Field of Dreams; the adage “build it and they will come” does not apply here. Frederick County is extremely attractive for many reasons and people naturally want to live here. Frederick City has been recognized as one of the best small towns in the country. We are also a part of the DMV, which has a robust economy driven by the federal government and technology. There are truly innumerable reasons to make Frederick County a place you call home. Frederick has always and will always have growth pressures whether we allow the growth or not. As a result of this growth, elected officials face a difficult balancing act that is required to accommodate the increase in population without overtaxing our infrastructure and thus negatively affecting our way of life and all the things that make this county a great place to live and work. However, this is a good problem to have. Dealing with these growing pains is certainly preferred over a population deficit.

A key factor in the equation of balanced growth and the maintenance of a healthy economy for our citizens is the supply of housing. The law of supply and demand applies to housing just as much as any other part of the economy. The price of housing



dramatically increases when there is high demand and low inventory. Affordable housing has always been a hot button issue. We all want to be able to afford the American dream of home ownership. This is a perpetual topic of our local elected officials.

Over the last 25 years, it has been established that a manageable and healthy growth rate for housing is between 1,800- 2,000 new units per year in a healthy combination of single-family homes, townhomes, and multifamily dwellings. A lesser growth rate would not service demand, and a higher growth rate would be a challenge to our infrastructure. The Frederick County government relies on a healthy housing growth rate to fund infrastructure as well as an affordable mix of housing to provide businesses with a base of housing for its employees.

There are roughly 13,000 housing units with some level of approvals currently existing in Frederick County. About half of those units are within the City of Frederick. At our healthy absorption rate of 1,800 units per year, we have 7 years of inventory remaining. This may seem adequate, but it can take five years or more to move a property through the approval process to get to a place where a home can be delivered. To keep a healthy supply of inventory that balances mix and maintains an affordable value, the county should always maintain at least a 10-year supply in this pipeline. We are getting dangerously low and could see housing prices reach unaffordable levels for the citizenry if we cannot find a way to increase the housing units in the pipeline.

Think about it this way: if 5 properties were sold to developers that could accommodate 1,000 housing units each today, 5,000 housing units would be added to the pipeline within 5 years. At that point, our existing pipeline would be down to 4,000 housing units. We would then be worse than we are today since we would not be keeping up with the rate of absorption! In order to have 18,000-20,000 units in the pipeline, we need to be moving forward with a much larger number of major subdivisions. If we do not correct this problem soon, our children will not be able to afford to live in Frederick County and businesses will look to relocate to counties where their employees can find affordable housing.

We need to educate our citizens on these facts. The public looks at subdivisions on a micro level and the impacts that any given one has on their lives in their immediate surroundings. Our elected officials are guilty of the same myopic view in many cases. We are constantly hit with statements of over-approval of residential subdivisions that were granted during the Young Board of Commissioners and how they negatively impacted our county. However, without those subdivisions being approved almost 10 years ago, we would have no pipeline today. Some of those subdivisions are still in the current pipeline and have not even sold the first home! We need to have a healthy number of approved lots coming online every year, but the numbers have been inadequate over the past 8 years or more. If this does not change soon, Frederick County's economy will suffer and many of our citizens will no longer be able to afford to live here.



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MULTIFAMILY COUNCIL

Multifamily Council Update

2023 MFC President Update, Antonio DiDomenico

Frederick County, Maryland, has seen significant population growth in recent years and an increasing demand for multifamily housing. The county's current housing stock comprises single and multi-family homes, but there is a growing need for more affordable housing for young professionals, families, and seniors. Multifamily housing can benefit the community, including increased density in urban areas, reduced sprawl, and more affordable housing options for residents.

Furthermore, with the rise of telecommuting and remote work options, many workers no longer need to live near their place of employment. It is making the convenience and flexibility of multifamily housing more appealing. This is particularly true for areas in and around Frederick City, which have seen rapid growth and development. As such, the region needs more diverse housing options, including apartments, townhomes, and other forms of multifamily housing. By investing in these developments, Frederick County can create more vibrant, sustainable communities that meet its residents' needs while promoting economic growth and stability.

The start of FCBIA's Multifamily Council can be a significant step in addressing the needs of our residents in multifamily housing. The board can also serve as a platform for advocating policies and programs that support the development of affordable, high-quality multifamily housing. Lastly, establishing this council can be a valuable tool for advancing the interests of those living in multifamily housing and creating more vibrant, inclusive communities.

JOIN. ENGAGE. GROW

ENHANCE YOUR MEMBERSHIP- JOIN A COUNCIL.

FCBIA's Councils are essentially roundtable sessions for members to connect and discuss the home building industry. Councils are subsets of the entire membership who are grouped based on a specific interest or expertise. Councils meet either on a monthly or quarterly basis. Some councils are limited to specific membership types and may have a fee. If interested in joining a Council or learning more, contact FCBIA's Executive Officer at Danielle@FrederickBuilders.org.



DEVELOPING A BRIGHTER FUTURE

Pleasants Development builds cohesive and vibrant communities in Maryland, Virginia, and the Mid-Atlantic Region. Our decades-long record of success is attributable to our deep investment in the entire lifecycle of our communities. Our robust and diverse project portfolio ensures our economic stability. We are proud to have created neighborhoods that people love to call "home."



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Professional Women in Building Council Update

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

How do the high-paying jobs in construction compare to the supply in Frederick County? According to Lightcast Q2 2023 Data Set, there are 12,183 positions in Frederick County within our industry, and 501 of those positions currently remain unfilled. We are also seeing an increase in women in the construction industry

with over 17% of building industry positions being filled by women in Frederick County, compared to this figure being only 11% nationwide (National Association of Women in Construction).

It is clear that women are an incredibly imperative part of the building industry. Their participation in this industry bolsters the economy and tackles the labor shortage issue that we are currently facing. However, it can be difficult for some women to get their foot in the door when attempting to enter the industry due to childcare and housing costs.

NAHB Board Chairman Alicia Huey has even addressed the subject of the need for more women working in the building industry when testifying before the House Ways and Means Committee in 2022. Huey informed Congress that raising female involvement in the building industry is imperative to solving the industry's labor shortages:

“Congress should ensure that existing tax incentives for employer-provided childcare are flexible for businesses. This will help more women who are currently unable to work to get jobs...With home prices and rents rising even faster than inflation, and a growing scarcity of entry-level owner-occupied housing along with affordable rental units, Americans are being squeezed hard, particularly single-parent households that are headed predominantly by women.”

With these proposed programs and councils like the Professional Women in Building Council, women can enter the building industry with proper support that will help them thrive. I am so proud of how successful the PWB Council has been in establishing connections and giving empowerment to women who work in the building industry. If you are interested in learning more about the PWB Council or joining us at our next event, please feel free to contact me!

Know Someone Who Wants to Get Involved?

The Frederick PWB Council is on the look out for other ambitious women in the building industry. Our goal is to encourage, educate, and empower other women already in the industry and inspire more females to take advantage of everything that the building industry has to offer!



FCBIA PROFESSIONAL WOMEN IN BUILDING

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.

Professional Women in Building

EVENT SCHEDULE

Wed. Aug 23rd - Spicy Salsa Social
Frederick Salsa, 4pm-?

PWB Week! Sept. 11-15th

Thurs. Sept. 14th - Lunch N Learn
Goodwill Monocacy, 12-1pm

Sun. Oct. 15th - Annual Fall Fundraiser
Hidden Hill Winery, 1-4pm

Tues. Nov. 28th - Lunch N Learn
Goodwill Monocacy, 12-1pm

Fri. Dec. 15th - Winter Gala
Platoon 22, 6-10pm



FCBIA PROFESSIONAL WOMEN IN BUILDING



- American Community Management, Inc
- Bank of Clarke
- Classic Home Advisors
- Digging & Rigging
- Holler Contracting LLC
- Lawyers Signature Settlements
- PDR Homes
- TC Backer Construction
- Timber Ridge Table Company



Please join FCBIA in welcoming Kimberly Mazziott as our Marketing & Communication Specialist! Kimberly brings a tremendous amount of talent and expertise to our organization. She is greatly looking forward to serving the Frederick community through her work with the FCBIA!

Contact: Kimberly@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

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- FC Chamber of Commerce
- Fortress Foundation Solutions
- Lancaster Craftsmen Builders
- McCurdy, Dean & Graditor, LLC
- Northwestern Mutual
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- 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.

- June 29** PWB Speed Networking
5pm - 7pm | Jerk N' Jive • 490 Prospect Blvd
- July 12** Annual Crab Feast
4pm-7pm | Buckeystown Pub • 6803 Michaels Mill Rd
- Aug 10** 47th Annual FCBIA Golf Classic
Maryland National Golf Club • 8836 Hollow Rd
- Sept 12** General Membership Meeting
8:30am | Ceresville Mansion • 8529 Liberty Rd
Topic: Recruiting Talent to Your Business

- Oct 10** General Membership Meeting
8:30am | Ceresville Mansion • 8529 Liberty Rd
Topic: Dry Utility Panel
- 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

2024 Frederick Home & Garden Expo
March 16 & 17 @ The Frederick Fairgrounds

Visit 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.