

# Bulletin

Issue 3  
Summer 2014



The winners of the 2014 Awards of Excellence were announced at a lavish, Gatsby-themed banquet at Ceresville Mansion on May 8.

Many of the guests dressed up to match the period, and thanks to Glenn Berkhouser they could get their picture taken by Bill Adkins of The Photo Department in front of an original 1930 Model A Ford. Presenters Todd Walker, Sasha Scaun and Hugh Gordon entertained the crowd with music and a mob-style extortion act.

For more pictures and a list of winners and sponsors, please see page 4 & 5. And the June issue of Frederick Magazine featured a full page ad honoring the 2014 winners.



## Upcoming FCBIA Events

**August 8**  
38th Annual Golf  
Classic

**September 9**  
General Membership  
Meeting

**October 14**  
General Membership  
Meeting

For details see inserts and  
Building Buzz e-news



Denise Jacoby  
Executive Officer  
dbradyjacoby@  
frederickbuilders.org

Donna Kraft  
Executive Administrator  
donna@frederickbuilders.org

Clasina Van Velzen-Stup  
Membership Coordinator  
clasina@frederickbuilders.org

Phone: 301.663.3599  
Fax: 301.663.1966  
www.frederickbuilders.org

## Dusty Rood

Land Use Council President

The first half of 2014 has been a very busy time for the Land Use Council. Listed below is a snapshot of the biggest land use issues that the Council has been involved with:

**Impact Fee Update:** The County engaged Tischler-Bise to study and recommend an updated impact fee based on the relationship between the costs that new housing places on existing public facilities. That independent analysis found that student generation rates, which are a key determinant of the impact fee, had shifted and are expected to continue to shift. Student generation rates from new single family detached homes were trending downwards while rates were trending upwards from multi-family units. Townhomes were trending upward at the elementary level and downward at the middle and high school levels. As a result and as recommended by Tischler-Bise, the Board of County Commissioners increased the impact tax on townhomes and multi-family and decreased the impact fee for single-family detached units.

**Sewer Infrastructure Agreement:** Several years ago, the LUC, City of Frederick and Frederick County partnered to fund a study to examine the short and long-term sewer infrastructure needs. This was advanced largely in recognition of the Potomac Water Supply Agreement that obligates the County to provide and the City to purchase a pre-determined amount of drinking water. With this as a financial obligation to the City, it was critical that the City have adequate sewer infrastructure to accommodate the growth to fund the

water purchase. That study formed the basis for the recently approved (and hopefully executed by the time this article goes to press) sewer agreement between Frederick County and Frederick City. The intricacies of the agreement are too much for this summary, but suffice it to say, this agreement sets forth an important legal framework to ensure adequate and reliable sewer infrastructure for the City of Frederick to accommodate growth. While Jeremy Holder would be quick to recognize the efforts of Mike Marschner and Zack Kerschner, anyone doing business in Frederick should be forever grateful to Jeremy for his efforts on this keystone issue.

**Workgroup Participation & Industry Representation:** The LUC is frequently asked to be represented on various taskforces and workgroups examining specific issues. Many of the substantive issues that impact land use and development policy emerge from these

*Continued on next page*



**Tom Hyde**  
Builder  
Member of the Year



**Dusty Rood**  
Associate  
Member of the Year

**Board of Directors  
2014**

Thomas Hyde, Jr.  
*President*

Keith Tunell  
*First Vice President*

Jerry Connelly  
*Second Vice President*

Hugh Gordon  
*Treasurer*

Brendan Madden  
*Secretary*

Bob Mochi  
*Past President*

Fran Denmark  
Frank Dertzbaugh  
Mark Lancaster  
William R. Norton, III  
Ross Ostrander  
Stuart Terl  
Dave Wiegand  
Jason Wiley  
*Directors*

Dusty Rood  
*President*  
*Land Use Council*

Frank Dertzbaugh  
*Representative*  
*Professional Remodelors*  
*Organization*

Gary Large  
*Representative*  
*Commercial Roundtable*

Betsy Cain  
*President*  
*Sales & Marketing Council*

J. Maurice Carlisle  
Robert Hilton  
Jim MacGillivray  
Fred W. Rudy  
David C. Smith  
Dolores Wilson  
*FCBIA Life Directors*

Lisa Graditor  
*Board Attorney*

Thomas Hyde, Jr.  
Dusty Rood  
*State Directors*

workgroups making our involvement critical. Last fall, in response to a proposal from the Farm Bureau a workgroup was formed to examine the transfer of property rights from agricultural properties. While no formal proposals have yet to emerge from this effort, Steve Oder was diligent in his attendance and representation of the development industry's interest on this topic.

Last winter, the County established a workgroup to examine a proposal to replace the impact fee with a transfer tax. This effort was highly-controversial and reflected the challenges the County faces when growth is at the level it has been. Jason Wiley represented the industry on this workgroup and helped shape the LUC and FCBIA's position on this matter.

Many thanks go to Steve, Jason and everyone else who takes the time to serve in these roles for the time and energy they dedicate towards the broad interests of the building industry.

DUSWM Standard & Specifications and Road Construction: DUSWM is currently in the process of updating their Standards and Specifications document, which controls precisely how most land development infrastructure is designed and constructed. The LUC has been intimately involved in soliciting and providing comments and recommended changes to help the standards and specifications match the practical construction and design considerations. Many thanks to John Mazelon for his leadership on this issue, which required collaboration with contractors, developers, engineering firms and County staff while attending to the necessary details of the matter.

State Issues: With a growing influence over local land use decisions and issues, the LUC actively engages in State issues. Of recent interest, the NPDES Construction Permit was administratively extended at the end of 2013 and, as of the writing of this article, continues to be. This extension was necessary to respond to comments and requests by the environmental lobby, to which the LUC also offered counter arguments, as well as to prepare an on-line submission tool. As of the writing of this article, the permit remains administratively extended and the kinks are being worked out of the on-line tool. We are expecting that the updated permit and on-line tool will be released within the next several months, at which time, permit holders particularly those with active construction underway will need to update their permits.

The LUC continues to monitor the pending

Nitrogen offsets regulation, which was tabled in late 2013. Our best guess at this time is that the next administration will take this on and nothing will happen until after November.

Last, the LUC continues to make the problems with SHA's access permit process known. This is one of the single-greatest obstacles facing development projects at the State level.

With the pending change in leadership in Annapolis, there are many issues to be addressed and the LUC intends to do all it can to advocate in the best interest of our members in Frederick County.

Thanks again to the LUC Board of Directors and all the members who participate in these and other such efforts. It is remarkable that even in these lean times, individuals are willing to share their time and expertise to help shape these important issues.

**RENTALS UNLIMITED**  
EQUIPMENT AND TRUCK RENTAL

**RU READY!**

[www.RentalsUnlimited.com](http://www.RentalsUnlimited.com)  
(877) RU-Rents  
787 - 3687

**We Rent Solutions!**

- Forklifts
- Loaders
- Man Lifts
- Compactors
- Trucks
- Lawn & Garden
- Power & Hand Tools
- Propane Refills
- Earth Moving Equip
- Rollers, Tractors
- & Diggers
- Saws
- Heaters & Fans
- Pumps, Sprayers & Washers
- Mechanic Tools
- Carpet & Tile Tools
- Contractors Supplies



**5 Locations to Serve You!**

<p><b>FREDERICK, MD</b> 36 THOMAS JOHNSON DR. 301-663-9200</p>	<p><b>HAGERSTOWN, MD</b> 1458 SHARPSBURG PIKE 240-420-0200</p>
<p><b>CLARKSBURG, MD</b> 24000 FREDERICK RD 301-972-6200</p>	<p><b>ROCKVILLE, MD</b> 14925 SOUTHLAWN LN 301-294-6066</p>

**STERLING, VA**  
44783 OLD OX RD  
703-709-9300

I know I'm not alone when I say I'm glad the primaries have come and gone. (If nothing else, the signs will come down for a few months!) Unlike the candidates that have to hit every fair and parade in the county, we get to take a couple weeks off and recharge for the general election. I would like to start by thanking the staff and the various members of the Land Use Committee and Board of Directors that dedicated time from their already hectic days meeting with the candidates, working on the "Build the Vote" campaign and serving as a sounding block for Denise's well-regarded series of articles in The Tentacle. Our role is to be an advocate for our industry and I can't begin to count the volunteer hours spent to get our message out. Although difficult to measure, I have to believe our collective efforts moved the needle in some of the most highly contested races.

With the primaries complete, the council races are a little easier to understand and the executive race is set to be the heavy weight bout that we all predicted. On the state level, we will see a turnover in local leadership and we can only hope that those elected will be as supportive as Senator Brinkley, Delegate Claggett and Delegate Hogan proved to be during their times in office. The governor's race could prove to be exciting with Republican Larry Hogan taking aim at the anti-business climate created by Governor O'Malley and his Lieutenant Governor, and Democratic candidate, Anthony Brown. A strong "Get out to Vote" campaign by either party on the state level could have a major impact on the local elections.

## Business

Earlier this month, NAHBNow highlighted the key takeaways in this year's State of the Nation's Housing Report issued by the Joint Center for Housing Studies at Harvard University.

And when you dig a little deeper, there's some interesting information about one important segment of potential clients who remain reluctant to jump into the homeownership pool: Millennials and other first-time home buyers.

There's been a lot of talk recently about the "Boomerang Generation" moving back home after college, laden with student debt and struggling to find decent-paying jobs. As a result, this group of would-be home buyers seems to be putting off a core part of the American Dream. Indeed, homeownership rates for 25-34-year-olds are down 8% from 2004 to 2013, the report says.

While some are quick to say that Millennials – generally considered to be in the 20-34 age range – simply don't value homeownership and are redefining the American Dream, the facts reveal something else. Namely, Millennials simply can't afford it right now.

We will continue our efforts to educate individual candidates and the community as a whole on the positive impacts of our industry. We will continue the "Build the Vote" initiative and plan on going beyond a letter and email campaign and meeting with key employers – both members and non-members. It is our intention to continue the articles in The Tentacle. These articles tackled the issues from our perspective and provided facts to back up our position. We will hold a candidate forum where we will be able to ask the questions most pressing to our industry. We hope that all of the council candidates and the executives will take the time to attend. Finally, we will be holding an economic forum that will be co-sponsored by other pro-business organizations to discuss the positive aspects of growth and specifically the impacts on employment and county revenues. Stay tuned, we will be announcing the panel and co-sponsors in the months to come.

We will continue to work as hard as we can as to advocate on your behalf, but we will be asking for your help as well. If you're interested in meeting with other businesses or assisting with the candidate or economic forum, please let Denise or I know. We could use the help.

Most importantly talk to your employees, coworkers, friends and family. Make sure they understand that a 4.5% unemployment rate doesn't happen without growth. New schools and roads don't get built without the contributions made by each and every new home. Existing infrastructure bonds don't get paid without the impact fees paid by every new development. Then, once they understand the issues, make sure they vote for the candidates that support a business friendly platform.

Frederick County is a great place to live and work and we need to make sure it stays that way!

The Harvard study noted that the rise and fall in homeownership among younger households mirrors income trends. Between 2007 and 2012, real median household incomes dropped 8% among 25-34 year olds and 7% among 35-44 year olds. For the past two decades, homeownership rates for both of these age groups have closely tracked changes in income.

Here's the new reality for this generation: After graduating from college, Millennials face higher levels of student debt and higher unemployment rates than even those in Generation X (ages 35-49). According to the Harvard report, "Student loan debt has accounted for 63% of the growth in total debt over the past year and for nearly the entire increase in non-housing consumer debt since 2003."

The Great Recession and subsequent slow, spotty economic recovery are making it difficult for Millennials to find full employment opportunities. In fact, Millennials comprise 40% of all unemployed workers in the country, according to Georgetown University's Center on Education and the Workforce. In May, the unemployment rate for 20-34-year-olds was 8.1%, with the rate climbing to 11.1% for the 20-24 age group, the U.S. Census Bureau reports.

*Continued on page 6*

# Awards of Excellence 2014



## Awards of Excellence 2014 Sponsors

Gatsby

Mackintosh Realtors

Polo

Frederick County Bank

Champagne

Dan Ryan Builders

Trimco

Old Sport

Tracie Clabaugh

Stephen Crum

Bill Norton

Sasha Scaun



Media Sponsor: Frederick Magazine

Decorations Sponsor: Giorbello

Period Car: Glenn Berkousen,

Golden Gears Car Club

# Awards of Excellence 2014 Winners

## Building Division

Best Accessory Structure  
H.F. Payne Construction Company  
Sugarloaf Vista Barn, Ijamsville

Best New Home Design  
Townhome 300,000 - \$400,000  
Greentree Homes  
The Jefferson, Tuscarora Creek

Best New Home Design  
Townhome \$400,000 - \$500,000  
Wormald Companies  
The Grandview, Westwinds

Best New Home Design  
Townhome \$500,000 - \$650,000  
Wormald Companies  
The Beauvais, The Chateaus at Worman's Mill

Best New Home Design  
Single Family \$300,000 - \$400,000  
Insignia Homes  
The Greenbrier, Canal Run

Best New Home Design  
Single Family \$400,000 - \$500,000  
Advantage Homes  
The Prescott, Brunswick Crossing

Best New Home Design  
Single Family \$500,000 - \$650,000  
Insignia Homes  
The Windham, Culler Estates

## Land Development Division

Best Single Family Project  
Lansdowne/WF Delauter & Son Inc  
The Manor at Holly Hills



## Marketing Division

Best Sales Model  
Townhome \$300,000 - \$400,000  
Drees Homes  
The Surry, Linton at Ballenger

Best Sales Model  
Single Family \$400,000 - \$500,000  
Drees Homes  
The Manchester II, Clover Ridge

Best Sales Model  
Single Family \$500,000 - \$650,000  
Drees Homes  
The Buchanan, Linton at Ballenger

Best Interior Merchandising  
Townhome \$300,000 - \$400,000  
Greentree Homes  
The Jefferson, Tuscarora Creek

Best Interior Merchandising  
Single Family \$400,000 - \$500,000  
Advantage Homes  
The Prescott, Brunswick Crossing

Best Interior Merchandising  
Single Family \$500,000 - \$650,000  
Greentree Homes  
The Carver, Tuscarora Creek

## Media Marketing Division

Best Color Print Ad  
Dan Ryan Builders  
Relo Guide



## Remodeling Division

Best Addition  
\$75,000 - \$100,000  
Matney Construction Services  
The Saar Residence, Towson

Best Commercial Remodel  
\$50,000 - \$75,000  
Matney Construction Services  
Sofi's Crepes, Baltimore

Best Kitchen Remodel  
\$25,000 - \$50,000  
Matney Construction Services  
The Ward Residence, Baltimore

Best Kitchen Remodel  
\$50,000 - \$75,000  
Dorman Home Remodeling  
The Connor McLaine Residence, Bethesda

Best Residential Remodel  
\$300,000 - \$350,000  
Wivell Homes  
The McGreevy Residence, Frederick

## Outdoor Living Division

Best Landscaping  
\$50,000 - \$75,000  
Landscape Concepts Inc  
The Miller Residence, Frederick

Best Outdoor Living Space  
Over \$250,000  
Landscape Concepts Inc  
The Miller Residence, Frederick

## Trades Division

Best Craftsmanship  
All Around Plumbing, Inc.  
The Cutroneo Residence, Woodbine

## Individual Achievement Division

Sales Person of the Year  
Amy Goline  
Advantage Homes

Construction Superintendent of the Year  
Coty Myers  
Dan Ryan Builders

# FCBIA SPIKE CLUB ROSTER

Robert Hilton	158.00
Larry Schaffert	131.00
Bev Shelton	126.50
James Rudy	121.50
Hugh Gordon	111.50
Mark Lancaster	99.25
Ken Abrecht	99.00
Marvin Ausherman	83.00
Stuart Terl	75.00
David C. Smith	74.00
Gary Sanbower	72.50
Bo Carlisle	64.00
Steve Oder	61.00
Billy Shreve	59.00
Rich Thometz	56.00
Howard Payne	53.00
John Clarke	51.25
Scott Gove	44.50
Doug Maddox	44.00
Robert Frogale	42.50
Lynn Shanton	42.25
Mark Pelletier	41.75
Bob Dalrymple	41.00
Dick Johnson	40.50
David Lingg	38.50
Jim MacGillivray	38.00
Jack Marshall	33.50
Frank Dertzbaugh	33.50
Gail Sexton	30.50
Ed Smariga	29.50
Barry Weller	20.00
Steve Seawright	19.75
Doug MacMaster	17.00
Andy Mackintosh	15.25
Mark Friis	14.00
Joe Pushak	13.50

**These are the members who make the FCBIA stronger by recruiting new members. Thank you!**

*Would you like to become a Spike Club member? For each new member you sign up, you earn one point. Contact the FCBIA office for details.*

Continued from page 3

Another reason that Millennials are delaying homeownership is probably because they are waiting longer to get married and have kids. The median age for a first marriage is now 28.7 for men and 26.5 for women. Compare that to 1990, when the median ages were 26.1 and 23.9, respectively.

In 2013, just 26% of those ages 18 to 32 were married, according to the Pew Research Center. That's a full 10% lower than the marriage rate of Generation X at that age.

But as the Harvard report points out, it's just a matter of time for Millennials to make these big life changes and positively impact the housing market.

The number of households in their 30s is expected to increase by 2.7 million over the next decade, which should boost demand for new housing. In fact, the report predicts that Millennials will form 24 million new households by 2025.

That's good news for our economy, job growth, and the future of the American Dream.

## Betsy Cain

Sales & Marketing Council President

Our spring market got off to a slow start but it seems to be moving now as July has proven so far to be a hot month for new home sales. The inventory is still fairly low, making it a good market for both buyers and sellers.

I love seeing the new communities and builders coming to town and construction beginning in new neighborhoods all around Frederick County. It creates such a positive environment and lots of energy to see the bustle of activity.

Let's continue this momentum into the fall season and have a great second half of 2014!

**William R. Norton, III**  
Financial Advisor  
Financial Planning Specialist  
Portfolio Manager

**Wealth Management**  
30 West Patrick Street  
7th Floor  
Frederick, MD 21701  
direct 301 696 8265  
fax 301 663 4798  
toll free 800 634 0072

**Morgan Stanley**

[www.morganstanleyfa.com/norton](http://www.morganstanleyfa.com/norton)  
[william.r.norton@morganstanley.com](mailto:william.r.norton@morganstanley.com)

## New Members

### Colonial Sash & Door, Inc.

*Timothy Rollins*

260 Interstate Circle

Frederick, MD 21704

Phone 301-695-4041 x111

[sashndoor1@aol.com](mailto:sashndoor1@aol.com)

<http://colonialsnd.com>

Windows/Doors/Cabinets/Kitchen/Bath

### Community Management Corporation

*Mac Staples*

11300 Rockville Pike, #907

Rockville, MD 20852

Phone 301-692-1700

[mstaples@cmc-management.com](mailto:mstaples@cmc-management.com)

<http://www.associaonline.com>

Association Management

### Presidential Bank Mortgage

*Terry Kernan*

50 Citizens Way, Suite 401

Frederick, MD 21701

Phone 301-694-1500 x1515

[tkernan@presidential.com](mailto:tkernan@presidential.com)

<http://presidentialbankmortgage.com>

Financial Services/Banks/Mortgages

### Shulman, Rogers, Gandal, Porfy & Ecker

*Kevin Kennedy*

12505 Park Potomac Avenue, 6th Fl.

Potomac, MD 20854

Phone 301-230-5219

[kkennedy@shulmanrogers.com](mailto:kkennedy@shulmanrogers.com)

Attorneys/ Legal services

### Shulman, Rogers, Gandal, Porfy & Ecker

*Timothy Dugan*

12505 Park Potomac Avenue, 6th Fl.

Potomac, MD 20854

Phone 301-230-5228

[tdugan@shulmanrogers.com](mailto:tdugan@shulmanrogers.com)

<http://www.shulmanrogers.com>

Attorneys/ Legal services

### The Epoch Times

*Helen Hou*

7529 Standish Place, Suite 260

Rockville, MD 20855

Phone 301-512-8269

[hhelenc@gmail.com](mailto:hhelenc@gmail.com)

<http://epochtimes.com>

Advertising/Marketing/PR

## MEMBER SAVINGS

**Discounts Through the Home Builders Purchasing Program ([www.mynpp.com](http://www.mynpp.com).)**

**Airgas** • 30-35% discounts

**Alamo Industrial** • Lawn and landscaping equipment

**CradlePoint** • Up to 20% off 4G/3G network router solutions

**EarthCam Inc** • 25% off webcam technology to monitor, document, and promote projects

**Econz** • 50% off setup fees for timecard solutions

**Level 3** • Ready Access audio and web conferencing, operator assist conferencing, Webex meeting center and Microsoft LiveMeeting

**Staples Advantage** • Discounted prices on over 30,000 supplies

**TalentWise** • Up to 67% discount on employment screening services

**Tiger Corporation** • Residential & Commercial mowers

**Verizon Wireless** • Discount of up to 22% on calling plans for construction businesses

**YRC** • Significant discounts on less-than-truckload shipping needs

## MEMBER-TO-MEMBER DISCOUNTS:

### BB&T

Save money with bonus interest rates on savings, and discounts on loans with BB&T@Work.

Contact *Michelle Garrett* at 301-662-2026 or [Michelle.Garrett@bbandt.com](mailto:Michelle.Garrett@bbandt.com)

### Bonded Builders Warranty Group

Receive a 10% discount on home warranties, as well as a reduced application fee.

Contact *Joe Pushak* at 703-582-7727 or [jpushak@bondedbuilders.com](mailto:jpushak@bondedbuilders.com)

### Kohl Building Products

\$50 coupon for first order of \$1500 or more on a new account. \$50 restaurant certificate for existing customers who refer a new client who purchases \$1500 or more.

Contact *Chad Hartzell* at 301-695-5335 or [Chartzell@kohlbp.com](mailto:Chartzell@kohlbp.com)

### Remodelers Advantage

Build better processes, relationships, and profits with a free Basic Level of Membership to our online University. Join at [www.remodelersadvantage.com](http://www.remodelersadvantage.com)

### Strategic Marketing Group

10% discount on a 1-year subscription to P+D (planning, permits, development articles for Frederick City/County) or QSDN (monthly data on prices and development in the four-state area.) Contact *Lynn Shanton* at 301-831-6536 or [lsanton@edurostream.com](mailto:lsanton@edurostream.com).

### Vintage Security

\$100 off a Vintage Security system, or switch for free to Vintage Security monitoring, with reduced monitoring fee of \$240 for a year.

Contact *Jennifer Franey* at 410-977-5971 or [jfraney@vintagesecurity.com](mailto:jfraney@vintagesecurity.com)

Visit the Member Discounts page on [www.frederickbuilders.org](http://www.frederickbuilders.org) for updates on these offers and more ways to save. If you would like to list your member-to-member discount here, please contact *Clasina* at 301-663-3599 x102 or [clasina@frederickbuilders.org](mailto:clasina@frederickbuilders.org)

## National Association of Home Builders

Put your membership to work now.

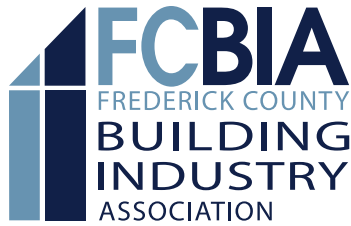
Money-saving discounts that benefit your business, your employees, and your family

[www.nahb.org/MA](http://www.nahb.org/MA)



Premier Club

*Helping to Build A Strong Foundation  
In Support of The Building Industry*



186 Thomas Johnson Drive, Suite 204  
Frederick, Maryland 21702

FIRST CLASS MAIL  
U.S. POSTAGE  
**-PAID-**  
FREDERICK, MD  
21702  
PERMIT No. 145

ADDRESS SERVICE REQUESTED

Gold Members

Elm Street Deveopment  
Dan Ryan Builders  
Natelli Communities  
Rodgers Consulting  
The Frederick News-Post

Platinum Members

**Aushman Properties**  
**NV Homes/Ryan Homes**  
**Pleasants Development**  
**Wells Fargo**

Silver Members

Drees Homes  
Harris, Smariga & Associates  
Lancaster Craftsmen Builders  
Linowes & Blocher  
Miles & Stockbridge  
Specialized Engineering  
The Wormald Companies

Bronze Members

Advantage Homes  
All Around Plumbing  
Bowman Consulting  
Buckeye Development  
Builders First Source - Atlantic Group  
Carter Lumber LLC  
Charles P. Johnson & Associates  
Dewberry  
First United Bank & Trust

Foulger Pratt  
Frederick County Chamber of  
Commerce  
Frederick Magazine  
Mackintosh Realtors  
Macris, Hendricks & Glascock  
Matan  
Miller & Smith  
ProBuild Hagerstown  
Thompson Gas