

Builder Bulletin



Above: Former County Commissioner Bruce Reeder (at right) installed the 2008 FCBA board of Directors at a ceremony at Ceresville Mansion in December. Board members from left to right are: Harry deMoll, Ken Abrecht, Eric Ciazza, Tom Linton, Brian Drawbaugh, Hugh Gordon, Robert Wormald, Thomas Hyde, Jr., Richard Ratliff, Sal Fiorentino, and Rusty Mikulas. Not pictured: Michael Bodnar, Terre Rhoderick and Paul Rosner.

Below left: Dick Johnson (right), 2007 & 2008 FCBA President, congratulates Ken Abrecht on his Builder of the Year Award. Below right: Dick Johnson and Associate of the Year Dave Tich.



FCBA 2007 BUILDER OF THE YEAR - KEN ABRECHT

Ken Abrecht, who served as president of the Frederick County Builders Association (FCBA) during its 35th anniversary year in 1994, was honored by the association as its 2007 *Builder of the Year* at their recent Annual Installation and Awards Dinner. Ken is vice president of remodeling for Lancaster Craftsmen Builders in Middletown.

Ken was recognized for the exceptional contributions he has made over the course of his career to the Frederick County Public Schools Career & Technology Center (CTC), the Frederick Community College in addition to FCBA.

His most visible role as a volunteer is the time and technical expertise he devotes to CTC's

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FCBA 2007 ASSOCIATE OF THE YEAR - DAVE TICH

David Tich was named 2007 Associate Member of the Year by FCBA at its recent Annual Installation and Awards Dinner. Dave, who has been a member of the association since 2004, was recognized for the enthusiasm, energy and team spirit he brought to the many projects and programs he has been involved with since he first joined FCBA.

For the past two years, Dave served on the board of directors of the Professional Remodelers Organization and was elected treasurer in 2007. Dave was credited for his assistance in revitalizing PRO's monthly meetings by working with the board to expand the educational programs offered to their members and for his service as a valuable technical resource for the local news media on behalf of the remodelers group.

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**FREDERICK COUNTY
BUILDERS ASSOCIATION
BOARD OF DIRECTORS**

2008

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FREDERICK COUNTY BUILDERS
ASSOCIATION PRESIDENT

Guess what? Another Term – Actually I am honored to be able to serve once again. I want to take this opportunity to thank the members of the Board whose term expired for their contribution of time and effort in support of this organization. I also want to welcome the new members to the Board and hope their experience will be fulfilling.

Before I get into some of our plans for the coming year, I want to bring everyone’s attention to several proposals put forth to The BOCC by Commissioner Thompson. Everyone of course is familiar with his proposed New Market Region Plan which down zones significant properties and reverses the plan approved by the previous Board after spending some 5 years on hearings etc.

Mr. Thompson’s next item on his agenda is Farm Lots and Resource Conservation Zoning. This has the farm community polarized and rightfully so. The third item on his agenda is to subject Age Restricted Housing to the schools test of the APFO. This in effect would stop any Age Restricted Housing projects for the foreseeable future.

The most recent item on his agenda is to down zone the area around I-70, 340, 180,351, Solaria CT, Himes Ave & Butterfly Lane. He calls this his Cochise Plan. What Commissioner Thompson with the support of the other BOCC members is trying to do is stop all future growth in this County both Residential and Commercial for the foreseeable future. In doing so, they are

doing a great disservice to the citizens of this county. Aside from the fact that new development will be curtailed, I haven’t heard where the lost revenue from the tax consequences of this down zoning will be made-up. It appears to me that the impending budget short fall as a result of the Special Session is the tip of the iceberg. Everyone should encourage friends and business associates to let the BOCC know how they feel about closing this county down.

Off my soap box, back to business. We are in the process of setting up a Symposium on “Foreclosure” as a Public Service open to all at C. Burr Arts Library to educate people on what “Foreclosure” means, how to avoid it, and the consequences as a result including the time implications. We will notify everyone as to the date and time as soon as the details are finalized.

We hope to have the new version of the first phase of the website launched sometime in January. In addition, we will be revisiting our Strategic Plan initiative to continue to move forward with implementing the recommendations.

Lastly – many of you will be contacted to either chair or serve on various committees of the Association, please volunteer enthusiastically.

We have a great Board this year and we hope to accomplish many things. Of course new ideas and suggestions are welcome.

Hope everyone had a great holiday season.

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LAND USE COUNCIL PRESIDENT

OUTLOOK/LOOKOUT for 2008

Hope you all had a very joyous holiday season. As we take down the decorations and put away the gifts we need to stop, count our blessings and be very thankful for the opportunities we have in this great Country of ours. You will need to continue to remind yourself of those opportunities as we head into what might be a very difficult year for our industry.

The economic outlook of the housing market is anemic at best. Nationally, resales of existing houses continue to decline. In November, unsold single family homes had a 10 month backlog, the highest it has been in some 20 years. And even with the fall of new homebuilding there are still, depending on who's number you believe, somewhere between a 8 to 10 month supply of new houses on the market. Couple these numbers with the pitfalls of the sub prime mortgage market and potential foreclosures and you have the receipt for the perfect storm.

The State's annual projection of the state finances for 2008 warned that this perfect

storm in the housing may directly or indirectly affect virtually every industry. *Translation...higher taxes!*

What this all has to do with *LAND USE* should be perfectly clear...the market has slowed down to a snails pace and *LAND USE* decisions are even more important in this current environment. Several Governmental proposals may threaten to weaken our local market even more.

- Commissioner Thompson has put forth his "Cochise Option" a Comprehensive Rezoning of portions of the County ala his Geronimo Plan in New Market.

- The City continues to evaluate the potential for a number of annexations submittals pending the City's lifting of the moratorium on annexations. The Board of Alderman is seeking to change the city's land management code to allow their input on the order in which properties will be annexed.

- The Board of County Commissioners has voted to send Mr Thompson's Zoning/APFO amendment to public hearing. The amendment would repeal the APFO school adequacy test exemption for senior housing.

- The City's Water and Sewer Allocation provision of the Land Management Code, the document that allocates water and sewer treatment capacity, continues to be tweaked. The latest proposal amends the Discretionary Allocation Guidelines.

- The City is also in the beginning stages of updating its Comprehensive Plan.

- The County is scheduled to complete its review and adopt the New Market and Thurmont Region Plan updates in early 2008

- And then there is the ten pound gorilla...what to do with our waste. The County is currently weighing a proposed waste to energy facility. Waste removal may be the next major issue to resolve for the future development.

The list goes on...while their impact to our County is unknown... What is known is the Land Use Council is committed to tracking these proposals, but we do need your help. Please get and stay involved. The challenges we face with the *LAND USE* of this County are really the future opportunities we are blessed to have to make our County great. Hopefully we will not squander these opportunities away!

Continued from page 1

Student Built House project. Ken spent countless hours on-site helping to manage the construction undertaken by the students and providing them guidance from groundbreaking to completion. Ken began his involvement with CTC's construction trades program in 1998 as a member of its carpentry advisory committee. He has served as president of the FC Student Construction Trades Foundation, Inc., which is the sponsoring organization for the house project, since 2000.

Ken puts his educational background in architecture from Va. Tech to good use as a member of FCC's advisory committee on construction management and computer-aided drafting and design. The advisory committee is charged with ensuring that the courses offered students in this program are applicable to the needs of employers in this field.

In addition to serving as secretary on FCBA's board of directors, Ken also took on the responsibility this year of chairing

the association's construction watchdog committee. The committee has purview over construction-related issues such as adoption of the 2006 IRC building codes for the City and County as well as the permit application and review process by local governments. Ken was active in FCBA's earlier construction codes committee and got his start in this specialized area of the industry through his participation on the former BOCA code board of appeals in the 1980s.

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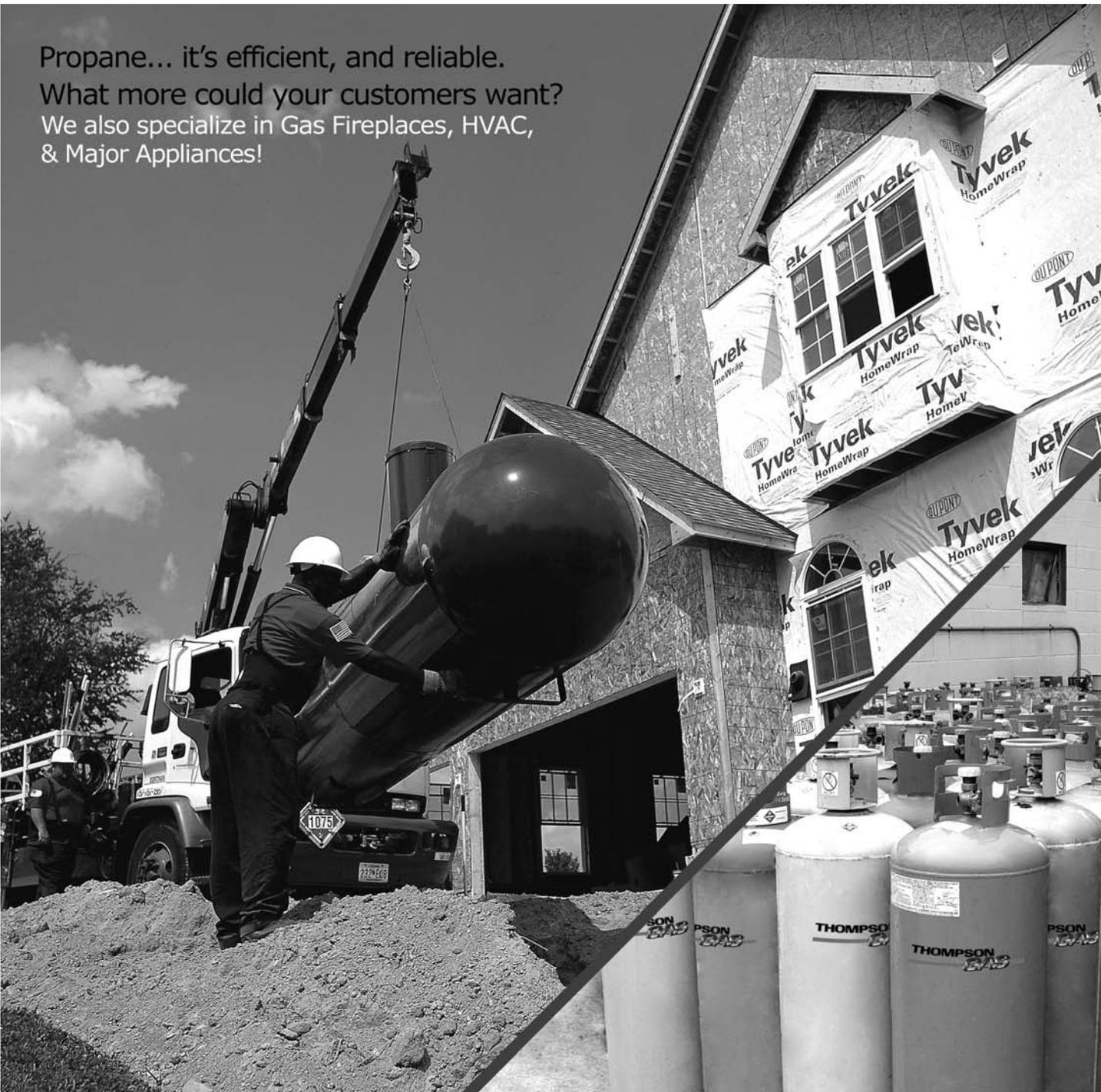


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Text Messaging While Driving is Prohibited in the State of Maryland & DC

Now more than ever, motorists are taking part in multitasking behavior while they are driving. They are looking at directions, drinking and eating, grooming themselves, selecting music, disciplining their children, entertaining their passengers, balancing their checkbook, and changing their clothes.

A recent study found that talking on a cell phone or text messaging while driving is as dangerous as driving drunk.

Don't Get Caught:

- The State of Maryland and District of Columbia prohibit motorists from text messaging while driving.
- The District of Columbia prohibits cell phone use without a hands-free device while driving a vehicle.

Continued from page 1

Until Dave undertook a personal campaign to increase participation in NAHB's national benefits program, Advantage Now, few members were even aware of the program. Dave succeeded in his efforts by promoting the value it added to their membership. He also worked to enhance the appeal of the Home Show by arranging a display of "show" cars and trucks to attract higher attendance. In addition, Dave provided creative and sponsorship support to a variety of the association's scholastic, charitable and other fundraising efforts.

Dave was recognized as well for educating our members on timely environmental and trade issues as a speaker at several general membership meetings and the articles he wrote on related topics for the Builder Bulletin.

New Rules for Personal Protective Equipment

OSHA standards already require employers to provide PPE, however the regulations do not specify that the employer needs to provide the PPE without cost to the employee. The NEW rule requires the employer to pay for replacement PPE, except if the PPE is lost or intentionally damaged. Employees may choose to use their own PPE and the employer does not need to reimburse the employees for the PPE. However, the NEW rule makes clear that the employer cannot require employees to provide for their own PPE and the use of PPE. The PPE that the employee owns must be completely voluntary and the PPE must be adequate to protect the employee from hazards. The NEW rule does include exceptions for ordinary protective equipment such as non-specialty safety-toe protective footwear (which includes steel-toe shoes or steel-toe boots), non-specialty prescription safety eyewear (which can be worn off site), shoes or boots with built-in metatarsal protection versus the detachable metatarsal guards, logging boots, everyday work clothing, skin creams or other items used solely for protection from the elements. **This rule becomes effective on February 13, 2008 and must be implemented by May 15, 2008**

OSHA's 2007 Top Ten Most Cited Violations

- #1-Scaffolding**
Failure to provide fall protection.
- #2-Fall Protection**
Failure to provide in residential construction.
- #3-Hazard Communication**
Failure to develop and maintain a written program.
- #4-Respiratory Protection**
Failure to establish a program.
- #5-Lockout/Tagout**
Failure to develop, document and utilize procedures for the control of potentially hazardous energy.
- #6-Powered Industrial Trucks**
Failure to ensure operator is competent to operate.
- #7-Electrical**
Failure to effectively close conductors entering boxes, cabinets or fittings and protect from abrasion.
- #8-Ladders**
Failure to extend 36" above landing.
- #9-Machine Guarding**
Failure to provide guarding.
- #10-Electrical**
Failure to install and use electrical equipment according to factory instructions.



Larry Schaffert, CGR, President of the Professional Remodelers Organization (at right) thanks Bill O'Donnell, RemodelMAX, Inc. for his presentation on Estimating For Profit. Bill brought his experience on estimating faster and more accurately to the November Professional Remodelers Organization (PRO) meeting. He explained different styles of estimating, as well as methods of determining overhead and markup.



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Frederick County Builders Association Meetings & Events

FCBA= Frederick County Builders Association
PRO = Professional Remodelers,™ Organization

GMM = General Membership Meeting BoD = Board of Directors
SMC = Sales & Marketing Council LUC = Land Use Council

January 2008

			<i>NEW YEAR'S DAY – FCBA OFFICE CLOSED</i>
Tue.	1/1		<i>LUC General Membership Meeting</i>
Tue.	1/1	<i>CANCELED</i>	
Fri.	1/4	9:00 a.m.	<i>FC Permits & Inspections Outreach Meeting – 30 N. Market Street</i>
Tue.	1/8	7:30 a.m.	<i>LUC Special Board of Directors Meeting – FCBA Office</i>
Tue.	1/8	9:00 a.m.	<i>Membership Committee Meeting – FCBA Office</i>
Tue.	1/8	3:30 p.m.	<i>PRO Board of Directors – TBD</i>
Tue.	1/8	5:30 p.m.	<i>PRO General Membership Meeting – TBD</i>
Thu.	1/10	8:00 a.m.	<i>LUC Public Works Committee Meeting – FCBA Office</i>
Thu.	1/17	10:00 a.m.	<i>FCBA Board of Directors Meeting – Dutch's Daughter</i>
Thu.	1/17	11:30 a.m.	<i>FCBA General Membership Meeting – Lunch, Dutch's Daughter</i>
Fri.	1/18	9:00 a.m.	<i>Education Committee Meeting – FCBA Office</i>
Tue.	1/29	7:30 a.m.	<i>LUC Board of Directors Meeting – FCBA Office</i>

February 2008

Tue.	2/5	7:30 a.m.	<i>LUC General Membership Meeting – Breakfast, Dutch's Daughter</i>
Wed.	2/6	10:30 a.m.	<i>Fall Safety Class – Lunch, FCBA Office</i>
Tue.	2/12	8:30 a.m.	<i>Membership Committee Meeting – FCBA Office</i>
Tue.	2/12	3:30 p.m.	<i>PRO Board of Directors – TBD</i>
Tue.	2/12	5:30 p.m.	<i>PRO General Membership Meeting – TBD</i>
Wed.	2/13	11:30 a.m.	<i>CPR Class – Lunch, FCBA Office</i>
Wed.	2/13		<i>International Builders Show, 2/13 – 2/16 – Orlando FL</i>
Thu.	2/14	8:00 a.m.	<i>LUC Public Works Committee Meeting – FCBA Office</i>
Fri.	2/15	9:00 a.m.	<i>Education Committee Meeting – FCBA Office</i>
Tue.	2/19	11:00 a.m.	<i>Luncheon with Frederick County Delegation – Reynolds Tavern, Annapolis</i>
Wed.	2/20	11:30 a.m.	<i>HAZCOM/MSDS Class – Lunch, FCBA Office</i>
Thu.	2/21	10:00 a.m.	<i>FCBA Board of Directors Meeting – Dutch's Daughter</i>
Thu.	2/21	11:30 a.m.	<i>FCBA General Membership Meeting – Lunch, Dutch's Daughter</i>
Sun.	2/24	12:30 p.m.	<i>PRO Family Bowling Tournament, Terrace Lanes</i>
Tue.	2/26	7:30 a.m.	<i>LUC Board of Directors Meeting – FCBA Office</i>
Wed.	2/27	11:30 a.m.	<i>First Aid Class – Lunch, FCBA Office</i>

March 2008

Tue.	3/4	7:30 a.m.	<i>LUC General Membership Meeting – Breakfast, Dutch's Daughter</i>
Tue.	3/11	8:30 a.m.	<i>Membership Committee Meeting – FCBA Office</i>
Tue.	3/11	3:30 p.m.	<i>PRO Board of Directors – TBD</i>
Tue.	3/11	5:30 p.m.	<i>PRO General Membership Meeting – TBD</i>
Thu.	3/13	8:00 a.m.	<i>LUC Public Works Committee Meeting – FCBA Office</i>
Sat.	3-15	9:00 a.m. – 5:00 p.m.	<i>FCBA HOME SHOW, Great Frederick Fairgrounds</i>
Sun.	3-16	10:00 a.m. – 4:00 p.m.	<i>FCBA HOME SHOW, Great Frederick Fairgrounds</i>
Thu.	3/20	10:00 a.m.	<i>FCBA Board of Directors Meeting – Dutch's Daughter</i>
Thu.	3/20	11:30 a.m.	<i>FCBA General Membership Meeting – Lunch, Dutch's Daughter</i>
Fri.	3/21	9:00 a.m.	<i>Education Committee Meeting – FCBA Office</i>
Tue.	3/25	7:30 a.m.	<i>LUC Board of Directors Meeting – FCBA Office</i>

All meetings and events that include meals **REQUIRE** advance reservations. Please contact FCBA at least 5 working days prior to the event at 301-663-3599 x-101, or via e-mail at donna@frederickbuilders.org to make reservations. Payment for all meetings and events may be made in advance, at the door, or we will gladly invoice members. FCBA accepts Visa and MasterCard.

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Active Adult Communities

In order to approximate the time for these to go from "dirt to sticks and bricks" I have spent some time talking with the planning staff. This information was invaluable to an projection of future activities.

Some PUDs Frederick County can take decades to move to bricks. Eaglehead (aka Lake Linganore) and Urbana both were in early stages of development in later 1960 and early 1970. There are 11 communities listed by size on the next page.

Signature Club @ Greenview

This is the story of development for the first Active Adult community in Frederick. Planning for this community started in 2000. All of the applications to the FcPc in the New Market Planning Region from Zoning Site Plan approval in April 11, 2000 to Final Site Plan on December 10, 2003. After five years Ryan started building in 2006 and have sold about 60 homes.

Approved for 233 units (116 SFD and 177 SFA) in 2000 and final Phase II Site Plan approvals in 2005. Six years is much faster than 2-3 decades!!! It is in New Market off MD 144 and Mussetter Road, buildout may be about two-three more years.

Ballenger Run

The next development projected to start in late 2008. It started in 2002 and received Phase II approval in 2007; it should be underway in 2008, but could be later.

Community Description

Originally approved for 970 units, however in 2007 it was split into two sections (Phase I - 609 units and Phase II - 361 units). Unit breakdown is 150 SFD, 350 SFA, and 480 MF. It is on the east side of Ballenger Creek Pike, south of Corporate Drive on 197.2 acres, next to Tuscarora High School in Ballenger Creek, near large major MXDs.

It is owned by Ballenger Creek Development LLC and the engineer is Patton, Harris, & Rust Associates.

Landsdale and Monrovia Town Center PUDs

There are two large active adult PUDs adjoining each other in the Green Valley area, just north of MD 80. These active adult communities are massive and represent some problems resolving APFO issues in the coming years.

They are adjacent to each other in the Urbana Planning Region, along MD 80, both are faced with delaying issues on APFO. It could be 2-3 years before they become a reality. The combined total for these adjoining PUDs — 805 acres and 2,686 units.

Landsdale (Green Valley Active Adult) PUD

One of the first Active Adult PUDs in the Urbana Planning Region.

Community Description

Originally approved for 1,100 units (breakdown not clarified) in 2005, and proposes 400 units in first two years, 350 units in next two years, and 350 units in the next two years; with a six year recordation schedule. It has received Site Plan approval, and is located north of MD 80, west of MD 75, on west side of Ed McClain Road.

Landsdale is owned by Monocacy Ventures/Hailey Development LLC (Burtoville, Maryland), and the engineer is Rodgers Associates (Gaithersburg).

Monrovia Town Center PUD

This has a commercial and residential component along MD 80.

Community Description

For 408.9 acres with 1,636 active adult units and 30,000 sf commercial and service uses. Phase II pending approval for 1,608 units in 2005, but is likely to take up to four years to become a reality.

Monrovia Town Center is owned Stanley Enterprises LLC, and the engineer is Harris Smariga Associates (Frederick).

Heritage Ridge — The Hamptons (Eaglehead)

The zoning site plan was submitted in May 2003 with plans for 197 units on 388 acres; it is faced with many issues, particularly APFO. It is along a substandard road, Gas House Pike with limited access, and is adjacent to WestWinds Country Club in the New Market Planning Region.

This project is tied to the BOCC effort to change the New Market Plan and could delay the entire project for many years. Approved

for 1,057 units (335 SFD and 192 MF) several years ago. They are having problems with the APFO and will submit another preliminary plan to FcPc soon. It is located along Gas House Pike and Loiederman-Soltesz (Frederick) is the engineer.

Unless the Commissioners come to a compromise, this PUD is not likely to become a reality for a number of years. Since it is located along Gas House Pike there are significant road issues.

[The history of Eaglehead (aka Lake Linganore) has taken decades to become a reality. It started as a dream of the Brocius brothers in the late 1960s and has gone through a set of owners who believed in the dream, but have had a series of problems to make it a reality. Urbana PUD has had a similar history of development.]

Other Smaller Active Adult Communities

Each of these are faced with varying phases of delays, due to APFO water & sewer taps and development of roads. It has taken more than five years to run a water line from the Potomac to Frederick City. These are much like Signature Club, mostly small (<100 acres) with limited amenities. Many could delay development for several years.

They range from Urbana Town Center (200 units), Harvest Ridge (103 units), Preston (86 units), Villages of Urbana (75 units), Main's Heights (59 units), and Polleoff property (34 units). These subdivisions will be built on <100 acres.

Other builders offer senior housing, as a part of existing subdivisions: *Admar* (Village @ Foxfield/Middletown), *Dan Ryan* (Jermae Estates/Thurmont), and *Wormald Development* — Park Place @ Mill Crossing, Palatine Courtyard Homes, Wellington Villas, and Mill Creek Active Adult in Libertytown — 66 acres with 174 units, and 26 MPDU's (probably duplexes) and the remaining 148 units single-family detached homes, some with front and others with rear-loaded garages on alleys.

The Future

Active Adult communities will expand in Frederick County, but are faced with delays. There many under development in Pennsylvania, Virginia, and several close in West Virginia [e.g. Charles Town (Four Seasons @ Huntfield in upper \$300s) Shepherdstown [Colonial Hills >100 units in upper \$200s.] Frederick County has taken the lead Active Adult community development!!!



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UPCLOSE is a new column featuring a member who was selected at random from those in attendance at the monthly general membership meeting. Show up for a chance to be featured in UPCLOSE.

If you attend one of FCBA's monthly membership meetings, look for the smile and you're likely to pick Dale Bernarding out of the crowd. Dale, our featured spotlight member this month, is vice president/account executive with Residential Title & Escrow Company on Reisterstown Road in Baltimore and has been an FCBA member since 2000.

Dale grew up in the Pikesville section of Baltimore County waiting on tables and working in the kitchen of her parent's family-style restaurant, Woodholm Manor, which closed in 1975 when her parents retired. She parlayed the skills she learned in dealing with the public at the restaurant into a successful 20-year career in new home sales before joining the staff of Residential Title nearly

nine years ago. What she enjoys most about her job is the satisfaction she gets from bringing buyers and builders together to complete the real estate transaction and to witness the buyers' happiness at the moment when they become homeowners.

Residential Title is a 100% women-owned, minority real estate title firm that offers title examination, issuance of title insurance, settlements and associated services for both residential and commercial property closings. Bonnie Perlow is president and co-owner of the company, which is licensed in Maryland, Pennsylvania and the District of Columbia and prides itself on its strong relationships with many homebuilders in the Frederick, Carroll, Baltimore and Harford county areas.

In addition to her current volunteer activities with FCBA's membership committee, Dale formerly served on the board of

directors for FCBA in 2005-2006. Residential Title has been a frequent sponsor of the FCBA annual golf tournament and silent auction. She also is an active member of the Home Builders Association of Maryland where she participates in its Sales & Marketing Council.

Dale has three stepsons and one daughter, four grandchildren and one great grandson, Emril, age 2. She and her husband, Jay, live in Reisterstown.

Dale can be reached at (410) 653-3400 ext. 261 or dbernarding@residentialtitle.com. ♦

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By CHRISTINE MILLER

In the building industry, we all cringe when we hear of water damage or mold and mildew issues. If you have done any number of these repairs you'd probably find that improper flashing is our most common enemy.

We listen to old timers speak of days when flashing was not used. The projects of our past appear to have turned out fine. We know from experience that some projects did need repairs and others were simply built differently than they are now. In the market today, we see larger and more elaborate plans, the roofs that protect these homes catch, channel and drain a tremendous amount of water. Products have changed. Windows that were once made of non-elastic material now expand and contract regularly. Stone and brick walls which were once 18-20" thick are now 2-3" thick. We need to change how we protect these modern homes to ensure the quality in the structures we build and remodel.

There are several situations in which flashing is highly recommended to deliver a quality stone installation. First, let's look at roof drainage. Spouts catch most of the roof water, but where roof lines extend into stone faces, a "kick out" is recommended. You can see

from fig. 1 that this piece diverts water into the spout.



We also need to be concerned with areas where water channels and creates a dam. In these areas higher step flashing and/or a cricket may be installed. It is common to see this problem on the back side of a chimney.

Another type of flashing used is called an "ice & water shield." This rubber flashing sticks to the window flange and to the building paper, completely sealing it from water. Though it sticks to both surfaces, it is important to have all products overlapped correctly.

Then there is flashing known as "drip cap." Drip cap can be used above openings but is most commonly used to prevent water from draining behind another product. As shown in fig. 2, it diverts water from behind the stone base. If water is not properly diverted, it will cause cracking and further deterioration.



Concerning yourself about the flow of water on each structure is a vital part of being a responsible contractor.

Christine Miller works for Quality Stone Veneer, a Pennsylvania based FCBA member that has been manufacturing and installing stone for over 30 years. www.qualitystonevener.com or 717-989-1679



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Hugh Gordon	67.00
Gary Sanbower	64.50
Mark Lancaster	64.00
Kent Briddell	63.00
Dave Crouse	59.25
Steve Oder	57.50
Stuart Terl	56.00
Karlys Kline	55.75
Bo Carlisle	51.50
Billy Shreve	51.00
Howard Payne	46.00
Jerry Castle	44.50
Mike Smith	44.00
John Johnson	42.00
Mark Pelletier	39.25
Bob Marsh	38.50
Scott Gove	37.50
Doug Maddox	37.50
Lynn Shanton	36.75
John Clarke	36.25
Bob Dalrymple	35.00
Howard Perlow	34.50
Stan Goldberg	33.50
Ken Abrecht	31.50
Daniel Lavelle	30.50
Don Owens	26.50
Jim MacGillivray	26.00
Doug Ogden	26.00
Jack Marshall	25.50
Peter McHugh	24.00
Hubert Brown	23.50
David Lingg	23.00
Steve Omenitsch	21.50
Greg Seldon	20.50
Gail Sexton	18.50
Frank Dertzbaugh	18.00
Ed Smariga	18.00
John Schilling	15.00
Dick Johnson	13.00
Andrew Wivell	12.50

These are the members who make the FCBA 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 FCBA office for details.

WELCOME NEW MEMBERS!

CB Flooring, LLC

Robert Bode
 97 Monocacy Blvd
 Frederick, MD 21701
 Phone (301) 662-6168
 FAX (301) 662-5933
 robertbode@cbflooring.com
 www.cbflooring.com
 Flooring

Classic Exteriors, Inc.

Gregg Fye
 PO Box 898
 Mount Airy, MD 21771
 Phone (301) 831-7368
 FAX (301) 829-3865
 kim@classicexteriors.com
 www.classicexteriors.com
 Residential and Commercial
 Remodeling

Paul M. Innocenti, LLC

Paul Innocenti
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 Monrovia, MD 21770
 Phone (301) 253-4432
 FAX (877) 724-5321
 paulinnocenti@aol.com
 Residential/ Commercial General
 Contracting & Remodeling

Poole's Stone & garden, Inc.

Sharon Poole
 3137 Basford Rd
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 Phone (301) 874-5053
 FAX (301) 874-5045
 poolesstonandgarden@comcast.net
 www.poolesstoneandgarden.com
 Landscape Architect & Construction

Renewal by Andersen

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 Phone (410) 265-9510
 FAX (410) 265-9517
 tracey.cantabene@renewalbyandersen.com
 www.renewalbyandersen.com
 Window & Door Replacement

US Carpet Market

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 Phone (301) 695-2979
 FAX (301) 696-0145
 mdlc2@gmail.com
 www.frederickcarpet.com
 Flooring, Stone



US Green Building Council Offers LEEDS for Homes Technical Review

March 4, 2008
8:00 a.m. - 5:00 p.m.
 Boland Trane Associates 12320
 Parklawn Drive
 Rockville, MD 20852

Early Registration Fees:
 \$225 National Member/\$275 Non-Member
 Late Registration Fees:
 \$255 National Member/\$325 Non-Member

This full-day training session for builders, designers, providers, raters, and consultants will provide key concepts needed for successful participation in the LEED for Homes initiative. This workshop includes information on products and construction practices, certification and verification, marketing and sales, and program administration. Faculty for this workshop will be Jay Hall.

www.usgbc.org/workshops/register

For additional information, contact the local chapter of the US Green Building Council at 703-433-0707 or info@usgbcncr.org

WHEN SPEC HOMES WON'T SELL

The following is reprinted with permission from Residential Design & Build magazine (rdbmagazine.com) and Cygnus Business Media.

By JAY GRANT

After more than a decade of rising real estate values in most U.S. markets, many builders are sitting with inventory they had anticipated would be sold by this time. If you own one or more quick-delivery, for-sale spec homes and you want to protect your business, consider writing a multifaceted plan to survive and prosper during this current buyer's market.

Analyze the Spec Home

Ask and seek answers to some key questions about your spec home. For example, does your job-cost budget accurately state the total cost to complete the home? Do you have adequate budget in the construction loan interest account to carry the project for an extended period? Do you have sufficient cash flow to fund the completion and the additional carrying costs? If not, secure funding for these cash flow needs now.

Does the spec home have curb appeal and would a tour of the interior leave a prospect concluding that the home is in "move-in" condition and punch-list free? If not, when

will it be completed? Write a schedule with dates and tell all your key employees of your commitment. Go one step further to ensure that you meet this target date by scheduling a grand opening weekend event roughly two weeks after your schedule indicates the home will be done.

Analyze the Market, Again

Review your competitors' homes and ask yourself if the current asking price is justified. Would a serious buyer feel the asking price has value or are you relying on the buyer to make you an offer? The asking price must reflect a "value purchase" at current market conditions. Your home will sell faster when a serious buyer knows the current asking price is realistic.

Update the Marketing Plan

We all would love to sell our homes without paying a Realtor's commission. However, working with a Realtor is not as passive as signing the listing agreement and waiting for them to call you with a contract.

My sales and marketing director and I work closely with our Realtor first to write and then to implement a plan to bring prospects to our spec homes. Recently, I signed a listing to sell two \$2 million spec homes, one

nearing completion, and the second on an adjacent undeveloped lot I own. Following weeks of meetings with the Realtor, the manager, and the broker-owner, we agreed to a four percent commission that included an extensive marketing plan.

New Income Opportunities

Do not become so focused on the sale of your specs that you forget to seek new business. If you have done everything you can to maximize your chances of selling your spec home, then it's time to focus on ways to generate current income. Or, alternatively, look to immediately reduce overhead (*Translation: lay off employees so you can keep your business in the black, not the red.*)

Jay Grant is the president of Grant Homes (www.granthomesusa.com), a residential design/build firm in Mendham, N.J. Grant's business focuses on controlling and developing land for construction of luxury custom and speculation quick-delivery homes. His strict attention to weekly cash flow reporting results in industry-leading profit margins. Grant has given numerous seminars across the country and is available for consulting by sending e-mail to granthomes@msn.com. Read his past columns at www.rdbmagazine.com.

NAHB PREPARING TO UNVEIL GREEN BUILDING PROGRAM

Coming soon to a development near you: An affordable green home, with a national certification to prove it.

That's because the National Association of Home Builders' brand new NAHB National Green Building Program launches in February, 2008. For the first time, the dozens of local and regional green building programs whose members have produced more than 100,000 green homes since 2000 will be united under the banner of NAHB Green.

What's in it for home buyers? Well, you can barely open a newspaper or magazine without reading about the "greening" of just about everything: schools, hospitals, office buildings, cars.

There's a lot of fluff and even more hype – and worse, it's hard to know exactly what you are getting. NAHB members know that a green home is more than just a house with extra insulation or high-tech windows

– and that it doesn't have to be a yurt or a geodesic dome.

A home can be considered green when energy efficiency, water and resource conservation, the use of sustainable or recycled products, and indoor air quality considerations are incorporated into the process of home building.

The increased availability of education for builders, growing consumer awareness and the exploding market for sustainable, environmentally friendly and recycled building products has accelerated green building's acceptance rate and move into the mainstream.

The brand-new NAHB National Green Building Program is being fueled by this growing acceptance and is based on the success of local programs that have been certifying and verifying "authentically green" homes for years.

The NAHB National Green Building Program will transform the market by allowing home builders to provide homes that are as green as homebuyers want and as energy- and resource-efficient as is economically feasible.

There is an NAHB Green Web site in the works—www.nahbgreen.org—with features for builders and homebuyers. Builders can use the site to create a document that describes the home they want to build and what green features they want to incorporate. An online scorecard then keeps track of the home's growing "greenness" and can add and subtract features to keep that cost-effective and customer-preference balance.

Homebuyers can go to the site for educational resources and a national registry of green builders and green homes for sale.

One-stop green shopping with local flexibility: that's the new NAHB National Green Building Program.

Frederick County Builders Association

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