

Builder Bulletin



FCBA Executive Officer Denise Jacoby was at Congressman Bartlett's Go Green Energy Conference in June to promote the Choose Green Expo the FCBA is organizing for October 17 & 18. The Choose Green Expo will be a venue for businesses to educate the public about green living choices. For more info, visit www.choosegreenexpo.org.

KEN ABRECHT

FREDERICK COUNTY BUILDERS ASSOCIATION PRESIDENT

As we move into August, the dog days of summer have arrived, everyone seems to be on vacation, and the Congress is about to recess for the month. The most recent housing data indicates that the housing market is finally bottoming out. New and existing home sales continue to improve at a gradual pace each month. The latest indicators point to the fact that both consumer and builder confidence levels are moving in a positive direction as well.

In spite of the good news, there are still major obstacles to overcome in order to sustain the long-term recovery. Getting people back to work is probably the most critical issue to fuel the improving economic condition. Without job creation in the coming months, the improvements that we have seen thus far, could run out of steam as early as the end of this year. The \$8,000 First Time Home Buyer Tax Credit will expire at the end of November and NAHB is working with Congress to extend and expand the program which has really helped in the recovery by reducing existing inventory and increasing new home sales. NAHB is also working on a proposal to resolve the inappropriate use of foreclosed property sales as comparables in the appraisal process which has driven down home values and killed home sales. The loss of available credit to both builders and consumers continues

to be a major problem in getting projects off the drawing board and into the ground. Our representatives continue working to overcome this problem as well. NAHB will provide more details on their legislative package designed to revitalize housing later this month.

Our Green Building Committee continues to organize our premier "Green Living Show" that will be held at Frederick Community College on October 17-18th. This will be one of the first shows that is focused on green practices and products that relate

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Members of the Year



Builder of the Year
Ross Ostrander



Associate of the Year
Brendan Madden

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exclusively to the building industry. There are a limited number of exhibitor spaces available, so contact the FCBA office to reserve your space now to avoid being left out. There are also sponsorships available at various levels that will support this event.

The Bylaws Committee will present the final revised document to the Board of Directors in August for adoption. We are putting together a core group of our membership to establish the Commercial Building committee that should begin meeting in September. The Membership committee continues to maintain membership levels that exceed those experienced by many other associations and NAHB. The Finance committee continues to monitor our income and expenditures to insure that we survive these economic times.

We will be a little short handed this month in the FCBA office. Donna will be out of the office recuperating from major spinal

surgery performed at the end of July. The operation went very well but she will have a long recovery period. Clalina will be on vacation in the month of August. Denise will be around except when she has EO Training in the second week of August. Please bear with us through the month until we get everyone back together in September.



Denise Jacoby, Mike Harbaugh, Geoff Barker, Katie Maloney and Brendan Madden chat at the new member orientation the Membership Committee hosted in June.

CHRIS SMARIGA

LAND USE COUNCIL PRESIDENT

Believe it or not, we are half way through 2009. Congratulations, you made it! I would not say that we are out of the woods yet but at least we have bought ourselves some time...however painful it has been. What's next for the Land Use Council: more of the same.

The City and County continue to move ahead with Comprehensive Plans and text amendments. It is staggering the amount of information that we have had to process and provide feedback on but we are working our way through it. I would personally like to thank our Board and FCBA staff for their commitment and participation. We are not getting everything we want as the amendments move forward but there has been some productive dialogue that has resulted in positive revisions. In addition to the Comprehensive Plans, the most important issue we are following right now is the City/County Sewer Agreement.

As many of you know, the City and County have already agreed to the Potomac River Water Service Agreement which will provide the City with water for the majority of the development projects in its service area. This was a major accomplishment for both

City and County elected officials. Without a sewer agreement, however, the City could quickly find itself in a position where sewer is a scarce resource. The irony of the concern is that the County is designing a major wastewater treatment plant upgrade which needs the City wastewater if it is going to reach its capacity in a timely manner. It should be a perfect match.

The problem is that the County is concerned about some of the City's development plans and wants to use the sewer agreement as a means to control that development. I understand the City and County do not have the same approach to growth but they are too interconnected to not work together. Existing and future City and County taxpayers, residents and businesses, not just developers, will be the biggest losers if the elected officials can't work together to solve this problem. The City and County are making significant infrastructure investments and they need to work together to find a way for everyone to equitably participate. As usual, we are here to help. As you bump into your elected officials this summer, please stress how important it is to resolve this situation.

SASHA NUGENT

SMC PRESIDENT

Happy Summer! The Spring months were very busy for many of us and congratulations to all of those that have had some great months recently. Someone said to me the other day "I think the market is back!" For those of us that are priced correctly and in-line with what buyers perceive the market is – that statement is correct. We have seen re-sales inventory decrease and I hear great news from many agents that is the case. On the foreclosure side...the inventory has decreased and although we expect another surge of them in early 2010 – the fact they are selling proves that people can and do want to buy – they just want the best pricing possible. I am seeing buyers looking for many months. Being in the market for a home myself I can empathize it is an exhausting process. I try to really keep that in mind when prospects come in and try to continue to relate to their position. Understanding your customer and their mindset is the key to creating a positive selling experience for everyone!

We are excited to have changed our monthly meetings from lunch on the second Monday of each month to Breakfast meetings on the second Tuesday of the month. Our response has been excellent and it seems to suit schedules much better. In addition the price has decreased from \$20 to \$15 and that little bit is very helpful! In concert with the changes, referrals have brought us new members and new faces at our meetings. It is so nice to meet new people and continue the energy & excitement in the air!

We have heard repeatedly that Internet marketing is the way to go. Facebook, Twitter, Google Key Words, etc are not just the wave of the future – they are here now! Even if you are just heading to a meeting at our company's main office, you can let people know. Keep getting your name out there as much as you can and people begin to relate.

We are looking forward to our September meeting which will be held on Tuesday, September 8th at 9AM. David Harper will be our guest speaker all the way from California! David is an amazing coach and motivator and we should be all pumped up to carry out the year with a strong finish! Our final meetings for the year will include Carol Buckalew of Omni Home Staging, Steve Seawright and perhaps Brian Flook. ♦

KEEP UNWANTED SUMMER GUESTS AWAY

Summer is a great time to entertain visiting friends and family. There are some guests, however, that you shouldn't allow into your home — pests such as ants, roaches, rats, and termites.

Pest infestations are more than a nuisance. It is important to protect your family from disease due to food contamination and allergens and your property from wood and foundation damage caused by ants, mice and termites.

The cost for a home owner to treat an existing pest problem averages more than \$1,000 — which doesn't include the cost to correct the damage that has already been done. Termites alone have been estimated to cause \$5 billion worth of damage in the U.S. every year, according to the National Pest Management Association.

Here are some steps you can take now to help keep your home pest-free for years to come.

Inside Your Home

The U.S. Environmental Protection Agency (EPA) recommends a few things you can do inside your house to control future infestations:

- Starve them out — keep a tight lid on the trash and empty it often. Clean up spills immediately and store food such as cereal, flour and sugar in plastic containers rather than in their original packaging.
- Dry them out — some pests, such as cockroaches, can survive a long time without food, but need water more often to survive. To shut off their supply, be sure to fix leaky faucets, radiators, dishwash-

ers, and washing machines immediately and empty flower pots and plant stands of excess water.

- Keep them out — seal cracks and openings along baseboards, behind sinks, and around pipes and windows. Repair holes in door and window screens.

Outside Your Home

Pests enter your home from the outside, so you will also need to prepare the exterior of your house to keep pests out:

- Look for cracks and holes on the outside of your home and seal them up. Be sure to include points where utility lines enter the house. Also address damage to the basement foundation and windows.
- Check your landscaping. Rake mulch away from the base of your home and keep it to a minimum to allow for adequate drainage. Trim back tree branches and bushes so they do not make contact with the house. Remove tree stumps from your yard.
- Keep firewood piles stacked outside of your home neat, away from the house and off the ground.
- Make sure basements and attics are well ventilated and dry.
- Head up to the roof to look for any rotted or decaying shingles.
- When you're looking at your roof, also check that your gutters are free of debris.

These simple steps now can save you a lot of headache and money down the road from these unwanted visitors.

You can find more information about pest-free protection on EPA's Web site at www.epa.org/pesticides.



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Area Building

Special reviews from Strategic Marketing Group newsletters



The following notes and discussion come from my May/June 2009 newsletters. Call me at 301-831-6536 or e-mail at lsanton@eurostream.com.

Residential Construction

Growth appears to be moving up (January—31, February—90 [37 from Hope VI], March—44, April—43, and May—85 [three owners as GC and three custom builders]. A big jump, a good sign! Major builders, PUDs, and residential types:

- **Advantage Homes.** Urbana Highlands [SFH].
- **Beazer.** Ballenger Creek [TH].
- **Dan Ryan.** Rocky Pointe and Cannon Bluff [SFH].
- **Drees Homes.** Clover Ridge, Linton @ Ballenger, and Whittier [SFH].
- **KHov.** Sun Meadow [SFH].
- **NVR.** Adamstown Commons, Cannon Bluff, Clover Ridge, Glenbrook, Signature Club, Tuscarora Creek, and Villages of Urbana. [CO/DU/SFH/TH].

Published in *P+D Newsletter*; special to FCBA members @ \$100 for 12 monthly issues. You need to know the market.

So you want to do work at Fort Detrick?

I am a member of the Fort Detrick Alliance Board, and have been taking FCBA members on tours. This is some of the information I discuss in these tours.

By definition, most of the construction businesses in FCBA are considered Small Business by the Federal government. At least 23% of all awards are required to go to small business...you need to get involved.

Therefore, if you haven't contacted and registered your firm, there is no way you have a chance to get business with the contractors listed in the following. I can help you.

Army Corps of Engineers/ Baltimore District

<http://www.nab.usace.army.mil/ebs.htm>
<http://www.nab.usace.army.mil/sba/>

In a meeting at Fort Detrick on June 22, *Scott Drumheller*, Local Program Manager, and *Mike Pfarr*, Chief, Project Development provided excellent information on the procedure.

According to Scott there are two basic ways to link up with prime contractors:

- Market directly based on information available on the website above.
- Ms. *Carlen Capenos* [410-962-2587] email — sba.nab@usace.army.mil.

Deputy for Small Business

Ms. Capenos can provide basic guidance to pursue Corps work in the small business arena. Use her expertise.

Scott presented "How to deal with the Corps of Engineers" in the FDBDO seminar on May 8. There was limited FCBA attendance. There will be more seminars.

Recent Awards — opportunities for subcontractors

<http://www.nab.usace.army.mil/ebs.htm>

U.S. Army Medical Research Institute of Infectious Diseases

W912DR-09-C-0026 [Prime Contract]

- Awarded 27 March 2009. **Manhattan Construction Company**, 8550 Arlington Boulevard, Fairfax, VA 22031/703-204-1400 and **Torcon, Inc.**, 7600 Leesburg Pike, Falls Church, VA 22043/703-893-3851 (Joint Venture) for **\$510,599,206**. [First drawing on page 2 (Graphic 1)]

Navy Medical Biological Defense Research Laboratory

W912DR-09-R-0038 [Prime Contract]

- Awarded 29 May 2009. **John C. Grimberg Company, Inc.**, 3200 Tower Oaks Boulevard, Ste 300, Rockville, MD 20852-4216/301-881-5120 for **\$21,087,000**. [Second drawing on page 2 (Graphic 1)].

Fort Detrick Business Development Office (FDBDO)

<http://www.fdbdo.com/prodn/default.asp>

The FDBDO is dedicated to enhancing collaboration between Fort Detrick, its mission partners, and the private sector.

Continuing in its initial role as a catalyst for new business and innovation, the FDBDO has expanded this by accelerating revenue growth of emerging small and diverse business in Federal marketplace — 201 Thomas Johnson Drive, Ste 208/301-620-7071.

The FDBDO can help with business. Pick up the phone and call; be sure to register as a contractor on their website. If you need help, call me [301-831-6536].

SAIC-Frederick

<http://www.ncicrf.gov/campus/als/Vendor-Guide.pdf> + <http://www.saic-frederick.com/business-opportunities/subcontracts.asp>

- **Chad Hildebrand.** Construction Manager, SAIC-Frederick, Building 1050, Fort Detrick (301)846-5422.

All vendors must be registered in the Central Contractor Registration (CCR), [<http://www.ccr.gov>] to receive an award. FCBA members can subcontract to primes.

Belfour Beatty Communities

This firm purchased U.S. owned GMH Military Housing last year, residential communities at Fort Detrick. There are over 354 homes in seven neighborhoods.

Housing is limited to military who are stationed at Fort Detrick and have a basic allowance for quarters; it is sort of like rental housing. None of these homes are for sale, nor do civilians live in these homes.

Balfour Beatty Communities is a division of Balfour Beatty PLC, a world-class engineering, construction, services, and investment group headquartered in London with 35,000 employees worldwide. Operations are in construction and management of a range of projects that directly improve the lives of people and their communities — from schools to hospitals, highways to railways, and water supply systems to power generation.

In previous columns I have said there is a need for subcontractors. Here is the list of contacts again.

Balfour Beatty Communities Management Office

- **Project Director.** *Mike Maczanowski*, at 1401 Sultan Drive/240-379-6518.
- **Community Manager.** *Kim McKellar*/240-379-6519 [kcmckellar@bbcgrp.com].
- **Maintenance Supervisor.** *Joe Donitzen*/240-379-6517 [jdonitzen@bbcgrp.com].

Local Contractors at Fort Detrick

Some successful local contractors:

- **Morgan-Keller.** Tilt up for Medical Logistics and the Chevron CUP (Power Plant) buildings.
- **Warner Construction.** Fitness Center Pool House and Base Supply building of the Institute for the Blind.
- **Waynesboro Construction.** Built the Post Exchange about five years ago.

Watch for more information in future issues of the *Builder Bulletin*. If you are trying to work as a subcontractor with prime contractors at Fort Detrick you need to get busy now. As you can see on page 2 there is a lot of construction work and more coming. **Use your phone & internet!!!**

Graphic 1. New Construction and Planned Development Fort Detrick (June 2009)



USAMRIID Stage 1 Facility

The contract for **\$510,599,206** is underway on the National Interagency Biodefense Campus (NIBC).

There will be about **835,390 gross sf** of laboratories, aerobiology, vivarium, and administrative space.



Navy Medical BioDefense Research Lab

The **36,660 sf** laboratory will be soon under construction on the NIBC campus for **\$21,087,000**.

Facilities will have research laboratories, laboratory support, special laboratory systems, specialized mechanical and bio-waste areas, and administrative space.



Armed Forces Reserve Center

New **58,000 sf** building on Area B replaces existing Flair Reserve Center under BRAC 2005 (Programmed Amount = **\$13.8M**). A two-step design/build project started in FY 2007; construction is underway.



Wideband Satellite Communications Center

The project will replace the main facility with a single permanent Wideband SATCOM totaling **27,244 sf** on five acres at existing site.



Satellite Earth Terminal Station

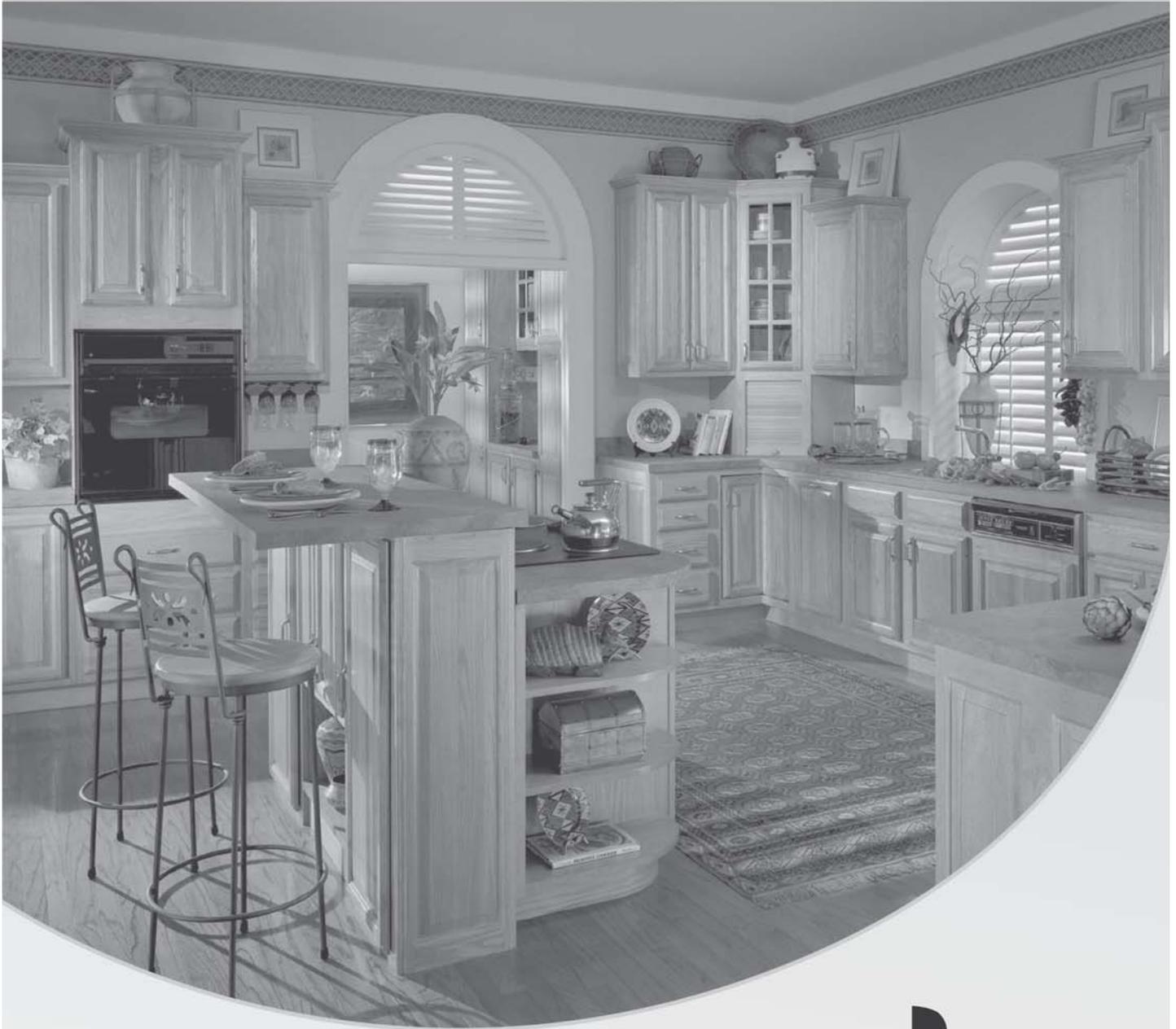
Satellite Communications Facility and Primary Technical Control Facility, in a new building built on the site of existing Building 1685.

Other Construction Coming

- **Joint Center for Medical Logistics.** A 22,200 sf medical administration facility.
- **Emergency Services Center/National Center for Medical Intelligence.** A 23,700 sf consolidated fire station, police, law enforcement for NIBC/remodeling of 30,000 sf building.
- **Much more coming.** Employment growth of 1,200± staff and projected construction of approximately \$2 billion in the next four years.

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Contact Ralph Abelow at 301-791-7130 or abbeycarpet76@aol.com

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Contact Jessica Jarvis at 301-644-6334 or jjarvis@bbandt.com

Chesapeake Energy Solutions

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Contact Ian Frank at 301-831-3902 or chesapeakeH@aol.com

Glory Energy Solutions

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Contact Tim Jones at 301-432-5874 or tim.jones@gloryenergysolutions.com

Kohl Building Products

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Contact Chris Walker at 301-695-5335 or cwalker@kohlbp.com

Little Sparkie Electric, LLC

10% off first invoice for new customers.
Contact Catherine Nazarene at 301-606-5181 or catherine@littlesparkie.com

Remodelers Advantage

FREE Full set of 5 Remodelers Advantage books when joining Advantage Associates or Round Tables. (Mention FCBA when joining).
Contact Rose Grabowski at 301-490-5620 or rose@remodelersadvantage.com

Residential Title

\$200 off closing costs for you or your purchaser.
Contact Dale Bernarding at 410-653-3400 x261 or dbernarding@residentialtitle.com

Talon Construction

\$500 off any home improvement project (addition, renovation, basement, kitchen, etc.) over \$15,000.
Contact Janice at 301-620-8604 or janice@talon-construction.com

Verizon Wireless

For members in construction only:
22% off Monthly Access Calling Plan Fees, 35% off eligible accessories.
Contact Eric Adamson at 301-471-2600 or eric.adamson@verizonwireless.com

Vintage Security

\$100 off a Vintage Security system, or if you already have a system, switch for free to Vintage Security monitoring. Reduced monitoring fee of \$240 for a year.
Contact Jennifer Franey at 410-977-5971 or jfraney@vintagesecurity.com

Visit the Member Discounts page on www.frederickbuilders.org for updates on these offers.



Above: FCBA members celebrate summer at the Crab Feast that was held in June at the Buckeystown Meat Market & Pub.
Below: FCBA presents donations to the Boy Scouts and Catholic Charities for their volunteer help at the Home Show.



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Frank Dertzbaugh	21.50
Gail Sexton	20.50
Andrew Wivell	15.00
Barry Weller	8.00
Andy Mackintosh	6.50

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!

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Spotlight on Members



Dico Inc. has been re-certified by the NAHB Research Center as Certified Trade Contractor. In 2003 **Dico Inc.** became the first poured-wall trade contractor in the country to acquire this designation, and they have been re-certified every year since. In order to become a Certified Trade Contractor, a contractor must have documented management processes, a customer-focused quality management system, and participate in a rigorous audit by NAHB Research Center quality experts.

First Home Mortgage has expanded their staff and relocated to a 2,700-square-foot site at 5300 Westview Drive, Suite 306 in Frederick. **Hugh Gordon** is co-branch manager. **First Home Mortgage** is the largest retail mortgage company in Maryland, and is also licensed in Virginia, West Virginia, Pennsylvania, the District of Columbia, as well as other states.

Krista McGowan and **Andrew DiPasquale** of **Miles & Stockbridge** have earned the LEED Accredited Professional (AP) designation for new construction.

William R. Norton, III
Financial Advisor
Financial Planning Associate

30 West Patrick Street
Seventh Floor
Frederick, MD 21701
direct 301 696 8265 main 301 663 8833
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186 Thomas Johnson Drive, Suite 204
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Phone: 301.663.3599

Fax: 301.663.1966

Web Site: www.frederickbuilders.org

Denise Jacoby

Executive Officer

dbradyjacob@frederickbuilders.org

Donna Kraft

Executive Administrator

donna@frederickbuilders.org

Clasina Van Velzen-Stup

Membership Coordinator

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