



Builder Bulletin



On May 10, close to a hundred FCBA members turned out for a red carpet event at Ceresville Mansion. The annual Awards of Excellence banquet celebrated the best of the industry. For pictures and award winners, please see page 4.

STEVE SEAWRIGHT

FREDERICK COUNTY BUILDERS ASSOCIATION PRESIDENT

Dear FCBA Members and Friends,

For Frederick County the momentum continues! Anyone who assumed that Frederick County's first time, full-term Commissioners or FCBA would have lost momentum by now in helping frame a considerably more business friendly environment for our County would have underestimated by a wide margin the resolve that underlies the Commissioners' commitment to that result and the steadfastness of the Chamber and FCBA in supporting Board of County Commissioner initiatives.

If you have not been tracking County policy changes as they occur, simply go into the official Frederick County Web site, click on "Board of County Commissioners" and click on "Business Friendly Action Items". Then be prepared to be impressed by both how much of the Board's and the business community's "business friendly agenda" has been accomplished

within 6 months and then be even more impressed by what is in the pipeline to be accomplished within the next 60-90 days. That 60-90 day time horizon is anticipated to include: a major change in the County's MPDU program that will be reflective of the market; revisions to stream setback and FRO requirements to make County requirements no more stringent than those of the state; revision to APFO



Jeremy Holder
Builder
Member of the Year



Doug MacMaster
Associate
Member of the Year

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BUILDERS ASSOCIATION
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2011

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traffic testing requirements; and, likely passage of a voluntary, school impact mitigation fee that may come into play to enable some new home communities to proceed so long as school overcrowding does not exceed certain limits.

None of the foregoing accomplishments could have been contemplated without the Commissioners' resolve and leadership or without countless hours of FCBA members' time to identify and explain what has been made unworkable by prior BOCC's and then provide constructive alternatives that meet the tests of being both business friendly and publically responsible. A tremendous debt of thanks is owed to those members whose involvement and shared expertise have proven indispensable in accomplishments to date and in keeping up the momentum for more "business friendly" successes. When the market does decisively turn, Frederick County will be prepared to participate fully in that recovery, with great thanks being owed to our members who will have tilled much soil in preparation for a harvest in which all will participate.

At the Maryland state level, the momentum continues as well. Unfortunately it is not ours! The momentum which FCBA, Maryland State Builders Association and NAHB seek to retard and even reverse is conveyed by three programs, one a product of the EPA and two being pushed hard by Maryland's Governor. The Watershed Implementation Plan is (WIP) is spawned by the EPA, and "Plan Maryland" and the proposed Septic Ban reflect the Governor's resolve to make local planning and land use decisions subordinate to dictates of the State Planning Department. The phrase, "I'm from the government and I'm here to help you" always has been and will be one of the world's most oft repeated lies and your understanding of the import of the three programs cited will bear out that conclusion. Working actively to deflect or dull the effect of "Plan Maryland" and the Septic Ban are the Maryland State Builders Association and NAHB. Notably and recently, NAHB weighed in on EPA's WIP program by joining in as a plaintiff in the Farm Bureau's Pennsylvania law suit against EPA. Your national association is keyed in on the EPA WIP program out of recognition that the ultimate course of EPA's clean-up program for the

Chesapeake Bay likely will become the standard for regulating storm water runoff effects across the nation. With respect to countering "Plan Maryland" and the "Septic Ban" FCBA members already actively engaged in Frederick County "business friendly" initiatives also are being called upon to lend their expertise on these looming state issues and are responding commendably.

As should be clear from the preceding, any successes we enjoy as an association are attributable for the greater part to the active involvement of our membership, always aided by an exceptionally capable and energetic staff. As should be apparent by the service of so many members actively supporting the purposes of FCBA and MSBA, you are missing out on significant benefit of membership if you are not seeking opportunities for lending and engaging your talents and time on behalf of your specific interests within the building industry. Currently we are seeking members who would like to play a role in re-establishing the interests of remodelers and related trades as a strong and effective voice within FCBA. At the same time we hope FCBA members having primarily a commercial orientation, whether in construction, leasing/sales or development, will forge a similar voice within our association. If you feel up to the challenge posed by these needs for your greater involvement in FCBA, please communicate with Executive Officer, Denise Jacoby, or me (301-370-6771).

No newsletter would be complete without compliments and appreciation for the tireless, always professional service provided for all of us by Denise, Donna and Clasina. At the same time I want to acknowledge the significant and always appreciated roles of those Land Use Council members whose involvement has proven so vital to our "business friendly" successes. At the same time, considerable thanks are owed to a Sales and Marketing Council that continues to surprise, inspire and educate in the General Membership Meetings they sponsor.

You will see elsewhere in this newsletter reminders about the forthcoming July 12th FCBA Crab Feast and the August 12th FCBA annual golf outing at Hollow Creek. Hope to see you at both occasions. ♦

BRUCE DEAN

LAND USE COUNCIL PRESIDENT

As we move into summer, with the end of the school year and the beginning of vacation season, the Land Use Council and its members continue to work hard with State, County and municipal leaders and staff on real changes (both pro and con) which are being imposed on the way our industry is required to do business in Frederick County and in Maryland. As I reported in the last newsletter, the FCBA and the LUC are jointly working on over a dozen significant issues – all of which are keeping us very busy. Some of them should have a positive benefit to the way our members do business, such as the County's proposed revisions to its Adequate Public Facilities Ordinance; others are intended by the State and Federal government to achieve certain societal goals, such as cleaning the Chesapeake Bay, but which will no doubt have negative consequences to our industry and which we are working hard to minimize. The good news is that the MSBA, the FCBA and the LUC are literally "on top" of every issue, pro and con, and are weighing in wherever possible.

Some highlights:

1. Frederick County is moving forward with the establishment of a "Mitigation Fee", whereby an applicant can opt to pay a fee based on the actual cost of school construction required by the school children a proposed development will generate (as opposed to having the development stopped in its tracks). This proposed fee will be used by the County and Board of Education to mitigate APFO determined school inadequacy. On June 29 a public hearing on this proposal was heard by the County Planning Commission; I testified on behalf of the LUC and was tremendously pleased by and extremely proud of the large contingent of building industry support evidenced by their hard hats throughout the audience at Winchester Hall. Let's get even more building industry representatives at the County Commissioner hearing on July 19th at 7 pm; mark your calendars and show up in your hard hats. It is vital to our industry that we get some APFO relief and this is the best way to jump start the housing economy and to bring back construction jobs to our County!

2. The Board of County Commissioners has initiated a process to review and revise decisions from the most recent Comprehensive Plan changes, where the last Board of County Commissioners took away significant property rights from hundreds of Frederick County property owners. The Board is accepting applications through July 15 (applications MUST be submitted by that date) from affected property owners, and will be working on this initiative for the next several months.

3. The Board of County Commissioners is going to revisit the Forest Resource Ordinance (FRO) to be consistent with staff recommendations that opposed most recent ordinance changes by the prior BOCC.

4. We are working with the County on revisions to the Moderately Priced Dwelling Unit (MPDU) Ordinance. Frankly, Frederick County probably has more lower priced homes than it needs; we need to work to stabilize housing prices, not artificially lower them.

5. Frederick City is looking to adopt a 3 year extension of all development approvals, similar to the extension recently adopted by the BoCC. This extension goes to public hearing by the Mayor and Board of Aldermen on July 7 at 7 pm; LUC representatives will be in attendance in support of this initiative which will enable project a much faster start once the economy starts moving forward again and thus will help "jump start" construction jobs as quickly as possible.

6. The LUC is moving forward with the developer funding of the final phase of the ongoing City/County Sewer Study. A well-attended LUC sponsored City/County/Developer meeting was held on May 24th at City Hall. Hopefully Phase One of this study will be concluded shortly and the developer funded Phase Two should begin soon thereafter. We will keep you apprised of progress on this vital Study.

7. We are working with the Maryland State Builders Association on stormwater, septic and other growth issues which will have enormous consequences on how houses are built and other development occurs here in Frederick and throughout Maryland. These "people pleasing" environmental initiatives are politically very popular – unless the public comes to understand, as we do, the negative impacts these regulations have on how people can live, work and shop. It is

social engineering at its finest (or worst, depending on your perspective) being made by people who have very little understanding of our local economy or way of life and not much more understanding of the actual science behind their proposals.

Obviously, there is an enormous amount of work being done – and as in the last update, this list is not comprehensive in the least. I will repeat how I ended the last column: anyone willing to help the Land Use Council in its efforts to promote a more business friendly environment in Frederick County will be greatly appreciated – just let Denise know and she will know where to "plug you in". Thanks! And I will try to keep you apprised in future columns as to how successful we are in procuring the results we are working toward. So far we are doing very well – what a difference an election makes!

ENERGY RETROFITTING OFFERS MARKET OPPORTUNITIES FOR REMODELERS

With so many homes in need of renovation, remodelers should find abundant opportunities for green or energy efficiency retrofits in the current marketplace, said Kermit Baker, director of the Remodeling Futures Program at Harvard University's Joint Center for Housing Studies.

Half of the 130 million existing homes in the U.S. housing stock were built before 1973, Baker said, suggesting that a vast number of homes across the country are huge energy leakers and could benefit from efficiency upgrades. Research shows that spending on improvements and maintenance increases as homes age, particularly around the 20-year mark.

Additionally, almost 60% of remodelers surveyed reported they have worked on tax credit eligible projects — such as building envelope improvements, HVAC system upgrades and renewable energy installation. While the energy-efficiency tax credit has been reduced to pre-stimulus levels, it still may help sell energy-efficiency upgrades and lead to additional remodeling work.

Baker said that prospects for remodeling are best in places like the Northeast and California and also in parts of the Midwest where there is greater home value appreciation, higher median incomes, an older housing stock and a larger share of upscale remodeling.

2011



AWARDS OF EXCELLENCE

2011 AWARDS OF EXCELLENCE WINNERS

Building Division

Best New Home Design
Townhome
\$300,000 - \$400,000
Advantage Homes
The Brentwood
Urbana Highlands

Best New Home Design
Townhome
\$400,000 - \$500,000
The Wormald Companies
The Notting Hill
Monocacy Park

Best New Home Design
Single Family
\$300,000 - \$400,000
Seawright Homes
The Gala
The Orchard at New Market

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

Best New Home Design
Single Family
\$1.5 - 2 Million
The Wormald Companies
Le Beaux
Worman's Mill

Best Custom Home
\$500,000 - \$650,000
NIMA Custom Homes
The Tafreshi Residence
Vienna

Outdoor Living Division

Best Landscaping
Under \$10,000
Advantage Homes
The Asbury
Brunswick Crossing

Best Outdoor Living Space
\$25,000 - \$50,000
Western Maryland Concrete
The Jones Residence
Frederick

Marketing Division

Best Sales Center
Advantage Homes
The Asbury
Brunswick Crossing

Best Sales Model
Townhome
\$300,000 - \$400,000
Advantage Homes
The Cambridge
Urbana Highlands

Best Sales Model
Single Family
\$300,000 - \$400,000
Ryan Homes
The Victoria Falls
Westfields

Best Sales Model
Single Family
\$400,000 - \$500,000
Ryan Homes
The Courtland
Brunswick Crossing

Best Interior Merchandising
Townhome
\$300,000 - \$400,000
Advantage Homes
The Brentwood
Urbana Highlands

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

Remodeling Division

Best Kitchen Remodel
\$25,000 - \$50,000
Talon Construction
Ashley Residence
Myersville

Best Basement
Finishing
\$75,000 - \$100,000
Talon Construction
The Price Residence
New Market

Land Development Division

Best Community Entry Monument
Pleasants Development
Brunswick Crossing

Best Multi-Family Project
The Wormald Companies
Monocacy Park
Frederick

Media Marketing Division

Best Color Print Ad
Pleasants Development
Brunswick Crossing

Best Direct Mail Advertising
Pleasants Development
Brunswick Crossing

Best Master Community Brochure
Pleasants Development
Brunswick Crossing

Best Website
Power Marketing & Advertising
www.AdvantageHomesUSA.com

Individual Achievement Division

Construction Superintendent of the Year
Randall Webb
Advantage Homes

Sales Person of the Year
Pam Sharma
The Wormald Companies

Trades Person of the Year
Brendan Madden
All Around Plumbing

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

30 West Patrick Street
Seventh Floor
Frederick, MD 21701
direct 301 696 8265
fax 301 663 4798 toll free 800 634 0072
<http://fa.smithbarney.com/norton>
william.r.norton@mssb.com

**Morgan Stanley
Smith Barney**

MILLION DOLLAR CLUB

- Gene Buckalew**
Real Estate Teams
\$12,700,000
34 Homes
- Amy Goline**
Advantage Homes
\$11,216,562
27 Homes
- Pam Sharma**
The Wormald Companies
\$10,141,940
33 Homes
- Heather McCulloch**
Dan Ryan Builders
\$10,100,000
27 Homes
- Rich Phillips**
Advantage Homes
\$7,857,350
19 Homes
- Betsy Cain**
Mackintosh Realtors
\$7,714,228
20 Homes
- Lisa Stuart**
The Wormald Companies
\$6,314,644
13 Homes
- Juan Rodriguez**
The Wormald Companies
\$6,125,762
25 Homes
- Allison Llerena**
Advantage Homes
\$5,286,541
13 Homes
- Sasha Scaun**
Exit Realty
\$4,310,947
12 Homes
- Maggi Mayer**
The Wormald Companies
\$3,400,000
8 Homes
- Cindy Van Meter**
The Wormald Companies
\$3,304,974
5 Homes

AWARDS OF EXCELLENCE PARTNERS

- Advantage Homes - Jim McCormack
- Ananda Shala - Aimee Firor McBride
- Buckeye Development - Fran Denmark
- Exit Realty Prosperity Group - Sasha Scaun
- Mackintosh Realtors - Todd Walker
- New Penn Financial - David McBride
- Pleasants Development - Jerry Connolly
- Power Marketing & Advertising - Brian Flook
- Real Estate Mortgage Network - Jeff Boogaard
- Rodgers Consulting - Mark Friis
- Ryan Homes - Mauria Tobery
- Seawright Homes - Steve Seawright
- The Wormald Companies - Ken Wormald



Limousine sponsored by:
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Capital Carpets - David Lee Miller

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Bill Adkins, The Photo Department

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“Over 25 years of local land development history, knowledge, & experience”

CHANGE ORDER PRICING STRATEGIES

Change orders are a fact of life for nearly all fixed-price contracts. Managed properly, change orders can keep you from losing money and time when clients decide to split a master bathroom in half after it's been rough-plumbed or make other midstream changes to what you've contractually agreed to build or remodel.

Try the tips below on pricing change orders and communicating the costs to customers.

- Include in your contract the price that you charge for change orders. You can add it before or after the description of your change order procedure. "If you spell out the procedure and price ahead of time, customers will accept it more easily," says Dennis Dixon of Dixon Ventures, Inc., in Flagstaff, Arizona.
- Some builders charge for every change order. Some charge just for major ones. If you do the latter, you should still spell out the change order price in your contract.

"To ease tension with the consumer, we only charge for substantial change orders," says Kevin McGinnis of Period Homes in Fort Worth, Texas. "For those, we charge a flat fee of 25%."

- It takes time to produce a change order, so make sure you get paid for it. "My minimum charge for change orders is \$175 plus a managerial fee of \$85," says Dixon. "I charge the managerial fee only if a client says no to a change order. That way I get paid for estimating, etc."
- Be sure to charge for additional labor when pricing a change order. The cost doesn't only cover the material. "If someone wants to upgrade from standard hardware to a premium brand, the premium brand may take more time to install," Dixon points out.
- Consider using a change order if a customer goes over an allowance amount. This provides an incentive for customers to agree on and stick to a realistic allowance

amount. Giving your customers a list of approved vendors (instead of letting them pick out cabinets at the most expensive showroom in town) will help them stick to their allowances.

Additional Resources:

Need help developing change order documents? Pick up the newly updated and revised Home Builder Contracts and Construction Management Forms on Disk. The book comes with a CD of electronic forms you can easily adapt for your business. Call 800-223-2665, or visit www.builderbooks.com to order it online.

www.nahb.org/biztools — The easiest way to get the solutions you need to face tough business management challenges.

For more information about this item, please contact Natalie Holmes at 800-368-5242 x8201 or via email at nholmes@nahb.org.



Workers' Comp Insurance with no charge for subcontractors

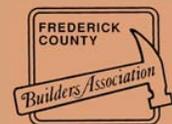
With most insurance programs, unless you can prove the subcontractor is covered under another workers' comp policy, they consider him an employee you have to pay for. Not with ours. With this program, there is no charge for subcontractors as long as they have a general liability policy of \$300,000 for the duration of their contract with you.

Another reason to check out the FCBA Workers' Compensation Program.

Contact one of these FCBA member agents for a quote:

Bob Hammond
BB&T Frederick Underwriters
Phone: 301-644-6544
Email: rhammond@bbandt.com

Brooks Yetter
Insurance Brokers of Maryland
Phone: 301-668-2233
Email: brooks.yetter@ibmofmd.com



Area Building Market

Special reviews from Strategic Marketing Group newsletters



The following column comes from my 2011 newsletters. Call me at **301-831-6536** or at lshanton@edurostream.com for details, a market review presentation, or a Fort Detrick tour.

This has been an interesting month for new energy developments in Frederick County.

Mount Saint Mary's Solar Array

Mount St. Mary's University will soon be home to one of the largest solar photovoltaic power farms in the nation. This is big—the first of it's kind and approved by the County Planning Commission on **June 9th**.

It is expected to be completed sometime next year. Constellation Energy is investing \$60 million

into this project and the state of Maryland and the college will purchase electricity produced by the array for the next 70 years. Not bad!!

Fort Detrick Net Zero

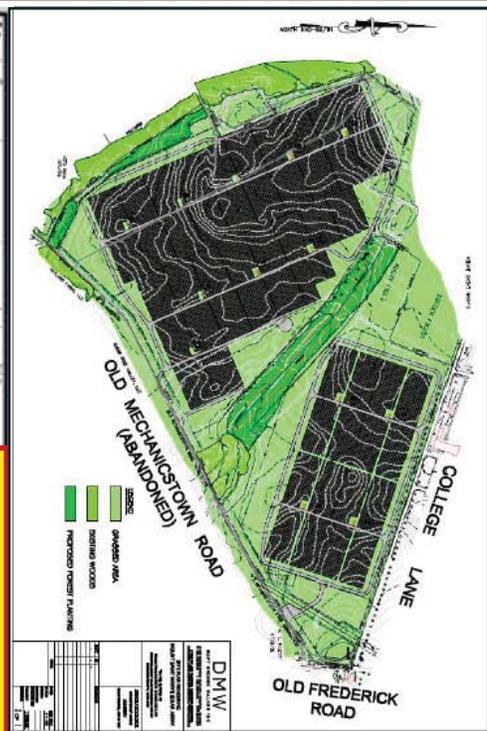
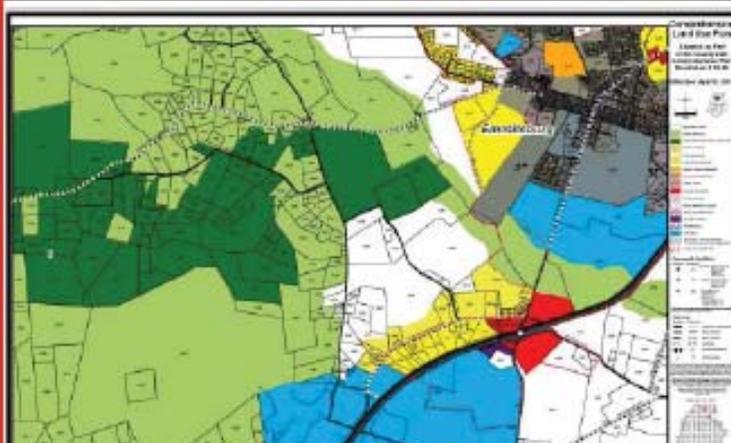
A special all Army conference was held at Fort Detrick from **14-16 June** confirmed that Fort Detrick has been selected as the pilot base for Net Zero waste and energy initiatives as part of the Army's overall effort to conserve precious resources. Net Zero installations will consume only as much energy or water as they produce and eliminate solid waste being sent to landfills.

NEXXUS Development

This firm has supported clean energy and dedication a duplex on **June 17th** in a special ceremony attended by area dignitaries and dedicated by Mayor **Randy McClement**. A graphic showing this new home is shown on the next page.

These events shows the wave of the future for homebuilding in this area. Many FCBA members should watch all of this closely. This could change future commercial and residential building.

Mt. Saint Mary's Solar Array



Site Plan

Applicant proposes building an unmanned Solar Array Farm with 220,000 solar panels on a 135.84 acre tract.

- **Location.** Corner of College Avenue & Old Frederick Road.
- **Zoning.** AG (Agricultural).
- **Region.** Thurmont
- **Applicant.** First Solar/Constellation Energy.
- **Owner.** Mount Saint Mary's University.
- **Engineer.** Daft, McCune & Walker.

Source. Frederick County Planning Commission Approval (June 9, 2011)

How Does a NEXXUS Energy Home Work?

Solar Panels

Super High Performance Structures & Materials

Energy Recovery Ventilation

High-Efficiency Systems & Appliances

Closed Cell Insulation

Energy Star Appliances

Whole House Air Cleaning System

Geothermal Loop

Advanced Monitoring & Automated Control Systems

NEXXUS Energy Home Dedicated in North Pointe

Hope VI Dedication

Mayor **Randy McClement** stated, "energy conservation and efficiency at all levels in our community will help us build a stronger more sustainable City. That is something we all care about."

Prices/Area —

- \$264,000/1,300 sf.
- \$360,000/2,850 sf.

Source. Frederick Area Planning + Development News (June 2010)



FCBA SPIKE CLUB ROSTER

Robert Hilton	158.00
Larry Schaffert	131.00
Bev Shelton	126.50
James Rudy	119.00
Gary Smith	105.00
Hugh Gordon	99.50
Mark Lancaster	83.25
Marvin Ausherman	83.00
David C. Smith	74.00
Gary Sanbower	71.00
Stuart Terl	67.50
Ken Abrecht	66.50
Kent Briddell	63.00
Steve Oder	61.00
Bo Carlisle	60.50
Billy Shreve	56.50
Howard Payne	51.00
John Clarke	49.25
Bob Marsh	44.00
Doug Maddox	44.00
Scott Gove	43.00
Mark Pelletier	41.75
Lynn Shanton	40.75
Bob Dalrymple	39.00
Mike Bodnar	37.50
David Lingg	36.00
Dick Johnson	36.00
Jim MacGillivray	35.00
Don Owens	32.50
Jack Marshall	31.00
Greg Seldon	28.00
Frank Dertzbaugh	27.50
Ed Smariga	27.00
Gail Sexton	24.50
Barry Weller	15.25
Andy Mackintosh	10.50
Mark Friis	9.00
Doug MacMaster	8.50
Steve Seawright	7.25

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!

Exit Realty Prosperity Group

Diane Miller Marsden
 5300 Westview Dr, #105
 Frederick, MD 21703
 Phone 301-698-8700
 FAX 301-698-8710
 diane@exitfrederick.com
 www.exitfrederick.com
 Real Estate

Granite Transformations

Dave Gerhardt
 2833 Smith Ave, #152
 Baltimore, MD 21209
 Phone 443-501-3542
 maryland@granitetransformations.com
 Granite Countertops

Manuel Hicks & Sons Paving

Manuel Hicks, Jr.
 35 Hemlock Dr
 Hanover, PA 17331
 Phone 410-875-1134
 manuelandsonspaving@yahoo.com
 Asphalt Paving

Playground Specialists

Jeff Barber
 17352 N. Seton Ave
 Emmitsburg, MD 21727
 Phone 301-748-3056
 jeff@playspec.com
 www.playspec.com
 Playground Construction

Reese's Home Improvement, Inc.

John Reese
 20230 Lappans Rd
 Boonsboro, MD 21713
 Phone 301-432-4043
 Carpentry, Masonry, Painting & Home Improvement

Ryan Legacy Builders

Pete Ryan
 16013 Lady Camarin Ct.
 Mt. Airy, MD 21774
 Phone 443-250-3120
 FAX 410-489-2466
 peter.ryan515@gmail.com
 ryanlegacybuilders.com
 Single Family Spec & Custom Building

TODD WALKER

SALES & MARKETING COUNCIL PRESIDENT

We've just celebrated our nation's independence with backyard barbecues, family gatherings and fireworks. It is, in my opinion, the happiest holiday of the year.

With so much discussion in our daily news about the direction of U.S. politics, I took the time this year to listen to history, and to the why's and how's of Independence Day. Some of the information was a refresher course on what I've forgotten since my school years, but much of the information seemed to be details that either I had never been taught, or that I missed while daydreaming about 'after school'. It was interesting and informative, and quite eye-opening. What kept seeping through was the want for something better. Our forefathers didn't want the same. They were in a new land with infinite possibilities and rebelled against an entity that wanted them to bow to traditional loyalties and rules. They wanted better.

Our current economy seems stuck in a fits & starts mode, trying to recover, but finding

little light at the end of the proverbial tunnel. As business owners, we all feel the stress of a struggling economy. But as frustrating as the past few years have been, I'm amazed by the positive attitudes of our members. Each time I attend one of our breakfasts or luncheons, I come away with a fresh outlook. You, the members of the Builders Association, pick me up and remind me that 'better' is something I can reach. I'm amazed by your positive outlook and how you seem to ooze success.

Thank you.



Josh Burley, Rocky Mackintosh, Will Nash, Brian Flook, with SMC President Todd Walker after the June 14 presentation on how to make the internet work for your business.

MEMBER-TO-MEMBER DISCOUNTS:

BB&T

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

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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

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

PNC

Workplace Banking offers no-cost employee benefits with free checking, discounts on loans, and now \$75 for every new account.

Contact Tony Galliani at 301-370-0693 or antonio.galliani@pnc.com

Remodelers Advantage

FREE Full set of 5 Remodelers Advantage books when joining Advantage Associates or Round Tables. (Mention FCBA).

Contact Rose Grabowski at 301-490-5620 or rose@remodelersadvantage.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



Discounts Through the Home Builders Purchasing Program (www.mynpp.com)

Verizon Wireless • Discount up to 22% on calling plans.

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Global Crossing • Reservationless conference calling for 3.1 cents per minute

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Sherwin Williams • Discounts on paint
TalentWise • Up to 67% discount on employment screening services

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

Visit the Member Discounts page on www.frederickbuilders.org for updates on these offers and more ways to save.

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



Frederick County Builders Association

186 Thomas Johnson Drive, Suite 204
Frederick, Maryland 21702

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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