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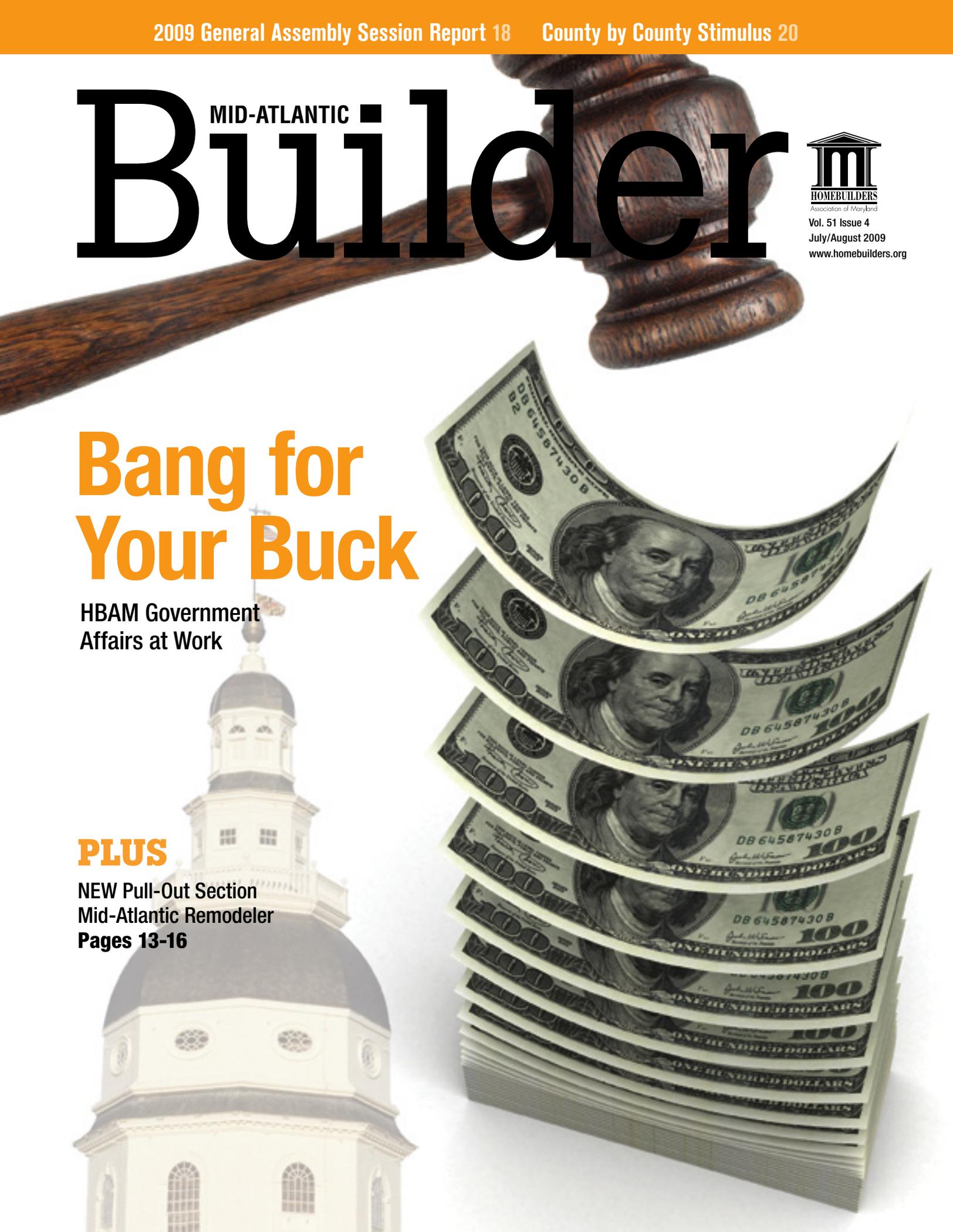
Vol. 51 Issue 4
July/August 2009
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Bang for Your Buck

HBAM Government Affairs at Work

PLUS

NEW Pull-Out Section
Mid-Atlantic Remodeler
Pages 13-16





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18 2009 General Assembly Session Report

The 2009 General Assembly session was overshadowed by the economic crisis and continued erosion of state revenues. The construction industry responded to a number of measures that sought to impose new regulatory restrictions over our already strictly regulated industry.

By Katie Maloney

20 County by County Stimulus

The HBAM Government Affairs Department and county chapters are responding to the renewed willingness of local government to listen to us and partner with us by creating an economic stimulus guide for them to consider as we move forward toward recovery. The stimulus guide consists of realistic, short-term stimulus measures that won't harm the countys' bottom line and can be implemented quickly to provide much needed relief.

By Susan Stroud and Michael Harrison

Also

- 25 **Green Building**
Getting to Green –
The National Green
Building Standard

Departments

- 6 Publisher's Message
8 President's Message
10 Events
23 New Members
27 Notable Products
28 Industry News

Pages 13-16 NEW Pull-Out Section



Departments

- President's Message
Events and Education
New Members
Remodeler News

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publisher'smessage

Going to "The Hill" with a Message and a Request

On June 9th, 20 Maryland builders plus staff met with members of our Congressional Delegation over lunch in a conference room on Capitol Hill.

Our mission was simple but ambitious.

1.) Remind our representatives of the importance of the home building industry to the economies of Maryland and the nation.

2.) Reinforce the message that for a variety of reasons (low interest rates, falling prices, large inventory and overall affordability) now is the time to incent more activity in the market.

3.) Make it clear that economists of all stripes are urging Congress to be more aggressive with tax incentives for home buyers. 4.) Obtain commitments to support legislation on the following items.

- A maximum \$15,000 tax credit for buyers of primary or secondary residences that is available for one year from effective date of legislation.
- An eligibility income limit of \$500,000 per household.
- A HUD program that will monetize the credit for state and local housing agencies so it can be used to assist with down payment or closing costs.

Appraisals that are based on foreclosed and distressed sales are unrealistically distorting home values across the market. This process which negatively affects both sales values and purchase financing must be terminated immediately in order to restore market equilibrium.

A full housing recovery cannot occur until the normal flow of credit for acquisition, development and construction financing is restored by lending institutions.

The turnout by the delegation was impressive and the support they voiced on our positions was strong. Timing is an important factor; not so soon as to deflate the current activity spawned by the \$8,000 first time home buyer credit, but soon enough to immediately follow on the heels of the expiration of that program on November 30, 2009. We will do everything we can to maintain our communications with the delegation and to hold their support. Meanwhile, you can expect to receive "calls to action" from us over the coming months to lend your voice to the campaign to get housing and the economy back on track.

John Kortecamp
HBAM Executive Vice President

HBAM recently published a pocket card outlining the topics mentioned above. Please call HBAM at 410-265-7400 for copies.



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president's message

Sounds of Silence

Sometimes the benefit of years and experience helps one to fully understand life's message and its positive and negative impact. For example, recently I heard and reflected upon the song, "The Sound of Silence" by Simon & Garfunkle. The title itself seems contradictory, obviously sound breaks silence, so it is a little confusing. But now, ironically, I think I can solve the mystery through my association with the Homebuilders Association of Maryland.

Let me walk you through my discovery process. In the beginning of this year, I had the opportunity to participate in a retreat for creating and outlining a vision for the Association in 2009. The input that I received through this dialog was amazingly powerful. The bringing together of business owners and industry leaders created a strong dynamic with very positive results as many voices were heard.

Another example is what I experienced at Builder Mart. While attending this event, I noticed not only the visual stimulation but also the little conversations that built up into a larger murmur. As I traveled through the food court, my ears picked up sounds of laughter and as I moved through the north and south halls, I heard exhibitors and attendees engaged in enlightening conversations about their products. When I stepped back to listen to all the sounds, I felt surrounded by positive energy. It felt good to be there that day!

In April, I was given the honorary role of distributing awards to winners during the MAX program for their sales and marketing initiatives. As I stood on the stage with 10,000 watts of light in my face, I could hardly see past the podium, but what I did experience was amazing. I could hear the victory cheers for the winners from their peers. As individuals were walking on and off the

stage, the sounds of excitement, enthusiasm and affirmation resonated in the room. It was a good sound and it left a great impression.

Recently, I had the pleasure of reading and participating in the updates for the 2009 legislative session. Our message was heard in Annapolis because of the incredible job and collective voice of our outstanding staff. The legislative process taught me that winning comes in various forms. Sometimes a "win" will come with compromise like when a sentence change in a bill can make all the difference. At other times, there is a full, outright industry "win" where we can raise our flag and tout our success.

What is the answer to the riddle, "The Sound of Silence?" For me, it is an Association that makes no political difference, has no voice in Annapolis, a lack of people cheering on a job well done and the missing voice of encouragement and affirmation in the tough times. The sound of silence is an empty hall that doesn't provide support, an opportunity for success or leaders making a difference by moving mountains and giving our industry vision.

The Homebuilders Association of Maryland is only as good as its members. Collectively, we have an energetic and purposeful voice. Your membership has a voice, and we appreciate you. We have changed the public's impression of our industry through this voice, just as music has changed the philosophy of generations. Let there not be sounds of silence. Let your voice be heard.

Michael Owings
2009 HBAM President

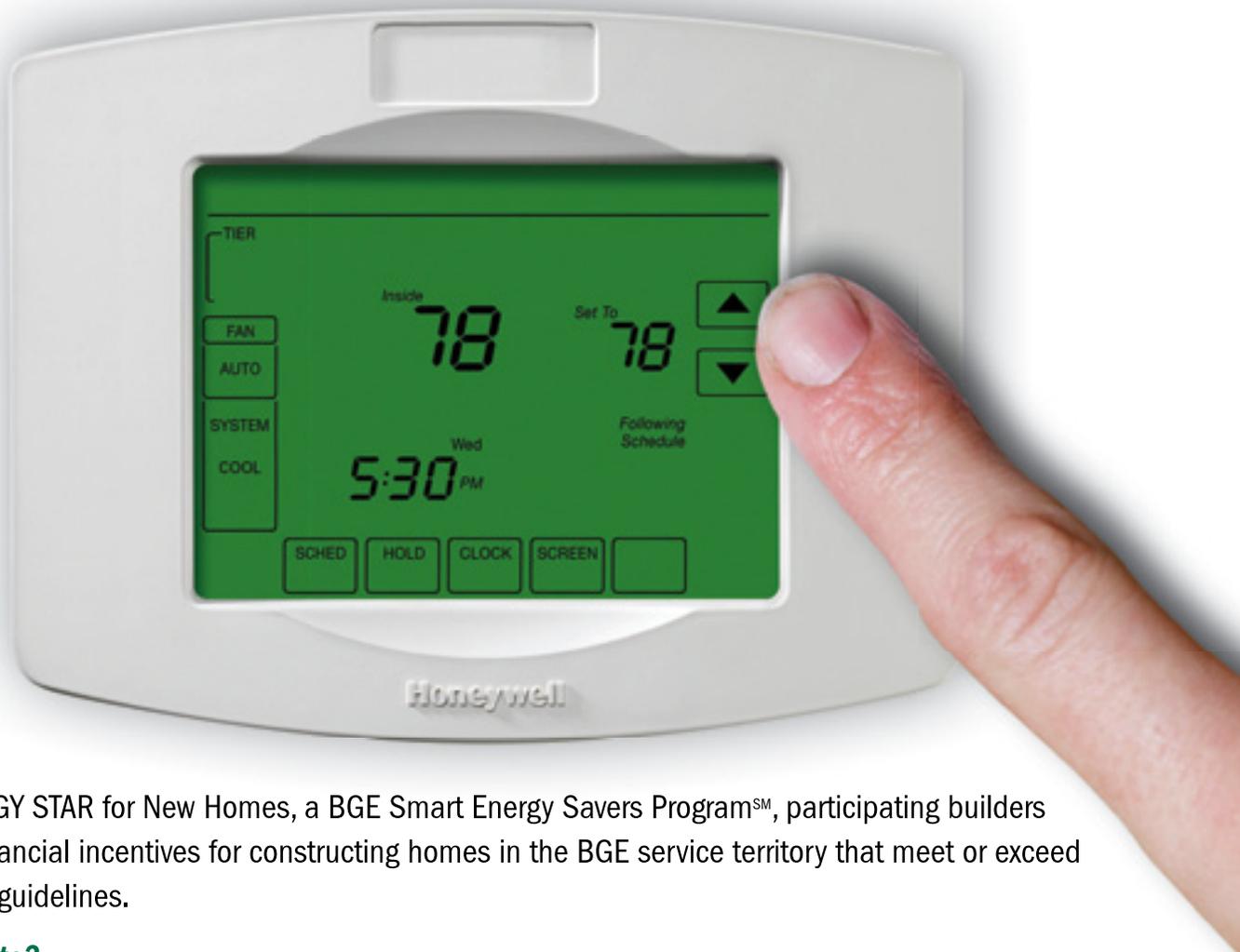
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FOR INFORMATION on sponsoring any of our events, please call Carey Swift at 410-265-7400, ext. 118.

Land Development Council Excellence in Community Development Awards

Thursday, September 17, 2009

Maryland Historical Society

We are now accepting
submissions for the
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Visit www.homebuilders.org/page/LDC/
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Thursday, October 15, 2009

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HBAM Remodelers Awards of Excellence

Thursday, November 19

Call for entries

Email vickie@homebuilders.org for your
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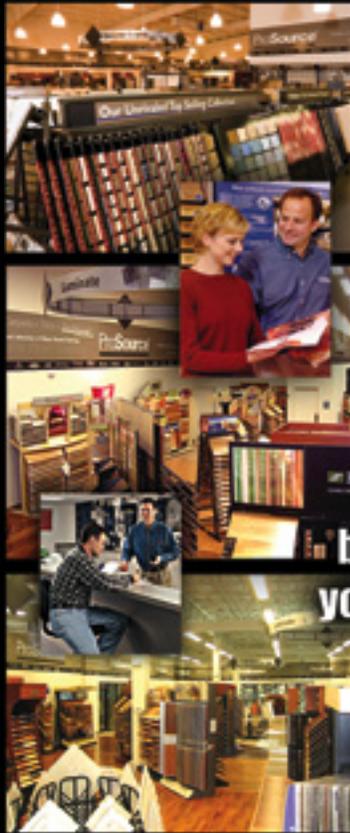
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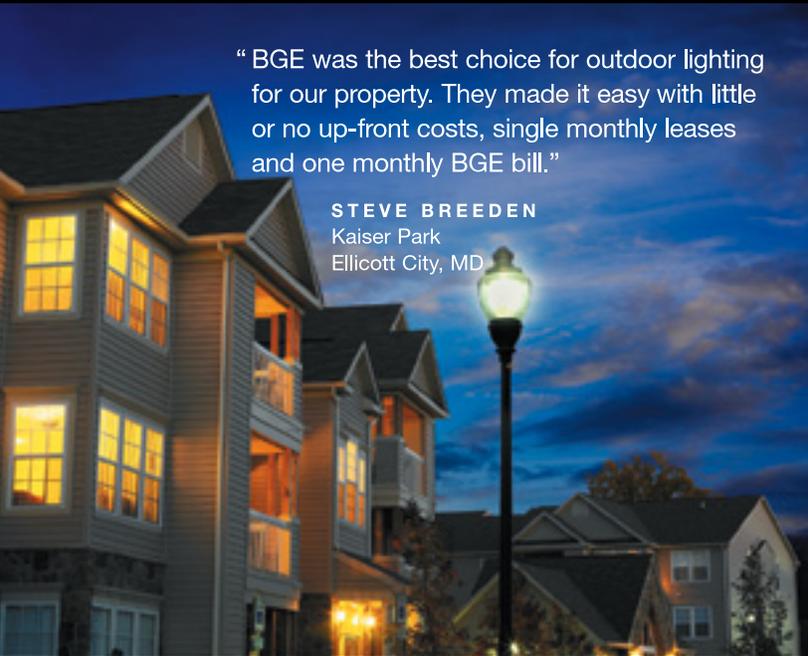
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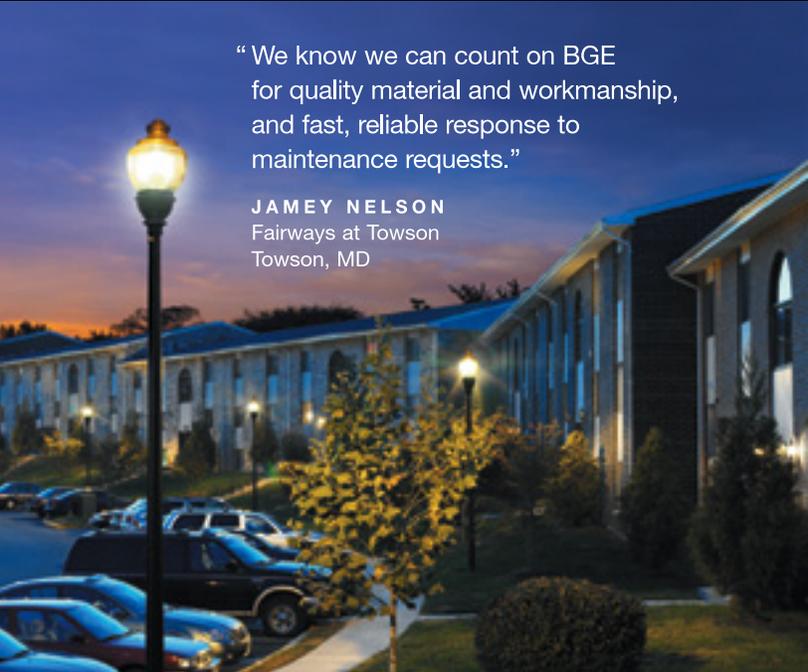
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EARL LANGHAM
Bristol Forest
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MID-ATLANTIC

Remodeler

A supplement to Mid-Atlantic Builder

HBAM Remodelers Council Award Winner
Owings Brothers, Cockeysville Project
Detached Garage & Interior Alterations, 450K - 500K



contents

- 15 President's Message
- 15 Events and Education
- 16 New Members
- 16 Remodeler News

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before & after

Owings Brothers

Cockeysville Project

To meet the needs of this family, existing garage space was transformed and a new three-car garage was included in the design. To give the house an updated and stylish interior finish, the existing garage was tastefully enclosed and a stone fireplace was added to create interest. Between the kitchen, dining room and existing mudroom, a larger kitchen, new laundry room, mud room and family area was created. The interior of the home with its new floor plan is ideal for entertaining and accommodating everyday family activities. The three-car garage complements the existing home and creates a more stately appearance to the house. ■

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Helping you achieve success

It's been a busy year so far and your HBAM Remodelers Council is pleased to report continued and productive efforts to help you achieve professional success.

First, thanks to the hard work of the members and our lobbyists, we were able to stop the "Interior Design" bill from being enacted by the Maryland General Assembly this year. You may rest assured that HBAM Remodelers continues its effective legislative lobbying at the local, state and national level, advocating strong positions on issues that impact the industry.

Secondly, I want to remind you that our annual Awards of Excellence Dinner and Ceremony is growing nearer, and I hope that you have been taking your before and after photos for your entries. The format and some of the details of this prestigious event have changed, making it even more beneficial than ever to enter, so please make sure you carefully review the packets you receive from the HBAM Remodelers office. As usual, if you have any questions, please call or e-mail Vickie Martin at vickie@homebuilders.org.

Third, we're currently planning a Fall 2009 Forecast Conference, featuring nationally-recognized experts from the homebuilding and remodeling industry. This conference will include opportunities for break-out sessions, question-and-answer sessions, data and research facts and figures and more. Attendees will receive critically important information on the economics of the national remodeling situation, and advice that has been proven effective on how to best position their companies.



Be on the lookout for specific date, place and time information on the conference — you DON'T want to miss this one!

Finally, as we said last issue, staying socially connected is the best form of advertising you can do, and this isn't just for people: your company can (and SHOULD) have its own Facebook page.

Many HBAM Remodeler members attended an informative seminar presented by KC Company/Pella Windows at our April General Membership Breakfast in Hunt Valley that discussed this topic in depth. Those in attendance learned how easy it is to set up a company Facebook page and keep it current. They learned how to use e-newsletters and e-offers and how to position a company to let "viral marketing" get the message across. We'll revisit this topic frequently — because your next good job may be only a "friend" away!

Donald F. Lynch, Jr., CGR, CAPS
President
HBAM Remodelers Council

HBAM Remodelers Council

September 15, 2009

HBAM RC General Membership Meeting

8:30 AM, HBAM

Sponsored by Susquehanna Bank

November 19

HBAM Remodelers Awards of Excellence Ceremony
Westin BWI Hotel

Program begins at 6:00 PM

Entry packets available at www.mdremodelers.org.

For information visit www.homebuilders.org or call 410-265-7400.

Take a look



Visit HBAM Remodelers Online at www.mdremodelers.org

You'll be able to search the vendor list for a remodeler, find educational course offerings, download a membership application and more.

Top Reasons to Join Your Local Remodeler Council?

- Public Visibility and Awareness
- Legislative Awareness and Representation
- Educational Opportunities
- Industry Networking Opportunities
- Award Programs
- Industry need-to-know information
- Trade Program and Events
- Community Service Opportunities

- Opportunity to sit on boards and committees
- Professional and personal development
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- Low Annual Fee

Get involved and help make a difference! Contact Vickie Martin at 410-265-7400, ext. 105 or visit www.mdremodelers.org for more details.



Awards of Excellence Night — Be There!

Our premiere event each year is the HBAM Remodelers Awards of Excellence Dinner and Ceremony, scheduled this year for Thursday, November 19, 2009 at the Westin BWI Hotel. This prestigious function celebrates the best in our industry. It highlights the projects you have created in the past year, recognizes significant contributions by individuals and businesses to the remodeling industry and confers honors and accolades on peer-reviewed accomplishments.

Positioning your company as one that delivers superior work is important in achieving success and recognition. HBAM Remodelers help make this one of your strengths. Support from HBAM Remodelers to its award-winners isn't limited to the ceremony. Publicity and press releases are sent out widely announcing the winners; photographs and stories appear in trade magazines and consumer publications; the HBAM web site displays photos and award information for consumers to find.

The Remodelers Awards of Excellence event has grown over the years. It truly represents the highest achievements in remodeling. We have divided the categories for entries, so you can find the proper tier to submit a broad spectrum of work, from modest to extremely high-end. We work hard to ensure that the projects that win Awards of Excellence not only truly have earned them, but also can stand up against any similar projects in any region of the country.

Don't you want to see your best projects recognized and rewarded by your fellow remodelers? Of course you do! Make it happen by entering the Awards of Excellence competition and reserving your place or table at the Awards of Excellence Banquet.

I look forward to seeing you in November!

Trademark Remodeling among Remodelers Big 50

The May issue of Remodeling magazine features the "Big 50", an annual list of the top-performing remodelers from around the country. These remodeling companies were selected and are being recognized because their business practices, management, skills, community service and craftsmanship distinguishes them from their competition.

One of our own made the list this year. The owner of Trademark Remodeling, Eric Swanson has been in business for over 17 years and is an active member of the Homebuilders Association of Maryland. Eric recently received his Aging-In-Place Specialist certification through the National Association of Homebuilders. He currently sits on the HBAM Remodelers Board of Directors, is on the legislative committee, and has received Awards of Excellence for many of his projects. ■



Why join HBAM Remodelers?

Member Benefits

HBAM Remodelers offers many benefits to its members. Remodelers benefit from a variety of educational, mentoring and networking opportunities. In addition, the HBAM Remodeler's serves to improve the quality of the industry and its members through these programs. By promoting certification programs to consumers, members of the council are sought after for their strong professional and ethical principles.

News & Information

National: Members of the Council receive a free subscription to Professional Remodeler magazine. Each issue focuses on practical business insights from the country's leading remodelers. Members also receive NAHB Renewals, a monthly e-newsletter about national news that affects our industry.

Regional: Members of the Council receive a free subscription to ChesapeakeHome Magazine and are offered special advertising opportunities designed to help you reach upscale homeowners.

Local: The council is offered a section in each issue of HomeFront, HBAM's monthly newsletter to promote it's members, programs, and events.

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2009 General Assembly Session Report

BY KATIE MALONEY

Executive Summary

The 2009 General Assembly session was overshadowed by the economic crisis and continued erosion of state revenues. Prior to the beginning of session, the Governor announced substantial state program cuts and a planned layoff of state workers. However, the passage of the slots proposal by Maryland voters last fall alleviated the need for layoffs, at least for the short term. The ever-growing budget deficit did not deter members of the General Assembly from introducing legislation this year. There were 1581 House and 1073 Senate bills and 21 joint resolutions introduced with 799 bills and one resolution passing during the 90-day session. The construction industry along with other business groups responded to a number of measures that sought to impose new regulatory restrictions over many already strictly regulated industries. While some measures died because of the cost of implementation, many passed regardless of the fiscal implications. These new oversight requirements will be very difficult for state agencies to implement and enforce in light of continuing budget cuts. The fiscal situation may require the Legislature to reconvene this fall to pass additional tax increases if revenues continue to decline.

Land Use Issues

The Administration introduced a modest package of Smart Growth bills based on recommendations from the Task Force on the Future for Growth and Development. The three bills as drafted, updated and added to the Smart Growth visions, required measures and indicators of growth to be included in comprehensive plans, and reversed the Court of Appeals Terra-pin Run decision by specifically defining consistency as it relates to local plans and ordinances. All three bills were amended and passed. The visitability mandate was reintroduced this year. The bill required the Department of Housing and Community Development to adopt the ANSI 117 visitability standards for all new single-family dwellings. These accessibility codes require all new homes to be built at zero-grade with accessible bathrooms and other features on the first floor.

The measure failed but will be studied again during the interim. One bright note for the development industry this session was passage of the construction permit tolling bill. This measure will freeze development permits issued from January 1, 2008 through June 30, 2010 and requires the Maryland Department of Planning to provide a report to the General Assembly at the end of 2009 on the impact of tolling, whether the tolling period should be extended and other actions that the state could take to alleviate the real estate market downturn.

Environmental Issues

Once again, the legislature introduced and passed a variety of environmental measures aimed at augmenting Bay cleanup efforts. The measure that will have the most impact on the development industry is the Standing bill. This bill as passed will apply the federal standing criteria for individuals and associations to appeal permit decisions and critical area variances. Wetlands, water appropriation, waterway construction rubble landfill and the NPDES Stormwater permits will all be subject to broadened appeal. Appeal of these permits will no longer be subject to the contested case process. Appeals will be on the record to the circuit court. The septic legislation that passed came out of a tributary strategy goal of converting all 420,000 septic systems in the state to nitrogen-reduction systems. The measure was amended to apply to new installation and replacements only in the critical area. Although language in the bill appears to allow grants only for homeowners, both the Attorney General's office and the Maryland Department of Environment provided written interpretation indicating the grants would continue to be available for new construction units. The No Net Loss of Forest bill was loosely based on recommendations from a Department of Natural Resources task force that met last fall. As drafted, the bill established a no net loss of forest policy in the state and amended forest conservation requirements to enhance preservation of priority forests.



Amendments adopted in the bill, as passed, require additional input from stakeholders to establish a definition of no net loss of forest and provide recommendations to the General Assembly to establish a policy of no net loss. In addition, the measure eliminates the forest conservation waiver process for currently paved areas and requires applicants to obtain a variance to disturb trees, shrubs and plants that are threatened or endangered, located in historic sites or have a diameter of 30 inches or more. A measure to enhance energy efficient construction passed with amendments. The Department of Housing and Community Development adopts the International Energy Conservation Code (IECC) as part of the building code in Maryland. The bill, introduced, would require adoption of the most updated version of the IECC within 12 months of issuance by the state and six months after state adoption by local jurisdictions. In addition, provisions would have required new residential and commercial construction to achieve and additional 30 percent energy efficiency rating by 2012 and an additional 50 percent efficiency by 2018. These provisions were stricken from the final language of the bill.

Tax Issues

The mantra this session from the Administration and Legislative leaders was that no new taxes or fees would pass this session. That didn't stop members from introducing legislation to add new or increase existing taxes and fees. One measure that died on the Senate floor would have required counties to establish a stormwater fee for residential and commercial properties. The industry supported the measure with amendments to make it authorizing and provide a waiver or credit for homes that utilize low impact design and stormwater facilities. The Administration introduced a bill to change the structure of the Rehabilitation Tax Credit Program from a grant to a traditional tax credit. The bill died in the Senate. However, the program received \$7 Million in funding in the budget and it's likely the measure will be introduced again in 2010.

Professional Issues

The builder sales representative registration/guaranty fund law that passed in 2008 needed clarifying language related to the collection of guaranty fund fees. The technical legislation passed without opposition. The interior design industry introduced an ill-fated measure that would establish a licensing requirement to replace the current certification program. The definition of interior design work was drafted to include work done by architects, engineers, remodelers and other design professionals and would have either required these professionals to become licensed or use a licensed interior designer. The measure died in committee.

The 2009 General Assembly Session Report provides a synopsis of the major issues considered by the Legislature affecting the building industry, a progress report of all legislation monitored during the session, voting records of Delegates and Senators on selected issues and statistical information showing the number and types of bills followed by the MSBA Legislative Committee. The report is designed to provide a snapshot of the session, with a focus on the most important bills. ■

Kathleen Maloney is the owner/principal of Maloney and Associates, a newly established contract lobbying firm specializing in representation of the development and construction industry. She has handled policy priorities of the building industry in both the legislature and state regulatory agencies in Maryland for the past ten years. Katie serves as the Co-Chair of the Maryland State Chamber of Commerce Environment Committee and is a member of the Maryland Government Relations Association. She also served as an adjunct professor in the Political Science Department at the United States Naval Academy. She can be reached at katmaloney@verizon.net.

Short-term Economic Stimulus

The Home Builders Association of Maryland
Develops Short-Term Economic Stimulus
Ideas to Spur Building and Development

BY MICHAEL HARRISON AND SUSAN STROUD

Shrinking state and county coffers, state cuts to local governments, and a grim fiscal outlook for the foreseeable future is leaving many County officials looking to renew partnerships with local builders and developers in an effort to spur economic development. County officials are more willing now than in recent memory to seriously listen to HBAM members and consider our ideas to help the industry recover from this recession because their fiscal health largely depends on ours. As partners rather than adversaries, home builders and local government officials can become great allies in the highly anticipated recovery period.

Your association's government affairs department and county chapters have responded to this renewed willingness to listen and partner by creating an economic stimulus guide for our governmental partners to use as we move forward toward recovery. Understanding that county officials are hesitant to permanently lower fees paid by developers and builders, our stimulus guide consists of realistic, short-term stimulus measures that won't harm the county's bottom line and can be implemented quickly to provide much needed relief. These measures will help builders and developers who have a hard time carrying large debts throughout the entire development process, will provide an incentive to start building on undeveloped lots and will lower costs that can be passed on to the consumer.

To present our list of short term stimulus ideas, a resolution was prepared that explains to county officials how vital the industry is to local economies and the dire nature of the current economic conditions. The resolution was signed by each chapter president as well as the president of the Land Development Council and both chairs of the newly organized Maryland Green Building Council.



The following resolution and list of county specific economic stimulus ideas has been presented to local officials in each jurisdiction served by HBAM:

The Home Builders Association of Maryland's stimulus resolution and short-term economic relief measures

WHEREAS, the United States is suffering the worst economic recession in decades with no immediate end in sight; and **WHEREAS**, the current national recession continues to erode Maryland's ability to meet its budgetary obligations due to record unemployment rates and consumer confidence at all time lows; and

WHEREAS, Maryland's historically strong businesses and many of the State's consumers are finding loans and lines of credit more difficult to obtain during this economic downturn; and

WHEREAS, Maryland's home-owners have watched their home values spiral below their current indebtedness as their neighbors' homes go into foreclosure; and

WHEREAS, the home building industry in Maryland supports many thousands of ancillary jobs and is a very important contributor to state and local economies, accounting for roughly 20 percent of Maryland's Gross State Product; and

WHEREAS, the home building and real estate industries are historically the first to enter into a recessionary cycle as well as the first to emerge; and

WHEREAS, increased home buying activity in the state will generate positive news that will help boost consumer confidence, which can spread to other sectors of Maryland's economy; and

WHEREAS, all counties in Maryland along with Baltimore City have the ability and capability to provide temporary economic incentive packages to alleviate extraordinary economic hardships on local businesses and spur economic revitalization;

Now, Therefore, Be It Resolved that we, the below named Chapter Presidents of the Homebuilders Association of Maryland, call upon the County Executive's, County Commissioners, and members of local legislative branches, to utilize their collective resources to bring economic relief to Maryland's homebuilding industry by pursuing the following policies and recommendations that will reinvigorate local housing markets, will have an immediate and positive impact on governmental budgets and will abate further the current housing crisis:

Russ Dickens, Elm Street Development

President, Howard County Chapter

Eric Devito, Ribera Development

President, Anne Arundel County Chapter

Paul Kotsher, D. R. Horton, Inc.

President, Carroll County Chapter

Evan Morville, Sea Wall Development

President, Baltimore County Chapter

Sean Davis, MRA

President, Baltimore City Chapter

Bill Luther, Gemcraft Homes

President, Upper Chesapeake Chapter (Cecil & Harford Counties)

Laurie Bova, Ryan Homes

President, Land Development Council

Jake Ruppert, Ruppert Homes

Co-Chair, HBAM Green Building Council

William S. Zahler, Artery Homes

Co-Chair, HBAM Green Building Council

County Economic Stimulus Measures:

Anne Arundel County Specific:

- Allow water and sewer reservation fees to be financed through the County after the three year period has expired and keep the water & sewer reservation with no further penalties for at least an additional two years.
- Extend all permits by at least six months without additional fees.
- Delay the increase on impacts fees due in 2010 to 2011. Keep the current reduced fee in place.
- Delay the single family home sprinkler requirement until 2011.
- Study and facilitate a streamlined process to alter age restricted projects to standard development projects both in plan and post development.
- Hasten the bond reduction time line.
- Avoid introducing or passing legislation that could potentially add to the cost of a new home.

Baltimore City Specific:

- Allow for plan extensions on entitlements and vesting, by increasing approvals periods on all plans and permits for at least six months to one year.
- Delay all fees to the time of impact (i.e. occupancy).
- Delay implementation of all new code changes that will incur more cost for construction (green buildings, visitability and inclusionary housing). The new implementation time should be extended to 2010 or 2011.
- Resist implementing and new fees or regulations that will add to the cost of building residential units.

- Seek a comprehensive program to reduce the city's property tax and enforce the new construction tax credit for it intended use.

Baltimore County Specific:

- Protect development plans from down zoning and changes in law for up to nine years.
- Fix the Planned Unit Development (PUD) process by clarifying the roles and responsibilities of the County Council, Planning Board and Hearing Officer; and ensure plans can be remanded back to the planning board without being denied.
- Allow the ANSI National Green Building Standard to be used in PUD's as an alternative to LEED for homes.
- Allow payment of Open Space Waiver Fees to be delayed until Use and Occupancy permit.

Carroll County Specific:

- Delay raising impact fees until January 2011.
- Defer impact fees from Recordation permit until Use and Occupancy permit.
- Defer Water and Sewer Area Connection charges until building permit, which the City of Westminster has already done.
- Increase the allowable time of temporary real estate directional signs from 8 a.m. Friday until 4 p.m. Monday.
- Work with MDE to allow the County to release water in the Designated Growth Areas.
- Adopt the ANSI National Green Building Standard and provide incentives to build new "green" homes using this standard.
- Before making an appointment to the Planning Commission, consult the Carroll County Chapter of the Home Builders Association of Maryland for nominees.
- Limit the scope of the Planning Commission to rezoning cases.

Cecil County Specific:

- Extend all permits and approvals by at least six months without additional fees.
- Waive costly landscaping bond requirements indefinitely.
- Pass no legislation calling for APF restrictions or any impact fee or excise tax programs on new construction.
- Decline any attempt to approve zoning code or building codes changes that could add to the cost of a new home.

Harford County Specific:

- Temporarily eliminate impact fees on all residential permits and study the feasibility of changing when impact fees are paid. (Suggest assessing the fees and Use and Occupancy)
- Extend the period for recording record plats from 90 days to at least one year.
- Extend all permits with no additional fees by at least six months.
- Change the APF ordinance to at least 115 percent capacity for schools and allow projects to move forward if a capital project to alleviate the infrastructure insufficiency will be ready in two years.



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- Allow extensions for subdivisions that were approved under the old zoning code for at least 36 months and allow subdivisions that were approved showing phases or sections continue to operate under the old code.
- Work to ease the process of changing planned age restricted projects to standard development projects.
- Waive the five year waiting period for all annexations requests.
- Devise economic incentives for builders and developers to encourage future investment in the county.

Howard County Specific:

- Eliminate county fees on unimproved finished town-house lots and age-restricted villas.
- Increase from six months to 12 months upon request the time between permit inspections.
- Defer county fees on single family detached homes until Use and Occupancy permit. The fees for deferral are: school excise tax, water and sewer connection fees, roads excise tax and building permit fees.
- Waive the 3.5 percent engineering review fee on green neighborhood plans to encourage developers to use the newly adopted Howard County Green Building Program.
- Accept Building Permit applications concurrent with review of an SDP.
- Eliminate bonding for forest conservation retention and ensure existing forest conservation bonds are released quickly.
- Increase the allowed time of temporary real estate directional signs to 8 a.m. Friday until 4 p.m. Monday, rather than the current 4 p.m. Friday until 12 p.m. Monday.
- Allow the ANSI National Green Building Standard to utilize the APFO green building allocations set aside for Howard County's Green Building Standard.
- Continue to ensure development plans move quickly through county agencies. ■

Michael Harrison and Susan Stroud are directors of government affairs for the Home Builders Association of Maryland. On your behalf, HBAM fights restrictive legislation and regulations that are detrimental to the housing industry. You can reach Michael at michael@homebuilders.org or Susan at susan@homebuilders.org.



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GETTING TO GREEN – THE NATIONAL GREEN BUILDING STANDARD

Getting Started

BY H. ALAN MOONEY, P.E.

The National Green Building Standard (NGBS) is a reality. It has been published by BuilderBooks.com and is available for shipping.

Your association, the Home Builders Association of Maryland, has formed the Maryland Green Building Council to highlight the commitment of individual HBAM builder/members to Green Building.

While business is a bit slow right now, this is a great time to focus some effort on positioning yourself to become a member of the MGBC. But where do you start?

The following are the key points to consider as you develop your own Green Building program and position it to qualify you for MGBC membership and National Green Building Standards certification of your projects.

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With this information, you can determine how close your design is to certification now. I predict that you are closer than you think. Remember, as you work with the Green Scoring Tool, explore some options, I find that simple changes in a design often lead to a significant change in the rating.

Step 2 – Become informed

HBAM will be hosting a “getting started” seminar for green construction. In the meantime, it is helpful to begin to become informed. The NGBS document is rather overwhelming at first glance. However, if you take your time, there is a logic to it that will begin to come clear.

I recommend creating a Green Building Team within your organization of three to five people directly involved in purchasing, planning and building your homes and then giving them the assignment of reading one section of the NGBS per week and at the end of each week have a 1 – 2 hour discussion session with that team to discuss what was read that week and explore how that section can be applied to your projects.

Step 3 – Set a goal

NGBS has four levels of certification; bronze, silver, gold and emerald. You should decide your goal. I recommend being realistic for the first few certifications you pursue. I suspect that you will find your existing designs are close to (or already there!) qualifying for the bronze level. If so, then I recommend silver as a goal. This is a cultural shift for your company; small steps will produce more sustainable results.

Also, the NGBS has criteria for remodeling and for new construction. You should decide which will be your focus for your first pursuit of a certification.

Be clear about your goals, put them in writing and establish a target date by when you intend to accomplish them.

1. Establish a baseline. Pick one of your recent home designs and use the Green Scoring Tool to determine how your project rates.

2. Become informed. Take your time and work your way through the NGBS document.

3. Set a goal. Will you aim for bronze, silver, gold or emerald?

4. Identify an advisor. Find a consultant to assist with developing your program.

5. Focus on the fundamentals. Energy efficiency, water and resource conservation, sustainable or recycled products and materials, Indoor Air Quality.

6. Check your own operation. Does your business operation reflect a commitment to sustainability and conservation?

Your Checklist for Getting to GREEN.

Step 4 – Identify an Advisor

Independent, third party input is important to the process of becoming a Green Builder under the NGBS program. To receive certification for a project, you will need to use a National Green Building Certification Accredited Verifier to confirm that your construction satisfies the NGBS standards. The NAHB Green Building Program, administered through the NAHB Research Center, clearly defines the certification process and the qualifications needed to be an Accredited Verifier.

The NAHB program has also created a Certified Green Professional (CGP) designation.

We recommend establishing a relationship with an Accredited Verifier or CGP to act as a consultant and advisor for your program. His or her role would include advising you on your design to qualify for certification as well as participation in meetings, workshops and training sessions with your staff and subcontractors to assure that everyone understands your objectives and how you plan to get there.

You are changing the culture of your company and the added credibility of a third party advisor will help that process.

Step 5 – Focus on the Fundamentals

While there are many words and pages in the NGBS, the fundamentals are:

- Energy Efficiency
- Water and resource conservation
- Sustainable or Recycled products and materials
- Indoor Air Quality

As you get your program going, focus on the fundamentals. You will be surprised how quickly you will see your first certifications. After that, depending on your market and your goals, you can refine your designs and climb the scale from silver to emerald.

Step 6 – Check your own operation

Being Green isn't just about the homes you build. Your business operation should also reflect a commitment to sustainability and conservation. Your customer should experience your commitment when they walk into your office, talk to your staff, look at your equipment and walk through your yard.

And don't forget...

As I have said before, just being a Green Builder will not distinguish you from the crowd. Being a quality builder, with a reputation (your signature) for honest, professional service who embraces Green Construction Standards is needed to assure your long term success. ■



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Professional Engineer in 8 states, with more than 35 years experience and has been the author and presenter for various NAHB programs, mostly on construction quality. For more information, please visit www.criterium-engineers.com and www.criterium-quality.com.

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Since 2001, HBAM's Policy Partners have been underwriting benchmark studies and policy initiatives that have been essential to our ability to make our case before state and local governing bodies.

Recent Policy Partner initiatives include:

- Reality Check and Reality Check PLUS (in cooperation with the University of Maryland 2006-2008)
- Analysis of impacts of APFO moratoria (University of Maryland, 2005)
- Maryland Coalition for Workforce Housing (various partners, 2005)
- Analysis of total local tax contributions derived from residential construction (Optimal Solutions Group / RESI / Towson University, 2004)
- Baltimore County buildable inventory analysis (RESI / Towson University, 2001-2002)

These fact based, objective studies and initiatives have been critical to our successes to date and they will continue to be essential to our ability to successfully advocate on behalf of the industry in the future. These ground breaking initiatives would not have been possible without the generous financial support of our Policy Partners.

Policy Partners are those members who have been willing to financially support this essential work. Please review the list of our current Policy Partners. I encourage you to recognize and thank them for their leadership. We, and indeed all in the industry, owe them a debt of gratitude. We also must take the opportunity to encourage you, if your company is not on the list, to join them by becoming a HBAM Policy Partner. Please call 410-265-7400. ■

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TAMKO's Lamarite Slate Composite Shingles Now Offered in Cool Colors

In response to customers' request for more energy efficient products, TAMKO Building Products, Inc. has developed Cool Colors for its Lamarite Slate Composite Shingles. The new Lamarite Slate Composite Shingle Cool Colors are Terra Cotta, Pale Olive, Cool Grey, Natural Sand and Almond Shell. Each Lamarite Slate Cool Color meets or exceeds Energy Star Program Requirements for 25 percent solar reflectivity, similar to TAMKO's MetalWorks Cool Color Steel Shingles. Lamarite Slate Cool Color Shingles are available by special order in 5-, 7- and 12-inch widths and are listed for UL Class A fire resistance, Class 4 impact resistance and come with a 50 - year limited warranty. For more information about TAMKO or its limited warranty, visit our Website at www.tamko.com.

DaVinci Roofscapes® Introduces New Bellaforté™ Roofing Tiles

The new synthetic tiles incorporate several patented features, including an integrated rain gutter, leading edge tab and rain dam, in an authentic 12-inch slate profile. Bellaforté roofing tiles use a third less material than traditional synthetic and natural slate shingles, saving resources and reducing the tile weight. A square of Bellaforté roofing tile weighs just 185 pounds, helping reduce both installation time and landfill load due to reduced construction waste. Available in slate black and slate gray, each Bellaforté tile has been designed to meet the highest standards for wind, fire and impact. The tiles are 100 percent recyclable and come with a 50-year limited warranty.

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Armiger Achieves NAHB Senior Life Director Status

L. Earl Armiger has achieved Senior Life Director Status from the National Association of Home Builders. After participation at the NAHB board meetings for ten years, Earl achieved Life Director Status and then after ten additional years of participation he earned Senior Life Director Status. "Earl's consecutive years of service is a great testament to his dedication and commitment to NAHB and the building industry," said Gerald Howard, President and Chief Executive Officer of the NAHB.

Mapei Group and Polyglass Group have Joined Forces

Mapei Group, with \$2.2 billion in annual sales and 53 manufacturing plants in 24 countries is the world leader in the production of adhesives for building. Polyglass is a leader in self-adhesive roofing membranes based on the company's patented ADESO technology. Both companies are rooted in Italy. Polyglass opened a third U.S. manufacturing facility in Winter Haven, Florida. The plant is fully operational and joins other Polyglass facilities in Hazelton, Pennsylvania and Fernley, Nevada. ■

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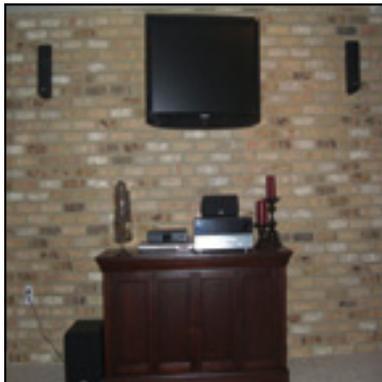
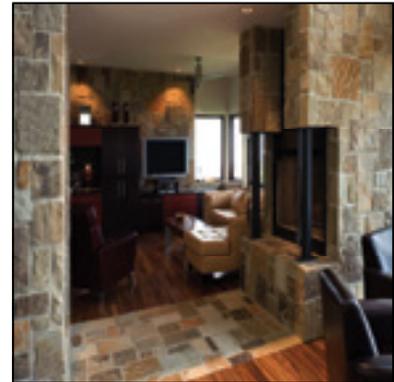
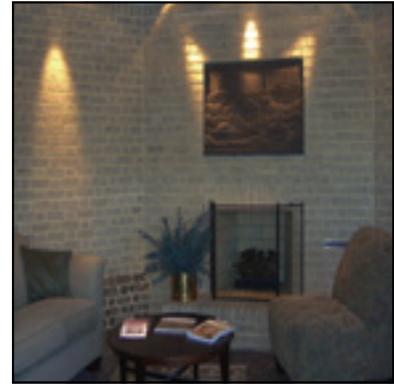
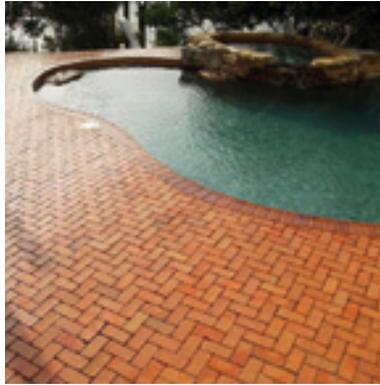
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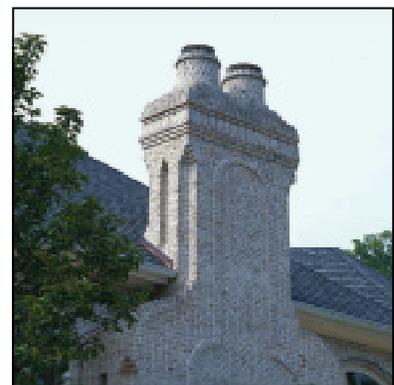
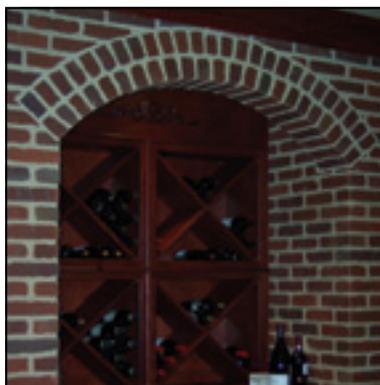
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