

MID-ATLANTIC Builder



Vol. 51 Issue 6
November/December 2009
www.homebuilders.org

Superior Development

Excellence in Community
Development Awards announced

PLUS

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



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Contents



On the Cover and Above
The Ritz Carlton Residences

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10 Land Development Council Excellence in Community Development Awards

The 2009 Land Development Council Excellence in Community Development Awards program was held in September at the Maryland Historical Society. The awards offer recognition to development professionals who provide superior and creative development projects that are sensitive to the community and make appropriate use of the existing natural elements.

18 Kitchen Design Tips for Recycling and Waste Disposal

With our impact on the environment making daily headlines, there's a demand for change in the way we reduce, recycle and dispose of our waste. Not all, but a good part of it is generated in or near the kitchen, so there's an opportunity for kitchen designers to better address recycling and waste disposal.

By Mary Jo Peterson

Pages 13-16 NEW Pull-Out Section



Departments

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

Also

- 20 Green Building
Getting to Green –
The Second Step

Corners

- 24 Green Building
- 27 Maryland Community
Builders Foundation

Departments

- 4 Publisher's Message
- 6 President's Message
- 8 Events
- 22 New Members
- 28 Notable Products

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publisher'smessage

Half Empty or Half Full?

I'm just back from the National Association of Home Builders Fall Construction Forecast Conference and my head is still spinning. Those of us in attendance heard everything from optimism to doom and gloom. On the optimistic side, one speaker, Dr. Joel Prakken of Macroeconomic Advisers (with whom I very much wanted to agree) projects the beginning of the housing recovery to occur next spring or summer; as did most of the presenters. Most also concur with him that next year's numbers will reflect modest incremental gains in starts and sales. But, Dr. Prakken differed from everyone else by projecting that 2011 will see a return to vigorous activity, not the 2006 level, but very strong, especially when compared to 09's dismal data.

On the ultra pessimistic side, one speaker (we'll leave him nameless but lets just say he represents a major lender), suggests that for small volume builders the goal was to "stay alive" until 2015! I guess it's safe to assume those guys don't plan to loosen up the purse strings anytime soon!

Messages for the day (my take): We're at bottom and the picture begins to change for the better in the 2nd quarter of 2010.

The biggest single threat to a housing recovery; JOBS! Until the job numbers start to change, buyers will hedge their bets and stay on the sidelines.

The demographics are good! Inventories are dropping, rates are expected to stay low and the Echo Boomers represent a huge new market.

Observation of the day (my take): To a very significant degree, all the speakers were working from the same data sets. The differences come from what they choose to emphasize or minimize; to build into their models or ignore.

Comment of the day (my take): At one point during an audience Q & A session, Dr. Prakken was energetically differing with his panel counterpart who, up to that point in the program, offered the most pessimistic outlook. "Look," said Dr. Prakken. "We're seeing the same potential strengths and liabilities, but your forecast is based on everything negative and nothing positive. Why would you do that?"

Why indeed, maybe because he works for a bank.

John Kortecamp
HBAM Executive Vice President

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president's message

Leaving on a Jet Plane

For some reason, I have always enjoyed airports.

However, given the climate of today's high security, extra charges for baggage handling and long delays at checkpoints, the average person would probably disagree with me.

I also believe that airports hold a sense of excitement. There is the anticipation of waiting for a friend or family member to arrive or the opportunity to start out on a new adventure.

As peculiar as it may first sound, The Home Builders Association of Maryland has been to me, like an airport. I have had the opportunity to be around some first class people who have offered their assistance. In this past year, like the airlines, we at HBAM have tried to upgrade our customer service and provide greater value to our members. We have rolled out some new shows and retooled some of our programs in an attempt to give our members more benefits and greater exposure in the community and to potential customers. I feel that this current staff is dedicated, focused and is a very customer service-oriented group of people. Know that we are fortunate to have this team and appreciate that they have seen us through thick and thin. I want to personally thank them for their dedication.

My involvement with HBAM has given me the opportunity to meet many people and find that they are a unique, energetic, selfless group of visionaries, motivated by a larger cause than their own companies. Through various meetings with this dynamic group of people in the past year, I have learned more about our industry than I ever have could by reading every book written about our trade.

Many times, when stumbling through an airport looking for my gate or flight information, someone points me in the right

direction. I feel that I have had many of these same experiences with our board of directors and members at large, as I found my way as president of HBAM. Amazingly, the common human instinct is to help others and I want to thank you, all of you, who have helped me find my way through the many different paths I have had to travel this past year. As with any travel experience, the first step is the start of the journey. I was apprehensive when I first accepted this role a few years ago but as I come in for a final landing, I feel that I have been given an experience of a lifetime that will always be remembered with fondness and pride.

I am passionate about the remodeling business. I love going to work every day. I enjoy what I do for a living and try to make a difference whenever possible. Since my tenure as president, I have become passionate about the entire building industry.

Let me leave you with this thought; to make a difference for our industry as a whole, it will take the collective effort of a passionate and dedicated group of people. I encourage you not only to maintain your membership in the Home Builders Association of Maryland, but to also become an active participant in this organization.

My so-called plane has landed and I must now disembark for my next adventure. Thank you again to all who helped me through this past year. I wish you all great success and peace in the future!

Michael Owings
2009 HBAM President

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Ferguson Enterprises, Inc.....	23
GE Contract Sales.....	17
John H Myers & Son, Inc.....	1
Keller Stonebraker Insurance.....	24
Marvin Windows (WDPC).....	3
Mid Atlantic Propane and Gas.....	28
M&T Bank.....	27
Potomac Valley Brick & Supply.....	Inside Back Cover
Rain Flow.....	16
Rexel Branch.....	12
Southern Pacific Supply.....	Inside Front Cover
Tyco Fire & Building Products.....	9



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Events

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CALL 410-265-7400 for information on registration for our events or visit www.homebuilders.org.
FOR INFORMATION on sponsoring any of our events, please call Carey Swift at 410-265-7400, ext. 118.

Real Estate & Construction
Forecast Conference
1st Annual Remodelers
Forecast Conference
November 3, 2009
Martin's West

Experts in the real estate industry will review recent trends and look to the future for opportunities. They will point out emerging hot spots and fill us in on when to expect a recovery.



Maryland Green Show
November 7 & 8
Maryland State Fairgrounds

Make sure you're included in Maryland's premiere Green Home & Living Show. This event promises to bring motivated consumers together with cutting edge green technology, products design and experts.

ICON Awards
November 12, 2009
The Fretz Corporation

Don't miss this association wide celebration where the builder, remodeler and associate member of the year awards and the lifetime achievement award will be announced.

Remodeling Awards of Excellence
November 19, 2009
Westin BWI

Experience the art of remodeling at the HBAM Remodelers Awards of Excellence program. The annual event recognizes outstanding achievements by members who provide customers with excellence in remodeling design and craftsmanship. Visit www.mdremodelers.org for more information. ■

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Superior Development

Eight projects receive LDC Awards



Project of the Year
SILO POINT

Developer: Turner Development Group

Consultant-Engineer: STV

Location: Baltimore City

Award Of Excellence

CHAPEL GREENS

Developer: Pennrose Properties, LLC

Owner: Enterprise Homes

Consultant-Engineer: Johnson Consulting Engineering

Architect: Hord Caplan Macht

Location: Baltimore City, MD



On September 17 at the Maryland Historical Society, the HBAM Land Development Council presented its 16th Annual Excellence in Community Developments awards to eight deserving recipients; as well as four personal Achievement Awards in the field of land development. Per the judging criteria, all entries were evaluated on sensitivity to the environment, sustainable design, development challenges, and unique planning concepts. This year the LDC Awards Committee judges were faced with both unusual and delightful challenges due to the high caliber of entries. The highest award given by the LDC each year, the Project of the Year, was shared by two outstanding developments located in Baltimore City. The two projects best satisfied the rigorous LDC judging criteria and also demonstrated unique, forward thinking and imaginative land development practices with an eye to excellence and harmony to the community. Both recipients overcame some of the most adverse development constraints – one with sub-surface complexities, the other with above ground intricacies. HBAM and the LDC salute this year’s winners.



Developer of the Year – Jeff Hettleman, Shelter Development
Consultant of the Year – John Gessner, Gessner, Shee, Mahoney & Lutch, P.A.
Contractor of the Year – Jim Barron, Ronkin Construction
Lifetime Achievement Award – Dennis Gilligan, Craftsman Developers

Project of the Year
THE RITZ CARLTON RESIDENCES INNER HARBOR, BALTIMORE
Developer: RXR Realty
Consultant-Engineer: STV
Location: Baltimore City



Award Of Excellence
WORTHINGTON GREEN

Developer: MacKenzie Communities, LLC

Consultant-Engineer: Morris & Richie Associates

Location: Baltimore County, MD



Award Of Excellence
VALE WOODS
Developer: Bob Ward Companies
Consultant-Engineer: Morris & Richie Associates
Location: Harford County, MD

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Award Of Excellence

HALLIE FARM

Developer: Woodhaven Building & Development, Inc.

Consultant-Engineer: Carroll Land Services

Location: Carroll County, MD



Award Of Excellence

PENNIMAN PARK LUXURY APARTMENTS

Developer: Elkridge Town Center, LLC

Consultant-Engineer: Benchmark Engineering

Location: Howard County



Award Of Excellence

GREENS AT ROLLING ROAD

Developer: Enterprise Homes

Location: Baltimore County

MID-ATLANTIC

Remodeler

A supplement to Mid-Atlantic Builder



HBAM Remodelers Council Award Winner
Starcom Design Build, The George Project
Whole House Renovation 500K - 600K

contents

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

2009 HBAM REMODELERS

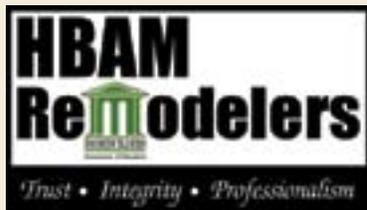
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before & after

Starcom Design Build

The George Project

These homeowners wanted to create individual space for their big family and a large area for them to unite. To make this work for the owners, the garage was turned into a spacious great room for gathering. The existing basement now boasts a new home theatre, a kitchenette and a powder room. There are two master suites complete with master baths. The new utility area, now conveniently on the first floor, is roomy and offers a large craft area with a discreet laundry center. There is also a home office in a private location on one end of the house. The once outdated kitchen is now open and filled with all the latest features, additional cabinet storage and a separate area for dining. The main foyer is inviting and open to the second-story where there is a floor-to-ceiling library located off of the master bedroom suite. The style and design of the new 2-story home is tasteful and blends with the existing neighborhood. ■

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We Live in Interesting Times!

As I look back on the recent months, I can't help thinking of two phrases: "When the going gets tough, the tough get going" and "That which does not kill us makes us stronger." Putting these together brings meaning to our professional lives. You have to be tough and you have to keep moving, thinking, expanding, learning and growing to survive "interesting" times.

In other words, the lessons we have learned over the past months are the ones that will keep us growing and profitable and happy, whether we experience peace and tranquility in the business arena, or times even MORE "interesting" than before!

We have all worked hard at the HBAM Remodelers Council to help member businesses. Our efforts are ongoing and growing. As business picks up, which it is bound to do, don't forget them! Keep adding to your professional certifications. Keep examining your business practices in light of recommendations regarding customer appreciation, responsiveness and efficiency. Keep an eye on how HBAM represents you in the legislature and keep informed on licensing, regulations and statutory developments.



Keep networking, too. I was pleased to see so many of my fellow remodelers at our annual Celebrity Chef Night and Auction, Vickie and the staff at HBAM truly made "Margaritaville" come to life.

This kind of social interaction is very important to your company's growth. As we approach the end of 2009, look back and check on what steps you've taken to make

that happen. Do you have a Company Facebook, Linked-In or MySpace page? If not, why not? Have you contacted your customer base frequently enough in the past year? Remember – referrals are what keep us going!

Also, I'm very much looking forward to our upcoming Awards of Excellence banquet on November 19, 2009 and I certainly hope you will join me there. The connections you make will pay off!

It's been an interesting year and we've experienced some interesting times! I hope we all end this year stronger, more optimistic and ready to face 2010.

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

remodeler news

See You at the Westin!

I would very much like to congratulate the entrants to our 2009 Awards of Excellence competition, which concludes on November 19, 2009, with a gala banquet at the Westin BWI Hotel in Linthicum.

The independent judging of projects entered in this year's program occurred just a few weeks ago, in early October and the judges, so I am told, were extremely impressed

by the professionalism, beauty, efficiency, creativity and diversity of the projects entered. Considering the challenges we have faced, it is even more meaningful that so many of us produced award-worthy work this year.

That's the best way to show that we are handling the challenges that this economy has thrown at us.

Look for the winners in the January/February issue of *Mid-Atlantic Builder*.

Events

Thursday, November 19, 2009

HBAM Remodelers Awards of Excellence Ceremony
Sponsored by KC Company/
Pella Windows
6:00 p.m.

Westin BWI hotel

The premiere remodeling awards ceremony of the HBAM Remodelers. Please register at www.mdremodelers.org

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February 16, 2010

Building Management for Building Professionals
Location, HBAM, 8:30 a.m.

February 17, 2010

Project Management
Location, HBAM, 8:30 a.m.

February 18, 2010

Negotiating Skills
Location, HBAM, 8:30 a.m.

March 23 & 24

Green Building for Building Professionals
Location, HBAM, 8:30 a.m.
Other required course: Building Management for Building Professionals

CERTIFIED SALES PROFESSIONALS

March 4, 11, 18, 25 (Thursdays)

CSP Course
Location, HBAM, 8:30 a.m.

SAVE THE DATE

April 7, 2010

Sales and Marketing Council (SMC)
Super Sales Rally
Location TBA, watch for details at www.homebuilders.org

April 15, 2010

2010 HBAM Remodelers Annual Spring Dinner
Location, TBA, watch for details at www.mdremodelers.org

Contact Vickie Martin for more information at 410-265-7400.

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 Renew, 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 its members, programs and events.

For more information contact 410-265-7400.

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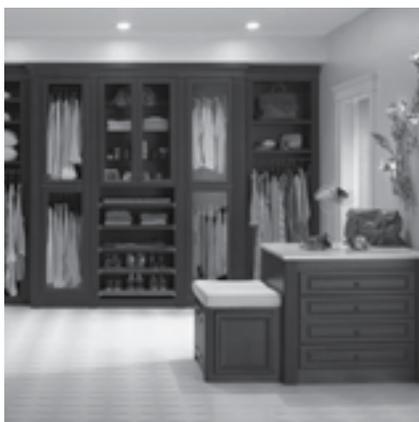


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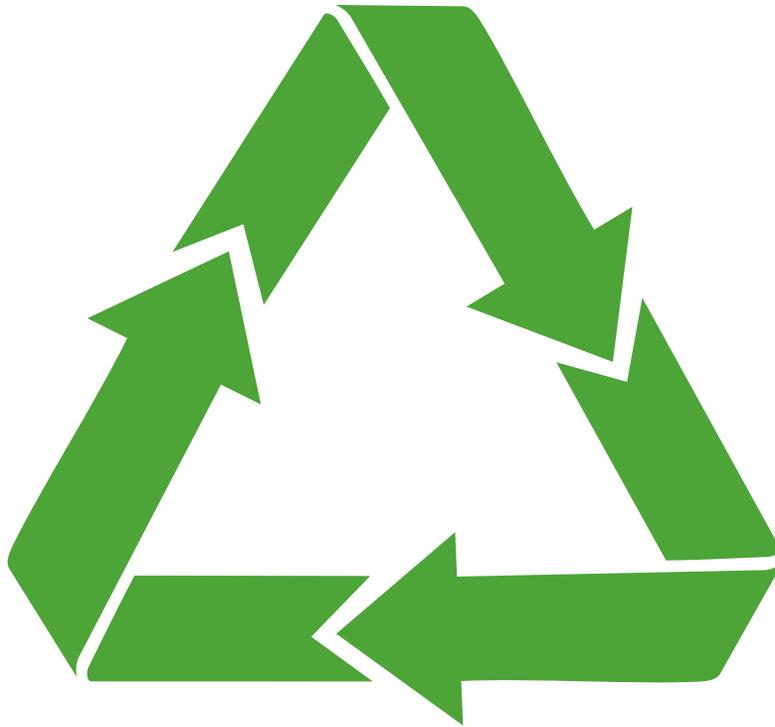
Take a look

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Kitchen Design Tips for Recycling and Waste Disposal

BY MARY JO PETERSON, CKD, CBD, CAPS

According to the Environmental Protection Agency, the average American produces about 4.4 pounds of garbage a day, or a total of 29 pounds per week and 1,600 pounds a year. Statistics always have more impact when given a frame of reference, so consider this: With the garbage produced in America alone, you could form a line of filled-up garbage trucks and reach the moon.

With our impact on the environment making daily headlines, there's a demand for change in the way we reduce, recycle and dispose of our waste. Not all, but a good part of it is generated in or near the kitchen, so there's an opportunity for kitchen designers to better address recycling and waste disposal. The results could not only improve the function of the kitchen, but also increase the recycling and cut down on that trail of garbage we've been leaving.

As I learn more about recycling, I see a genuine opportunity for designers to develop the systems that will support positive habits, so here are a few ideas to whet your appetite for the recycling end of this equation.

Client Needs

First, we can be sure that recycling is a significant part of our conversations with the client as we begin a job. As always, we can be part listener and part educator as we share information on the client's needs and concerns regarding recycling.

A critical piece of this puzzle will have to do with local requirements and opportunities for recycling. If our client is unfamiliar with local recycling options, we should make ourselves a source of that information or know where they can find it. One great source on what and how to recycle by zip code is www.earth911.com. It is important not just to learn the requirements, but also because items that can be recycled vary from place to place depending on the local need.

There are several other points to discuss. Who will be the main recycler? If it's the 10 year old, we need to plan a space that is convenient for him or her and perhaps not in the mainstream of everyone else.

What will be recycled and where will it be collected? How often do the recycled collections get picked up or dropped off? What needs to be near or in the kitchen and what can be elsewhere? Is there an interest in composting and what are the client's concerns about it?

Thorough recycling becomes much less complicated and more likely to succeed if we plan carefully for a system that fits the clients' living patterns.

Bin Configuration

Having established local recycling processes, we'll know how many bins will be needed and of those, how many in the kitchen proper. Because local systems may change with time, it's good to design in some flexibility.

One common configuration is two bins, one for garbage and one for recycled items. This works in those areas where recycled items are sorted by the collection agent. A common use of a third bin for returnable bottles and cans can often be placed outside the central work area, especially if there is a second refrigerator or beverage zone in the kitchen.

In addition, a compost bin of some sort will also complete basic needs in the kitchen. Because both contents and packaging frequently need to be washed before use or recycling, locating the recycle center of the kitchen near a sink is probably the best option.

Now comes the critical measure of priorities. Perhaps some of the items traditionally stored in this zone can still be convenient if placed outside the immediate area, providing the space required for waste and recycling. Few, if any, clients argue with the need for a waste container unit in the clean-up zone, so we may simply be looking at more specific allotment of space and accessorization of our cabinetry to support better recycling habits.

Our accessory manufacturers have been paying attention, so we have a variety of options to suit this purpose. In addition to trash compactors, options to help reduce the space requirements for recycling include new appliances on the market that organize and crush or compact their contents (see www.ecopod.org, www.modeproducts.com).

Composting probably brings the greatest reluctance on the part of clients unfamiliar with contemporary options. Every retailer from Target to Williams-Sonoma has compost bins or buckets with sealed lids and charcoal filters built in to eliminate odors and pests. These are typically countertop or undersink containers that are emptied regularly to a compost collection point outside the home for further processing. In addition, an appliance has entered the market that processes the compost in a sealed container, eliminating odors and providing a fully processed end product that can be placed directly into the garden (www.naturemill.com), available in designer colors and small enough to be built into a 15"-wide base cabinet. Interest is growing in this aspect of recycling, with municipal pick-up of compost materials available in some urban areas and in much of Europe.

Beyond The Kitchen

The mud room, family foyer or laundry may be options for back-up recycling space. Because items may need to be disassembled before recycling, a work surface is a good part of this space, as is a sink, again for rinsing out containers.

If additional sorting is required, this may be the space where separate bins are located. When there is a wall in common with the kitchen, a chute can be installed that allows the cook to deposit these items directly into the appropriate bin (www.envirottrashconcepts.com). This is also where the supplies needed to prepare recyclables such as twine, scissors, bags and ties can be stored.

Beyond the obvious metal, glass, paper, cardboard and plastic, there are often programs for household items no longer needed or used – everything from appliances or clothing to cars. While we don't need a recycle bin for automobiles, in a given household, a bin in the laundry area for clothes or for hangers to be recycled, or a cabinet in the mud room for other household items may be a desired addition.

Since paper waste makes for about 35 percent of the total material filling up landfills, it is well worth the effort to plan a space for collecting news and other paper. This can likely be away from the kitchen proper, but near the entrance where mail is brought in, probably the mud room or family foyer. Separate from paper, cardboard and plastic packaging will need a collection spot, again, away from the kitchen, but near the pick-up spot or the garage if these items are to be taken to a drop-off spot.

Although, as a country, our recycling has improved and the amount of waste we generate per person has declined, there is still so much room for improvement. Perhaps, if we as designers make it easier, cleaner and more convenient, better recycling habits will become the norm and our waste will be decreased voluntarily before mandated programs become standard.

Hopefully, this introductory look at how we design the system for recycling in the home will contribute to that progress. ■

Mary Jo Peterson, CKD, CBD, CAPS is a KBDN columnist and owner of Mary Jo Peterson, Inc. a design studio and consulting firm with specialized expertise in kitchen, bath and universal/accessibile design based in Brookfield, CT. She can be reached at mjp@mjpgdesign.com.
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GETTING TO GREEN – STEP TWO

Become Informed

BY H. ALAN MOONEY, P.E.

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.

As I noted in the last issue, the National Green Building Standard is a reality and the Home Builders Association of Maryland, has developed the Maryland Green Building Council to highlight the commitment of individual HBAM members to Green Building and the NGBS.

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

We have been discussing these key points to consider as you develop your own Green Building program and position it to qualify you for MGBC membership and NGBS certification of your projects.

Step 1 Establish a baseline – this is your first step, we discussed this in the last issue.

Step 2 Become informed – I recommend creating a Green Building Team within your organization. We will discuss this further in this issue.

Step 3 Set a goal – NGBS has four levels of certification; bronze, silver, gold and emerald. You should set your goal. Based on your results from Step 1, we will discuss this in more detail in a future issue of Mid-Atlantic Builder

Step 4 Identify an Advisor – We recommend establishing a relationship with an Accredited Verifier or Certified Green Professional to act as a consultant and advisor for your program.

Step 5 Focus on the Fundamentals – As you get your program going, focus on the fundamentals. You will be surprised how quickly you will see your first certifications!

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.

Getting back to step two....

Step 2 Become informed – Knowledge is power. To develop an effective “green” program for your company it is important to understand where you are headed and why. Everyone on your staff should have a similar understanding of your company’s commitment to green construction. Most importantly, you need to be able to give “green” credibility for your company and your customers.

“Green building” has become a buzzword that means something different to almost everyone who hears or uses the term. Here are some questions you or anyone on your staff should be able to answer quickly and confidently if you are to develop an effective message about how green your company is.

- What is the difference between LEED-H and NGBS?
- What does building green mean?
- What is the difference in ratings for green construction?
- Does building green cost more?
- Will I, as a customer, save money by buying one of your “green” houses?
- How can I, as a customer, confirm that this is a green house?
- What guarantee, as a customer, do I have that I will save money on energy with your house?
- What are the essential elements of green construction?
- How green are we, as a company?
- How can we make our company more green?

To develop a program of being informed about green construction, I recommend the following:

1. Designate a senior staff member as your director/VP/coordinator of GREEN. For most companies, this would not be a stand-alone position. One of your existing positions can be expanded to include this designation.

2. Expand your mission statement to include your commitment to green. (You don't have a mission statement? Now is the time to create one!). You could say something like, “we recognize the need to share our planet’s resources and are

committed to building resource efficient homes with sustainable products.”

3. Purchase reference materials for NGBS and LEED-H standards and back up literature. While your reference will be NGBS, you should understand the difference with LEED since you will get those questions.

4. Subscribe to credible publications on green construction. We recommend:

- Green Builder Magazine—greenbuildermag.com
- GreenSource—greensource.construction.com
- ED+C (Environmental Design + Construction)—edcmag.com

Visit these websites regularly:

- ecohomemagazine.com
- buildinggreen.com
- ecoIQ.com
- greenbuilding.com
- epa.gov/greenbuilding

5. Create a green task force led by your director of green to become knowledgeable about green construction. This group should meet at least weekly to discuss the topic and begin to develop answers to the questions noted above.

For the first several weeks, the task force should focus on one or two sections of the NGBS to review before the meeting and discuss at the meeting.

6. Develop a durable reference document, hard copy and electronic, for distribution to all of your staff, for easy reference. It should be organized in brief, bullet point, format to be easy to use and read. We have a sample on our website, at www.criterium-green.com.

7. Hold monthly meetings with your entire staff to discuss green construction. Everyone should understand what you are doing and why.

8. Invite a Green consultant (see step 4, finding an advisor) to every other monthly meeting to share broader information about what is going on in the industry.

You should consider this time an INVESTMENT in a LEARNING EXPERIENCE about Green Construction and the NGBS. By investing the time in being informed, you will begin to see where you can adjust your product for more GREEN points and how you can promote the “Green – ness” of the homes you are building now and have built in the past.

Remember, knowledge is power.

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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licensed, 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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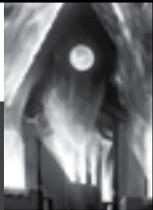
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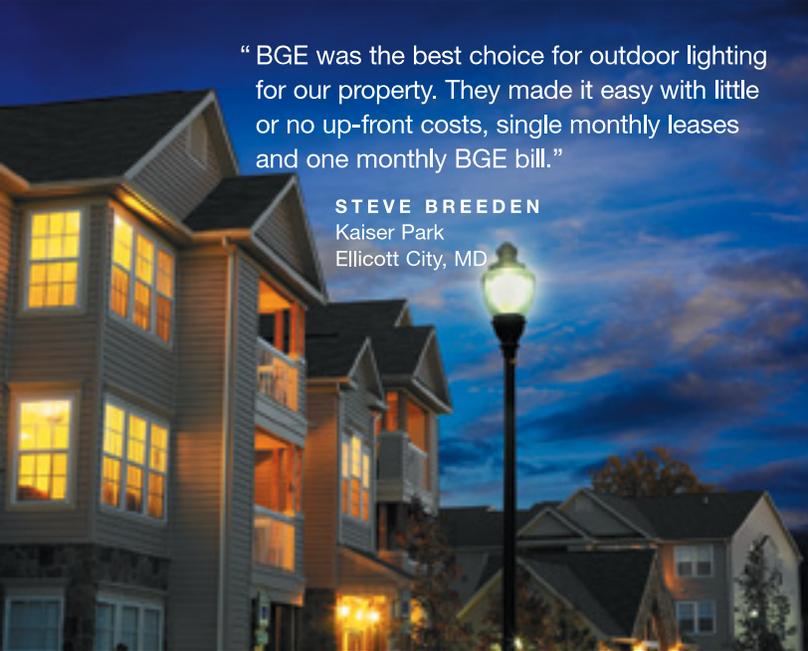


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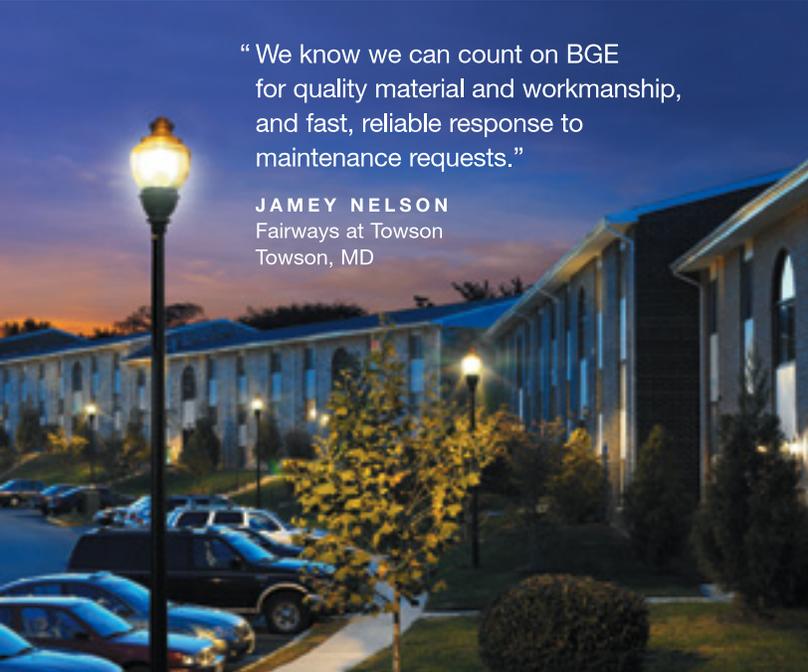
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HBAM Reorganizes Charitable Foundation

The Home Builders Association of Maryland has reorganized its charitable foundation and renamed it the Maryland Community Builders Foundation.

The 501 (c) (3) charitable foundation, founded in 1999, was formed to promote shelter related activities for those less fortunate throughout the Baltimore region. The MCBF focuses on 'sticks and bricks' projects that provide shelter or shelter improvements for needy families.

Formerly known as the Builders' Haven Foundation, the strategy of the group remains to provide charitable services in the region by calling upon HBAM members for donations of labor, materials and funds.

Foundation chairperson, Chris Rachuba of the Rachuba Group says, "Due to the access to the building industry resources, HBAM members have a unique ability provide beneficiary organizations with labor and materials, either in-kind or for a nominal amount, that would otherwise cost significantly more." He explains that although the housing industry itself has suffered in recent years, it is important to give back to the communities in which its members work and live.

The MCFB has also launched a new website at www.buildingindustryfoundation.org to offer industry professionals a place where they can easily sign up to donate time and/or materials, share their projects for promotional purposes and view the latest projects undertaken by the Foundation. The site also includes a form that allows those in need to request assistance.

The Home Builders Association of Maryland Executive Vice President, John Kortecamp has worked closely with the Foundation and witnessed the impact it has made on our community. "Our region is a much better place because the Maryland Community Builders Foundation has stepped up to the plate to make a positive difference in the lives of our citizens," said Kortecamp.

For more information, visit www.buildingindustriesfoundation.org. ■

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Dewalt, a leading manufacturer of industrial power tools, announced the launch of its heavy-duty coil framing nailer (D51855). The D51855 is capable of handling a wide range of nail sizes allowing users to complete more applications with one nailer. Built for framers and general contractors, the D51855 can be used for structural framing, floor decking, roof decking, truss installation, furring strips, wall sheathing, pallet and crate manufacturing and fencing. Visit www.dewalt.com for more information.



Veto Pro Pac All-in-one Bag

For the multi-tasking contractor, the LT-XL tool bag holds a laptop computer along with paperwork and a variety of hand tools stored vertically in dozens of small pockets. Designed to be jobsite-tough, the bag is made with rugged PVC-impregnated denier body fabric and an injected-molded polypropylene base. The bag stands upright. Visit www.vetopropac.com for details.

Bobcat T110 Compact Track Loader Brings Power to Hard-to-Reach Jobsites

Working in residential backyards or other hard-to-reach areas is now even easier with the new Bobcat® T110 compact track loader. The T110 is the seventh compact track loader available from Bobcat Company. With a width of 47 inches, the T110 can travel through narrow openings or grade on narrow lot lines without treading on a neighbor's property. The width of the T110 also makes the machine ideal for other home projects, including additions, pool excavation, landscaping and site prep for sidewalks. For agricultural operators, the narrow width of the T110 will allow them to access the inside of barns and animal stalls. For more information, visit www.bobcat.com.

Ridgid Offers Two-Speed Drill

The 12-volt lithium-ion two-speed drill/light combo (R92008) includes a drill/driver, LED light, two LI battery packs, a heavy-duty contractor bag and a charger. The drill contains an integrated chuck and clutch to reduce overall length, an ergonomic overmold handle for comfort and grip and an 18-position clutch. It delivers 240 inch-pounds of torque. The one-watt LED lasts up to 100,000 hours. Visit www.ridgid.com for details. ■



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The choice of brick or stone can increase the thermal mass of a house, providing more comfort in both cold winter nights and hot summer days.

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