



MARYLAND  
BUILDING  
INDUSTRY  
ASSOCIATION

MARYLANDBUILDERS.ORG

# ANNUAL REPORT 2025

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REFLECTING PROGRESS  
EFFECTING CHANGE





## MESSAGE FROM OUR CEO

Lori Graf

The past year has been one of remarkable resilience, collaboration and progress for the Maryland building industry. As we reflect on the challenges we've navigated and the opportunities we've embraced, the Maryland Building Industry Association stands proud of the role our members have played in shaping stronger communities, advancing responsible growth, and supporting the economic vitality of our state.

Across every region of Maryland, our builders, developers, remodelers, suppliers and trade partners have demonstrated what it means to lead with integrity and innovation. Whether responding to shifting market conditions, adapting to evolving regulatory landscapes, or championing housing affordability, our members have shown unwavering commitment to delivering high-quality homes and vibrant communities for Maryland families.

This year's accomplishments were made possible by the collective strength of our association. Through advocacy, education, and industry partnerships, MBIA continued to elevate the voice of our members and ensure that Maryland remains a place where the building industry can thrive. From legislative victories and workforce development initiatives to expanded member services, we have laid a strong foundation for the year ahead.

As we look forward, we remain focused on the issues that matter most: expanding housing opportunities, promoting smart and sustainable development, strengthening our workforce, and supporting the businesses that fuel Maryland's growth. Together, we will continue to build not only homes and communities, but a future defined by opportunity, innovation, and shared success.

Thank you for your dedication, your partnership, and your belief in the mission of the Maryland Building Industry Association. The work we do matters — and together, we are shaping Maryland's future.

*Lori Graf*



**ADVOCATING  
SINCE 1919**

The mission of the Maryland Building Industry Association is to advocate for the building industry with a commitment to maximizing business opportunities for its members while working to promote a positive image and to serve as a resource to our members and to the public at large.



## OUR SERVICES

We are a not-for-profit trade organization representing the interests of over 1,100 member firms and more than 100,000 employees, including home builders, remodelers, developers and affiliate professional and service providers in the Maryland counties of Anne Arundel, Baltimore, Calvert, Carroll, Cecil, Charles, Harford, Howard, Montgomery, Prince George's and St. Mary's as well as Baltimore City, the Eastern Shore and Washington, DC.

**ADVOCATE**

**EDUCATE**

**NETWORK**

**BUILD**

connecting with members

# 2025 by the numbers



58

EVENTS



70

GUEST SPEAKERS



33

COMMITTEE MEETINGS

MARYLANDBUILDERS.ORG



195,440

PAGE VIEWS

+ 1,566%

page views from 2024-2025

+ 86.8%

top page - MBIA directory

CHAPTERS AND COUNCILS

48

COUNCIL MEETINGS

87

CHAPTER MEETINGS

FACEBOOK

94,100 views

2,775 followers

+ 40.5%

engagement up from 2024-2025

LINKEDIN

46,504 impressions

1,976 followers

23,412 members reached

JOB BOARD

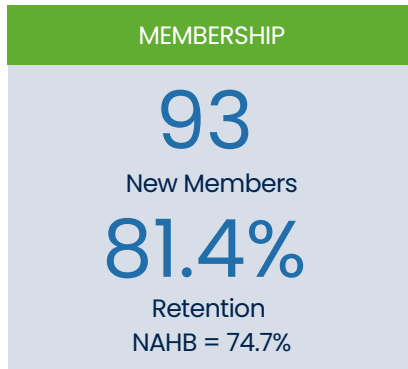
13,215 page views

71 job posts

93.1% returning visitors



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## TERMINATED MEMBERS

## NEW MEMBERS

Elevator Works  
Ewing Construction  
Stolzfus Brothers Shore Construction  
Cretu LLC  
Waterstone Mortgage  
Roland Slate Service  
Rent Turners  
FBC Mortgage  
Croessman & Westberg  
Henneman & Associates  
Holly Ridge Development  
Vector Security  
MacKenzie Commercial RE Services  
Walton Global  
Stewart Title Guaranty Company  
ProHome Metro DC  
Dominion Lighting  
Offit Kurman  
Sanmartin Contractor  
Bridges Development  
Pedigree Public Relations  
American Realty  
Bray and Scarff  
Sunnova Energy  
Chesapeake Hearth & Stone  
Meyers Construction  
Total Home Performance  
District Lighting Group  
Delevano Design Build  
Reliable Technology Services  
Gabriel Maggio Construction  
Cross Street Partners  
Four Foot Contracting Services  
Vivid Spaces Remodeling  
Ani Deni Productions  
Glow Blinds and Closets  
Rinker Materials Frederick Maryland  
Buckler Contracting  
Spring Exteriors  
Best Integrated Systems  
Bay Area Insurance  
Dandelion Energy  
Koons Ford Silver Spring  
G.S. Proctor & Associates  
Systemair - Fantech  
Capital One  
Southern Trust

Lowe's Home Improvement  
Cliffbrook Construction  
Designed Happy  
Western Cary Building Products  
FirsTrust  
TimberHP  
Potomac Development Group  
Dwell Design Studio  
Thompson Group Ventures  
Dream Design Build & Remodeling  
Wire Gill LLP  
Architecture by Design  
Royal Electric  
Construction Services, Incorporated  
Terra Rubra Construction  
Residential Mortgage Corporation  
Celorico Construction  
Wagner Framing  
Guide Engineering  
Provincial  
Solitaire Masonry  
Apple Ford  
Buie Land  
Metropolitan Fire  
Pinnacle Realty Services and Management  
Shady Lane Construction  
Legends Group  
Waterstone Mortgage  
Shellback Properties  
Lincoln Avenue Communities  
Trader Green Homes  
90 Decibels  
Cranford Contracting, Inc  
McAllister, DeTar, Showalter & Walker  
Performance Home Automation  
BreakGround Enterprises, LLC  
Wilson Land Services, LLC  
The North Star Companies  
WJH Contracting  
American Carpentry  
Hobson Capital Partners  
Mid Atlantic Deck and Fence  
Potomac Builders  
Geo-Technology Associates  
Community Title Network

ADR Builders  
Aspire Audio Video Solutions  
Viking Construction  
Brightview Builders  
Greengurus LLC  
Habitat for Humanity Susquehanna, Inc.  
Shapiro Sher Guinot & Sandler, P.A.  
SR/A Interior Architecture & Design  
Fivesquares Development  
Weatherseal Construction  
M&R Floors  
Koren Development  
Hillary Colt  
Pires Construction  
Development Facilitators  
CJ Miller  
Community Realty  
E&F Contracting  
Egan Enterprises  
Green Dive Designs  
Leveille HIC  
Live Green Landscape  
Penn Foster  
Reade Management  
Rocha Masonry  
Viking Construction  
American Cedar & Millwork  
Colbert Matz Rosenfelt  
Colliers Engineering & Design  
Maggio Construction  
Re/MAX United  
Ronald W. Johnson  
Vellum Mortgage  
Tier One Construction  
Advance Business Systems  
Land Development Services  
Kettler Custom Homes  
Kettler Forline Homes  
Monument Construction  
Snee, Lutche & Helmlinger, P.A.  
Adler Corporation  
Cubitac  
Blue River Pool Service  
Milestone Builders  
Anchor Loans  
Andersen Windows  
Atlantic Mechanical  
Aves Construction  
CH Briggs  
CPE, Inc  
Intreague Design  
Karins and Associates  
Kinsley Construction  
Little Deeds  
Mt. Royal Management  
R.C. Fields and Associates  
Rachel Seltzer  
Rachuba Management  
Rent Turners  
Richter & Associates  
SERVPRO  
Harbor Bank of Maryland  
Vivid Electric  
Woodway Bridges  
Bruce Solomon Plumbing  
Aumar Village Residential  
Bridges Development  
Capital Forest Products  
Bay Environmental  
Kim Engineering  
Marrick Properties  
Vintage Security  
Supreme Window

# CHAPTERS



Anne Arundel County  
Chair: Kevin Haines  
Vice Chair: Jim Krapf  
Staff Contact: [Alex Andelsman](#)

Baltimore County  
Chair: Michael Greenspun  
Vice Chair: Michael Coughlin  
Staff Contact: [Alex Andelsman](#)

Baltimore City  
Chair: Jacob Wittenberg  
Staff Contact: [Alex Andelsman](#)

Carroll County  
Chair: Taylor Faris  
Staff Contact: [Alex Andelsman](#)

Charles County  
Chair: Danielle Conrow  
Vice: Griffin Burns  
Staff Contact: [Griffin Benton](#)

Eastern Shore  
Chair: Mark Elliott  
Staff Contact: [Alex Andelsman](#)

Howard County  
Chair: Will Pippen  
Staff Contact: [Alex Andelsman](#)

Montgomery County  
Chair: Kyle Soltész  
Vice Chair: Katie Wagner  
Staff Contact: [Griffin Benton](#)

Prince George's County  
Chair: Victoria Ballestero  
Vice Chair: Matthew Tedesco  
Staff Contact: [Griffin Benton](#)

Southern Maryland  
Chair: Jim Schaefer  
Vice Chair: Bryan Clarke  
Staff Contact: [Griffin Benton](#)

Upper Chesapeake  
Chair: Steve Lavin  
Staff Contact: [Alex Andelsman](#)

Washington DC  
Staff Contact: [Griffin Benton](#)

## ANNE ARUNDEL COUNTY

- Guest Speakers: 5
- Testimony Submitted: 8
- Meetings: Second Tuesday of every month

### 2025 Highlights:

The Anne Arundel County Chapter met monthly and hosted several successful events, including a Holiday Reception that raised over \$7,000 for the Anne Arundel County PAC and a summer happy hour attended by multiple county government officials.

Legislatively, the chapter successfully challenged a bill that would have increased water and sewer connection fees by 8.5%. MBIA also supported legislation to streamline approvals, reduce connection fees, and loosen land use restrictions in targeted areas. Additionally, the chapter played a leading role in negotiating a more balanced outcome on a proposed Transportation Adequate Public Facilities Ordinance, which as introduced would have significantly increased housing costs.

## BALTIMORE CITY

- Guest Speakers: 7
- Testimony Submitted: 4
- Meetings: First Friday of every month

### 2025 Highlights:

The Baltimore City Chapter continued to strengthen relationships with city officials and increase member engagement. Guest speakers included Johns Hopkins officials providing economic updates, Justin Williams with permitting updates, and Otis Rolley, CEO of the Baltimore Development Corporation.

The chapter's most significant accomplishment was supporting the Mayor's pro-housing initiative, which rolled back mandatory parking minimums and bulk and yard requirements, reduced minimum lot sizes for multifamily and rowhome projects, and permitted single-staircase buildings up to six stories.

## BALTIMORE COUNTY

- Guest Speakers: 5
- Testimony Submitted: 6
- Meetings: First Wednesday of every month

### 2025 Highlights:

The Baltimore County Chapter navigated a new administration and a largely anti-development County Council. The chapter successfully prevented the implementation of "Councilmanic Courtesies" in decisions related to the Urban-Rural Demarcation Line—an outcome critical to ensuring countywide land use decisions.

MBIA also stopped an effort to bypass the established development process when a bill seeking to halt construction of a Denny's restaurant after approvals were completed failed to pass. The chapter raised funds for 2026 election efforts through the PAC's annual crab feast, which saw increased attendance over the prior year.

## CARROLL COUNTY

- Testimony Submitted: 4
- Meetings: Every other month on the second Wednesday

### 2025 Highlights:

Early in the year, the Carroll County Chapter successfully advocated for an ordinance increasing annual building permit limits—from 25 to 50 for subdivisions and 50 to 100 for multifamily developments. The ordinance also expanded the waiver process, eliminated age-restriction requirements for multifamily housing, and removed the three-year limit.

Later, while the County Commissioners approved development deferrals, MBIA's advocacy ensured that projects already in the pipeline were exempted. The chapter is evaluating legal options related to the deferrals and plans action in 2026. The Carroll County PAC also raised funds for the 2026 elections through a joint happy hour with the Howard County PAC.

# CHAPTERS

## CHARLES COUNTY

- Guest Speakers: 7
- Meetings:
  - Second Wednesday of every month
  - Third Wednesday every other month (with Planning and Growth Management)

### 2025 Highlights:

In 2025, MBIA served on the Affordable Housing Task Force, which developed strategies to expand affordable housing through zoning changes, new housing types, and funding mechanisms. The task force's recommendations are available online.

By year's end, MBIA was also actively supporting legislation to allow data centers in designated areas, subject to specific conditions.

## HOWARD COUNTY

- Guest Speakers: 6
- Testimony Submitted: 9
- Meetings: Second Thursday of every month

### 2025 Highlights:

In Howard County, MBIA advanced and defended several key development priorities. The Howard County Council passed legislation supporting transit-oriented development, exempting residential TOD projects from school capacity testing and freezing school facilities surcharges at sketch plan submission.

MBIA also defeated multiple harmful proposals, including legislation subjecting waiver and variance reviews to the Open Meetings Act, expanded mandates on age-restricted housing, and a scenic roads bill intended to halt development along Old Frederick Road and parts of Main Street in Ellicott City.

The chapter also helped prevent a politically driven appointment to the Board of Appeals, preserving its independence, and raised funds for 2026 election efforts through a joint happy hour with Carroll County chapter.

## MONTGOMERY COUNTY

- Guest Speakers: 10
- Meetings: Third Wednesday of every month

### Subcommittees:

- DRPS Subcommittee: Development and permitting process; meets bi-monthly
- Record Plat Committee: Meets quarterly
- Custom Builder Council: Meets monthly on the first Tuesday

### 2025 Highlights:

During 2025, the Montgomery County Chapter reviewed numerous legislative proposals and took formal positions on five bills, addressing issues ranging from a proposed demolition tax to a cap on native plant species requirements.

## PRINCE GEORGE'S COUNTY

- Guest Speakers: 12
- Meetings: First Friday of every month

### Subcommittees and Workgroups:

- PGDPS/DPIE Meetings: Bi-monthly meetings with regulatory staff
- Stormwater Management Task Force: Meets monthly
- Soil Conservation Workgroup: Meets quarterly

### 2025 Highlights:

2025 was one of the busiest years for the Prince George's County Chapter in recent memory. The chapter reviewed and took positions on legislation addressing zoning, master plan conformance, and housing type limitations in certain zones.

MBIA successfully advanced an industry-requested forest conservation corrections bill, which passed in June, and engaged on legislation extending Universal Design requirements. The chapter also served on the Data Center Task Force, ADU Task Force, and Plan 2035 Task Force, ensuring industry input on major policy initiatives.

## SOUTHERN MARYLAND

- Meetings: Fourth Tuesday, bi-monthly

### 2025 Highlights:

The Southern Maryland group has held two bi-monthly meetings in Leonardtown with representatives from Planning and Zoning, DPW, and the Chamber of Commerce.

The chapter also hosted a happy hour in Lexington Park in May, drawing 65 attendees, helping to strengthen regional engagement and relationships with local stakeholders.

# BUILDER 2025

*mart*



## 2025 WAS SOLD OUT

- 108 Exhibitors, 172 booths
- Expanded floorplan with an increase of 43 booths over 2024
- 33 NEW Exhibitors
- A record 26 board members volunteered to help in the lounge
- Brought back the popular BUILD competition and moved to the auxiliary hall.
- New overflow booths around the BUILD Competition
- New Beer with Builders featuring 12 builders

# 2025 EVENTS

## awards

- Montgomery County Custom Builder Awards
- MAX+
- Maryland Awards of Excellence featuring the Land Development Council Awards
- Multi Family Trends Conference and Awards



## education

- Leadership Workshop Series
- Maryland Housing Expo
- Chapter and Council Educational Series
- Lunch & Learns
- Multi Family Trends Conference



# networking

- Board of Directors Installation Reception
- Builder Connections
- International Builders Show
- Membership Meet and Greets
- Legislative Breakfasts
- Day at the Races
- Chapter and Council Happy Hours
- Meet the Board Happy Hours
- Golf Tournaments
- Reception at the Maryland Real Estate Convention
- Reception at Maryland Association of Counties Conference
- Presidents Luncheon



# philanthropy

- Home Builders Care Foundation
  - 22 Charitable Construction Projects Undertaken
  - Invested \$500K into the Maryland Community
  - 3 Charity Fundraising Events
  - Concept House Tour
  - Annual Bull & Oyster Roast at Lone Oak
  - Blocks & Brews Event with Pella
  - Annual Volunteer Day of Service
  - Annual Red Cross Blood Drive
  - Outreach Breakfast for nonprofits & community leader





## FUTURE INDUSTRY LEADERS COUNCIL

Chair: Julian Olin (The Stronach Group)  
Vice-Chair: Morgan Michael (Stanley Martin Homes)  
Provides Learning and networking opportunities for the industry's future leaders. 2025 events this year included Lawn & Order (at Ashton Manor), Communicate Like a Pro and bowling and Leaders and Legends Roundtable.

- *Leaders and Legends Roundtable*
- *Lawn & Order: FIL Edition at Ashton Manor*
- *Communicate Like a Pro: Networking Skills for Future Leaders*

## LAND DEVELOPMENT COUNCIL

Chair: Jason Van Kirk (Elm Street Development)  
Vice-Chair: Tim Hartman (Mid-Atlantic Builders)

The LDC identifies emerging issues in local and state legislative and regulatory actions and develops the advocacy priorities of the Association. The council meets monthly and has various speakers to discuss issues. In 2025 the LDC hosted speakers from the State level (Secretary Josh Kurtz, DNR and Delegate Marvin Holmes) as well as speakers that specialize in Building Energy Performance Standards and Stormwater Management Regulations. The LDC also hosted 2 Dry Utility meetings in which members were able to connect with various utility companies in the state. The Council recognized various exceptional projects at the Land Development Council Awards Program.



- *Maryland Housing Expo*
- *Holiday Breakfast*



## MULTIFAMILY COUNCIL

Chair: Ross Ostrander (Pleasants Development)  
Vice-Chair: Doug Flanagan (Elm Street Development)  
This council represents interests of developers, builders and owners of multi family buildings. In 2025, the Council hosted two tours of multifamily projects. The council also hosted their Annual Multifamily Trends Conference and presented their first Annual Multifamily Awards and educational programs including a lunch and learn about the EPA phase out of refrigerants.

- Multifamily Site Tour - Alchemy at One Light
- 2025 Multifamily Trends Conference featuring Dr. Anirban Basu
- Multifamily Site Tour - The Residences at Forest Glen



# PROFESSIONAL WOMEN IN BUILDING COUNCIL

Chair: Haley Kelly (Wetland Studies and Solutions)

The Professional Women in Building Council seeks to connect women in the industry through various networking and educational programs. In 2025, PWB hosted various events that focused on collaboration and networking. Members of the Professional Women in Building Council are also members of the NAHB Professional Women in Building Council. PWIB presents an annual award for the Woman of the Year (during the Annual Awards Program).

- Wine & Chocolate
- Watercolor & Wine
- School Supply Drive
- Holiday Luncheon
- Headshots & Happy Hour for Women

# REMODELERS AND CUSTOM BUILDERS COUNCIL

This council offers a variety of education, mentoring and networking opportunities. The Council serves to improve the quality of the Industry and its members. In 2025, the Council hosted various educational programs. The Remodelers and Custom Builder Council members are also members of the NAHB Remodelers Council (during the Annual Awards Program).



- Remodelers & Custom Builders Virtual Meeting - Driving the VALUE of Your Company
- Lunch N Learn Accessibility Best Practices featuring John Torkelson



# SALES AND MARKETING COUNCIL

Chair: Bob Mowrey (First National Bank)

Vice-Chair: Chris Keelty (Lawyers Express Title)

This council provides training, recognition programs, and other sales and marketing tools for its members. The local membership also includes membership to the National Sales and Marketing Council which includes designation courses, discounts to Awards programs and other education opportunities. The Sales and Marketing Council hosts the MAX+ program annually. This prestigious program recognizes the best in the Industry.

- Lunch and Learn with Zonda
- Joint council happy hour
- MAX+

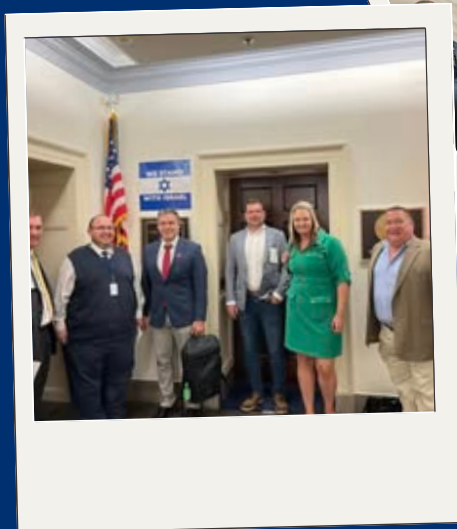
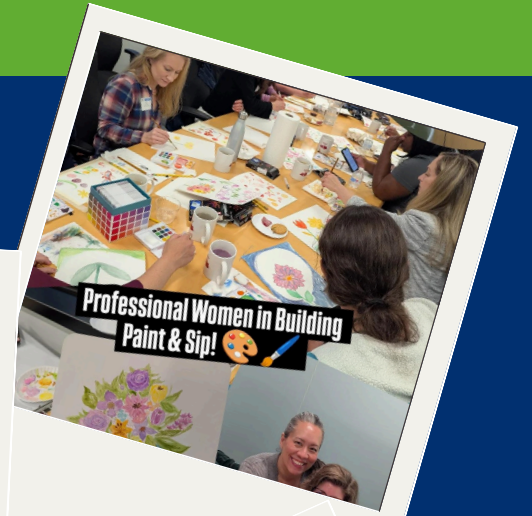


# 55+ HOUSING COUNCIL

Chair: Alicia Menefee (D.R. Horton)

This council assists its members in the successful pursuit of acquiring, developing, designing, building and marketing for the 55+ community. In 2025, this council held a tour of multiple properties and hosted an educational program on Reserve Studies and a fun pickleball event!

- 55+ State Legislative Update & Reserve Study Roundtable
- MBIA Pickleball Happy Hour!
- 55+ Site Tour Element at Mill Creek



# ENVIRONMENTAL COMMITTEE

Staff: Alex Andelsman

Chair: Matt Wessel (Rodgers Consulting)  
Vice-Chairs: Maggie Witherup (Witherup Allen Law), Mike Petrakis (Atwell LLC), Mike Klebasko (Wetland Studies and Solutions)  
The Environmental Committee meets monthly to discuss various Federal, State and Local Environmental issues that are affecting the Industry. The committee submits testimony on various issues such as Forest Conservation, Wetlands, Stormwater Management and other issues. The Committee also has regular meetings with the Army Corps of Engineers, Department of Natural Resources and Maryland Department of the Environment.

Chair: Bobby Thompson (Schaefer Homes)  
This committee works on various issues around the state regarding work force development. The committee meets every other month. Initiatives that the committee worked on in 2025 was NAHB Student Chapters (Morgan State University and UMES). We also worked with various schools around the state to spread the word about residential trades.

# WORKFORCE DEVELOPMENT COMMITTEE

Staff: Emi Henley

# CODES COMMITTEE

Staff: Lori Graf

Chair: Nate Nagle (Schaefer Homes)  
This committee meets every other month to discuss various codes related issues. The committee also works with various stakeholders and monitors legislation in order to have cost effective codes in Maryland.

The Events committee meets on a regular basis to help support the MBIA team on various events such as Builder Connections, International Builders Show, Golf Tournaments and Awards programs.

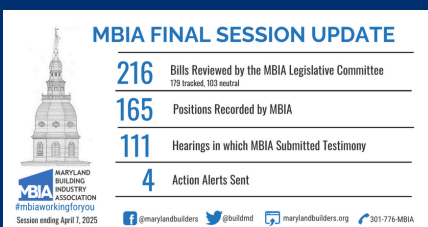
# EVENTS COMMITTEE

Staff: Carey Swift

# MEMBERSHIP COMMITTEE

Staff: Chris Baughan

Chair: Tom Baldwin (Schaefer Homes)  
The membership committee met monthly with a goal to recruit and retain members. In 2025, the committee hosted several meet and greet events in order to orient new and existing members on the various services that MBIA provides.



**MBIA FINAL SESSION UPDATE**

<b>216</b>	Bills Reviewed by the MBIA Legislative Committee <small>179 tracked, 103 neutral</small>
<b>165</b>	Positions Recorded by MBIA
<b>111</b>	Hearings in which MBIA Submitted Testimony
<b>4</b>	Action Alerts Sent

MBIA BUILDING INDUSTRY ASSOCIATION  
#mbiaworkingforyou  
Session ending April 7, 2025

@marylandbuilders @buildmd marylandbuilders.org 301-776-MBIA

Chair: Bobby Thompson (Schaefer Homes)  
The Legislative Committee met weekly during the 90-day state legislative session and monthly for the rest of the year. The committee monitors all legislation at the State level. The committee also works on supporting pro housing initiatives. In 2025, the committee reviewed 216 pieces of legislation.

# LEGISLATIVE COMMITTEE

Staff: Lori Graf

# EFFECTING CHANGE

# MBIA 2026

# PRIORITIES BRIEF

## Pathway to Attainable Housing:

01

1. Eliminate excessive regulations
2. Overturn inefficient local zoning rules
3. Alleviate permitting roadblocks
4. Reduce local impact fees and other upfront taxes associated with building housing
5. Adopt reasonable and cost-effective building codes
6. Promote careers in the skilled trades

## Priorities for 2026:

1. Early Vesting
2. Impact Fees
3. Permitting Reform
4. Housing Targets
5. Stormwater Management
6. 2024 Codes

02

## Builders Doing Business with Members

03



MBIA Membership Directory

## Participation in Chapters, Councils and Committees

Association Wide Groups  
Membership  
Communications PR  
Board of Directors  
Home Builders Care Fdn

Event Planning  
General Events  
Builder Mart  
International  
Builders' Show  
MAX+

Misc. Committees  
Custom Builders of  
Montgomery County  
Codes, Standards &  
Innovation  
Dry Utilities  
Environmental  
State Legislative Affairs  
WSSC Liaison  
Workforce Development

Councils  
Future Industry Leaders  
Land Development  
Multifamily  
Professional Women in  
Building  
Remodelers & Custom  
Builders  
Sales & Marketing  
55+

Chapters  
Anne Arundel  
Baltimore City  
Baltimore County  
Carroll  
Charles  
Eastern Shore  
Howard  
Montgomery  
Prince George's  
Upper Chesapeake  
Washington DC

04

## Key Networking Events in 2026

05



March 10, 2026  
Builder Connections  
Spend 5 minutes of uninterrupted face time with key builder decision makers.

April 16, 2026  
MAX+  
The MAX program recognizes local home builders and remodelers who provide buyers with excellence in design, livability and value.

May 8, 2026  
Maryland Housing Expo  
A day of making land deals and continuing education offerings topped off with networking and horse racing.

October 21, 2026  
**BUILDER MART**  
buildermart.org  
Howard County Fairgrounds  
Builder Mart - the best one-day building industry trade show.

November 2026  
The Maryland Building Industry Association Awards of Excellence  
MBIA is proud to recognize individual leaders in the home building industry.