



LAND 2024 Development RESOURCE GUIDE

LAND EXPO

PLANNING & ZONING DIRECTORY

LAND DEVELOPMENT DIRECTORY

LAND DEVELOPMENT RESOURCES

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**Need a quick Feasibility Study?
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(Strategic Land Analysis Plan)**

Questions? Contact Us:

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RESIDENTIAL WATERFRONT

Enjoy the serenity of sitting on your dock sipping your favorite beverage, feeling the breeze, watching the wildlife and boats skimming across the vast views of the Potomac River. Waterfront lots are becoming very rare, and since you can't create more waterfront land, the prices will continue to rise!

Both remaining lots are buildable, with approved percolation tests.

Lots are offered together or individually. Call today, these won't last long!

Lot #2 is 9.27 acres—\$850,000

Lot #3 is 6.40 acres—\$875,000



ATTENTION DEVELOPERS

Great opportunity to buy 30 acres of commercial land zoned MXT, allowing mixed uses of a commercial nature. The land is part of Stephen's Crossing 200 acre Community, adjacent to the Southern Area Aquatic & Rec Complex (SAARC). Within walking distance to over 1,000 new occupants of residential Single family, Townhomes and Multifamily residences, along with more than 4,000 new housing units approved in the vicinity which will crave commercial services, retail & restaurants. 33,000 cars per day. Master developer will be constructing new Mattawoman Blvd from 301 to Brandywine Rd. Asking \$5,500,000



DEVELOPMENT OPPORTUNITY

4.79 acre site on Marlboro Pike just off Dowerhouse Road and fronting on Pennsylvania Avenue (Route 4), C-G-O Zoning (Commercial, General & Office) with water & sewer.

Ideal site for many commercial uses including Car Wash, Quick Service Food with Drive-through, Business or Medical Offices, Restaurants, Retail, Shopping Center and more.

Neighborhood is expanding with influx of residential population in Westphalia of 5,150 units and South on Marlboro Pike. Don't miss this opportunity!

Asking \$1,500,000

CONTACT US TO

BUY YOUR COMMERCIAL, INDUSTRIAL OR RESIDENTIAL LAND TODAY!

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A MESSAGE FROM THE CHAIR

MBIA MARYLAND
BUILDING
INDUSTRY
ASSOCIATION



Thank you for attending the MBIA Land Expo 2024.

Being a homebuilder or land developer in Maryland right now has never been harder. Our industry is facing challenges and obstacles wherever we look - labor, land, liability, regulations, materials, and interest rates, community opposition, all the issues we face daily in our goal of simply providing a structure for folks to call home.

As we have seen many times, if you are able to put a parcel of well-located ground under contract, it probably cost more to acquire, will take longer to entitle, yield less lots than you expected, be fought fiercely by neighbors and community groups, and return you less profit and more gray hairs than anticipated.

The purpose of today's conference is to commiserate with friends and colleagues, who understand your pain. Today we hope you gain some wisdom from professionals who have something important to share with us.

Today, we celebrate the noble profession of homebuilding and land development that we have chosen as our life's work.

Our team hopes that you enjoy this year's expo. Please meet some new friends, talk with a vendor and over a beer at the races this afternoon, share some ideas and strategies that you are employing to succeed in these challenging times.

Stephen J. Ferrandi, MSRE
President – Maryland Land Advisors
LandExpo Program Book Chairperson

Friday
MAY 3
2024 8:30 am -
1:30 pm
Laurel Racetrack



LAND Expo

& AFTERNOON AT THE RACES



WHY AMERICA IS UNDERHOUSED AND OVERPARKED AND WHAT TO DO ABOUT IT?

8:30 - 9:30: Networking

9:30-10:20: Dan Fulton, Senior VP, Zonda -
The Latest Housing Analytics in Maryland

10:30-11:20: Tom Coale, Esq. - Partner, Perry,
White, Ross & Jacobson - Legislative Obstacles
to more Housing in Maryland

11:30-12:20: David S. Thaler - Why is America
Underhoused and Overparked and what to do
about it?

12:30 -1:30PM - Lunch featuring keynote speaker
Brad Fallon, Deputy Legislative Officer, Executive
Office of the Governor- Governor's Housing
Initiatives

1:30: Afternoon at the Races (register separately)



Moderated by **David S. Thaler**,
DS Thaler & Associates
PE, LS, DFE, D.WRE, EWRI,
FRGS, F.ASCE, F.NSPE

David is the Managing Member of D S Thaler, and Assoc., LLC a civil and environmental engineering firm he founded in 1975. The firm has completed hundreds of land development projects many of extraordinary complexity. He was the founding President of the Land Development Council of MBIA. In 2019 he won the award as the top Professional Engineer in the United States. He has published over 250 articles and five books and was guest scholar at University of Baltimore School of Law.

Includes three credit hours of approved continuing education for professional engineers, land surveyors. COURSE ID 181-0712

*This conference has approved by the Maryland State Real Estate commission for 3 credits in Professional enhancement for practicing licensees.

LAND EXPO SPEAKERS



Tom Coale

Tom is an experienced attorney and lobbyist with a specific focus on housing and community development. Tom's expertise in real estate and housing matters has been featured in numerous publications, including The Baltimore Sun, Money Magazine, Maryland Matters, and Greater Greater Washington. In 2021, Tom was recognized by The Daily Record as a "VIP: Successful by 40" honoree. He represents clients' interests before the leadership of state and local agencies, county government, and the Maryland General Assembly. Tom received a Juris Doctor from the Georgetown University Law Center and a Bachelor of Arts from Lycoming College. Tom serves on the Board of Trustees for the Maryland Science Center and the Board of Directors for the Baltimore Regional Housing Partnership. He lives in Ellicott City with his wife and four children.



Brad Fallon

Brad serves as a Deputy Legislative Officer to Governor Wes Moore. In this role, Brad particularly focuses on all things economy: business development, housing, consumer protection, licensing, workforce and community development, banking, and more. Before joining the Governor's Office, Brad served in a number of capacities in and around both chambers of the General Assembly, most recently as Chief of Staff to the House Majority Leader.

Dan Fulton

Dan has more than 30 years of experience in analyzing and valuing real estate development opportunities across the country. Dan's experience as an industry consultant, along with his work as a homebuilder and developer, provides a unique perspective to his recommendations. From his office in Reston, Virginia, Mr. Fulton oversees and directs our research on residential and commercial projects in the Mid-Atlantic and Northeast.

Before joining Zonda, Dan owned and operated Fulton Research since 2004. During that period, he also worked as an executive with a regional builder and partnered with a national consulting firm. He graduated with an M.B.A. from George Mason University and a B.A. from Radford University.



David S. Thaler, P.E., L.S., DFE,
D.WRE, FRGS, F. ASCE, F. NSPE

Honored repeatedly for his contributions to the industry, David is the only person in Maryland who is a Fellow of both the American Society of Civil Engineers and the National Society of Professional Engineers. He is a board certified Diplomate of both The American Academy of Water Resources Engineers and the National Academy of Forensic Engineers. In 2018, David won the PEPP award of the National Society of Professional Engineers as the Top Consulting Engineer in the United States, and in 2019 he won the NSPE award as the Top Professional Engineer in the nation. He was founding president of the Home Builders Association of Maryland Land Development Council, and was president of the Maryland Society of Professional Engineers. He also served as chair of the Baltimore County Chamber of Commerce in addition to being the president and managing principal of D.S. Thaler & Assoc., LLC. Formerly, he was a Visiting Scholar at the University of Baltimore School of Law where he lectured on Land Use.

David has been appointed to a variety of commissions and committees by the State of Maryland and Baltimore County, including Builders for the Bay; the Historic Sites Advisory Committee, which he chaired; the Task Force on the Preservation of State Streams; the Advisory Commission on Energy Utilization in New Building; and the Committee of the Maryland Building Code for the Handicapped. He served eight years on the Baltimore County Landmark Preservation Commission. He has spoken on land development and real estate issues for numerous professional organizations and institutions including the University of Baltimore School of Law, the Greater Baltimore Board of Realtors, the University of Maryland School of Architecture, the Alliance for the Chesapeake Bay, Johns Hopkins University, and Lehigh University.

In 2000, David traveled to St. Petersburg, Russia as a member of the Rule of Law Project sponsored by the U.S. State Department to advise on the privatization of land for the first time since the Russian Revolution. He has published more than 250 articles, five books, has qualified as an expert witness before many courts and hearing bodies, and has testified before the United States Congress.

David holds a B.S. in civil engineering, an M.B.A. in Management, and an M.A. in economics from Lehigh University. In addition, he completed all of the requirements for a Ph.D. in business & economics with the exception of a dissertation. David has served in numerous capacities for many non-profit organizations including as Pipe Major of the Baltimore Police Department Ceremonial Unit. For many years he served as a Trustee and Senior Officer of the Maryland Historical Society. David served as a Col. (MD ret.) in the 121st Maryland Engineer Regiment.

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marylandbuilders.org/guaranty-program

PLANNING & ZONING DEPARTMENTS



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