



NEWS from MHC'S INDUSTRY PROFESSIONAL MEMBERS



SPONSOR SPOTLIGHT B&D Builders Celebrates 20th Anniversary

They met in high school. They worked for the same construction company. They were building sheds to be sold retail.

They were bored.

In 2000, 20 year olds, Ben Esh and Daniel Glick, hung out their own shingle: B&D Builders. Forget sheds. They started to build barns.

In April of 2006, B&D ran their first ad in *The Equiery*. Ben and Daniel started to build more barns.

In September 2007, B&D began sponsoring the Maryland Horse Council. And Ben and Daniel started to build more barns!

In 2008, they picked up a little job called Riveredge Farm in Chesapeake City, home to Hassler Dressage, a 54,000sq. ft. equestrian paradise in which no detail was spared. This project proved to be the lucky break Ben & Daniel (who at this point were only 28 years old) needed; owners John and Leslie Malone were so enchanted with their work that they continued to hire them for projects throughout the U.S. "Riveredge was a collaboration between our creative vision and Daniel's expertise in building," explained Leslie Malone "He was open to new shapes, new materials, and new approaches. It was a beautiful process to watch. We make a great team, and to this day, we still talk nearly every week."

Soon, one saw B&D barns everywhere in Maryland, from Paradise Stables in Mount Airy to the Fair Hill Equine Therapy Center, from Hidden Hills Farm & Winery in Frederick to Select Breeders Services in Chesapeake City, to hundreds of small private barns up and down the East Coast.

What about B&D made them so special – and successful? "When we started our business, we were inspired by our experiences growing up. Our families have worked with animals and the buildings they call home for generations," explains Daniel. "We were raised with that knowledge, as well as a strong work ethic, and it's part of everything we do. We take great pride in our work. We're not happy until you're happy, and we'll do what it takes to get things done – and that is not just a slogan. At B&D Builders, we build it right, or we don't build it."

Ben and Daniel have spun off several sister companies to B&D, including Mid-Atlantic Timber Frames, Vintage Millwork & Restoration and Mid-Atlantic Steel Fabrication. While honoring their Amish heritage of handmade millwork, Ben and Daniel have successfully blended craftsmanship with state-of-the-art technology, including the latest in 3D

renderings, layer-by-layer blueprints, and CNC technology, a "computer numerical control" subtractive machining process to remove layers of material from a stock piece, such as timbers. By adding these processes, Ben and Daniel are able to keep strict control of materials,



the construction process and the finishing details, earning them a reputation of finishing projects on time and on budget – be it a simple 60x36 center aisle barn or a veterinary hospital.

The Maryland Horse Council, while celebrating its 35th anniversary, and *The Equiery*, while celebrating its 30th Anniversary, salute sponsor B&D Builders on 20 successful years. Best wishes for all the successful years to come!



WELCOME NEW SPONSOR PARADISE ENERGY SOLUTIONS

MHC welcomes new sponsor Paradise Energy Solutions. Paradise has a relationship with sponsor B&D Builders, and readers will be learning more about them in upcoming issues.

NEWS FROM INDUSTRY PROFESSIONALS

Hilltop Farm welcomes **Brittany Stanley** as a new assistant trainer. Brittany arrives this month from Denmark, where she has spent the last three years as head rider for trainer Morten Thomsen and developing her own sales and training business.



Iida K. D. Dalgaard

Keith Wills, known through the equestrian community as THE equine property loan officer for MHC sponsor **MidAtlantic Farm Credit**, is retiring from that position to take on a new role at Farm Credit. In November, Keith transitioned within MAFC to the new role of "Learning Solutions Specialist," providing internal corporate training for new loan officers and others. While he is loath to leave behind the daily care of his clients, many of whom he has worked

with for several decades or more, he is looking forward to the challenges of the new position – and secretly to maybe not driving quite as much. (Yes, Farm Credit still requires "wet" signatures, despite COVID, so throughout the crisis, Keith has continued to drive, as lending institutions are considered essential services.) Despite his shift within the Farm Credit family, this former MHC Treasurer and current MHC Director representing Industry Professionals has no intention of reducing his involvement!



Bob Keller

Also experiencing career shifts are *Equiery* co-founder **Crystal Brumme Pickett** and Horse World Expo co-founder **Denise Parsons**, each having found her new calling in real estate. After working together for over 20 years (*The Equiery* served as the official program for Horse World Expo), the pair found themselves chuckling that their career paths are once again parallel.

Denise was recruited to join The Homestead Team of Hagan Realty, where her equestrian industry background will be an incredible bene-

ABOUT MHC'S INDUSTRY PROFESSIONAL MEMBERSHIP



fit. The Homestead Team serves equestrians in Maryland, Pennsylvania and Virginia.

Although Denise has hung out her shingle, she is still busy with her Horse World Expo. She and her partner Bob Dobart closed the Maryland show in 2017, but their company, Equestrian Promotions, still owns and operates a Horse World Expo in Pennsylvania (which plans to resume in 2022). Denise's Expo connections in both Maryland and Pennsylvania were just the right asset for The Homestead Team.



Meanwhile, Crystal was recruited by Tracy Diamond to join her team at eXp Realty. The pair already had a solid 25-year publisher/client relationship via *The Equiery*, and so for Tracy Diamond, it was a natural fit. "Before Crystal sold *The Equiery*, I used to tease her that I just needed someone like her on my Team. About a year after she sold *The Equiery*, when she was trying to figure out her next phase, I was not going to miss my opportunity!" Laughs Crystal, "Tracy was determined! I was skeptical – real estate? But Tracy convinced me to try my hand at running her back office. She introduced me to the transaction process, what it takes 'behind the scenes' to put together a deal, to get it to closing – and I discovered I really enjoyed it! I've had the pleasure of working with probably most of the equestrian property agents in Maryland, and we have a lot of very good agents in Maryland horse properties! But I believe Tracy is exceptional. Tracy doesn't try to be all things to all people. She doesn't try to grab every farm listing throughout the state. She is from an old Howard County farm family; grew up in Pony Club, and she has a thorough knowledge of farm and land in Howard, Carroll, Montgomery and Frederick Counties –she knows them like the back of her hand. She excels at being a buyers' agent, serving as their Sherpa, taking care of her clients through the search and purchase



Rebecca Harmon Photography

process. My job is just to try to make it easier for her to do her job!"

Denise Parsons and Tracy Diamond are Industry Professional Members of the Maryland Horse Council; Crystal Brumme Pickett is a lifetime member of the Maryland Horse Council, is acting secretary and is co-chair of the Business Networking Committee.

NEW MEMBER: SWEET SEAT SADDLES LLC

Welcome **Sweet Seat Saddles LLC**, and owner/saddle fitter **Karen Bates**. Established in 2016 in Westminster, Karen quickly developed an enthusiastic following, fitting English, Western, and Endurance saddles. Her degree in teaching has provided her with the ability to not only fit the saddles, but to help better educate the riders about how the fit of their saddles affects their horses. Welcome, Karen!



WELCOME BACK RENEWED MEMBERS!

Cappetta LLC Simplified Bookkeeping • Chesapeake Dressage Institute Christmas Insurance • Cloverland Farm • Dream Acres • Emge Equine Marlow Law Firm • Parsons, Denise • Persimmon Tree Farm The Tracy Diamond Team • Worthington Farm

THIS EQUIERY COLUMN IS FOR YOU!

This monthly column in *The Equiery*, (which is owned and published by the Maryland Horse Council) is designed to meet the demands of MHC's Industry Professional Members: a place where you can publicize your professional news and updates. Have you taken on a new partner? Hired a new manager or trainer? Brought a new vet into your practice? Promoted an employee? Moved your location? Received a commendation or award? Changed brokerages or practices? Hired a new director of development? If so, we want to know! Please send your news to IndustryNews@mdhorsecouncil.org.

WHAT IS AN INDUSTRY PROFESSIONAL?

Industry Professional Memberships are open to owners and managers of equine or equine-related businesses, farms and shows/events, and to independent contractors and service providers. Equine businesses include (but are not limited to) farms and stables offering any equine-related service (such as boarding, training, lessons, trail rides, pony parties, breeding, mare care, foaling, carriage horses, and equine entertainment).

Equine-related businesses include (but are not limited to) tack, feed and other retail stores; trailer manufacturers, sales & service; shipping; feed mills; manufacturers of saddles, supplements, tack, and shoes; hay, straw, shavings, feed, and other products; insurance, financial, legal, accounting, and marketing services; auction houses and sales sites; competition venues and race tracks; veterinary practices and hospitals.

Independent contractors include (but are not limited to) veterinarians, farriers, equine therapists, saddle fitters, trainers, instructors, stall muckers, braiders, and equine dentists.

Industry Professional Membership Benefits include:

- direct input into policy and advocacy by the Maryland Horse Council on State of Maryland legislative and regulatory affairs, to protect and grow the diverse Maryland horse industry
- exclusive invitations to Business Networking events and seminars (not open to any other membership category)
- business logo and link on MHC member directory page
- discounts on select nationally known products and services, such as John Deere, Sherwin Williams, Suncoast, Nationwide, Redbrand, US Equestrian, New Holland, Toro, eXmark, tenda – and more
- exclusive discounts for advertising and marketing via *The Equiery's* multi-media products. Contact Tracy McKenna to find out more! tracy@equiery.com or 410-802-4219

Annual Membership Dues: \$100
Lifetime Membership: \$1,000

This feature is a benefit for MHC Industry Professional Members. To learn more or submit news & updates, contact Business Network Co-Chairs Jane Seigler & Crystal Brumme Pickett at IndustryNews@mdhorsecouncil.org

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