



Volume 39, Number 1, Spring, 2023

# Lancaster Builder

A publication of the Building Industry Association of Lancaster County



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# We Want to Keep the BIA Driving Forward

by Tim Kotzmoyer, TK Building & Design, LLC



As the 2023 BIA President, I'd like to tell you how I became involved in the Association. Honestly, I am an outlier compared to most of you today. I have only been a member for about 6 years, I do not have a multi-generational company that has been involved for decades and I am a fairly young age. I learned about the BIA through our immediate past president, Jordan Metzler whom I had known as an industry peer.

Jordan contacted me prior to one of the Spring Home Shows and asked me to join/participate in the event. I was excited about the opportunity, and from there I started participating in the Remodelers Council, and attending association events. I even joined the Membership Committee. I joke that Jordan just wanted to pass along his volunteer commitments to me as he moved up the leadership ladder—whether true or not, it is because of his ask that I am here today.

Through my involvement in the BIA I have a different perspective on our industry. I have been able to hold involved conversations about business, sharing ideas and experience from pay scales to customer interaction processes—things I never thought one would discuss with other businesses offering like services. It is important not to lose sight that this association is filled with very smart, hardworking, driven and experienced individuals. Getting everyone together is one thing, but getting everyone together and collaborating for the greater good of our members and community is an awesome thing to witness and to be a part of.

What I hope to accomplish as the 2023 BIA President is to keep the creative juices flowing and keep the association driving forward. I became more involved on the board level in the turbulent year of 2020.

Membership leveled off, we made the decision to not hold the Spring Home Show, we tightened up expenses, and just last year, we downsized the office space. Our major events like the Parade of Homes and the Pillar Awards continue to be tremendous opportunities to showcase the exceptional work we do. I encourage every member to submit an entry and enjoy some friendly competition. The work of our Government Affairs Committee continually impacts our members, improving their ability to do business. There will always be issues ahead and ensuring that our government affairs committee and our local representation remains strong is essential to the future of our industry.

Last October we launched our new workforce development event, Building Futures: Construction Career Day to address the need for skilled labor—a major challenge facing most of our member companies. Event plans are in the works and booth sales start soon, so I look forward to both member participation and attendance to grow this event.

An exciting program we have developed for 2023 is our BIA Renovation Raffle. You can win \$75,000 towards a renovation project or towards the purchase of a newly constructed home completed by a BIA Member! Anyone can win (except those on the 2023 BIA Board of Directors and BIA staff). See page 15 for details. I'd like to challenge all of our members to buy AND sell tickets to achieve our goal of 1000 tickets sold.

In closing, I am thankful to be a part of such a great association. I look forward to our events ahead of us this year and to networking and collaborating with all of you.



Lancaster Builder is published quarterly by the Building Industry Association of Lancaster County to provide information about the building industry and news of the BIA and its members.

## SUBSCRIPTIONS

One subscription is provided annually to members (included in dues). Additional subscriptions within your company are \$35 per year through an Affiliate membership.

## CONTRIBUTIONS

Member articles are welcome and can be directed to the editor in writing. Opinions expressed by authors and advertisements do not necessarily reflect the policies of the BIA. The BIA reserves the right to edit all submitted materials and to determine the suitability of any ad.

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Lancaster, PA 17601

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## BIA OFFICERS

President: Tim Kotzmoyer

Vice President: Kevin Kozo

Secretary: Claudia Shank

Treasurer: Jason Herr

Associate Vice President: Frank J. Vargish III

Immediate Past President: Jordan Metzler

Members are welcome to attend BIA Board of Directors meetings, held the third Wednesday of every month at 3:00 pm at the BIA Offices.

## BIA STAFF

Executive Officer:  
Karen Watkins

Director of Member Services:  
Pauline Wilton

Administrative Coordinator:  
Tara Cook

**BIA of Lancaster County**  
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Website: [www.lancasterbuilders.org](http://www.lancasterbuilders.org)

## Calendar of Events

For more information on these BIA events, see page 18.

### Events

Apr	7	Parade of Homes Final Deadline
	13	BIA Member Morning Mingle with YDOP, 8:00–9:30am @ YDOP, 127 E Orange St, Lancaster, PA 17602
	21	BIA Legislative Roundtable Breakfast 7:30 – 9:30am Lancaster Country Club Oak Room
May	10	BIA—The Whole Picture @ BIA Office, 8am – 9am
	24	BIA May Mingle with GR Mitchell, 4:00 – 7:00pm @ GR Mitchell, 4 Beaver Valley Pike, Willow Street, PA 17584
Jun	16	Parade of Homes Gala @ Lancaster Country Club
	17-25	Parade of Homes Tour Dates
	22	Annual Golf Outing @ Crossgates
	30	BIA Renovation Raffle Winning Ticket Drawing
—SAVE THE DATE—		
Oct	12	BIA Building Futures: Construction Career Day



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### MORE THAN JUST A SUPPLIER, LEZZER LUMBER PUTS THE CUSTOMER FIRST



Lezzer Lumber has been proudly serving the Lancaster area since 2007 when J.H. Brubaker was purchased by the company. Now, several years later, Lezzer Lumber in Lancaster has grown to be the area's number one building materials supplier and was recognized by the Lancaster BIA as the recipient of the 2022 Supply Company of the Year and the winner of the 2022 Elite Company & Professional Achievement Award.

Lezzer's Lancaster location is able to meet the needs of many customers through various departments right on site including our custom millwork shop and installed trim division, kitchen design center, commercial doors plant, along with a dedicated commercial sales staff.

As a whole, Lezzer Lumber is the 31st largest supplier of building materials in the United States and the 2nd largest in the state of Pennsylvania. Lezzer Lumber has 11 lumberyards, four commercial facilities, kitchen and bath design center, custom mill shop, and truss manufacturing plant are all located across Pennsylvania.

Lezzer Lumber sets itself apart from the rest. They have in-house labor dedicated

to home construction, installing everything from doors to countertops. They also have an entire division devoted to turnkey solutions on medium-to-large-scale commercial projects.

Lezzer Lumber is not just a niche supplier. They offer a great balance of remodeling contractors, small-to-medium-sized home builders, larger production home builders, and commercial contractors. Finally, while Lezzer is geared towards professionals, they also have a great following with general consumers who appreciate a locally owned business with experienced personnel to help them with all stages of their projects.

Every company says they have good customer service, but Lezzer can prove it. They track every order for quality, completeness, and on-time delivery. Despite all of the challenges of the last few years, over 90 percent of Lezzer Lumber orders were delivered on time and in full.

Lezzer's salespeople are the face of the organization, but many more people work behind the scenes to help them offer great service to their customers. Lezzer's team of inside sales support provides quotes, orders materials in a timely manner, schedules deliveries, and operates the office that is always available to Lezzer's specialized estimators in framing, windows/doors, and custom millwork.

Speaking of custom millwork, Lezzer Lumber also has a fully functioning custom mill where they make custom doors and windows, curved stairways, custom molding, wainscoting and so much more. Lezzer also does historical restoration work, including a number of jobs in and around Lancaster.

Lezzer Lumber is very proud of its history and heritage, and prides itself on giving professional builders, contractors, and DIY'ers the very best experience when looking for a materials supplier.

To learn more, visit [www.lezzerlumber.com](http://www.lezzerlumber.com), or call (717) 393-3605.

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# What is the BIA's Industry Action Fund? And what is it for?



**The BIA's Industry Action Fund, or IAF,** was established for the purpose of making money available to BIA members, and to the association itself as the voice of our local industry. Funds can be used for assistance with legal cases that would benefit the residential construction industry as a whole, for issue education, and for technical assistance, studies, or polls. The fund was started with a grant from the BIA; the IAF has been funded by an optional assessment from BIA member companies at their renewal time, as well as from monies given as IAF contributions.

**Who Can Apply for Funds?** The IAF is only available to the BIA and BIA Member Companies. For example, a member may apply for funds to aid in the fight of a legal issue by submitting the IAF application in writing to the BIA Board of Directors. It is necessary for the applicant to demonstrate the impact (or potential impact) that said issue has on the housing industry and why the issue is of local or statewide significance.

The full guidelines and IAF Application can be accessed on the BIA website at <https://lanasterbuilders.org/membership/resources/>

**Is There A Funds Match Component?** Funds allocated from the Industry Action Fund must be matched by the member requesting such, unless otherwise exempted for cause shown. Consideration will be given to waiving this requirement only where it can be demonstrated that the BIA member lacks the necessary financial resources and the case or project is deemed to be of potential industry-wide significance. Requests for exceptions to this requirement will be reviewed by the BIA Board of

Directors and possibly by the BIA Governmental Affairs Committee if the BIA Board deems it prudent for the purpose of additional insight.

## Questions on the application process and availability of funds should be directed to:

BIA of Lancaster County  
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Lancaster, PA 17601

Phone: 717-569-2674  
Fax: 717-569-5187  
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# Who's in the News: Promotions & New Hires

## PROMOTIONS & NEW HIRES

**CCS Building Group** announced the promotion of multiple employees and recent hire to execute strategic growth, by solidifying their position as a premier design-build firm while expanding their service offerings into other markets across Central and Eastern Pennsylvania.

**Bill Koch Jr.** was promoted to the position of Executive Vice President. In this new capacity, Koch Jr. will oversee project management and preconstruction



teams, cultivate, and develop relationships with clients and partners, and implement new growth and business strategies. Since first joining CCS in 2011, Koch served as senior project manager and preconstruction manager.

**Todd Shertzer** was promoted to the position of Vice President of Finance and Administration. In this new capacity, Shertzer will be responsible for all the company's



financial activities and give oversight to the company's HR, IT, and Business Development areas. Since first joining CCS in 2019, Shertzer served as the Business Manager.

**Paige Geiger** was promoted to Executive Assistant; her new responsibilities will include Accounts Payable and Payroll as well as supporting the executives



of CCS. She began her career at CCS Building Group in June of 2015, after graduating college, serving as the Business Operations Assistant. When asked why she enjoys working for CCS, Geiger replied "The company culture and the excellent teamwork that makes the completion of complex projects possible - all while maintaining a

pleasant work environment. I value working for a company that sincerely cares for its employees and shows true employee appreciation".

**Ted Gallagher** is hired as Director of Development. Prior to joining CCS, Ted owned EHC Associates which he sold to a private equity firm in 2021. Ted managed the estimating and marketing teams and oversaw business development. Ted brings his many years of experience with client relations and business development.



**ELA Group, Inc.**, Engineers and Landscape Architects, of Lititz, State College and Butler, PA promotes



**Thomas W. Devenney, P.E.** of Lancaster to Director: Water/Wastewater Engineering. Devenney will be overseeing and coordinating the Water/Wastewater Engineering Department's efforts and continue his responsibilities for water and wastewater engineering design and project management.

Devenney completed a Water Resources Engineering Internship with ELA and then joined the firm in 2018 after graduating from The Pennsylvania State University in 2017 with a Bachelor of Science degree in Environmental Systems Engineering. He also received an Engineer-In-Training certification that same year. After becoming a licensed Professional Engineer in 2022, he was promoted to Project Manager.

We are honored to have him now serve us and our clients as Director: Water/Wastewater Engineering, and with his experience and leadership we look forward to Tom growing our Water/Wastewater Engineering team and department.

ELA Group, Inc. provides highly creative, technically competent, and fiscally-sound land planning, landscape architecture, traffic, municipal and civil engineering solutions to both public and private

clients throughout Pennsylvania. The company's website (elagroup.com) contains more information.

**Susquehanna Style Magazine** announces the new hiring of **Madison Dewispelaere** to serve in



the position of Marketing and Events Coordinator.

As a Lancaster native with more than 8 years of experience

in creative strategy, graphic design, photography, and event management for local businesses around the Susquehanna Valley, Madison brings a wealth of knowledge to the Susquehanna Style team. Aside from her professional experience, Madison holds a degree in Leadership Studies from Villanova University, which she puts to use on two non-profit boards: Music for Everyone and the Red Rose Film Festival. During her free time, Madison enjoys working out, watching movies, spending time outdoors, and finding more ways to give back to her community.

**Barley Snyder** is pleased to announce the addition of four new partners to the firm's partnership group effective January 1st. The following attorneys were elected in September 2022.

**Lindsey Cook** works for the firm's Litigation Practice Group. She has represented some of the largest businesses in Maryland and Pennsylvania, both at a trial



court level and before appellate courts. A Lancaster County native, Cook is devoted to residents and businesses and committed to resolving complex disputes. In 2022, she received the Rising Stars designation for Pennsylvania Super Lawyers.

"...I always envisioned my future in the local legal community. Being elected to the partnership at Barley Snyder is my greatest professional accomplishment and aligns with my lifetime goal of dedicating my career to serving legal needs," said Cook.

**Christopher Naylor** is a member of the firm's Real Estate and Business practice groups. As a real estate attorney, he handles a wide range of real estate matters



including counseling residential and commercial landlords and tenants, drafting leases and contracts, resolving disputes, representing clients in disputes, and more.

"It is truly an honor to have been elected a partner at Barley Snyder," said Naylor.

**Kevin Myhre** is a patent attorney for the firm's Intellectual Property Practice Group. He is involved in patent application preparation and



prosecution, trademark matters, litigation support, and research and strategy development. Myhre brings real-world experience working in the engineering community as a safety manufacturer for a Philadelphia-based airline department.

"I'm excited to join the partnership of such a well-run organization on an upward trajectory," said Myhre.

**Alex Puskar** is an attorney in Barley Snyder's Business and Tax practice groups. His practice includes vast experience with mergers and



acquisitions including assisting clients with the establishment, use and operation of, and acquisitions involving

employee stock ownership plans. A native of Lancaster County and former summer associate of Barley Snyder, Puskar is also the chair of the firm's summer associate program recruiting committee.

"I am excited and honored to have been elected into the partnership... and I look forward to this next chapter in my career," said Puskar.



# NAHB Updates Its 2023 Housing Affordability Pyramid



## National Association of Home Builders Evaluates the 2023 Housing Affordability Crisis

NAHB has updated its "housing affordability pyramid" for 2023, and the latest data show that 64.8 million households out of a total of 132.5 million are unable to afford a \$250,000 home.

The pyramid is based on conventional underwriting standards that assume the cost of a mortgage, property taxes and property insurance should not exceed 28% of household income. Based on this methodology, NAHB economists have calculated how many households have enough income to afford a home at various price thresholds.

At the base of the pyramid are 39 million U.S. households with insufficient incomes to be able to afford a \$150,000 home.

The pyramid's second step consists of 25.8 million with enough income to afford a top price somewhere between \$150,000 and \$250,000. Adding up the bottom two rungs shows that there are 64.8 million households who cannot afford a \$250,000 home.

The nationwide median price of a new single-family home is \$425,786, meaning half of all new homes sold in the U.S. cost more than this figure and half cost less. A total of 96.5 million households — roughly 73% of all U.S. households — cannot afford this median-priced new home.

This helps put affordability concerns into perspective and goes a long way toward explaining why housing affordability now stands at a more than 10-year low. Mirroring a steep rise in mortgage rates that began in the early part of 2022 and coupled with ongoing building material supply chain bottlenecks that increased construction costs, housing affordability posted three consecutive

**NAHB 2023 Housing Affordability Pyramid**



quarterly declines in 2022 and now stands at its lowest level since the National Association of Home Builders (NAHB) began tracking it on a consistent basis in 2012. However, a recent drop in mortgage rates over the past two months signals that declining affordability conditions may have reached their low point for this cycle.

The top of the pyramid shows that 9.7 million households have enough income to buy a \$850,000 home (adding up the top three rungs), and 2.9 million even have enough for a home priced at \$1.55 million. But market analysts should never focus on this to the exclusion of the wider steps that support the pyramid's base.

On March 2, NAHB released its new priced out estimates for 2023, which shows that a \$1,000 increase in the price of a median-priced new home will price 140,436 U.S. households out of the market for the home.

Prospective home buyers also are adversely affected when interest rates rise. NAHB's priced-out estimates show that 1.28 million households are priced out of the market for a new median priced home at \$425,786 when interest rates rise a quarter-point from 6.25% to 6.5%. An increase from 6.5% to 6.75% prices approximately 1.29 million households out of the market.

*Have Some News to Share?*

Send us your Press Release to be included in our next issue of the Lancaster Builder Magazine!

Send it to  
tara@lancasterbuilders.org

**BIA**  
**Installation Banquet**  
**RECAP** *page 11*



## Builder Spotlight:

**Josh Fravel,**  
Fravel Home Improvements  
and Remodeling Inc.

### When was your company started?

We have been in business since 2007.

### What does your company do?

We are a design build company and do anything a client would want to do to their home from a new kitchen to an addition.

### What makes your company special?

Our specialty is interior remodeling. Our main goal and our top priority, as we work within the clients home, is to do the job well and cleanly. I have always had an obsession for making things better than they already are. I love the challenge of having a problem and coming up with new ideas or solutions, and then build something to solve it—something that will last and function well. I believe my love of the challenge has spread to my team and that it also empowers them to think of solutions themselves while keeping our goals in mind. I think understanding not just what needs to happen to produce the finished product, but also how it needs to be done, and seeing the next 8-10 steps in my head keeps us moving forward quickly when a problem comes up. This has been especially helpful for us specifically in remodeling because you just never know what is behind the next sheet of drywall or under the next floor board.

### Why do you enjoy your job?

I find it very rewarding to take an idea and figure out a solution, then figure out all the things that I need to make it work—just like a puzzle with lots of different pieces that all function differently with no directions on how it all goes together—yet, still keeping the end goal in mind the entire time while figuring out how each piece will affect the next as we build it. In the end when it all works, it feels great.

### Why are you a member of the BIA?

It's so easy to get caught up in the day-to-day grind and your own scope of responsibilities, but it's great to have connections in our community through BIA resources and to attend events where we can all come together to share information and connect with each other.

### Tell us about yourself and your family.

I live in Ephrata with my wife, Mary, and our two boys Evan (13) and Austin (9) and our dog Daisy. Mary handles the office administration and financial parts of our company and keeps things running. We have made a great team over our last 16 years in business together, and she is always my biggest supporter as we continue with moving our company ahead for the future. She has also homeschooled our boys for the last 3 years and keeps everything together and moving forward.

### What are your hobbies?

I enjoy spending time with my family, building and improving stuff for my personal enjoyment and I enjoy hunting. As a family, we love building new things and creating new spaces that we can enjoy around our home. I think our passion has rubbed off on our boys. With such a wide variety of tools and materials at their disposal, they can just build and create anything they think up. They have learned that all you need to build something is an idea and to get started on it. Then if it doesn't work quite right, to try again and again until they figure out the solution to make it better. It's always surprising to see what they come up with.



## Associate Spotlight:

**Michael & Kristin Hughes, Owners**  
SERVPRO of Southern Lancaster County and  
SERVPRO of Lancaster East

### When was your company started?

Kristin and I have just recently taken over SERVPRO of Lancaster East and Southern Lancaster County which have been in business since 2000. We are proud to add the additional franchises to our team consisting of SERVPRO of Kennett Square/Oxford and SERVPRO of Cecil County. We have been employees and owners in the SERVPRO system since 1998 bringing a combined 40 years plus of knowledge and experience in the mitigation industry.



### What does your company do?

SERVPRO provides emergency service response for fire and water cleanup services for both commercial and residential customers. We are part of SERVPRO's Large Loss Response Team which travels to help customers affected by storm related events such as hurricanes and flooding.

### What makes your company special?

Our company takes pride in being the premiere brand in the restoration industry helping our communities in times of need. We can handle any size project and can provide "full service" restoration, meaning after the clean up is complete, our Construction division will take the project over and bring the property back to a pre-loss condition. We also carry the ability to handle commercial air duct cleaning which our franchise has been successfully performing since 2000. We are one of a select few in the SERVPRO system that have taken this service on. We travel throughout the U.S. handling projects for fellow SERVPRO's when the project is beyond their capacity.

### Why do you enjoy your job?

We have always enjoyed being part of our community and helping people in general. All our customers are faced with an unexpected challenge that was not planned. Families and business are displaced at the worst possible times, and we have the opportunity to help put their lives back together. That is a wonderful feeling that never gets old.

### Why are you a member of the BIA?

With our recently purchasing the Lancaster SERVPRO franchises, the BIA is actually a new affiliation for us. We look forward to growing our presence and networking with the many outstanding members of the association.

### Tell us about yourself and your family.

Kristin and I will be married 23 years in May. We have three children, Avory (19), Evan (16), and David (14). Our two additional family members are dogs which are Hudson our GSP, and Artie our beagle.

### Tell us about your hobbies:

Hobbies are tough to have while managing our companies, but we do enjoy spending time together outside of our busy schedules.



# Celebrating Lancaster County's Style, Creative Spirit and Talented Craftspeople Since 1987.



#### FIRST-FLOOR REMODEL

General Contractor: TK Building & Design  
Interior Design: Kathy Shenk, Interior Fancies  
Cabinetry: Quality Custom Cabinetry  
Photo by Nick Gould

**BIA MEMBERS** are always welcome to discuss their projects with our editor, Suzanne Long, by calling 717-492-2585 or emailing [sue@lanastercountymag.com](mailto:sue@lanastercountymag.com).

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For over 30 years, the BIA has produced the exciting and successful Parade of Homes, promoting you, our BIA members. We look forward to your participation in this terrific event!

**PARADE OF  
HOMES**  
*Gala*  
JUNE 16

Honor the 2023 Parade winners  
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Join us at the  
Lancaster Country Club,  
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Cost: \$85 per person

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### Deadline & Fee

Final Deadline:  
April 7th — \$3250

Contact Melanie Capanelli for more information: (717) 490-0547 or [parade@lancasterbuilders.org](mailto:parade@lancasterbuilders.org)



# BIA 2023 Installation Banquet



The Building Industry Association of Lancaster County officially installed its 2023 Board of Directors at the Annual Installation Banquet on January 12th, hosted at the Eden Resort and Suites. Local builders, contractors, government officials, and other BIA guests were in attendance.

Lancaster County Commissioners Chairman Ray D'Agostino performed the installation duties for the BIA Officers, Directors, and Presidential Advisors. Incoming President Tim Kotzmoyer with TK Building & Design was installed by the outgoing BIA President, Jordan Metzler of Metzler Home Builders. The complete list of the 2023 BIA Leadership Team is listed on the back cover.

Newly installed BIA President Tim Kotzmoyer commented, "I am thankful to be a part of such a great association. I look forward to serving as your 2023 president and continuing to drive the BIA towards maintaining our strength and sustainability in the future." Kotzmoyer completed a residential carpentry program at Lancaster County CTC and worked for a custom builder and remodeler. Tim started his construction company, founding TK Building & Design in 2015. (See more from Tim Kotzmoyer on page 3.)



## BIA Annual Award Recognitions



**BIA BUILDING AWARD**  
**Mike Viozzi**  
**Lezzer Lumber**

Recognizing a member who contributes to the creation of quality homes, strengthens relationships in our local community and provides business opportunities for those that support the industry.



**BIA INDUSTRY AWARD**  
**Joel Young**  
**Rettew Associates**

Recognizing a member who has strongly advocated for the industry position on issues that influence our members' ability to do business.



**BIA ASSOCIATION AWARD**  
**Frank J. Vargish, III**  
**Blakinger Thomas**

Recognizes a member who has represented the BIA as an ambassador, volunteer and leader promoting the association and its member companies.



**BIA YOUNG PROFESSIONAL AWARD**  
**Amanda Voloshin**  
**Invision Designs**

Recognizing a young professional who demonstrates commitment and contributes to their profession and industry while representing and advocating for the BIA.



**BIA PRESIDENT'S AWARD**  
**Keith Petrisek**  
**Dutch Quality**

Recognizing a member who stood out during the 2022 BIA President, Jordan Metzler's (Metzler Home Builders) term.

### SPECIAL THANKS TO OUR GENEROUS SPONSORS:

Event Sponsor  
**Walz Group**

Reception Sponsor  
**GR Mitchell**

Centerpiece Sponsor  
**UGI Utilities, Inc.**

Luncheon Sponsor  
**Blakinger Thomas**

Industry Support Sponsors  
**A-Z Advertising Specialties   Double Agency   Members 1st FCU   Rhoads Energy   Trout CPA**





# BIA Building Futures: A Construction Career Day

**October 12th, 2023**  **10:00 am - 6:00 pm**  
Wyndham Lancaster Convention Center

**Open to the public and welcoming students, parents, veterans, underemployed, unemployed, and those looking for a new career. This event will educate and promote industry careers and connect you, BIA members, to your future workforce!**



BIA members representing their companies, careers, and current job openings



Trade presentations, demonstrations, and Q&A sessions



Local schools & students invited to attend and to highlight their schools



Construction Corner: Activities and demonstrations for kids of all ages



Extensive marketing campaign to promote the event

## BIA Members - Ways To Get Involved:



### Reserve a Booth

Speak with attendees looking for industry jobs, including local students. Promote the benefits of careers in the building industry!



### Be a Sponsor

Help support the event and promote your business! Many options are available!



### Support the Industry

Promote the industry and the many benefits by being a presenter, hosting a demonstration, volunteering at the event, or donating give-a-ways and raffle prizes!



**Stay Tuned - Event and Registration Information Coming Out Soon!**

Questions? Contact: Pauline Wilton  
Pauline@lancasterbuilders.org or 717-569-2674





## Providing Community Grants & Scholarships



# Play Passes Available!

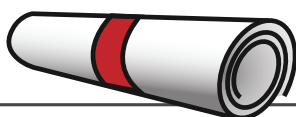


**Do you know of a worthy student pursuing secondary education in the trades?**

The Lancaster Building Industry Foundation provides scholarships for students pursuing secondary education in the trades!

Contact the BIA [staff@lancasterbuilders.org](mailto:staff@lancasterbuilders.org) or call Tara at 717-569-2674 for information.

Visit the Foundation website:  
<https://lancasterbuilders.org/community/foundation/>



As you know, the LBI Foundation partners with Hands-on House Children's Museum in Lancaster. The Construction Co. exhibit that we help to sponsor is super fun for kiddos, but there is so much more to enjoy.

We have Play Passes available for pick up at the BIA, or we can happily mail a few out.

Have some Hands-on fun!





## Remodelers Council Presents Panel Discussion

### Common Building Code Issues



A panel discussion on common building code issues was hosted by the BIA Remodelers Council on February 16th at the Manheim Township Library. Presenters included Don Forry, (retired) Master Code Official, Tim Stoltzfus, Manheim Township Director of Code Compliance and Steve Brandvold, East Hempfield Township Building Code Official.

The discussion was facilitated by Tim Zehr of Metzler Home Builders and focused on key elements to ensure a smooth compliance and inspection process. Electronic permit submittal, plan requirements & plan review were touched on. Specific examples regarding tempered glass, handrails, guards



at exterior doors, changes in foundation block sizes, air sealing and insulation were detailed as these are common issues that inspectors face before issuing certificates of use and occupancy.

Tension points will always be there with inconsistencies between our many municipalities and interpretations by officials. However, initiating contact with the Code Department/Official prior to the project, scheduling preliminary site visits for questions, submission of revisions before scheduling inspection, and, of course communication with Code Officials are part of the cooperative effort that can smooth the inspection and approval process.

### EARN A BEACH VACATION BY RECRUITING NEW MEMBERS!

*Long Beach Island,  
New Jersey*

Recruit colleagues, sub-contractors and other industry members, and earn points towards a relaxing September vacation!

**Contest Period is  
January 1 through  
June 30\***

\*Recruiters in January and  
February will receive credit.



For complete rules  
and location details, visit  
[pabuilders.org/membercontest](http://pabuilders.org/membercontest)

your one source for  
**FLOORING**  
+ tile + window  
work treatments

new construction | renovations | maintenance



**MARTIN'S  
FLOORING INC.**

[martinsflooring.com](http://martinsflooring.com)

Fivepointville • Lancaster • Wyomissing

PA00591





**New!**

**Winner can now choose a renovation OR money towards a newly constructed home!**

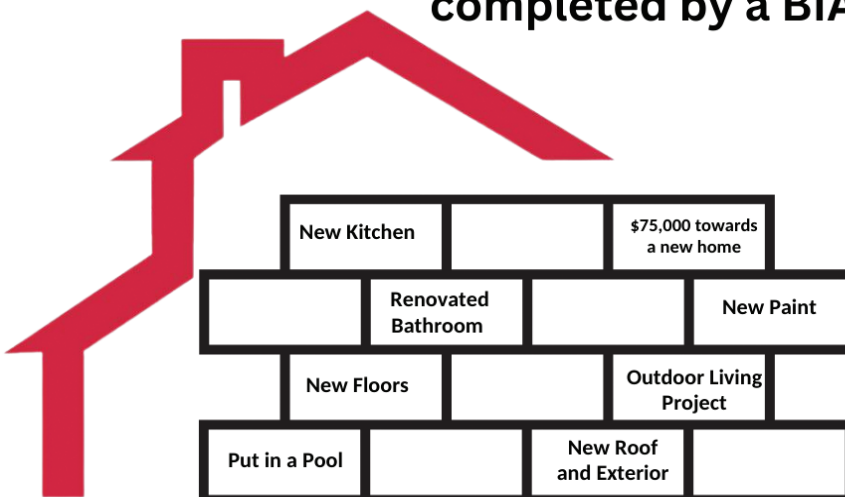


## Building Industry Association **RENOVATION RAFFLE**

**Win \$75,000 Towards a Renovation Project  
OR  
the Purchase of a Newly Constructed Home**

Completed by a BIA member!  
Or opt for a \$35,000 cash prize!

**You can do one big renovation, a few different remodeling projects, or apply \$75,000 to the purchase of a newly constructed home completed by a BIA member!**



**Our sales goal is 1,000 tickets, with a cap of 2,000.  
So, your odds of winning are great!**

**Ticket Donation \$150**

**Drawing held 12:00 pm  
on June 30, 2023**

Proceeds benefit the non-profit BIA and the BIA's workforce development initiatives.

*For contest details and a full list of participating BIA Professionals:*



**lancasterbuilders.org**

Small Games of Chance License 20220411  
Special Raffle Permit 202250012





## 4 Pillar Categories

**Advertising & Marketing Awards**  
**Company Achievement Awards**  
**Professional Achievement Awards**  
**Remodeling Project Achievement Awards**

*The highest scoring entry in each category will win an Elite Pillar Award!*

*Save the Date:*

**Early Bird Deadline: September 1, 2023**

**Final Deadline: September 29, 2023**

**SUBMIT ENTRIES AT:**  
[Awards.lancasterbuilders.org/pillar](https://Awards.lancasterbuilders.org/pillar)

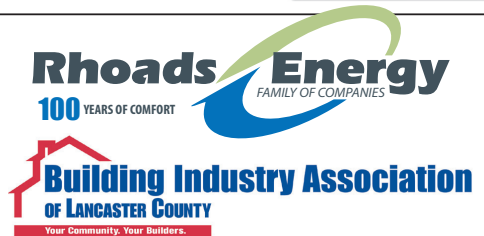


### SAVE EVERY DAY WITH OUR FLEET FUELING PROGRAM

"Our Fleet Fueling program gives you the ideal tools for overseeing your fleet fueling. Best of all, it's **free** - and it comes with a full customer support team from a **trusted, local** company. The program also offers purchase controls that can be pre-programmed per card to help manage company-wide fueling policies. The web-based account management system provides all the information you need at your fingertips: consolidated usage information, reports online that can be created and saved, and other tools."

For more information or to sign up today, contact:

**Heather Rineer**  
 Manager of Client Operations  
**717.940.2776**  
[rineer@rhoadsenergy.com](mailto:rineer@rhoadsenergy.com)



The benefits associated with this program include:

- ✓ **No sign up or card fees**
- ✓ **Save 1c per gallon discount at all fuel stations that accept the Voyager Card**
- ✓ **Use at over 320,000 locations nationwide**
- ✓ **Manage fleets of 1 to 100+ vehicles**
- ✓ **Local support and service**
- ✓ **Web-based account management**
- ✓ **Easily find fueling stations with the Voyager Mobile App**
- ✓ **Customized reporting**
- ✓ **Electronic billing**
- ✓ **Flexible controls per driver or vehicle**



# MY BENEFIT ADVISOR

## 2023 WILL SEE PUSH FOR FINANCIAL WELLNESS



Soaring inflationary pressures and mounting recession fears have combined with pandemic and employment concerns to create a heightened level of financial stress among employees. For employers, this represents both a dilemma and an opportunity. The employee benefit portfolio that may have worked well in the past may not adequately address these needs going forward. By investing in planning and some resources, however, business owners can both demonstrate their concern for employees and solidify if not increase worker morale and productivity at the same time. Here are a few programs employers can implement to show their support:

### **Emergency Savings Accounts**

By creating an emergency savings account (ESA) for employees, business owners can help workers save for financial emergencies by allowing deposits of after-tax dollars from their paycheck into a savings account. Workers can then withdraw the funds as needed via a debit card or electronic transfer. An ESA eliminates the need for workers to have the discipline and time to manually save the money. As a bonus, employers can offer incentives to employees, such as a matching deposit (up to specified limits).

### **Lifestyle Spending Accounts**

Lifestyle Spending Accounts (LSA) provide a method for employers to assist their employees in paying for health, wellness expenses and even other costs that are not typically covered under a group health insurance program. Many business owners like LSAs since they can decide which expenses are reimbursable and how much each employee receives. Unlike flexible spending accounts, employers fund the LSA with money that is taxable to the employee after it is spent.

### **Student Loan Assistance**

Companies can design programs to either make tuition payments to the loan servicer or directly to the employee. Eligible candidates can be required to have been working for the company for a specified minimum period of time or have successfully completed a degree. Typically, an employer matches annual payments made by the student and can set a lifetime cap. As an example, a company can match annual payments up to \$2500 per year and/or a lifetime cap of \$10,000.

### **Financial Guidance Resources**

These programs, sponsored by an employer, can provide access to resources and tools focusing on assisting employees in their effort to gain financial literacy. The business owner may utilize a wide range of options, including a partnership with financial consultants that can provide workplace seminars, speaking with employees concerning their financial needs and educating the staff on budgeting, saving, investing and managing debt.

## MY BENEFIT ADVISOR

The **Building Industry Association of Lancaster County** offers its members access to *My Benefit Advisor* as a solution for employee benefits, including voluntary offerings. For more information about My Benefit Advisor, visit our website at [pbip.mybenefitadvisor.com](http://pbip.mybenefitadvisor.com) or contact Christopher Sloane at (888) 333-7526.

## Thank you for having the BIA!



On February 23rd, **Lezzer** invited the BIA of Lancaster to participate in their 2023 Lancaster Product EXPO. Attendees enjoyed a night out perusing the latest innovations in products and materials. The BIA staff had the opportunity to share current happenings at the association with those that attended, including several BIA members



BIA staff attended **Martin's Flooring** Grand Reopening at their Lancaster showroom on Columbia Ave. The event had light refreshments, giveaways, door prizes, and a ribbon-cutting ceremony.



## BIA Events and Education

## EVENTS

**PARADE OF HOMES FINAL DEADLINE**  
**April 7, 2023****BIA MEMBER MORNING MINGLE WITH YDOP****April 13, 2023, 8:00–9:30am****YDOP, 127 E Orange St, Lancaster, PA 17602**

Is your company set up to reach its sales goals in the future? Some owners get more involved in solving this challenge, while others prefer to delegate these types of responsibilities. What role should the owner or CEO play in a company's marketing?

In this session, Steve Wolgemuth, author and CEO (YDOP) will unpack key insights from his award-winning book, *The Crucial 12: Powerful Insights For Marketing Leadership*. Filled with real stories and practical advice, this session will help owners find clarity around their essential role in marketing. This session will help you:

- Get perspective on why marketing is so complicated these days
- Get clarity around your role as an owner/CEO in marketing and the type of marketing you should prioritize in 2023
- Get some practical advice on managing your marketing stakeholders - and avoiding common pitfalls with your team and your vendors.

Join us at YDOP, a fellow BIA member, for networking, coffee, light breakfast, and an informative presentation.

*Cost: No fee to attend, but registration is required.*

*Email: Pauline Wilton at pauline@lancasterbuilders.org*

**BIA LEGISLATIVE ROUNDTABLE BREAKFAST****April 21, 2023, 7:30 - 9:30 am****The Lancaster Country Club Oak Room**

Valuable facetime visiting with local legislators in a circuit format.

*Cost: \$20.00 per person*

*Contact: staff@lancasterbuilders.org*

**BIA—THE WHOLE PICTURE****May 10, 2023, 8:00 - 9:00 am****BIA Office, 204 Butler Ave., Suite 200, Lancaster**

Membership may be *THE* most important tool in your tool belt!

Attend to learn what the association can offer you and your business. Get the whole picture of what the BIA is all about:

- Association Information
- Upcoming Events
- Ways to get involved
- Member Discounts
- Networking and Targeted Marketing Opportunities
- Industry Education and MORE!

*Cost: FREE but registration is required.*

*Contact: staff@lancasterbuilders.org*

**BIA MAY MINGLE WITH GR MITCHELL****May, 24 2023, 4:00–7:00pm****GR Mitchell, 14 Beaver Valley Pike, Willow Street, PA**

Kick off the long holiday weekend by joining the BIA & GR Mitchell for a fun afternoon of food, drinks, and games!

Join us for:

- Hatchet Throwing
- Corn Hole Games
- Walk-O-Taco Food Truck
- Networking

*Cost FREE to attend, but registration is required*

*More Details to Come!*

Hosted by  
**GR Mitchell**  
BUILDING SUPPLIES & HOME CENTER

**2023 ANNUAL GOLF OUTING****Crossgates, 1 Crossland Ps, Millersville, PA 17551****Registration 12:00pm, Shotgun start 1:00pm****Dinner 5:30pm**

Enjoy an afternoon on the links with your employees, customers, BIA peers and community leaders while supporting the industry and building relationships! See ad on the next page.

More information to come.

*Cost: Registration for the event by May 31st - \$95.00 per golfer*

*Registration after May 31st - \$110.00 per golfer*

**BIA RENOVATION RAFFLE WINNING TICKET DRAWING****June, 30 2023, 12:00pm**

See page 15.



June 17–25

***Builders, Don't Miss This!***

Enter now to be a part of the biggest, most anticipated home event of the year – the Lancaster/Lebanon Parade of Homes!

It's a 9-day event including the June 16th **Parade of Homes Gala** held at the Lancaster Country Club.

We have an extensive marketing plan including television, magazine ads, billboards, online promotion, social media, direct mailing of the guidebook to over 100,000 people, and more.

The Parade of Homes is an outstanding benefit of BIA membership; it is one builders and realtors should not miss.

Contact Parade Liaison Melanie Capanelli for more information at [Parade@lancasterbuilders.org](mailto:Parade@lancasterbuilders.org).

**SEE PAGE 10.**

event sponsors  
**Fulton Bank** 

**Final deadline is April 7.**

## SAVE THE DATE

**BIA BUILDING FUTURES CONSTRUCTION CAREER DAY****October 12, 2023, 10:00 am – 6:00 pm****Wyndham Lancaster Convention Center**

Open to the public and welcoming students, parents, veterans, underemployed, unemployed, and those looking for a new career. This event will educate and promote industry careers and connect you, BIA members, to your future workforce! Even registration coming soon.

**SEE PAGE 12 for details.**

*Stay in the loop! Connect with the BIA on:*

**facebook. YouTube in**

**[www.lancasterbuilders.org](http://www.lancasterbuilders.org)**



## EDUCATION



## Live Online Webinar Courses

### PROJECT MANAGEMENT

**Multiple Live Events Online March 14, 21, 28 2023, 1:00-3:00pm**

We often hear, "Good project managers are hard to find." Increase your professional value by learning the tips and tricks that make a successful project manager. Explore the tools needed to get those projects completed on budget and on time!

**Instructor:** Vince Butler, GMR, GMB, CAPS, President, Butler Brothers Corporation

**NAHB Credit:** This class counts for 6 continuing education credits.

**Cost:** Non NAHB member, \$299; Member, \$199; Council, \$199

You will have access to course materials, including the course test, for 30 days after the conclusion of the live sessions.

### THE NEW HOME PROFESSIONAL

**Two Live Events Online March 16, 23, 2023, 1:00-4:00 pm**

Are you in a sales rut? If you find yourself doing the same thing at every open house and losing your edge, it's time for a refresh. Increase your professional value by improving your confidence and sharpening your skills to make that sale!

**NAHB Credit:** This class counts for 6 continuing education credits.

**Cost:** Non NAHB member, \$349; Member, \$249; Council, \$249

You will have access to course materials, including the course test, for 30 days after the conclusion of the live sessions.

Please visit <https://elearning.nahb.org/catalog> for these and additional webinar events, to learn how to register for a course, the course cancellation & refund policy, and for important information.



**Associated Builders and Contractors**

Events, Education & Training Calendar

## Are you looking for a particular education class?

Did you know that the BIA partners with ABC Keystone, and ABC offers its classes at a discounted rate to BIA members? All you need to do is let Pauline Wilton, BIA's Director of Member Services, know which ABC class you would like to attend, and she will get you registered.

Email [Pauline@lancasterbuilders.org](mailto:Pauline@lancasterbuilders.org) Or call **717-569-2674**

Be sure to check out the complete list of classes at [www.abckeystone.org/calendar](http://www.abckeystone.org/calendar)

Have fun.  
Build relationships.  
Perfect your swing.  
Enjoy the sunshine.  
Support your association.

Do it all June 22<sup>st</sup> at Crossgates.



Door prizes needed!

Want to get on someone's leaderboard? Consider contributing a door prize to add to our always-impressive collection!

Golf novelties, grilling gear, tech gadgets, clothing and accessories, gift certificates...the options abound!

Your company logo and information is welcome on or with any of the prizes to help your name stick with the winner long after the final score is tallied.

Questions? Contact [staff@lancasterbuilders.org](mailto:staff@lancasterbuilders.org)

Get a better shot at new business with a sponsorship!

Tournament Sponsor - \$1,500 **SOLD**  
Dinner Sponsor - \$750 **SOLD**  
Beverage Sponsor - \$650 **SOLD**  
Beverage Hole Sponsor - \$500  
Hole Sponsor (Premium) - \$350  
Hole Sponsor (Standard) - \$200  
Mulligan Sponsor - \$150 **SOLD**  
Bag of Tricks Sponsor - \$150  
Donate a Door Prize





## To Assess or Not to Assess?

### *Temporary Tax Exemption for New Residential Construction*

Over the course of 2022, rising interest rates and inflation slowed the housing market frenzy. As a result, for the first time since the early days of the COVID-19 pandemic, residential homebuilders may find themselves with excess inventory. If your company is in this situation, it is important to understand when real estate taxes can be assessed against new construction, including model and spec homes (even when they are being used temporarily as a sales or leasing office), or even partially leased multi-family buildings. It may be later than you think!

Under Pennsylvania law, all real estate, save for a few exceptions, is to be valued and assessed at annual rates. However, the Consolidated County Assessment Law, 53 Pa. C.S. § 8813, et seq., which applies to all counties except for Philadelphia and Allegheny, contains a notable exception that protects residential builders. Section 8813 of the Consolidated County Assessment Law states that new single and multi-family residential dwellings are not permitted to be valued or assessed for taxing purposes until one of the following three things occur: 1) the dwelling is occupied; 2) the dwelling is

conveyed to a bona fide purchaser; or 3) the dwelling remains vacant for a period of 30 months. In situations where a building permit is required, the 30-month period runs from the first day of the month in which the building permit was issued. The exemption also applies to improvements to unoccupied dwellings and dwelling unit conversions, so if a building permit was not required for the construction, the 30-month period begins on the day that construction commences.

Additionally, the exemption covers partially occupied new multi-family dwellings. Specifically, the assessment of any multi-family dwelling because of occupancy is only to be on "the proportion which the value of the occupied portion bears to the entire multiple dwelling." In other words, your company may be entitled to a reduced tax assessment on a newly-constructed multi-family building prior to reaching full occupancy.

**Claudia Shank, Esq.**

**McNees**  
McNees Wallace & Nurick LLC

## Tailored Solutions for Your Shipping Needs.



**NAHB members can save at least 75% on less-than-truckload (LTL) shipments over 150 lbs.**

The NAHB Freight Shipment Program offers exclusive access to low cost, customized inbound and outbound LTL rates for air, ground, international LTL, truckload, rail and intermodal freight services with world-class freight carriers. From a single shipment to your complete supply chain, our freight experts will find a way to make it happen. With decades of experience and an international network at their fingertips, your dedicated freight team will make the complex simple.

**To start savings, simply:**

**Call: 1-800-MEMBERS (636-2377) | Visit: [www.1800member.com/nahb](http://www.1800member.com/nahb)**  
M-F, 8 a.m.- 5 p.m. ET



Make sure you're at the table.

**BIA**  
Government Affairs  
**Breakfast &  
Roundtable Discussion**

**Friday, April 21st, 7:30 - 9:30 am**  
The Lancaster Country Club - Oak Room

*Sponsored by :*  
**2023 BIA Advocacy Partners**

**Valuable  
face time  
with your  
legislators**

Registration cost:  
\$20 per person

**HOMEOWNERS PREFER NATURAL  
GAS OVER ELECTRIC FOUR TO ONE.\***



Natural gas saves homeowners hundreds of dollars each year while providing a cleaner fuel. Add the convenience of natural gas cooking and amenities such as a fireplace or grill, and it's easy to see homeowners' natural choice.

Learn more at  
[www.ugi.com](http://www.ugi.com)



\*Source: Customer Preference Study  
conducted by Woodland, O'Brien & Scott 2011

***Your BIA...***



**Your BIA of Lancaster County** was awarded by PBA for meeting the PaCAH (PBA's Political Action Committee) goal for the '21-'22 cycle.

Pictured (from left) are Jay Provanzo, Karen Watkins, Frank J. Vargish, III, Kevin Kozo and John Bear. Thank you to all who contributed!



# MEMBERSHIP



## New Member

*Join us in welcoming these companies into the BIA, and in thanking our recruiters!*

## ASSOCIATES

### IJ Tech Mechanical Services

#### Eric Stickler

402 S. Chiques Road

Manheim, PA 17545

Phone: (717) 412-7330

Business Activities:

Mechanical Contractor

Email: estickler@ijtechmechanical.com

Sponsor: Elise Gibson, BCF Group

### SM Gutters Lancaster

#### Meral Kurun

1052 Valley Crossing Dr.

Lititz, PA 17543

Phone: (717) 823-8600

Business Activities:

Gutters and Downspouts

Email: Kurunmeral@gmail.com

## Membership Renewals

*Thank you for your continued commitment to the industry!*

Alden Homes  
Alside Supply Co.  
Associated Insurance Management, Inc.  
B & F Partners  
B&G Glass Service Inc  
B.R. Kreider & Son, Inc.  
Bauman Brothers Concrete  
BCF Group  
Berks Homes  
Bertz, Hess & Co., LLP  
Bollinger Builders  
Broderick's Landscape Contracting, LLC  
Brubaker Drywall, Inc.  
C & F Contracting  
Cedar Knoll Builders  
Clyde Stumpf & Son, Inc.  
Compleat Restorations  
Dutch Quality, Inc.  
ELA Group, Inc.  
Elm Renovations & Construction LLC  
Ephrata National Bank  
Evergreen Custom Carpentry  
Five Point Renovation and Remodel  
Fleming Tile & Marble  
Fred Metzler Construction  
Garman Builders, Inc.  
Garman Builders, Renovations

Garrety Glass, Inc.  
George J. Grove & Son, Inc.  
Gingrich Builders  
Glenn H. Gingrich, Inc.  
Good Brothers Builders, LLC  
GR Mitchell  
H2, LLC  
Haldeman Mechanical, Inc.  
Henry H. Ross & Son, Inc.  
Heritage Floors, Inc.  
Houtman Construction Management LLC  
IJ Tech Mechanical Services  
IMPACT! Missions  
J. L. Swope Construction, Inc.  
Keener Insulating & Supply, Inc.  
Kenneth Homes  
Keystone Custom Homes  
King Construction Co., LLC  
King Painting & Wallpapering, Inc.  
Kingdom Construction Services LLC  
Lancaster County Conservation District  
Landis Wood Works  
Landmark Homes  
Martin Paving, Inc.  
Martin's Plumbing & Heating  
Members 1st FCU  
Middle Creek Builders, Inc.

Milestone Construction, LLC  
Musselman Lumber  
Myers Bros. Drilling Contractors  
Oak Tree Development Group  
Pine Hill Building Co. LLC  
Pioneer Management, LLC  
Ressler Propane  
RGS Associates, Inc.  
Rhoads Creative  
Rigidply Rafters, Inc.  
Robert Weaver Masonry and Lancaster ICF Builders  
Rohrer's Construction  
Shank Door Company  
Simeral Construction Company  
Snavey's, J.C. Snavey & Sons, Inc.  
Susquehanna Style Magazine/IDP

Publications  
The AZEK Company  
TK Building & Design LLC  
Trademark Contractors, Inc.  
Trout CPA  
Truist  
UGI Heating, Cooling & Plumbing  
Walter & Jackson, Inc.  
Walz Group  
Weaver Construction & Roofing  
Weaver Energy, Inc.  
Weaver Superior Walls, LLC  
Wyndham Lancaster Resort & Convention Center  
Zeiset Homes & Renovations LLC  
Zimmerman's Construction, LLC  
Zook Home Builders

## HBA REBATES



### WANT TO START GETTING MONEY BACK FOR PRODUCTS YOU ALREADY USE?



FREE MEMBER BENEFIT OF YOUR STATE & LOCAL HBA

PBArebates.com

#### EASY TO PARTICIPATE!

IF YOU USE ANY OF OUR PARTICIPATING MANUFACTURERS

- 1 REGISTER
- 2 SUBMIT A REBATE CLAIM
- 3 RECEIVE A REBATE CHECK

THE AVERAGE REBATE PER BUILDER / REMODELER COMPANY WHO PARTICIPATED IN 2021 WAS:

**\$1,582.20**

#### PARTICIPATING MANUFACTURERS



#### AFFILIATE PARTNERS



HBArebates.com  
info@HBArebates.com



866.849.8400

@MemberRebateProgram

## Cancellations

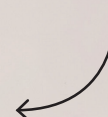
B & E Roofing and Remodeling LLC  
Belmont Solar  
Berkshire Hathaway HomeServices Homesale Realty  
H.L. Wiker  
LeafFilter North of Pennsylvania  
RL Livingston, Inc.  
Signal Control, Inc.  
Tomlinson Bomberger Lawn Care, Landscape & Pest Control

*Sorry to see you go!  
We'll be here if you choose to come back.*





# REACH THE **MOST AFFLUENT HOMEOWNERS** IN THE **SUSQUEHANNA VALLEY**



SUSQUEHANNASTYLE.COM  
INFO@SUSQUEHANNASTYLE.COM





## 2023 BIA Board Of Directors

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2023 Pinnacle Partner



Energy to do more®

2023 Executive Industry  
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2023 Building Industry  
Pillar Partner



2023 Association Event  
Partner



2023 Industry Support  
Partner



2023 Advocacy Partner



2023 Advocacy Partner



2023 Advocacy Partner



2023 Advocacy Partner



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2023 Friend of the  
Industry Partner



2023 Friend of the  
Industry Partner



## Excellence in Poured Concrete Walls

- Flexible Design Options
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