

Volume 39, Number 3, Fall, 2023



Lancaster Builder

A publication of the Building Industry Association of Lancaster County



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Cover image provided by:



**MARTINS
FLOORING**

More info on page 4.

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.

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A Word of Thanks

September is Associate Appreciation Month

Thank you to our Associate Members!

We want to thank and celebrate our Associate members for their contributions to the BIA, PBA, NAHB, and the entire home-building industry!

Associates are our industry's suppliers, service providers, and product manufacturers – a vital component of home building and essential to our industry.

We value the unique contributions Associate members make to the BIA – let's thank them with member to member business!



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.

POSTMASTER

Send address changes to:
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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.

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Administrative Coordinator:
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Calendar of Events

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

Events

Sept	15	Pillar Awards Earlybird Entry Deadline
	12	6–8pm BIA End of Summer Social benefiting the BIA PAC @ the home of Frank and Vicki Vargish (Rain date 9/13)
	29	Pillar Awards Final Entry Deadline
Oct	5	7:30–9:00am Breakfast with the County Commissioners
	12	10:00am–6:00pm BIA Building Futures: Construction Career Day
	12	4:00–6:00pm Silent Auction Happy Hour benefiting the Lancaster Building Industry Foundation (held in conjunction with the BIA Building Futures: Construction Career Day event)
Nov	9	General Membership Meeting & Pillar Awards

Cover Sponsor:



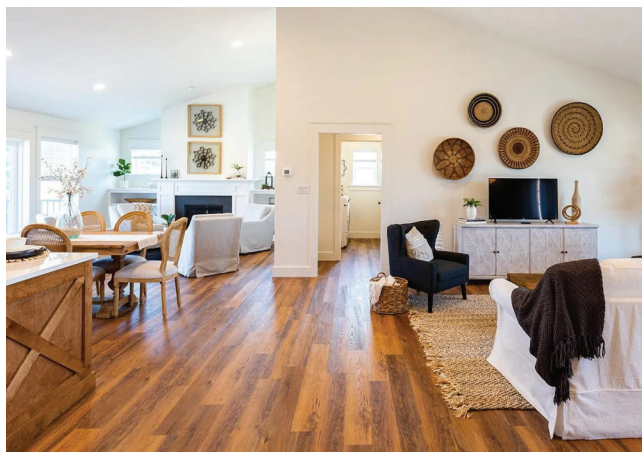
**MARTINS
FLOORING**

We install confidence – it's a promise and a commitment

Whatever your flooring or window treatment needs, we are here to make your dreams a reality. Since homeowners are spending more time in their homes, they are interested in making improvements to create spaces to suit their lifestyle and needs. Also, people are relocating to this area, so new home construction is booming. The Builder/ Contractor Team and the Commercial Team at Martins Flooring is ready to work with local builders, contractors, and commercial contractors throughout Southeast PA. The Martins Flooring Team works within budgets, while still providing the homeowner with professional and award-winning installations.

Luxury Vinyl continues to be the flooring of choice for many remodeling projects and new home construction. Homeowners, builders, and commercial businesses are using Luxury Vinyl in kitchens, living rooms, bathrooms, and in heavy traffic areas often found in commercial businesses. Why? Luxury Vinyl is durable and easy to maintain. It is also waterproof making it ideal for kitchens, baths, basements, and laundry rooms. These products are popular not just for their waterproof and durability benefits, but because they are fashionable and realistic looking. Luxury Vinyl is a great choice for open living spaces.

Martins Flooring has one of the area's largest assortment of quality flooring, tiles, and window treatment products. They offer free design consultation, free estimates, free financing, free shop from anywhere service, guaranteed installation,



and a cleaning division. Also available as part of any new floor installation is the Healthier Living Installation system which eliminates mold, mildew, germs, and 99.9% of viruses.

Patterned tiles come in all sizes, shapes, styles, and colors, offering unlimited design options to add a pop of color or texture to your space. Emily Foltz, design consultant for Martins Flooring says, "The farmhouse style, with plain tiles, was popular for a while, but now there is a shift to a more modern style using patterned tiles as accent pieces."

Martins Flooring was voted again in 2023 as the #1 Floor Covering Store and Carpet Cleaner in the LNP Reader's Choice Awards. They have been serving the area since 1985,

by living their brand, *We Install Confidence*.

"We are thankful for the confidence that people have placed in us for their flooring, window treatments, and floor cleaning and maintenance needs," said Michael Martin, owner and president. "Installing Confidence starts the moment the customer walks into one of our showrooms, visits our website, or calls our store," he said. "It does not end until we have completed the project to the customer's satisfaction, not ours. That is how we install confidence."

To find out more about how Martins Flooring Team of flooring specialists can partner with you on your next project, call 717.445.7799 or visit martinsflooring.com.

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Pregnant Workers Fairness Act: What It Means

By S. Whitney Rahman, Esq.
Blakinger Thomas

Employers need to be aware of new protections provided for pregnant workers under the Pregnant Workers Fairness Act (PWFA).

The PWFA, which went into effect on June 27, 2023, applies to private employers with 15 or more employees and to public employers. Reasonable accommodations must be made to all qualified employees with known limitations due to pregnancy, childbirth, or related medical conditions. A “qualified employee” can perform the essential functions of the job with or without accommodation. A “known limitation” is broader than a “disability” under the Americans with Disabilities Act (ADA), and encompasses limitations on lifting, sitting, standing, or strenuous activity limitations, increased need for bathroom breaks, access to water, or other limitations that could affect the health of the employee and/or the pregnancy.

Depending on the employee’s situation, reasonable accommodations may include accommodating sitting or standing limitations, providing access to water, allowing closer parking, flexible hours, a modified work schedule, appropriately sized uniforms and safety apparel, additional break time to use the bathroom or to rest, and excusing the employee from strenuous activities or exposure to dangerous compounds. A reasonable accommodation also may include taking leave, but employers cannot require an employee to take leave if another reasonable accommodation can be provided.

An employer may defend against a claim for failure to accommodate by demonstrating that the accommodation would impose an undue hardship on the employer’s business, which requires a showing that the accommodation would impose a significant cost on the employer.

The PWFA also prohibits requiring qualified employees to accept an accommodation other than a reasonable accommodation arrived at through an interactive process between the employer and the employee; denying employment opportunities to a qualified employee based on the need for reasonable accommodations; taking adverse action against a qualified employee because the employee requested or used reasonable accommodations; and coercing or intimidating an employee in the exercise of their rights under the PWFA.

Both the PUMP Act and the PWFA prohibit retaliation against employees for opposing an employer’s unlawful behavior or for the employees’ involvement in proceedings to enforce these laws.

What This Means For You

To comply with the PWFA, employers must work with pregnant



Photo by Christina Morillo: <https://www.pexels.com>

employees to find suitable accommodations that will allow the employee to continue to work and maintain a healthy pregnancy. For most employers, this process will be familiar from providing reasonable accommodations to disabled employees. Employers need to be aware of the differences between the ADA and the PWFA, and should train supervisors to recognize requests for reasonable accommodations by pregnant workers.

Employers should update employee handbooks by making sure pregnancy is a covered status in any equal employment opportunity policy, and by updating reasonable accommodation policies to make sure they cover pregnant employees.



S. Whitney Rahman is a shareholder at Blakinger Thomas and the Chair of the Employment and Labor group and also a member of the Civil Litigation and Real Estate groups. She advises employers on all aspects of employment and labor law.

2024 BIA Partnership Packages Available

See page 10.

Who's in the News: New Hires, Accomplishments & Honors

NEW HIRES

David Miller/Associates, Inc. (DM/A) welcomed **Jasmine Lee**, A.S.L.A. Associate as a Landscape Architectural Designer in June 2023.



Jasmine Lee

She received a Master of Landscape Architecture in 2023 from Tyler School of Art and Architecture at Temple University in Philadelphia, Pennsylvania. In 2005, she acquired a Bachelor's Degree in Interior Architecture, Retail Merchandising, and a minor in Business, Magna Cum Laude from Ohio University in Athens, Ohio. Jasmine is certified in Archeworks Alternative Design (2006.) She is an Associate member of the American Society of Landscape Architects.

She volunteers for Revolution Lancaster – a non-profit group providing “a supportive community and supplemental income to women experiencing homelessness in Lancaster.”

David Miller/Associates, Inc also welcomed **Esther Landis** as a Landscape Architectural Intern. She graduated from Lampeter-Strasburg High School in 2019 and is currently completing her undergraduate at Temple University for Landscape Architecture with a Concentration in Horticulture.



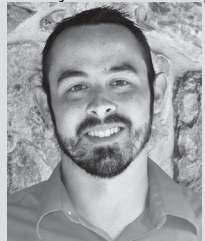
Esther Landis

Esther volunteers for Temple Theaters Side Stage - a student run group - and joins the annual Temple Honors Appalachia service trip to Kentucky organized by the Temple Honors Program.

ACCOMPLISHMENTS

David Miller/Associates, Inc. (DM/A), of Centerville Road, Lancaster, is pleased to announce **Zachary D. Beyler**, PLS is a Professional Licensed Surveyor. Zach joined the firm in 2014. A native of Lancaster County, he holds a Bachelor of Science in Surveying Engineering from Penn State University. He is a member of the National Society of Professional

Surveyors and the Pennsylvania Society of Land Surveyors. He was licensed as a Professional Land Surveyor (PLS) in March of this year.



Zachary Beyler

DM/A provides services to public and private sector clients in civil engineering, landscape architecture, municipal services, planning, geology, and surveying. Please visit our website at www.dmai.com for more information.

HONORS

Barley Snyder is pleased to announce that the Pennsylvania Dutch Council of the Boy Scouts of America (BSA) has elected Partner **Jill Sebest Welch** as its Council President. Since 1971, the



Stacy MacNeal

Pennsylvania Dutch Council BSA has served Lancaster and Lebanon counties, providing an educational program for youth and young adults to build character, develop personal fitness and learn the responsibilities of citizenship, according to its website. The Pennsylvania Dutch Council serves more than 5,300 youth, offering programs including Cub Scouts, Scouts BSA, ScoutReach, and Venturing.

“I am honored to be elected by such a distinguished group of Scout leaders to guide the organization over the next two years. As the mom of two Eagle Scouts, I know the leadership skills that my sons developed in Scouts and Troop 99 will serve them for the rest of their lives,” said Welch.

Welch has served on the board of directors of the Pennsylvania Dutch Council BSA since 2018. Before becoming Council President, she served as its Executive Vice President and Vice President of Leadership and Governance.

“We are thrilled that Jill Welch has accepted the position of Council President for the Pennsylvania Dutch Council. As a mother of two Eagle Scouts, she has seen firsthand the

value of what scouting can do for young people,” said CEO and Scout Executive Matthew Adams. “Jill’s leadership, passion for the program, and resources in the Lancaster and Lebanon community make her a natural choice to lead our organization. She is an excellent role model for our youth, especially our females who are now participating in all levels of the scouting program.”

Barley Snyder is also pleased to announce that Attorney **Reilly S. Noetzel** has been appointed to new roles with the Pennsylvania Bar



Reilly Noetzel

Association (PBA) and the Penn Manor Education Foundation (PMEF). Noetzel was elected to a three-year term with the PBA House of

Delegates and has been named to the board of directors of PMEF. The PBA is a voluntary bar association consisting of lawyers and law students in Pennsylvania, offering member benefits such as practice support, networking opportunities and continuing education. As a delegate, Noetzel will assist with setting the policy of the PBA and vote on matters affecting the substance and administration of PBA policy, as noted on its website. The House of Delegates also has the authority to judge the election and qualifications of its own members, controls all membership dues and approves increases. Noetzel is also a council member of PBA’s Real Property, Probate, and Trust Law Section.

The PMEF is a nonprofit community-based organization that provides educational opportunities for Penn Manor School District students. Noetzel is a 2009 graduate of Penn Manor High School.

“I am thrilled to begin these two new roles with the Pennsylvania Bar Association’s House of Delegates and the Penn Manor Education Foundation,” said Noetzel. “It is an honor to contribute to these impactful organizations – one of which I can pay my success forward, stemming from the outstanding staff at Penn Manor which paved my education path.”

MERGER

WTM Digital and **YDOP Digital Marketing**, two award-winning digital marketing agencies, are proud to



announce the merger of the firms. By joining forces, the companies combine their

deep digital marketing expertise and passionate teams to bring their client partners an even higher level of value and service.

Mike Canarelli, CEO and founder of WTM Digital and owner of YDOP will serve as CEO. YDOP founder, Steve Wolgemuth, will continue to be part of the team for the next two years.

“I’ve known Steve for many years and have always respected him and the work he’s done to grow YDOP into a leading agency here in Lancaster,” Canarelli said. “Now, as we bring our agencies together, I couldn’t be more excited to welcome him and everyone at YDOP to the WTM team.”

WTM Digital has supported national and regional brands with its extensive knowledge of and expertise in SEO and paid search since its founding in 2008. YDOP is best known for its deep expertise in localized digital marketing efforts, helping hundreds of businesses grow with their unique approach to Near-User Marketing. Together as a combined team of 31 employees, the partnership creates one of Central Pennsylvania’s largest and most experienced digital marketing agencies.

“I’m extremely excited about what our partnership with YDOP means for our client partners,” Canarelli continued. “While both agencies bring exceptional knowledge of the latest digital strategies, together we bring an unmatched level of digital expertise that will benefit every business we serve.”

For YDOP, the merger is the mark of a new chapter in the agency’s 17-year journey.

“I’ve spent much of my career building YDOP into an award-winning digital agency that’s done exceptional work for businesses,” Wolgemuth said. “Today, I’m proud to turn over the reins to Mike and his team to lead YDOP into the future. WTM is the best at what they do and I know the future is bright...”

A Reason to Celebrate



by Ben King | Friday July 7, 2023 | Team Focus

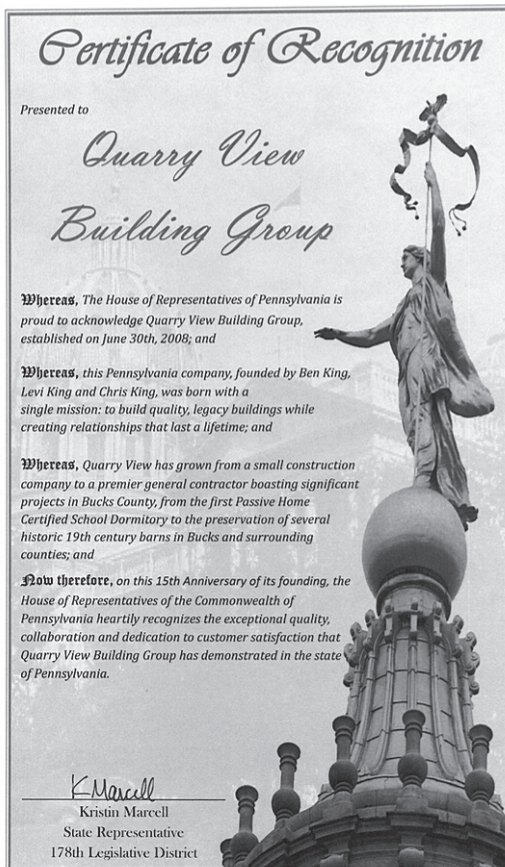
In July, we celebrated Quarry View's 15 years of business!

Quarry View Building Group was founded in 2008, with little resources beyond the strong work ethic of its founders. In the early years, projects included pole barns and sheds, but have now evolved into complex construction projects that highlight our strengths; attention to detail and our commitment to quality.

The owners of Quarry View Building Group would like to thank our clients and trade partners for fifteen years of quality construction and relationships. As a general contractor, Quarry View is able to service a wide range of clients while constructing legacy buildings utilizing old world craftsmanship and modern sustainable building methods and materials. This includes timber framing and mass timber construction, all while building lifelong relationships with clients and trade partners.

Our gratitude is also extended to our employees; we've made it fifteen years because of the team we've been blessed to be surrounded by. The vision and ambition of our team is an integral part of the next chapter, and we are grateful for the employees who have many choices of where to work, but choose to put their faith in our business.

In the beginning, we realized one of the purposes behind our company was to give back to the communities where we live and work. Through both volunteer efforts and construction projects, we're achieving this. Our team has spent countless hours being involved in direct volunteering opportunities, including The National Center for Healthy Veterans, Adopt-A-Highway, and Leg Up Farm. Being of service to our community isn't just through volunteer hours, but also our construction projects. The renovation, restoration and adaptive reuse of buildings is not only sustainable, but also breathes new life into the communities they serve. Our own campus is a great example of this; we've painstakingly renovated an iconic landmark; restoring it from dilapidation into a beautiful campus.



The Pennsylvania House of Representatives honored Quarry View's 15th anniversary with a special certificate presented by Jane DelBianco.

ARE YOU HIRING?



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TARA@LANCASTERBUILDERS.ORG**

Associate Spotlight:

Joel Young, RLA,
Market Lead, Development, RETTEW

When was your company started? RETTEW was founded in Lancaster in 1969.

What does your company do? RETTEW's expertise is wide and varied: We offer more than 600 engineering, environmental, surveying, planning, safety, and related consulting services in a range of markets in 10 offices across three states. Our experience in the housing market ranges from schematic land planning and landscape architectural services to land development, civil engineering, stormwater design, NPDES permitting, transportation design, surveying, soil and geotechnical analysis services.

What makes your company special? I believe that one thing that sets RETTEW apart is that we strive to completely understand our client's vision for any project—and their business as a whole. This big-picture understanding allows us to anticipate our client's needs and stay ahead of emerging trends. Our innovative approach means discovering solutions that may not have been thought of before — and finding more effective, efficient ways to put them into action.

Why do you enjoy your job? I love working with our clients to take their project from an early vision and, with our expertise, make it a reality. It is a great experience to see the project that we helped design and entitle become a new community where people work and play.

Why are you a member

of the BIA? I feel strongly that we all need to support the home building industry in Lancaster County. It is imperative that we ensure that this industry continues to grow to create strong communities for residents of our county and also to sustain good employment opportunities without overly burdensome regulations.



Tell us about yourself and your family. My wife, Kristin and I have been married for 22 years and have lived in Willow Street for 18 years. We have three wonderful sons, Will, who is 19, Nate, 17 and Ian, 12. We also have our family dog, Nellie.

What are your hobbies? I enjoy fly fishing & fishing, hiking, backpacking, hunting, gardening, and biking.

What other organizations are you a part of, if any? Urban Land Institute, International Council of Shopping Centers, and Lancaster Coalition for Smart Growth.



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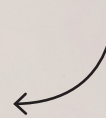
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2024 Partnership Packages Available!

Get Your Message In Front of the Right Crowd!

✓ Feature your company throughout the year with BIA partnership packages. Don't miss the opportunity to promote your company through event sponsorships, advertising, and contributions.

✓ The BIA has a wide variety of events and activities planned for 2024. These could not be successful without the support of our members! Thank you to our current Partners and those who chose to continue in 2024!

✓ We have a wide range of packages to fit your marketing needs and budget. For more information and to reserve your partnership, please contact Pauline Wilton at (717) 569-2674 or pauline@lanasterbuilders.org.



BIA Sponsor Appreciation Breakfast

Thank you to our 2023 BIA partners and Sponsors! Our events, awards programs, advocacy efforts and workforce development programs could not happen without your support. To show our

appreciation, the BIA said "Thank You" with a breakfast at the Cork Factory on August 29th. We appreciate the support of our members, and look forward to a successful 2024!



SOCIAL MEDIA WEBINAR

AUGUST 10TH - 11:30AM

RECAP

PRESENTED BY
STRELLA SOCIAL MEDIA

On August 10th, Remodelers Council (RC) members met at the BIA Office for networking, lunch, and a webinar presentation from BIA member **Strella Social Media**. RC members learned about the importance of a social media presence and how to create a strategy to promote your business best. Rachel Strella, Founder & CEO, and Laney Goff, EVP, discussed strategies such as rich content sources, choosing the right platforms, and the importance of consistent brand messaging.

To view the complete webinar, please check out <https://youtu.be/Si8lvaxgAo>

Stay tuned for more information regarding December's Remodelers Council Holiday Social!



Congratulations to Jane Englert of Ephrata our 2023 BIA Renovation Raffle winner! Jane won a CASH prize of over **\$10,000!**

✦ We want to thank everyone who supported and participated in our first-ever raffle - your contributions helped our workforce development initiatives.

We are eager to hit next year's ticket sales goal and give away a renovation prize or cash towards a new home completed by a BIA member!

**Campaign Levels:**

- ★ Platinum - \$5,000 +
- ★ Gold - \$2,500 +
- ★ Silver - \$1,000 +
- ★ Bronze - \$500 +
- ★ Steel - \$100 +

Thank You!

As you know, the BIA has reduced and updated its current office space. The BIA Board of Directors has appealed to the generosity of members to offset some of these costs through material and labor contributions and through financial contributions via our Capital Campaign.

We sincerely appreciate the contributions that have been made - \$32,000 towards our \$150,000 goal — and we have many member companies to thank!

TK Building and Design LLC *Platinum Contributor* **Hess Home Builders, Inc.** *Silver Contributor*

And we could not do it without our amazing team of Steel Contributors.

84 Lumber Company Store 0295	CLZ Concrete & Construction, LLC	H2, LLC	May Herr & Grosh, LLP	Simeral Construction Company
Abel Construction Co., Inc.	Compleat Restorations	Harvey Achey Construction, LLC	MBC Building & Remodeling	Snavelly's, J.C. Snavelly & Sons, Inc.
Advanced Interiors, Inc.	Costello Builders	Henry H. Ross & Son, Inc.	McNees Wallace & Nurick LLC	Speedwell Construction
Advanced Trim & Kitchens	Crouse Concrete LLC	Heritage Floors, Inc.	Members 1st FCU	Stump's Decks & Porches
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Alden Homes	David Miller/Associates, Inc.	Indoor City Granite and Marble	Middle Creek Builders, Inc.	The Spa and Pool Place
ALL Renovation & Design LLC	Daylight Basements, Inc.	Integrity Pools & Spas, Inc.	Milestone Construction, LLC	TK Building & Design LLC
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Cloister Flooring, Inc.	Greystone Construction, Inc.	Martin's Flooring Inc.		Zook Home Builders
	Groffdale Concrete Walls			
	GSL Government Consulting			

**The Capital Campaign runs through November of this year.
If you haven't yet, please consider a contribution.**



CONSTRUCTION CAREER DAY

October 12, 2023

10:00 am – 6:00 pm

Wyndham Lancaster
Convention Center



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OCTOBER 12, 2023
4:00 - 6:00 PM

SILENT AUCTION HAPPY HOUR

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Fee:
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*The Propane Education & Research Council will pay up to \$1,500 per home completed within the calendar year if including qualifying propane appliances. Funding is limited. Additional terms, conditions and restrictions may apply. ©2023 Patriot Propane. ACQ_23025



The 2023 Annual BIA Golf Outing!

A perfect day for networking and all-round fun

June 22nd may have been cool and cloudy, but it was perfect for the Annual BIA Scramble Golf Outing sponsored by Martin's Flooring! 144 golfers enjoyed playing the Crossgates Golf Club course, ending the evening with dinner, prizes and awards for the tournament winners. Thanks to all who played, sponsored and supported this fun summer event!



2023 Golf Outing Winners

Second Place Foursome :

Jason Gerber
Tom Kaizar
Russ Gladfelter
Nolan Myers

Longest Drive (men):

Adam Steller

Longest Drive (women):

Katey Brubaker

Longest Putt:

Sean Molchany

Closest to the Pin:

Andrew Frank

Straightest Drive:

Tom Keller

Sponsor Scavenger Hunt:

Sean Molchany

Winner LH Brubaker Prize:

Sean Lafferty



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Call For Entries

**Early Bird Deadline:
September 15, 2023**

Entry Fees

First entry \$295 Each additional \$245

.....
**Final Deadline:
September 29, 2023**

Entry Fees

First entry \$345 Each additional \$295

Four Main Pillar Categories

Advertising & Marketing Awards

Professional Achievement Awards

Company Achievement Awards

Remodeling Project Achievement Awards

***SUBMIT ENTRIES AT:
Awards.lancasterbuilders.org/pillar***

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

General Membership Meeting & Pillar Awards Presentation

November 9, 2023
5:30 pm – 8:30 pm
The Inn at Leola Village

**Cost to attend:
\$75 per person**

Pillar Presentation
Sponsor



Reception Sponsor



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MY BENEFIT ADVISOR

EXPANDING MENTAL HEALTH BENEFITS



In the past couple years, many employers have expanded their company's mental health benefits as a show of support for potential jobseekers, employees and their families. The intention is to help promote employee wellbeing through better access and improved benefit levels for those feeling

stressed about personal or work-life matters.

Workers seem to appreciate the efforts and are taking advantage of the services. Some of the changes business owners are making include:

- Increasing access to mental health services through methods like telehealth
- An expansion of access to in-network mental health providers
- Reduced cost sharing for mental healthcare visits
- The addition or expansion of employee assistance programs for mental health services
- Access to yoga, meditation and mindfulness sessions at the workplace or home
- Providing apps that support wellness, focusing on fitness, sleep and relaxation

By addressing issues like stress and anxiety in a more proactive fashion, employers can reduce or even eliminate costly treatment for conditions such as hypertension, diabetes, and cardiac problems. The small financial investment the employer makes now can often save substantial costs in the future.

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 or contact Christopher Sloane at (888) 333-7526.



As an exclusive, member-only benefit, PBA has updated the model home contracts to help guide you with your business.

Please contact the BIA at staff@lanasterbuilders.org, and we will provide the following model contracts and guidance:

- Notes and Annotations to Model Home Improvement Contract (to be used with Model Home Improvement Contract)
- Model Home Improvement Contract
- Model Building Contract
- PBA UCC Offer to Install Sprinklers



The BIA is Soliciting Nominations For: 2024 Officer and Board Director Positions.

If you are interested in serving or know of another BIA member who would be a valued addition to leadership, please contact: EO Karen Watkins at (717) 569-2674.

Voting will take place at the **General Membership Meeting** on November 9th at the **Inn at Leola Village** (see page 18).

BIA Events and Education

EVENTS



GMM & Pillar Awards Presentation Dinner November 9, 2023

5:30–8:30 at The Inn at Leola Village
Cost to attend—\$75 per person

Join us!

- ▶ Take advantage of a networking reception
- ▶ Cast your vote for our nominated 2024 leaders
 - ▶ Enjoy a delicious dinner
- ▶ Witness the presentation of the 2023 Pillar Award Winners!
- ▶ Contribute to the strength of our industry by being on hand to give honor to the excellence and achievement of BIA Members!

Presentation sponsor



4 Pillar Award Categories:

Advertising & Marketing Awards

- Best Logo
- Best Print Ad
- Best Showroom
- Best Website

Company Achievement Awards

- Builder Company of the Year
- Community Impact Award
- Remodeling Company of the Year
- Supply Company of the Year
- Trade Partner of the Year

Professional Achievement Awards

- Marketing Professional of the Year
- Mortgage Professional of the Year
- Project Manager of the Year
- Sales Person of the Year

Remodeling Project Achievement Awards

- Addition
- Basement Remodel
- Bathroom Remodel
- Commercial Project
- Exterior Project
- Interior Project
- Kitchen Remodel
- Landscape/Hardscape Project
- Outdoor Living Project
- Restoration Project
- Senior Living / Aging-in-Place
- Specialty Project
- Whole House Remodel

— Entry Deadlines & Fees —

Early Bird Deadline

September 15th

Regular first entry—\$295

Each Additional entry—\$245

Final Deadline

September 29th

Regular first entry—\$345

Each Additional entry—\$295

Contact **Pauline Wilton** at the BIA, 204 Butler Ave., Suite 200, Lancaster, PA 17601

Phone (717) 569-2674 Fax (717) 569-5187
pauline@lancasterbuilders.org

END OF SUMMER SOCIAL BENEFITTING THE BIA PAC

September 12, 2023, 6:00–8:00 pm

at the home of Frank & Vicki Vargish

Enjoy a cigar friendly evening of catered fare, soft drinks, fine scotch, and raffle prizes while supporting your BIA's advocacy program!

Suggested Contribution: \$100

Contact staff@lancasterbuilders.org to register.

BREAKFAST WITH THE COUNTY COMMISSIONERS

October 5, 2023, 7:30 - 9:30 am

Inn at Leola Village - Bella Banquet Room

38 Deborah Dr, Leola, PA

Join us for a breakfast meeting with the Lancaster County Commissioners. Discuss the issues important to our industry! Registration information coming soon!

Cost: \$25 per person

Contact: staff@lancasterbuilders.org

BIA BUILDING FUTURES CONSTRUCTION CAREER DAY

October 12, 2023, 10:00 am – 6:00 pm

Wyndham Lancaster Convention Center

2300 Lincoln Hwy E, Lancaster, PA 17602

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!

Get involved—

- Reserve a booth
- Be a sponsor
- Support the Industry

See page 12 for details.

For questions and registration forms, contact Pauline Wilton:

pauline@lancasterbuilders.org or 717-569-2674

Event Sponsor



LANCASTER BUILDING INDUSTRY FOUNDATION SILENT AUCTION HAPPY HOUR

October 12, 2023, 4:00 – 6:00 pm

Wyndham Lancaster Convention Center

2300 Lincoln Hwy E, Lancaster, PA 17602

Event being held in conjunction with the BIA Building Futures: Construction Career Day event.

Join us for drinks, hors d'oeuvres, networking, and an opportunity to bid on various items. Proceeds benefitting The Lancaster Building Industry Foundation!

Cost: \$50 suggested contribution

Stay in the loop! Connect with the BIA on:

facebook. YouTube in

www.lancasterbuilders.org

EDUCATION



Live Online Webinar Courses

ESTIMATING - THE FIRST LINE OF DEFENSE FOR PROFITS**Live Online 2023 - Tuesday, September 12, 1-4 pm**

The ability to effectively prepare for a project is vital to your success. Project preparation consists of multiple processes that work together and, when performed effectively, increase your efficiency and profitability, improve client satisfaction and enhance team and vendor relationships. Come away with the knowledge and skills to perform one of the critical processes in project preparation: estimating costs.

Please note: This live class is intended to be interactive. Please ensure you are in an environment that allows you to participate and that your camera and microphone are working. Due to the live, interactive nature of this course, no recordings will be available.

By completing this course, participants will be able to:

- Illustrate how estimating and works to assist in effective project set up.
- Identify the fundamentals of estimating to identify the costs (not the selling price).
- Use spreadsheets and packaged estimating systems.
- Identify techniques for estimating in an ever changing market.

NAHB Credit: This class counts for 3 Continuing Education credits.

Cost: Non NAHB member, \$174

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

Please visit <https://www.nahb.org/education-and-events/education> for these and additional webinar events, to learn how to register for a course, the course cancellation & refund policy, and for additional important information regarding this and other courses.

**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.

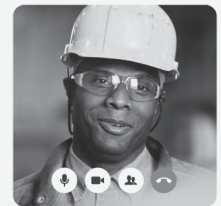
Email Pauline@lancasterbuilders.org Or call **717-569-2674**

Be sure to check out the complete list of classes at www.abckeystone.org/calendar

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Shown with equipment from independent suppliers which is not covered by the GM New Vehicle Limited Warranty. GM is not responsible for the safety or quality of independent supplier alterations.

Up to
\$500 + \$6,000 + \$1,000 = \$7,500

Private Offer¹National Fleet Purchase Program (FVX)²Eligible Accessory Cash Allowance^{3,4}

In Potential Value

Using the private offers for NAHB members is easy:

1. Get your NAHB proof of membership.
2. Visit your local Chevrolet, Buick or GMC dealer and mention this Private Offer.
3. Select an eligible vehicle(s) to purchase or lease and present your NAHB proof of membership.

For even more value, combine this offer with the National Fleet Purchase Program and Business Choice Offers. For full details on the Private Offer, NAHB members should visit nahb.org/gm.

Example offer for NAHB members who are business owners purchasing a 2021 Chevrolet Silverado 2500 HD Crew Cab 1LT 4WD.



¹\$500 offer for retail and fleet deliveries. Valid toward the purchase or lease of eligible new 2021 and 2022 model year vehicles. Customer must take delivery by 1/3/2023. Not compatible with some other offers. Not valid on prior purchases. Excludes all Cadillac vehicles; Chevrolet Blazer, Camaro, Corvette; 2021 Buick Encore 1SV; Chevrolet Equinox 1SM, Malibu 1VL, Traverse 1LO; GMC Acadia 1SV and Terrain 2SA. Additional GM models may be excluded at GM's sole discretion. See dealer for details. ²Offer available to qualified fleet customers through 1/3/2023. Not compatible with some other offers. Take delivery 1/3/2023. See dealer for details. ³To qualify, vehicle must be used in the day-to-day operations of your business and not solely for personal/ non-business-related transportation purposes. Must provide proof of business ownership. For complete program requirements, including information regarding offers, vehicles, equipment, options, warranties and ordering, consult your dealer or visit gmbusinesschoice.com. ⁴Eligible purchases must be equal to or greater than the amount of the cash allowance. Accessory Cash Allowance requires purchase of the eligible accessories from your dealer.

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Housing Affordability



At NAHB's Urging, G7 Leaders Include Housing Affordability in Development Plans

A recent meeting of the housing leaders from Group of Seven (G7) countries included recommendations and principles regarding housing affordability, which included language to address housing costs using private sector investment aimed at lower- and middle-income households.

NAHB and the International Housing Association (IHA) worked to include principles for housing affordability in the agenda, which focused mainly on community resilience and green building.

Housing ministers from the G7 countries met in Japan in July to discuss a common framework and principles for urban development and rural housing. The United States was represented by Housing and Urban Development Secretary Marcia Fudge.

With the direction of two key Japanese industry associations — the Japanese Federation of Housing Organizations (JUDANREN) and the Japan International Association for the Industry of Building and Housing (JIBH) — NAHB and IHA pressed their countries' housing leaders to include statements on housing affordability as home prices are out of reach for so many residents of all the G7 countries.

Writing for the United States, NAHB CEO Jim Tobin said, "Safe, decent, affordable housing provides fundamental benefits that are essential to the well-being of families, communities, and the nation. Yet owning or renting a suitable home is increasingly out of financial reach for many U.S. households."

Kevin Lee, CEO of the Canadian Home Builders' Association, and Lars Jacob Hiim, CEO of the Norwegian Home Builders' Association, both noted the role local zoning rules and NIMBYism play in keeping housing supplies low.

The G7 countries agreed to include housing affordability as a key principle when discussing urban development. The official language in the meeting's communique read, in part: "We stress that issues surrounding housing affordability, namely the availability of affordable and adequate quality housing, need to be addressed through targeted investments from all levels of government,

particularly through the provision of public and private housing for lower and middle income households. We recognise that the use of vacant housing should also be encouraged, according to national and local circumstances."

The statement is a huge achievement for NAHB and IHA. As world leaders are looking at their countries' development plans, most international cooperation is focused on energy efficiency and risks related to climate change. But all the housing leaders from G7 countries noted that housing affordability is at crisis levels and must be considered in housing plans.

The G7 is an intergovernmental political forum comprising Canada, France, Germany, Italy, Japan, the United Kingdom and the United States, with the European Union (EU) participating as a "non-enumerated member."

2023 BIA-PAC Contributors

The BIA Political Action Committee provides funds to candidates & causes that are friendly to our industry. Thank you to the following individuals who have contributed this year:

President's Club: \$1,000+

John Bear Shawn Garman
Jason Garman Randy Hess

Keystone Club: \$750+

Jason Provanzo

Century Club: \$500+

Louis & Sharon Hurst

Chairman's Club: \$100+

Scott Frick Michael Hockenberry
Tim Kotzmoyer Nate Van Name
Karen Watkins Joel Young

BIA "End of Summer" Social

Benefitting the BIA PAC!

September 12th, 6:00 - 8:00 pm

(Rain Date - September 13th)

Home of Frank and Vicki Vargish: 8 Southview Lane, Lititz, PA



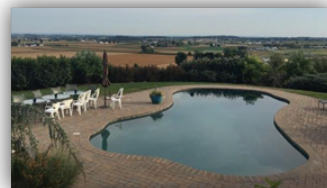
Join Us!

**Suggested Contribution:
\$100 Per Person**

**Enjoy a relaxed, cigar-friendly evening of hot & cold fare,
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**Play to win great raffle prizes while supporting
your BIA's advocacy program!**



Event brought to you by our BIA Advocacy Partners:



McNees



ADVISORS for
WHAT'S NEXT



RSVP requested by September 7, 2023. Contact Tara@lanasterbuilders.org to register.

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

Breakfast with the County Commissioners



*Come out to discuss the issues
important to our industry*



Join us!

Tuesday Oct 5, 2023

7:30 AM - 9:30 AM.

The Inn at Leola Village - Bella Banquet Room

38 Deborah Dr, Leola

Cost: \$25.00 per person

Registration information coming soon!

— Advocacy Partners —



MEMBERSHIP

New Members

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



ASSOCIATES

Cosentino

Evan Rineer

121 Green Tree Rd
Phoenixville, PA 19460
Phone: (610) 666-1328
Business Activities: Countertops
Email: erineer@cosentino.com

First Commonwealth Bank

Kristina Albright

22 East Roseville Road
Lancaster, PA 17601
Phone: (717) 371-2005
Business Activities: Financial
Services/Investments
Email: kalbright@fcbanking.com

BUILDERS

CalCo Design LLC

Paul Roberts

618 Columbia Ave.
Lancaster, PA 17603
Phone: (717) 715-9686
Business Activities:
Remodeling Contractor
Email: Info@calcodesign.com

Hunter Creek Builders, LLC

Ben Hasson

302 S. Broad St.
Lititz, PA 17543
Phone: (717) 271-4364
Business Activities: Builder - Single Family
Email: ben@huntercreekbuilders.com

Millway Construction

Stephen Hurst

352 Royer Road
Lititz, PA 17543
Phone: (717) 598-1685
Business Activities: Framing Contractor
Email: millwaycon@emypeople.net

The advertisement features the Nissan logo at the top left and "NISSAN BUSINESS ADVANTAGE" at the top right. Below the logo, it says "Exclusive Incentives on your next vehicle available for NAHB Members". The central image shows a red Nissan sedan in the foreground, with a white Nissan van and a white Nissan pickup truck in the background. Below the image, the text reads "This full-line fleet just went corporate." followed by a paragraph: "The Nissan Business Advantage is a one-stop fleet shop for all your corporate needs. With America's only full-line fleet import brand,* it's the perfect addition to help your business reach its goals. Get ready to handle all your fleet needs from vans to sedans." At the bottom left is the URL "nahb.org/nissan" and at the bottom right is the "NISSAN INTELLIGENT MOBILITY" logo. A small footnote at the bottom left states: "*2021 Ward's Light-Vehicle Fleet U.S. Market Segmentation."

Membership Renewals

Thank you for your continued commitment to the industry!

Adams Drywall, Inc.
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Boyd Wilson LLC
CalCo Design LLC
Century Home Improvements By Century Spouting, Inc.
Charles E. Groff & Sons, Inc.
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D.K. Builder, LLC
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Daylight Basements, Inc.
Douple Agency, Inc.
First Commonwealth Bank
Fravel Home Improvements & Remodeling, Inc.
Groffdale Concrete Walls, Inc.
Heartland Builders, Inc.
Home Grown Outdoor Finishes, Inc.

Hunter Creek Builders, LLC
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Kitchens by Eileen
Lancaster County Career & Technology Center
Lancaster County Magazine
Lancaster Paint & Glass Co.
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WINTER 2023

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Brubaker Inc.
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SUMMER 2022

featuring local home improvement professionals
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Bath Barn
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WINTER 2022

featuring local home improvement professionals
Kitchen Encounters (Spotlight & Cover)
DM Stokes Home Renovations
SPRING 2021

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of the valuable information we publish
(thanks to our advertisers), many
readers have told me that they keep
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Whether you are a home improvement professional, a supplier, or a home service tech company, if your business is in Lancaster County and you advertise, why wouldn't you want to be part of the only publication in the area dedicated exclusively to promoting your industry? Together, let's continue to stimulate the local home improvement market!

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their **local** projects.

R&A Magazine...seriously LOCAL!

ask me about our
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