

lancaster Builder

A publication of the Building Industry Association of Lancaster County

IN STOCK

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PRESIDENT'S LETTER



Unlocking Opportunities:

The Power of Networking in Construction

by Kevin Kozo, Turnberry Construction Group

In the construction industry, we often operate in isolation, whether as selfemployed individuals, managers, salespeople, or other professionals. Considering that our work consumes almost half of our waking hours, It's crucial to be mindful of how we spend our time and the company we keep, both in our professional and personal lives.

The BIA recently held a Family Fun Night Fundraiser benefiting the Lancaster Building Industry Foundation. The Foundation offers community grants as well as scholarships to students pursuing education in the trades.

We enjoyed a tremendous turnout in an interactive environment with colleagues sharing common interests. Yes, some of these same people we may compete with to "win a job," but in this atmosphere (and our monthly happy hours), it's about family, friends, and laughter.

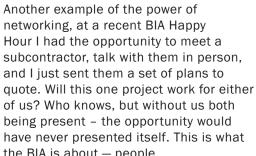
One of our newest members to the board, Joel Zeiset, recognized this as an opportunity to pay it forward as an

networking, at a recent BIA Happy Hour I had the opportunity to meet a subcontractor, talk with them in person, and I just sent them a set of plans to of us? Who knows, but without us both being present - the opportunity would have never presented itself. This is what the BIA is about — people.

I truly hope to meet each of you at one of our upcoming Happy Hours, the Parade of Homes Gala, the Golf Outing, Pillar Awards or any of the numerous other events on

know anyone yet - give me a call or text me on my cell at 484-824-2602, or send me an email at Kevin@ TurnberryConstructionGroup.com. I will help you become comfortable and introduce you to those in our BIA family.

"employee benefit" by inviting his coworkers and their families to experience this great time together.



the schedule this year. If you're new to these events or don't

In all Sincerity, your 2024 President.

Kevin Kozo

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: Lancaster Builder/BIA, 204 Butler Ave, Suite 200 Lancaster, PA 17601

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Cover Sponsor:



GROWING IN WAYS THAT BENEFIT THE BUILDING COMMUNITY

GR Mitchell has served Lancaster's best builders and remodelers for several generations. Over time, as construction standards change, product innovations enter the market, and needs of the community evolve, GR Mitchell has leveraged their ability to quickly adapt and grow. The latest customer-centric move for the independently owned material supplier: Acquiring **Ironstone Building Materials**.

Two Local Favorites Combine

Ironstone has a history of their own in the Lancaster market. What started in 2000 as a flipping hobby for Dave O'Connor quickly gained momentum, carving out a name for themselves as THE affordable building material supplier in the area. With a focus on decking, railing, doors, cabinetry, and trim, Ironstone found its permanent home on Hempland Rd in Lancaster in 2011 and achieved recognition across state lines into Delaware, Maryland, New Jersey, New York, and more.

Years later as Dave approached retirement, a succession plan for the business emerged from a familiar place. Dave's son, Jesse, attended high school with the current owner of GR Mitchell, Tom Keller (pictured on the cover). When approached by Jesse, Tom jokingly responded with a chuckle and directive to "Just leave the keys under the mat." Those casual conversations soon became potential for 2 of the last independent players in the local building supply industry to come together as 1, a transaction made final this spring.

Moving Forward Together

While Ironstone got their start selling 2nd hand materials and

discontinued sku's, this makes up only a small percentage of their sales today. Smart purchasing habits with a laser focus on high demand products have driven growth for the organization, a strategy that GR Mitchell plans to extend into their shared future. Ironstone's name will go unchanged; however, the influence of GR Mitchell's branding has become apparent as their signature blue is applied to various assets. Ironstone's reputation as the most budget-friendly supplier in the region will remain solid, further encouraged by the combined buying power of these two leading suppliers. A fusion which has caught the attention of the nation's largest manufacturers whose unique buying programs now extend to the combined customer base.

Full access to inventory that had historically been unique to each location will also benefit their customers. Stocked decking, railing, flooring, and doors hadn't been an area of focus for GR Mitchell to space constraints. Unparalleled convenience and value in those categories are now extended to customers who were traditionally supplied by GR Mitchell. On the flip side, in addition to now having access to an expansive assortment of lumber and other materials, Ironstone's loyal customerbase will benefit from investments that Mitchells had long been prioritizing: best-in-class ERP system, dynamic delivery fleet, customer and staff education, etc.

To learn more about GR Mitchell and their ability to supply your business, visit **grmitchell.com**. Stocked inventory at GR Mitchell's newest warehouse at Ironstone can be viewed at **BuildingMaterialsPa.com**.



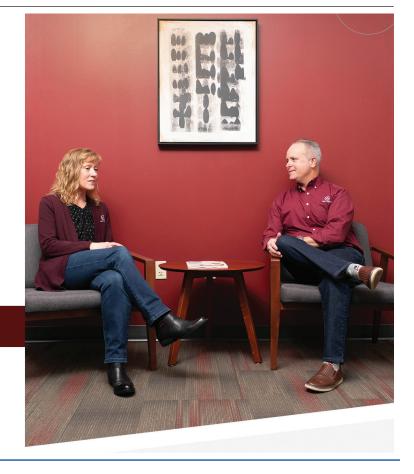
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Who's in the News:



Again Recognized as Pennsylvania's Leading Accounting Firm and Named Among "America's Most Recommended Tax Firms"

The only Pennsylvania-based firm to rank among nationwide Top 100 list from USA TODAY

CPA and advisory firm RKL LLP ranked first in Pennsylvania and 58th nationwide in the latest roundup of the 100 largest firms from industry publication Accounting Today.

RKL's 2024 national ranking is based on the previous year's revenue of \$126.23 million, up 11.5 percent from last year's total. The firm held steady in regional rankings as the 10th largest in the Mid-Atlantic.

"Last year was one of growth and momentum in our newest entities, services and geographic markets," said RKL CEO Ed Monborne. "The strength and expertise of our team never cease to impress me. An accolade like this truly reflects the strength of our relationships with our clients and colleagues and the reputation of the RKL brand in our communities."

In 2023, RKL made significant strides into new markets within its geographic footprint, building momentum for the firm's spectrum of services. This includes RKL Virtual Management Solutions, which stayed on the cutting edge of the industry's growing demand for client advisory services (CAS), and RKL Private Wealth, which forged a new approach to advise individuals and families with complex wealth, tax and business planning needs. The firm also grew its service offerings for the construction and real development industry with RKL eSolutions' acquisition of Philadelphia-based CPA Technologies and Wisconsin-based Chortek.

At the core of RKL's next-level approach is a commitment to others and the firm's guiding values. The RKL team aims to be bold, caring and collaborative as they serve clients, grow as professionals and people, and give back to our communities. Proactive and comprehensive service from RKL advisors earned a world-class satisfaction rating from the firm's clients on a 2023 survey, while innovative service development creates compelling growth opportunities for RKL team members. It all makes RKL one of the "Best Places to Work in PA" for seven straight years.

RKL also ranks first in Pennsylvania among America's Most Recommended Tax Firms from USA TODAY. For the first time, the newspaper, in cooperation with Statista. rated the top 100 tax firms in the United States based on recommendations from peers and clients.

"Supporting our clients through growth and change requires us to keep a constant pulse on the tax landscape and business environment," said Monborne. "We're deeply thankful for the enduring relationships with our colleagues, clients and communities, which have laid the foundation for this accomplishment."

With more than 600 team members, RKL's services span a broad spectrum of tax, accounting, technology, wealth management and outsourced accounting and HR solutions. The firm's Tax Services Group includes the region's deepest bench of professionals providing strategic tax planning and compliance services, as well as specialized expertise areas like R&D tax credit studies, cost segregation, state and local tax and international tax.

A broad survey of tax and accounting professionals and their clients was conducted by the independent market research institute Statista to inform USA TODAY's rankings.





Announces Caleb Comeaux is a PE

David Miller/Associates, Inc., of Centerville Road, Lancaster, is pleased to announce Caleb M. Comeaux, PE is a Professional Engineer.

Caleb joined the firm in 2020 and now serves as a Project Engineer. He received a Bachelor of Science degree in Engineering with a Civil Concentration from Messiah College in Mechanicsburg, Pennsylvania. He was licensed as a Professional Engineer (PE) in May of this year.

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.



Building Empowerment: Women of the BIA

The BIA is often a leader among other associations, but sometimes we wisely follow!



We've heard great things from other locals about groups for women in the industry, and with the encouragement of our BIA President Kevin Kozo, we began looking into the idea of establishing a women's group within the BIA.

In April we set up an "Explore this Idea" luncheon with a focus group of 10 BIA women to determine if there was even interest - and oh. there was! The group discussed critical questions, and thoughtfully explored what, as professional women in the residential construction industry, they might find beneficial.

We met again in May, and the group believes that value can be found in 3 broad areas which we can fine tune for specific meetings, workshops, events or social gatherings.

Networking - Learning from each other, discussing challenges in the workplace, and referring business.

Education – Exploring technical aspects of construction that would enhance professionalism, and hearing from other female leaders in different trades.

Mentoring - Mentoring both students and other industry professionals this aligns with our workforce and professional development initiatives.

Lexi Sauder of Premier Settlements shared her hope that a BIA women's group would foster engagement with other women navigating a predominantly male industry by establishing positive relationships and mentorships.

It was also very important to those in attendance that any women's group within the BIA be inclusive, welcoming and empowering to women in the industry. No one is excluded, men are welcome as well.

When tasked with naming the group suggestions bounced around in a perfect brainstorming session. Suggestions led to a different word which changed to a tagline and turned into something great:

"Building Empowerment: Women of the BIA."

As exciting as the formation of Building Empowerment: Women of the BIA is the organic way a super fun inaugural event came to fruition! Nicole Enck from Pine Hill Building Co. suggested a party at Pine Hill's Parade Home, Lexi chimed in that Premier Settlements would love to co-host refreshments, and with that we had an event planned!

Many thanks to our Focus Group for their time and consideration!

Lori Bentley,

Janell Moser,

Douple Insurance

Ephrata National Bank

Ashlee Dietrich,

Jessica Ott,

Hess Home Builders

Martins Flooring

Nicole Enck.

Lexi Sauder.

Premier Settlements

Pine Hill Building Co.

Lorie Grucelski,

Claudia Shank,

TK Building & Design

McNees Wallace & Nurick

Deirdre Kreider, Amanda Voloshin, GR Mitchell Invision Designs

Do you want to learn more about Building Empowerment: Women of the BIA? Contact us at staff@lancasterbuilders.org, or ask a Focus Group member in the list above!



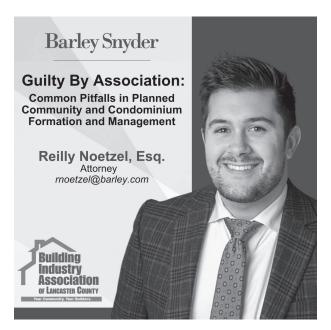
SEE THE RECAP ON PAGES 14 & 15.

PBA Summer Committee & Board of **Directors Meeting**

Our Federated system of membership means that you are a member locally with the **BIA of Lancaster**, state-wide with the Pennsylvania Builders Association (PBA) and nationally with the National Association of Home Builders (NAHB).

This year, the summer PBA Committee and Board meetings are being held right here in Lancaster at the Eden Resort Inn! All are welcome and if you're Interested in meeting members who are active on the state level, join us at the Eden.

Our GA Committee will be joining PBA on Thursday at 10:00 AM. The PBA Board Meeting is Friday, July 12th at 10:00 AM — we hope to see you there!



Many homebuilders are familiar with the general structure of condominiums and planned communities in Pennsylvania, and the purposes of the associations that manage them. However, due to the complexities of these communities and the statutes that govern them (68 Pa.C.S.A. Sections 3101, et seq. (condos) and 5101, et seq. (planned communities)) (the "Acts"), there are many opportunities for developers to make mistakes during the formation and turnover process. Below is a summary of five areas where we see errors (and omissions) from a legal perspective and suggestions on how to avoid them.

Know Your Unit Boundaries. It is best practice for developers to thoroughly understand the structure of the community they are working in. While common elements are generally easy to identify up front (storm water facilities, open space areas, amenities, etc.), the unit boundaries are not always straightforward. Units can consist of lots, building footprint areas, or a combination of the two. These variations in unit boundaries impact what needs to be completed to comply with the Acts. For example, building footprint units require additional information on the plats and plans, and certificates of completion to be recorded with the deed for each unit to certify the unit has been completed and the boundaries of the unit are consistent with the plats and plans.

2. Understand the Turnover Process. The Acts provide a laundry list of items that need to be turned over to the association when a developer concludes a project. Audits, governing documents, management agreements, prior budgets, and as-built plans are a few examples of those items that must be provided to the association. Consider adopting a checklist for turnover that outlines these requirements. It is also important to remember to change the association's address to the management company (or homeowner) that will receive corporate notices going forward. A good way to document turnover is to have the association sign a turnover agreement that acknowledges completion of turnover and receipt of the required items. Note that the recently adopted Corporate Transparency Act creates additional turnover responsibilities, as it is incumbent upon the developer to update the names and addresses of the directors with FinCEN to meet the beneficial owner reporting requirement.

3. Ensure that Common Facilities Have Been Completed Per the Governing Documents. A less known requirement of the Acts is that certificates of completion are required for community improvements that will be turned over to the association. Certificates of completion are signed by a licensed surveyor or engineer as

evidence that the improvements have been finished as required by the governing documents. When developers convey private streets, community amenities, storm water facilities, or other improvements to the association, they should ensure that certificates of completion are recorded with the conveyance instruments. These certificates help to provide a backstop for developer liability for association claims of incomplete improvements. Consider also scheduling a joint inspection with the association prior to conveyance of common elements to allow the association to ask questions and verify the condition of the improvements being turned over.

Know When Reduced Assessments Are Allowed (or Not).
Some developers do not track the payment of assessments for lots they own. There is an ongoing discussion among planned community and condominium experts as to whether reduced assessments are allowed. For example, can a builder pay no assessments for vacant lots that the builder owns? The discussion revolves around a provision of the Acts that allows for modification of assessments if a unit does not benefit from the assessments. This can be used to support the position that no assessments should be due for vacant lots since they do not put the same demands on the community as an occupied lot. When preparing a budget, developers should consider how the financial health of the association could be affected if full assessments are not paid. Since the budgets must be turned over to the association, they will be subject to scrutiny and there must be a reasonable basis for the absence (or reduction) of builder assessments.

Track Warranty Responsibilities. There are two important warranty considerations that developers should be aware of. The first is that there is a two (2) year warranty requirement for structural defects in a unit. The builder of a home (whether it is the declarant or an approved builder) must verify that its warranty for structural defects is consistent with the Acts, and provides for a procedure to remedy structural defects if they arise within the two (2) year period. Second, in lot takedown scenarios where the builder is not the declarant, it is important to distinguish which party is covering the statutory warranties required by the Acts. Typically, the declarant will warrant the common facilities it is constructing, while the homebuilder will warrant against structural defects to the homes it is building. It is important that these warranty responsibilities are delineated in the governing documents for the community. The public offering statement should disclose who is warranting what, and provide copies of those warranties for purchasers to review. Consider also including specific procedures for how warranty claims are made. For example, homebuilders should expressly disclaim warranty claims related to the improvements that the declarant is constructing. The declaration should also spell out each party's responsibilities for completing the various improvements in the community. This aids in transparency and buyer understanding of how the community will be built out.

Obviously, there are many other areas where mistakes are possible. The Acts are complicated and have requirements buried throughout. Most importantly, developers should have good templates for their governing documents that include the vast majority of these requirements, and that can be tailored for each project. A good set of documents includes a declaration, bylaws, rules and regulations, form certificate of completion, public offering statement, turnover checklist, and settlement checklist. With a comprehensive set of templates, it can help to make compliance with and understanding of the Acts less daunting.

Reilly Noetzel is an attorney in Barley Snyder's Real Estate Practice Group. If you have questions about the formation and turnover process of a condominium or planned community, please contact Reilly at Phone (717) 399-1561 or Email rnoetzel@barley.com.

MEMBER SPOTLIGHT

Builder Spotlight:

Greg Zelt, President Compleat Restorations

When was your company started? Compleat Restoration was founded in 1978 by Cliff & Lucy Ellis. In 2023, the company was purchased by Compleat's already long-serving Operations Team: Stephen Zywko, Chad Ellis, and Greg Zelt.

What does your company do? We are a full-service restoration and general contracting company specializing in mitigating and remediating damage caused by water, fire, mold, lead, bio-hazards, and asbestos.



What makes your company special? Our local roots and independence allow us to focus on

personalized care and building lasting relationships with our customers. We prioritize open communication, ensuring a live voice answers your call and a dedicated professional guides you throughout the entire restoration process. Our positive company culture is fueled by a commitment to integrity, fairness, and transparency. This empowers our team to deliver the highest level of service, backed by years of experience and expertise. We understand the stress of property damage, and we strive to make the restoration process as smooth as possible. When you choose Compleat Restorations, you're choosing a company that truly cares.

Why do you enjoy your job? Each day is a unique adventure, filled with new challenges and opportunities to learn. Every project, every customer, brings a different story and a fresh set of puzzles to solve. There's never a dull moment! The most rewarding part of our work is the chance to make a real difference in people's lives. We're there to help and guide our clients through the restoration. Seeing them recover and rebuild is truly inspiring. It's a reminder that even in the face of adversity, there's always hope.

Why are you a member of the BIA? Our long-standing membership in the BIA, reflects our commitment to supporting the local construction community and fostering a thriving business environment. We recognize the vital role the BIA plays in advocating for our industry.

Tell us about yourself and your family. I've been incredibly fortunate to share the last 23 years with my amazing wife, Shelly. We're the proud parents of two wonderful children, Dillon and Laura. Dillon just wrapped up his freshman year at Thaddeus Stevens, and Laura is finishing up her sophomore year at Hempfield High School. We have deep roots in Lancaster County, having grown up here.

What are your hobbies? Staying active is a big part of my life. I love hitting the weights, getting my heart rate up with cardio, exploring nature on hikes, and finding my zen through yoga. My kids definitely keep me feeling young and energized – we love trying new workouts and pushing each other to reach our fitness goals!

What other organizations, professional, service, etc. are you a part of, if any? We have helped support Ephrata Social Services, UDS Service Dogs, Breast Cancer Awareness, Boy Scouts of America, LCFCA Scholarships, Volunteer Firefighters Friend, Inc., and numerous local fire companies. We have also created a paid, high school, social media marketing internship called S.M.A.R.T. Social Media Apprenticeship & Real-world Training that supports students with real projects which we publish on our social media sites. Later this summer a mural will be unveiled along the Linear Park trail. This was done with a partnership with a local artist to invest in our local community and provide our fellow walkers with a sight to behold.

Associate Spotlight:

Evan Rineer, Builder Sales Manager Cosentino

When was your company started?

Cosentino was founded in Almeria Spain in 1976 as a family owned company and remains that way today. We started selling in the North American Market 26 years ago.

What does your company do?

Cosentino is a manufacture of Silestone, Hybrid Mineral Surface, Dekton Ultra Compact and Sensa Granite. These different materials are produced in slab form for Kitchen and bath countertops as well as shower walls, fireplace cladding,



interior and exterior applications and facades for both residential and commercial applications.

What makes your company special?

Cosentino is a global, family-owned Spanish company that produces and distributes innovative, sustainable and high-value surfaces for the world of architecture and design. We work with our customers and partners to deliver inspiring solutions and meaningful designs to inspire peoples lives while acting responsibly and transparently on ESG issues. We strive to go above and beyond for our customers in terms of the products we offer but also the service we provide. We have 60 distribution centers in the US and Canada and 4 regional HUB's. Our goal is to make sure that our customers can get great products in a reasonable about of time.

Why do you enjoy your job?

I enjoy my job because everyday I get to work with different kinds of people and customers to help them with their countertop needs. I also enjoy the challenge of prospecting new customers and working to gain their business. Getting to work with fabricators (who install the tops) is rewarding because we work together to create programs for builders with our products that will help builders with their countertop needs.

Why are you a member of the BIA?

I am a member because we work with many different builders and associate members in the area. It is a great way to reconnect with those members and also meet with new members.

Tell us about yourself and your family.

I am born and raised in Lancaster county. Grew up in Mount Joy, PA and went to Donegal High School. Currently live in Manheim Township with my wife Lauren and my daughter Louisa who is 2 months old. We have a dog, Porter.

What are your hobbies?

I am an active Hunter and Golfer. Other than that, my wife and I like hanging out with friends and family. We regularly go into Lancaster City to try different restaurants and explore the city.

What other organizations, professional, service, etc. are you a part of, if any?

I am a member of the HBA of Bucks and Montgomery County as well as HBA of Delaware and Chester County.



Networking Happy Hour at Penn Stone





BIA members have been meeting once each month on the third Wednesday at local restaurants for Happy Hours.

These gatherings are not just social events, but also a great platform for members to expand their professional network and to invite non-members to meet other industry peers.

Penn Stone was a fantastic host for Happy Hour on May 15th. Over sixty attendees enjoyed a lovely evening on Penn Stone's beautiful patio. It was a vibrant and successful time networking with fellow BIA members and potential future ones, too!

Want to join in on a Happy Hour?

Here are some dates to mark in your calendar!

July 17th , 4:30 pm at Funck's Restaurant
365 West Main Street, Leola
August 21st , 4:30 pm at Loxley's Restaurant and Patio Bar
500 Centerville Road, Lancaster
September 18th , 4:30 pm at the Lititz Springs Inn
14 East Main Street, Lititz





Change Makers Conference

On April 23rd, **Water Street Mission** hosted the *Changemakers* Conference focusing on *Strategies*, *NextGen*, and the "Why Behind Collaboration."

The BIA had the privilege to participate in a panel discussion alongside Pedro Rivera, President of Thaddeus Stevens College of Technology. Our session centered on our partnerships with Thaddeus Stevens College, particularly the LBI Foundation scholarships and the BIA Building Futures: Construction Career Day. Additionally, Bruce Newell, President and CEO of MANTEC, and Anna Ramos, Executive Director of Lancaster County Workforce, also shared insights on workforce initiatives.

The event provided an important platform to explore collaborative efforts to secure the industry's future workforce.



Remodelers Council Meet-Up



On May 15th, the Remodelers Council and BIA members gathered at EdgeUP Technology for a productive meet-up. The event focused on learning about innovations in new home and office automation.

Bryan Stanley, David Bortz, and Tyler Tripple with EdgeUP gave informative tours of their impressive showroom, providing valuable insights into what is available in home technology.



Building Industry Association of Lancaster County

BIA & Barley Snyder Spring Mingle



The BIA Mingle event, titled "Guilty by Association: Tips for Avoiding Pitfalls in the Formation and Operation of HOAs," took place on April 11th at the Eden Resort and Suites.

Reilly Noetzel, a Barley Snyder Attorney, presented practical pointers and provisions to include in HOA governing documents,

considerations for structuring communities, and developer tips to make turnover as seamless as possible.

Attendees also learned about new case law and updates to the *Planned Community and Condo Acts*.

Read the complete article on the topic on page 7.



Jour BIA of Lancaster County

of Home Builders

won an NAHB Grand Award for Retention Increase for our membership efforts in 2023!

Each year, associations from each group size with the highest numerical increase, percentage growth, retention, rate, and numerical increase in Affiliate membership are honored with a Grand Award.

This is the second year in a row that the BIA of Lancaster County has won this national award. We are very proud of this accomplishment!



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Entry Deadlines:

Save the Date:
Save the Date:
November 21, 2024
November 21, Winners
Pillar Award Winners
Announced

Early Bird Deadline: August 2, 2024

First Entry: \$295

Each Additional Entry: \$245

Final Deadline: August 30, 2024

First Entry: \$345

Each Additional Entry: \$295

You can submit entries at: Awards.lancasterbuilders.org/pillar



Advertising & Marketing Awards

Best Logo Best

Best Print Ad

Best Showroom

Best Social Media

Campaign

Best Website

Remodeling Project Achievement Awards

Addition Landscape/ Hardscape Project

Basement Remodel Outdoor Living Project
Bathroom Remodel Restoration Project

Commercial Project Senior Living/Aging in-place

Exterior Project Specialty Project

Interior Project Whole House Remodel

Kitchen Remodel

Professional Achievement Awards

Accountant of the Year

Attorney of the Year

Marketing Professional of the Year

Project Manager of the Year Sales Person of the Year

Company Achievement Awards

Builder Company of the Year

Company Impact Award

Remodeling Company of the Year

Supply Company of the Year

Associate Partner of the Year:
Nominated by BIA Builder Members*

*Builder Members who submit a Pillar Award Entry can nominate an Associate Member for the Associate Partner Award. The nominated company will be responsible for completing the entry form. All nominees and the winner will be announced at the Pillar Awards Reception. There is no fee charged for the nomination and entry.

Questions: Contact staff@lancasterbuilders.org



Investments to Future Generations

2024 LBI FOUNDATION SCHOLARSHIP AWARDS

The Lancaster Building Industry Foundation continues to fulfill its mission to provide community-based opportunities, education and service related to the building industry. The Foundation received many qualified of scholarship applications this year, and awards were decided for the following 8 students:

Matthew Bear -

Carpentry Technology at Thaddeus Stevens College of Technology

Noah Berrios -

Fine Woodworking & Cabinet Making Technology at Thaddeus Stevens College of Technology

Nathan Lamb -

Carpentry Technology at Thaddeus Stevens College of Technology

Nocole Peffley -

Architectural Engineering at Penn State Harrisburg

Colin Rilatt -

Carpentry Technology at Thaddeus Stevens College of Technology

Andrew Steincamp -

Architecture at Penn State University

Brian Stoudt -

Architectural Technology at Thaddeus Stevens College of Technology

Ellie Young -

Architecture at Northeastern University

The Foundation is also distributing funds for 3 special, named scholarship awards:

Matthew Bear will again receive the Phil Shatto Legacy Scholarship contributed by Garman Builders.





Colin Rilatt will receive the Maurice Lezzer Legacy Scholarship.

Nicole Peffley will receive the Kenneth Lezzer Legacy Scholarship.

Both Lezzer awards are contributed by Lezzer Lumber's community outreach team, CORE.



Congratulations to all our scholarship recipients, we wish you the best in your continued education and future employment!

LBI Family Night Fund Raiser



May 7th was a beautiful evening to have a party, and that's what we did at the Hands-on House Children's Museum in Lancaster. Our first Family Night Fundraiser for the LBI Foundation was a hit. More than 50 adults and kids

Construction Co. exhibit that the LBI Foundation helped to

Thank You! to all those who contributed - we added over \$750 to the Foundation account!









October 17, 2024 10:00 am - 3:00 pm

Wyndham Lancaster Convention Center

- Encourage students to pursue a career in the trades.
- Share your internships and job opportunities.
- ✓ Support the industry and its future workforce!

Event Sponsor:



Reserve a Booth: \$250 for BIA Members

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Available!

Registration open!

Giveaways for Students



400+ Students attended last year!

Presentations & Panel Discussions



Industry Demonstrations



Event open to the public.



Student Made Community Projects

And More Planned for this year!!



Pine Hill Building Co. and Keystone Custom **Homes Take Top Parade Honors**

The two most coveted local honors in home building were recently announced, recognizing all Parade of Homes entries and the winning homes. Sponsored by Fulton Bank and UGI Utilities and presented by the Building Industry Association of Lancaster County (BIA), the Lancaster/ Lebanon Parade of Homes opened the area's best new homes for touring both in-person and virtually. This year's Parade featured 22 single-family homes, duplexes and remodeling projects from 13 different builders, ranging in price from \$499,999 to over \$1,300,000.

The 2024 Parade of Homes Fulton Bank Award for Best Single Family Home was bestowed on Pine Hill Building Co., 697 Fleetwood Drive, Lititz (Entry #16). This beautiful 4,033 sq. ft. home features four bedrooms, four baths, as well as the following:



- The Palisade the embodiment of livable luxury where warm tones and exquisite finishes meet to create an ambiance of modern elegance
- · Breathtaking kitchen with a gorgeous custom venetian plaster hood, dual islands, and hickory cabinets
- · Cozy hearth area a spot that guarantees warmth and comfort for all your intimate family conversations and morning coffees
- · Two-story foyer, featuring a stunning glass panel wall that offers a seamless view into the sophisticated dining room.
- Enjoy the luxury of space on this oversized stamped concrete patio and the cozy ambiance of a stone fireplace.
- Tucked away for ultimate convenience, discover the charm of the spacious scullery and pantry
- · Masterfully designed primary suite: indulge in a spa-like experience in the lavish wet bath, elegant dressing area and a generous walk-in closet
- Trending details include full height windows, glass walls, hardwood floors throughout, wood beams in the family room and kitchen, double-sided tile fireplace
- Proud to partner with GR Mitchell for building supplies
- Built and Designed by Pine Hill Building Co with Integrity, Pride & Passion



The 2024 Parade of Homes Fulton Bank Award for Best Duplex was presented to Keystone Custom Homes for their entry at 2213 Brentford Street, Lancaster (Entry #3). The three-bedroom home offers:

- · Maplewood farmhouse with white board and batten siding
- First-floor private study
- · 2-story family room with angled beadboard ceiling detail
- · Gas fireplace with slate surround & hearth
- Classic kitchen with 42" cabinets & black leather granite countertop
- First-floor owner's suite with black paneled tray ceiling
- · Ensuite owner's bath with dual-vanity and walk-in tiled shower
- · Second-floor loft overlooking the family room below
- · Secondary bedroom with black chevron trim accent wall
- · Partially finished basement with 5' wainscoting trim

The 2024 Parade of Homes Honorable Mention for the Fulton Bank Awards went to Metzler Home Builders for their single-family entry at 126 Reservoir Road, Strasburg (Entry #12) and Wm. Murry & Son for their duplex entry at 200 Bellaride Lane, Millersville (Entry #3).

> The Parade entries were separated into 10 divisions according to the price and type (single-family home duplex and remodeling project.) Along with the Fulton Bank Awards, one home in each division earned a "Best of Show" Award, with additional awards for "Best" in: Exterior, Interior Design, Kitchen, Bath, and Decorated. The entries were judged on June 11th & 12th by industry professionals from outside the area, using a numerical scoring system.

2024 **Parade** of Homes

Best of Phow Winners

"Best of Show" winners in each Division are:

- Duplex, Division 1: Keystone Custom Homes, Entry #3 (2213 Brentford Street, Lancaster)
- Single-Family Home, Division 1: Keystone Custom Homes, Entry #4 (2234 Coach Light Lane, Lancaster)
- Single-Family Home, Division 2: Wm. Murry & Son, Entry #7 (119 Stillcreek Road, Millersville)
- Single-Family Home, Division 3: Keystone Custom Homes, Entry #9 (2221 Brentford Street, Lancaster)
- Single-Family Home, Division 4: Metzler Home Builders, Entry #12 (126 Reservoir Road, Strasburg)
- Single-Family Home, Division 5: Landmark Homes, Entry #13 (90 Tupelo Street, Lititz)
- Single-Family Home, Division 6: Dombach Builders, Entry #18 (Virtual Only)
- Single-Family Home, Division 7: Pine Hill Building Co., Entry #16 (697 Fleetwood Drive, Lititz)
- Remodeling Project, Division 1: TK Building & Design, Entry #21 (606 River Drive, Lancaster)
- Remodeling Project, Division 2: Cornerstone Woodworks, Entry #22 (Virtual Only)

Detailed information on all of the home entries is available at www.lancasterparadeofhomes.com.





The 2024 Parade of Homes

The two most coveted local honors in home building were presented at the Lancaster/Lebanon Parade of Homes Gala on June 14 at the Lancaster Country Club. This annual Gala officially kicked off the Parade of Homes, recognizing all entries and announcing the winners. Returning as emcee this year was WGAL's Anne Shannon. Our talented Builder and Associate Members gathered for this special evening along with community and industry leaders.





Thank you to our Gala sponsors:

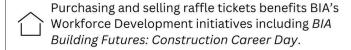


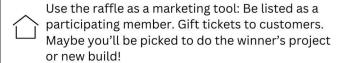




Win \$25,000 Towards a Renovation or New Build Completed by a BIA Member!

Why members should support the raffle:





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roject or new



Previous BIA The Prize member completed must projects or newly remode constructed homes are eligible for the constructed project was either started or prize d completed in 2024.



The BIA Membe selected by raffic winner will hav the winning projo or new build promoted throu BIA's website & magazine, prese releases, socia media and mor

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A complete list of details can be found at lancasterbuilders.org



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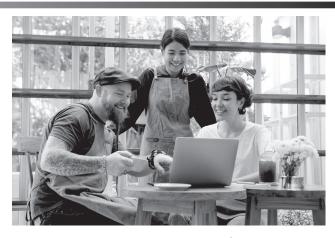
USING WORK-CULTURE BENEFITS TO PRODUCE POSITIVE RESULTS

In today's fast-paced and dynamic professional landscape, work culture plays a pivotal role in shaping an employee's experience, job satisfaction, and overall well-being. A positive work culture encompasses various aspects that contribute to a supportive, collaborative, and engaging workplace environment.

By creating a positive work culture, business owners and company leaders can foster an environment where employees feel valued, recognized, and appreciated. When employees see their contributions acknowledged and are encouraged to voice their opinions, they tend to derive a higher sense of job satisfaction. A workplace that respects diverse perspectives and empowers individuals to take ownership of their tasks can significantly boost morale and engagement.

A healthy work culture also emphasizes the importance of a work/ life balance. Employers prioritizing flexible work hours, remote work options, and policies encouraging employees to disconnect from work outside of business hours can create an atmosphere where employees can better manage their personal and professional commitments. This, in turn, leads to reduced burnout, improved mental health, and increased levels of productivity.

Finally, successful businesses understand that collaboration is the cornerstone of a positive work culture. When teamwork is encouraged and nurtured, employees are more likely to share knowledge, support one another, and collectively achieve goals. A collaborative



environment not only enhances the quality of work but also contributes to a sense of camaraderie and shared purpose among employees.

MYBENEFIT ADVISOR

The Building Industry Association of Lancaster County offers 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.



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lding Industry Association

BIA Events and Education

EVENTS



Celebrating Professional Excellence

Entry Deadlines & Fees

Early Bird Deadline

August 2, 2024 Regular first entry-\$295 Each Additional entry-\$245

Final Deadline

August 30, 2024 Regular first entry-\$345 Each Additional entry-\$295

4 Pillar Award Categories:

Advertising & Marketing Awards

- Best Showroom
- · Best Logo
- Best Website
- · Best Print Ad
- Best Social Media Campaign

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

Company Achievement Awards

- Builder Company of the Year
- · Community Impact Award
- Remodeling Company of the Year
- · Supply Company of the Year

Professional Achievement Awards

- · Accountant of the Year
- Attorney of the Year
- Marketing Professional of the Year
- Project Manager of the Year
- · Sales Person of the Year

Now! Associate Partner of the Year: Nominated by BIA Builder Members

(See details on page 11)

To Enter, you can submit entries at: awards.lancasterbuilders.org/pillar

SAVE THE DATE! GMM & Pillar Awards Presentation

November 21, 2024, 5:30 - 8:30 at The Inn at Leola Village 38 Deborah Dr, Leola, PA 17540

Questions? Contact staff@lancasterbuilders.org; 717-569-2674

PBA SUMMER COMMITTEE & BOARD OF DIRECTORS MEETING July 10-12, 2024, at the Eden Resort, 222 Eden Rd, Lancaster, PA

Our GA Committee will be joining PBA on Thursday July 11th at 10:00 AM. The PBA Board Meeting is Friday, July 12th at 10:00 AM. See more info on page 6.

BIA HAPPY HOUR

July 17, 2024, 4:30pm (ish) @Funck's Restaurant, 365 W Main St, Leola, PA 17540

Join us for a fun networking happy hour.

BIA PILLAR AWARDS EARLY BIRD DEADLINE August 2, 2024

First Entry: \$295

Each Additional Entry: \$245

Submit entries at:

Awards.lancasterbuilders.org/pillar

BIA—THE WHOLE PICTURE

August 7, 2024, 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 HAPPY HOUR

August 21, 2024, 4:30(ish) @ Loxley's 500 Centerville Rd, Lancaster, PA 17601

Join us for a fun networking happy hour.

2024 PILLAR AWARDS FINAL DEADLINE

August 30, 2024

First Entry: \$345

Each Additional Entry: \$295

September 17, 2024

END OF SUMMER SOCIAL BENEFITTING THE BIA PAC

At the home of Frank & Vicki Vargish

Enjoy a cigar friendly evening of catered fare, soft drinks, fine scotch, wine and prizes while supporting your BIA's advocacy program! Registration information to follow.

BIA HAPPY HOUR

September 18, 2024, @ Lititz Springs 14 E Main St, Lititz, PA 17543

Join us for a fun networking happy hour.

SAVE THE DATE

BIA Building Futures: Construction Career Day October 17, 2024

See the full-page ad on page 13.

EDUCATION



Live and recorded webinar courses are available through the NAHB website. Some are free and others have a cost.

To explore the offerings through NAHB, visit their website at: www.nahb.org/education-and-events/education and www.nahb.org/education-and-events/education/upcoming-webinars

Currently scheduled courses are listed and there are links to their Free Webinar Replay Library, Shop Talks and more. Some resources are available to only to registered users. For yet more recourses for educational content see:

https://storefront.nahb.org/Product-Search

Here is one course among many:

SITE PLANNING: APPROVALS & CONSTRUCTION - LIVE ONLINE 2024 - JULY 18, 1:00-4:00PM ET, a half-day course

Cost for Non-members is \$199.00

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.

ABOUT THIS COURSE: Take the next steps in becoming a land developer! This partner class to Land Development explores navigating governing authorities to get to the sale with maximum profit

What to expect from this course:

- You will review the land acquisition and development process and explore the last three steps of this eight-step process: site planning, government approvals, and site improvements.
- · Recognize what it takes to successfully create a site plan and a preliminary plat.
- Become familiar with the typical government approval process for land development, including the need for public land donation.
- Identify what construction improvements are necessary to get the property ready to sell or develop.
- NAHB Credit: This class counts for 3 continuing education credits.

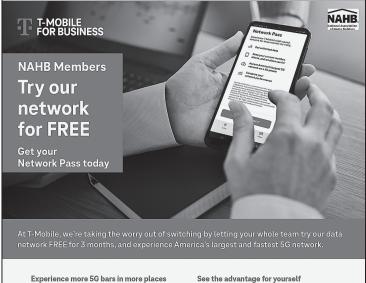
Additional Credit Information:

3 AIA/CES LU: NAHB is a Registered Provider with the American Institute of Architects (AIA) Continuing Education Systems. Credit earned on completion of this course will be reported to CES Records for AIA members by NAHB. Certificates of Completion for non-AIA members are available upon request.

Important Registration Details:

This course is non-transferable. Do not use another individual's login information to register for this course. You must login to nahb.org as yourself to receive your certificate of completion and credit for this course. If you are not registered on nahb.org, create your login now. If you are having issues with your login, please contact our help desk at nahbsupport@nahb.org or call 202.266.8313. You will have access to course materials, including the course test, for 30 days after the conclusion of the live sessions.

Please contact elearninghelp@nahb.org with questions and for additional important information.



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GOVERNMENT AFFAIRS



The Requirements for the Corporate Transparency Act/FinCEN



At our April PA Executive Officers Council meeting, Becky Foass, NAHB Senior Director of Financial Institutions and capital Markets, spoke in-depth about the requirements for the Corporate Transparency Act/FinCEN. The following is a summary of the information discussed.

- ► As of January 1, many small businesses will be required to file information about their corporations and LLCs with the Financial Crimes Enforcement Network or FinCEN.
- ▶ Existing or new corporations, LLCs or similar entities that were created by filing documents with a secretary of state or a similar office that have 20 or fewer employees OR they reported less than \$5 million in gross receipts to the IRS in the previous year are considered "reporting companies" and are required to file information with FinCEN. FinCEN is a bureau of the Department of the Treasury.
- ▶ There are 23 types of companies that are exempt, but these primarily are large corporations, financial institutions, certain tax-exempt entities. Generally, companies that already are highly regulated.

NAHB's Jeff Aguillo has researched whether 501 (c) (3) and 501 (c) (6) entities are exempt and has determined that entities with Internal Revenue Code 501(c)(3) or 501(c)(6) tax status are exempt from filing a Beneficial Ownership Information report to FinCEN pursuant to a specific federal code (31 CFR 1010.380(c)(2)(xix)) However, NAHB has asked for clarification about 501(c)(3) or 501(c)(6) organizations that engage in income-generating business activities that do not directly further the organization's exempt purpose – letting FinCEN know that it is not uncommon for tax exempt entities to generate such income, known as Unrelated Business Income (UBI), which is taxable. We have asked FinCEN to respond to the question "Are 501(c)(3) and501(c)(6) nonprofit organizations that maintain federal tax-exempt status, yet generate UBI, exempt from beneficial ownership information reporting requirements?"

- ▶ If you determine that your corporation or LLC is a reporting company, you will have to file four pieces of information with FinCEN about the company and the company's beneficial owners. A beneficial owner would be all individuals that own 25 percent or more of the company or exercise substantial control over the company.
- ▶ FinCEN defines substantial control in four ways that are detailed in the Small Business Compliance Guide and Frequently Asked Questions that are found on its website. For example, a senior officer, or an individual with authority to appoint or remove certain officers, or an individual that is an important decision-maker for the company could be one who exercises substantial control over the company.
- ► Also, the person who files the document that creates or registers the company with a Secretary of State or similar entity will have to file the same four pieces of information with FinCEN about him or herself as the Company Applicant.
- ► The four pieces of information to report for the Beneficial Owners and the Company Applicants are:
 - The individual's name
 - Date of birth
 - · Residential address
 - And, an identifying number from an acceptable identification document such as a passport or U.S. driver's license along with an image of the document and the name of the issuing state or jurisdiction of identification document

- ▶ The four pieces of information to report about the Reporting Company are:
 - Its legal name or any trade names, "doing business as" or "trading as" names
 - The current street address of its principal place of business if that address is in the United States (for example, a U.S. reporting company's headquarters), or, for reporting companies whose principal place of business is outside the United States, the current address from which the company conducts business in the United States (for example, a foreign reporting company's U.S. headquarters)
 - Its jurisdiction of formation or registration
 - Its Taxpayer Identification Number (or, if a foreign reporting company has not been issued a TIN, a tax identification number issued by a foreign jurisdiction and the name of the jurisdiction)
- ► A reporting company created on or after Jan. 1, 2024, and before Jan. 1, 2025, must file the required information with FinCEN within 90 calendar days of creation. A reporting company created before Jan. 1, 2024, will have until Jan. 1, 2025, to file with FinCEN.
- ▶ If there is any change to the required information about the reporting company or its beneficial owners in a BOI report that a company filed, the company must file an updated BOI report no later than 30 days after the date on which the change occurred.
- ▶ This new reporting requirement is mandated by the Corporate Transparency Act that was enacted by Congress in 2021 and is intended to make it harder for bad actors to hide or benefit from illegal gains through shell companies and other illegal companies with opaque ownership structures.
- ► According to FinCEN during a hearing by the House Financial Services Committee onApril 15, 500,000 companies had already filed their BOI information. Of course, this is farshort of the 32 million that FinCEN and Treasury expect will need to file. FinCEN hasindicated the average time to file is about 20 minutes.
- ▶ Please take the time to determine if you have existing corporations or LLCs that must be reported to FinCEN and learn how to comply with this important government mandate for existing and new reporting companies.
- ▶ You can find guidance materials and additional information on NAHB's website when you search for beneficial ownership information. NAHB has a link to FinCEN's Small Business Compliance Guide, Frequently Asked Questions and a replay of the webinar that NAHB hosted with FinCEN on January 17. Or check FinCEN's website at www.fincen.gov/boi.
- ► You also can contact Becky Froass, in NAHB's Housing Finance Department, with questions. Her number is 202.266.8529. Her email is rfroass@nahb.org.

Miscellaneous Information:

NAHB also has told FinCEN it is not uncommon for home builders to incorporate their business (C Corporation, S Corporation, Limited Liability Corporation) prior to the start of a housing project to protect assets and manage risk and then wind down that same corporate entity following completion of that same housing project. We asked whether FinCEN offers reporting companies a formal process for notifying FinCEN that a business entity has been dissolved and therefore is no longer subject to FinCEN's oversight. According to FinCEN, it does not expect a reporting company to file an updated report upon company termination or dissolution.

2024 Annual BIA Legislative Roundtable Breakfast



BIA "End of Summer" Social

Benefitting the BIA PAC!

September 17th, 6:00 - 8:00 pm

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, fine liquor, beer, and soft drinks.

Event brought to you by our BIA Advocacy Partners:











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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 Randy Hess

Keystone Club: \$750+
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MEMBERSHIP



New Members

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

ASSOCIATES

Durawood Products Incorporated James Speros

18 Industrial Way Denver, PA 17517 Phone: (717) 336-0220

Business Activities: Stair Manufacturer

Email: jims@durawood.biz Sponsor: Mike Viozzi, Lezzer Lumber

Keylink/Superior Outdoor Products Drew Lebo

110 Peters Road New Holland, PA 17557 Phone: (717) 355-7130

Business Activities: Outdoor Living Email: dlebo@keylinkonline.com Sponsor: Joel Zeiset, Eby Exteriors

PremierGarage of Lancaster Tyler Witman

1200 Corporate Blvd. Mount Joy, PA 17552 Phone: (717) 435-1384

Business Activities: Remodeling

Email: tyler.witman@premiergarage.com



Membership Renewals

Thank you for your continued commitment to the industry!

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Barley Snyder

Bomberger's Store, Inc.

Brown Plus

Builders FirstSource

C. Moyer Building & Remodeling,

CB Burkholder, Inc.

CCS Building Group

Charter Homes & Neighborhoods

CLZ Concrete & Construction, LLC

Compleat Restorations

Concrete Authority

Costello Builders

Dombach Builders, Inc.

Durrell's Estate Maintenance, Inc.

Dutch Quality, Inc.

EC Custom Homes LLC

EGStoltzfus Homes, LLC

EWBN, LLC

EZSolution

Fulton Bank

Garman Builders, Renovations

Garrety Glass, Inc.

Good Electric, LLC

Goody's Home Design, Inc.

Grande Construction

Hajoca Corporation

Harvey Achey Construction, LLC

Heartland Builders, Inc.

Iddings Electric Inc

IMPACT! Missions

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Kilgore Electric, Inc.

Kreider and Diller Builders, Inc.

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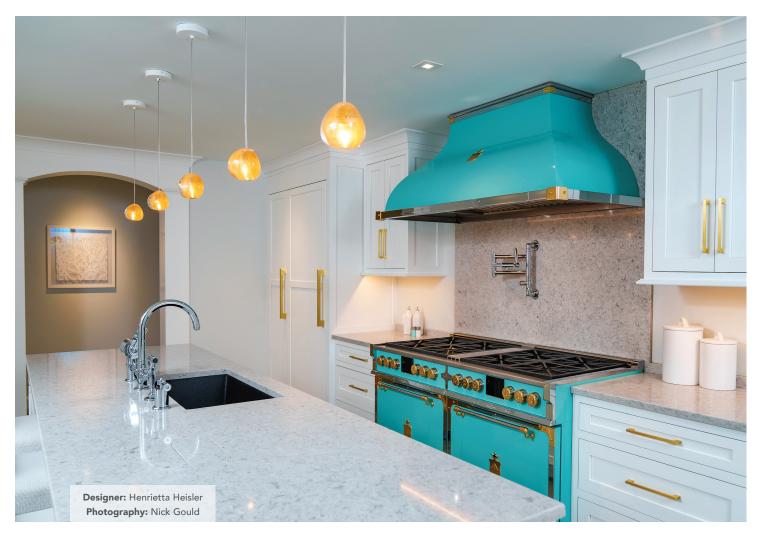
Quarry View Building Group

Susquehanna Style Truist

Weaver Construction & Roofing

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

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



BIA Members are always welcome to discuss their projects with our editor, Suzanne Long, by calling 717-492-2585 or emailing sue@lancastercountymag.com.



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