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Lancaster Builder

A publication of the Building Industry Association of Lancaster County



Cover image provided by:

MARTIN'S FLOORING INC.
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Our Association's Strength and Sustainability

By Shawn Garman, Garman Builders, Inc.



Since 1956 the Building Industry Association of Lancaster County has had a long and proud history influencing not only our industry, but also our community. As we enter the final stretch of summer, it becomes time (according to the BIA Bylaws) to consider nominations from the membership for BIA Board Officer and Director positions.

Maintaining the strength and sustainability of your BIA is, of course, one of the key elements of the Association's Strategic Plan. Per the Plan, our efforts "to maintain a dynamic Association through an engaged membership, leadership and sufficient resources" are enhanced by the leaders we select; and we are fortunate to have a varied group of individuals willing to serve.

Leadership in the Association has remarkable side benefits. Collaborating with professional leaders across the industry, learning best practices, and sharing experiences and solutions to benefit one's business and hence the industry as a whole, are all components of serving the association through leadership.

If you might be interested in a committee or leadership position for 2019, ask an Officer, Board or Committee member about their experience, or let a BIA Staff person know of a nominee by **September 15th**.

Calendar of Events

For more information on these and other BIA events, see pages 18 & 19.

September

10 BIA End of Summer PAC Party
6-8 pm (Rain date September 17)
Vargish Home,
8 Southview Lane, Lititz

21 Remodelers Council Golf Day
11am @ Pilgrim's Oak Golf Course

25 Breakfast with the Commissioners
7:30-9:00am @ The Cork Factory
480 New Holland Ave, Lancaster

October

18 BIA Member EXPO
10am-1pm @ Spooky Nook Sports
75 Champ Blvd, Manheim

November

6 BIA The Whole Picture
8am–9am @ BIA Office

15 General Membership Meeting
11:30am-1:30pm
@ The Inn at Leola Village
38 Deborah Drive. Leola

16 The Extraordinary Give

December

6 Remodelers Council Happy Hour
4:00 @ The Bull's Head, Lititz

7 & 8 Holiday Homes on Parade

"If we did all the things we are capable of, we would literally astound ourselves." — Thomas Edison

Lancaster Builder

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 $25 per year through an Affiliate membership.

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

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Immediate Past President: Mark Stanley

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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Martin's Flooring provided the floor and wall tile, along with the extremely intricate and detailed installation for their customer's remodeled Master Bath as shown in this andd the cover photos.

According to Connie Lapp, Martin's commercial design-sales consultant for this project, the homeowner came to Martin's because of their reputation in the flooring industry, and in particular, in this case, their reputation for quality repair work on existing tile.

She said, "the homeowner came to Martin's looking to us to repair their leaking steam shower. Once we began the repair work, because the steam shower had not been used in a long time, the customer decided to do a complete bathroom renovation. We changed the look of the original steam shower by adding the glass wall next to the soaking tub. I also recommended to the homeowner that they should consider adding floor warming on the steam shower bench seat tops. The customer is extremely happy that they added this feature providing warmth to the bench seat. This will be especially nice during the upcoming and future winters."

Martin's Flooring Inc. is a full service local flooring company that works with local builders and contractors. With their fully stocked showrooms they also accommodate both the residential and commercial customer with their broad selection of flooring and window treatments. Martin's has locations in Fivepointville, Lancaster, and Wyomissing, Berks County. In addition to their three store locations, Martin's has a fully-stocked Outlet Center at the rear of their Fivepointville store. They have been serving their customer since 1985.

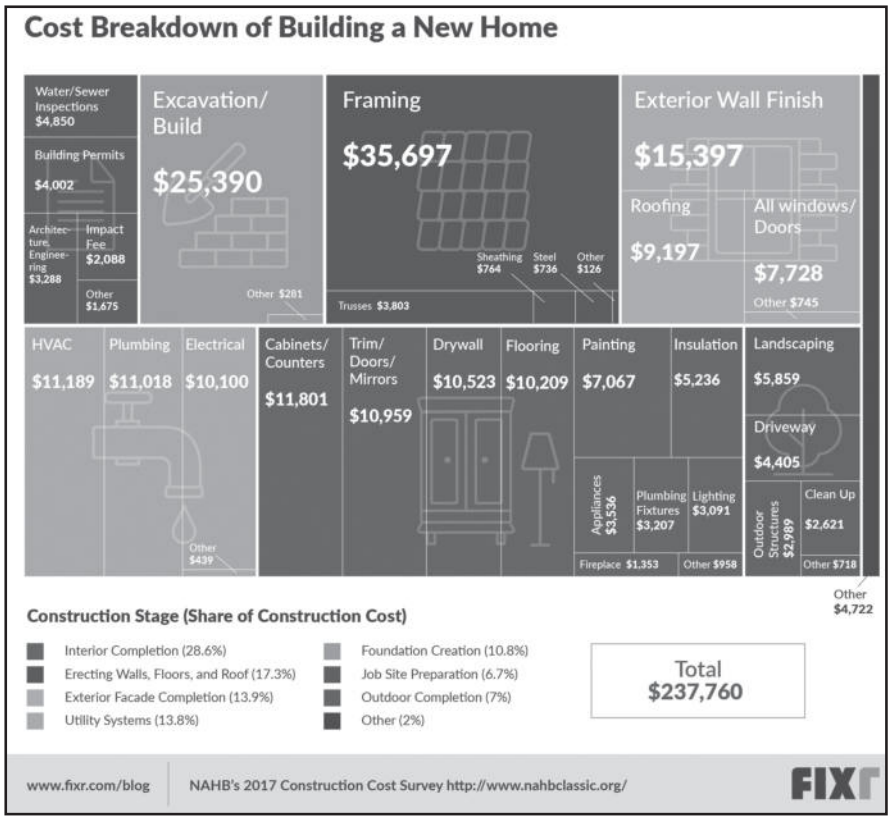
Martin's Builder, Contractor and Commercial Division is a strategic partner for the community home builder, custom home builder, and area remodelers in their specific markets throughout Southeast Pennsylvania. The Martin's Team works within the builder's budgets while still providing the homeowner with first class service, professional, award winning installations and free interior design service. With Martin's 3 convenient showroom locations, actually 4 locations counting the Outlet, Martin's staff can work directly with the homeowner on behalf of the contractor in selecting their flooring and window treatment products.

To find out more about how Martin's Flooring, and its team of flooring specialists can partner with you on your next project, please give them a call at 717-445-7799, or visit them online at martinsflooring.com.



The Real Cost of Building a Home

by Yuka Kato



A new home is always considered a milestone in life, especially if it's your first, whether you are buying an existing place or building from scratch. Here, we look at the price tag on building your own home, which has the benefit of everything being shiny and new, right where you want it, with better green ratings and better efficiency. We break down the costs involved and help you to get a better idea of how the lump sum is divided, so you can plan for possible savings, and have a better understanding when your contractor starts talking shop, especially if this is your first build.

A GRAPHIC BREAKDOWN OF THE CONSTRUCTION COSTS

The graphic above is based on data taken from the NAHB's construction cost survey, conducted in 2017. The survey is based on the responses from 4,267 home builders and the costs indicated are for a single-family home, with a lot size of 11,186 square feet and an average finished area of 2,776 square feet. The costs include costs to the builder including labor, cost of materials and charges by subcontractors.

We broke the overall cost of $237,760 down into eight main stages of construction, which are represented graphically, with the initial stages at the top left, moving in order of construction down to the final touches at the bottom right. The stages are: Job Site Preparation, Foundation Creation, Erecting Walls, Floors and Roof, Exterior Façade Completion, Utility Systems, Interior Completion, Outdoor Completion, Other. Each section has been broken down into the various related tasks, with a total of 36 subcategories. The most expensive stage was Interior finishes, which includes appliances and fittings, which came in at $67,390, followed by Erecting walls floor and roof at $41,123, Exterior façade completion at $33,066, Utility systems at $32,746, Foundation creation at $25,671, Outdoor completion including landscaping at $16,591 and site work as the lowest specific stage at $15,903, with an extra $4,722 allocated to Other expenses.

The total fee of $237,760 only accounts for the build fees and assumes the purchase price, including taxes and commissions, is a separate, additional fee. This allowed us to view the project as a whole with a standard starting point of a cleared, owned site, to avoid too many variables affecting the outcome.

WISE CHOICES HELP YOUR BOTTOM LINE

It is always important to keep in mind the potential variables across the board, with regard to local pricing, material availability, labor availability and timing factors. However, this graphic gives some important insight into expenditure allocations and what that means to the homeowner that chooses to build.

Highest item costs

Breaking down costs help establish where savings can be made, and where the most investment should be focused. A saving on the individual items that cost the most can be most beneficial to your bottom line; a saving of 10 % on an item that accounts for 10% of the build is a saving of $4,755, compared to a 10% saving on an item that only accounts for 1% of the build ($475). In this instance Framing and trussing, have the highest individual cost, with 16.6% of the total. The next highest, Foundations, comes in at 10.8% of the total. At the other end of the scale, the items that make up the lower percentages of the overall cost are often variables like lighting and outdoor structures that are variable and even if you make cost-wise choices, won't affect the bottom line much.

Materials and finishes need careful consideration

Interior completion, which includes materials and finishes, is another area in which savings can be made. Considering interiors account for 28.6% of total cost, deciding to put in laminate instead of hardwood flooring, or choosing a standard refrigerator versus a custom design, could save thousands of dollars. Then again, it can be beneficial to spend more now to save in the future. Ensuring your house is built to maximise efficiency and installing modern appliances with Green Star ratings can be a worthwhile investment to cut costs considerably in the long run.

Dictated costs

Finally, there are areas where you don't have much control, for instance, Job site preparation includes assessment and inspection fees which are set state or municipal rates, and account for 4.6% of the total cost in 2017. These rates have been increasing, they were up from 3.2% in 2015, and 61% of builders claim these fees are a significant challenge.

WHAT THESE COSTS MEAN TO YOU, A POTENTIAL HOME BUILDER

According to a recent study, 41% of Americans polled, stated they would prefer a newly built home compared to only 21% who would prefer existing homes. The challenge with this is that building a new home comes with a median price tag approximately 33% higher than the median cost of buying an existing home, which many are unable to pay. However, the study also mentions that new homes are generally larger from a square foot perspective, so the per meter cost is actually about 30% lower than a home built before the 1960s. The higher cost is still there, but homeowners are getting more square footage for their buck.

Given all of the data above, the most important step to take, before deciding whether you are going to build or not, is to create your own list of priorities. For some a custom designed floor plan outweighs the benefits of living in your preferred neighbourhood. For others, the time investment required to build is far too high, so buying an existing home is the obvious solution. Your priorities will dictate your final decision. This cost breakdown can help that decision be an informed one.

Impact of Tax Reform on the Building Industry

by Kevin Van Pelt, Waltz Group

In case you haven't heard by now, the Tax Cuts and Jobs Act (TCJA) was passed in December of 2017, marking the most significant tax reform since the Tax Reform Act of 1986. The changes made to individual returns have been publicized well, but there were multiple changes that will impact companies, specifically family-owned builders. Here is a list of some of the changes that are most likely to have a significant impact on your company.

Accelerated Depreciation of Capital Expenditures

The first significant change is expanding upon accelerated depreciation methods. For most equipment placed in service after September 27, 2017, taxpayers can take advantage of expensing 100% of the capital expenditure. Prior to this change, taxpayers could only accelerate 50% of the expenditure under bonus depreciation and that was only if the equipment purchased was new. Used equipment purchases now qualify for 100% bonus depreciation. The rate of 100% is set through December 31, 2022. After that, the rate will phase out 20% each year until completely phased out in 2027. Section 179 depreciation was also expanded as the expensing limit was increased from $500,000 to $1 million. In what many believe to be an oversight, Qualified Improvement Property (QIP) (mainly nonresidential interior renovations) is not eligible for bonus depreciation as it previously had been. The IRS has indicated that they do not have the authority to make QIP eligible for bonus depreciation and that it would require Congressional action to QIP to become eligible for bonus depreciation again.

Keep in mind that the above accelerated depreciation methods are for federal taxation purposes only. Pennsylvania did not adopt the same rules for accelerated depreciation. In fact, Pennsylvania initially disallowed taking any depreciation on equipment in which 100% bonus was taken for Federal purposes. They did reverse this decision and decided to allow depreciation on these assets, but similarly to before the TCJA was passed, Pennsylvania continues to disallow bonus depreciation. There is no difference for Section 179 depreciation between federal and Pennsylvania for C-corporations. All other types of entities are limited to $25,000 of Section 179 depreciation in a given year.

Qualified Business Income Deduction

One of the highlights of the TCJA was the reduction in corporate tax rate (for C-corporations) to 21%. Since a majority of builders in Lancaster are not set up as C-corporations, business income is not taxed at 21%; rather, it passes-through to the owner's individual return and is taxed at their individual rate. While there were reductions to individual rates as part of TCJA, they did not decrease as significantly as the corporate rate. To help compensate for this, individuals with pass-through business income can take advantage of the Qualified Business Income deduction. The maximum deduction allowable is 20% of qualified business income; however, there are limitations that could prevent you from being able to take advantage of the full 20% deduction. The deduction is limited to the greater of (1) 50% of W-2 wages (excluding wages paid to owners) or (2) 25% of W-2 wages (excluding wages paid to owners) plus 2.5% of the unadjusted basis of qualified property (most tangible property for which the depreciable period has not ended). There are also limitations for this deduction for businesses that mainly provide services (law, consulting, accounting, etc.). Architectural and engineering firms have been specifically identified as being able to take advantage of the Qualified Business Income deduction.

An illustrative example is the best way to help explain the limitations. Assume that a shareholder has $2 million in qualified business income that passes through to their individual return. The maximum deduction that the shareholder can take is $400,000 (20% of $2 million). The S-corporation had $600,000 in W-2 wages (excluding wages paid to the shareholder) and qualified property of $5 million. The first limitation would be $300,000 (50% of $600,000 in W-2 wages) and the second limitation would be $275,000 (25% of eligible wages of $600,000 = $150,000 plus 2.5% of $5 million in qualified assets = $125,000). In this scenario, the shareholder would be limited to a deduction of $300,000.

Small Contractor Exception

Under previous regulations, small contractors were considered to be those with average gross receipts under $10 million for a three year period. Effective January 1, 2018, this threshold increases to $25 million. This change could have a significant impact for many as this threshold determines what method of accounting can be used to prepare the corporate return. For those that are over the threshold, the percentage of completion method must be used to recognize revenue. Those that fall below the threshold may use other methods, including the completed contract method, which would allow you to defer revenue (and tax liability) into the year in which the contract is competed.

Business Interest Deduction

If you work on long-term projects, you may rely on financing to help provide cash flow on the front end of a project. If this is the case, you could be impacted by the new rules that limit how much interest expense you can deduct. The amount of interest expense that can be deducted is limited to any interest income earned plus 30% of adjusted taxable income (income before interest, depreciation, amortization, and any net operating losses). However, if you qualify as a small contractor (have gross receipts of less than $25 million over a three year period as discussed above), you are exempt from this limitation on the deductibility of interest.

It is common for companies to get caught up in operations throughout the year and only start thinking about tax planning in November or December. Especially in a year with sweeping tax law changes, the sooner you can consult with your tax advisor, the sooner you are able to determine the best strategy for your company, and ultimately, yourself.



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Builder Spotlight:
Amos Lapp, ALL Renovation & Design LLC



When did you start your company?
I founded my company in 2006 to bring my passion for design and quality renovations to life.

What does your company do?
We make dreams come to life. It sounds like a marketing slogan, I know, but the feedback we get from customers is that we have a special skill to fully understanding what they're looking for, and we make those dreams a reality. We partner with a homeowner on a specific space — sometimes as small as a bathroom and sometimes as large as an entire downstairs floorplan, and bring their vision for an updated, better space to fruition. We excel at talking through all the design options and finalizing a solid plan before moving forward, so the homeowner is completely satisfied and change orders are minimal.

What makes your company special?
I think the up-front process is what sets us apart. We absolutely have incredibly skilled carpenters, remodelers, and those great at finishing a space. But that's almost the easy part — executing the plan takes practice, which we have. The hardest part is walking with a homeowner through exactly what they are seeing in their mind, giving them options (but not too many!) to choose from, and finalizing the design for an entire space before the work has even begun. It's not the easiest thing to picture materials and a new layout in place without seeing it in person. But our team excels at those conversations, and it's what we hear most often in our testimonials!

What do you enjoy about your job?
I started my company for two reasons: to do what I love, and to make a difference in people's lives. Every day, we are building relationships with every client, vendor, and prospective customer we meet. We bring our commitment to integrity and to serving our region by sharing our skills and producing quality results.

Why are you a BIA member?
The BIA is a great place to make connections. I have relationships with other businesses and people throughout the community I would have never known without the BIA!

Tell us about yourself and your family.
My wife, Anna, and I live in Manheim with a big yard for our five kids to run around in. We also have our cat, Buddy, purring around corners.

What are your favorite hobbies?
I'm an outdoorsman at heart. I lead Trail Life (similar to Boy Scouts) Troop 316, and enjoy camping, and backpacking. I took some of my kids a few miles on the Appalachian trail this year! I also officiate local youth sports baseball game as an umpire, and enjoy watching my sons play baseball.

What other organizations are you part of?
I am a member of the Lancaster Chamber of Commerce and Industry.

Associate Spotlight:
Jon Witmer, Re-Bath



When did you start your company?
2003.

What does your company do?
Our specialty is complete removal and replacement bathroom remodeling. We can replace just a tub or shower, tearing everything out down to the studs to replace it, or floor-to-ceiling remodeling including paint, along with everything in between.

What makes Re-Bath special?
As a one-stop shop for bathroom remodeling, we can design and price a complete bathroom remodel in the comfort of your home. Because we only use products with best in class warranties our customers have peace of mind knowing that their new bathroom will last for a lifetime of use.

We also just opened a beautiful new showroom at 1330 Harrisburg Pike where you're welcome to stop in and check out our products. Designed to inspire your search for a bathroom with the perfect balance of style and function, our showroom and design center offers unique resources for homeowners who are already settled on certain features they require, or those just starting their search.

Why do you enjoy your job?
Our talented and dedicated team lives out our core values daily: having a growth mindset, doing the right thing instead of the easy thing, and having a positive can-do attitude. It's fun to work with a team where each individual is pulling in the same direction.

I also enjoy the fact that we make such a difference in people's lives. We improve the functionality of the space as well as add value to the home. For many, a well-thought-out bathroom remodel allows them to stay in the home safely for many years – something they worried they wouldn't be able to do. The most impactful remodels that we're a part of is to make a bathroom safe and functional for someone in the family with special physical needs.

Why are you a member of the BIA?
The BIA is a valuable resource for many reasons. In our industry it is imperative to stay up to date with codes and other regulations. The BIA does a great job of providing educational opportunities to help us stay current. We also appreciate the way the BIA promotes the industry through events like the Parade of Homes, the Home Show, and the Remodeling Awards of Excellence.

Tell us about yourself and your family.
I was born and raised in Lancaster County and currently live near Lampeter with my wife of 20 years and our three children.

What are your hobbies?
I really enjoy spending time with my family, especially outdoors. When I have some time to myself, I like to go fly fishing.

What other organizations are you a part of?
In addition to the Lancaster BIA, we belong to the York Builders Association, the Lebanon Builders Association, Harrisburg Builders Association, Pennsylvania Builders Association, the NAHB, NKBA, and the Lancaster Chamber of Commerce.

Who's News: Promotions & Acquisition

PROMOTIONS & DISTINCTIONS

RKL Wealth Management LLC, a subsidiary of RKL LLP, has announced that **Nicholas A. Boyer** has been named one of Central Penn Business Journal's 2018 "Forty Under 40" recipients. This annual award program celebrates the midstate's most accomplished young leaders for their commitment to business growth, professional excellence and community service.



Nicholas Boyer

"Nick exemplifies everything the 'Forty Under 40' award is about. His leadership abilities and strategic vision are an asset to our firm, our clients and our community," said Sarah Young Fisher, President of RKL Wealth Management.

Boyer serves as Chief Investment Strategist for RKL Wealth Management, which has $1 billion in assets under management/ advisement. In this role, he manages the firm's investment team and chairs RKL Wealth Management's Investment Committee, which is responsible for investment policy review and portfolio strategy development.

Before joining RKL Wealth Management in 2016, Boyer earned a decade of experience in the financial services industry, serving the wealth management needs of high net worth individuals and families and advising institutional asset managers on global investment strategies.

RGS Associates, Inc. is pleased to announce the appointment of **Andy Hipple**, Senior Network & Systems Administrator, to the position of Associate. Since joining RGS in 2014, Andy has played an instrumental role in the growth and success of the firm, and brings a depth of system's experience and progressive IT knowledge to our team, reinforcing the core mission of RGS.

Andy has modernized RGS' computer information systems, as well as provided the stability and security of today's information technologies systems require. Andy's focus is on maintaining and progressing our network, applications, and servers, as well as managing our support and training initiatives. As a leader in our firm, he keeps RGS on the forefront of technology ensuring that we are able to deliver solutions to our clients in the most efficient manner.



Andy Hipple

We extend our congratulations and look forward to his continued success as a valuable member of our firm.

Founded in 1993, RGS specializes in the thoughtful design of senior living communities, commercial centers, urban centers, open spaces, and residential neighborhoods located throughout south central Pennsylvania. As an award-winning consulting firm of registered landscape architects and civil engineers, we provide our clients with creative site design and entitlement services beginning with initial feasibility investigations and continuing through project construction.

Barley Snyder associate **Brian A. Korman** has been named to the board of directors of Bench Mark Program, a Lancaster-based nonprofit organization dedicated to helping at-risk youth.



Brian A. Korman

Korman, of Lancaster, joined the firm full-time in 2016 and is a member of the firm's Business and Real Estate practice groups. In addition to his new position at Bench Mark, he also a member of the board of directors at the Boys & Girls Club of Lancaster.

Bench Mark Program allows mentors to use exercise, academic support and career counseling to reach at-risk youth in the Lancaster area and propel them to success. Franklin & Marshall College graduate Will Kiefer, who asked Korman to join the board, started the program in 2014.

"Bench Mark takes a new, innovative approach to building the community," Korman said. "I have a real passion for organizations dedicated to serving Lancaster's youth. Bench Mark's mission, recent traction and growth, along with Will's passion and energy, made me want to get involved. It's an excellent fit and I'm excited to help advance the mission and expand the organization's reach and impact."

Korman is a former summer associate at Barley Snyder. In 2017, his "Game of Thrones"-themed paper on the corporate world of mergers and acquisitions appeared in the Journal of Business & Technology Law through the University of Maryland Francis King Carey School of Law.

ACQUISITION

Land Grant Surveyors, LLC Announces Acquisition of Weber Surveyors, Inc.

Steven Black, PLS, President of Land Grant Surveyors, LLC (LGS), has announced the acquisition of Lancaster, PA based Weber Surveyors, effective June 29, 2018. The addition of Weber Surveyors talent and operations marks a significant step for LGS as it broadens its presence in Central PA. LGS will now be one of the largest surveying firms in Lancaster County, serving customers throughout the Mid-Atlantic region.

Founded in 2008, LGS serves clients located throughout Pennsylvania and Maryland. The professional surveyors provide a wide range of high quality, custom, state-of-the-art surveying services for commercial, industrial, institutional and residential projects, certifications and evaluations. Their services also include aerial imaging and mapping services, 3D laser scanning and modeling. LGS delivers 125 years combined experience serving architects, construction firms, developers, land owners and homeowners, in both residential and commercial projects with precision, integrity and the highest industry standards.

Weber Surveyors has been serving clients in Lancaster County since 1970, focusing primarily on construction surveying and providing boundary and topographic surveying services for firms specializing in land planning and engineering.

The companies will retain their current names and will work together to support clients with existing services and new innovations. Kevin Werner, PLS, currently employed as Business Operations Manager at LGS will provide leadership at the Weber office. Jay Ebersole, former owner of Weber, will remain active at the firm in a directing role and all Weber employees will be retained. Ebersole will work with Werner to ensure a smooth transition for existing customers and continue quality service.

LGS President, Steven Black will be overseeing overall operations. "LGS's acquisition of Weber not only provides a growth opportunity, it will allow us to better serve all of our clients, collaboratively. Adding the talented professionals from Weber to our team will enhance our ability to support and serve all of our clients in a professional and timely manner," said Black. He adds, "With our newer technological abilities including aerial imaging and mapping services, we are positioned to reach out to new clients in the area as well."

LGS currently has offices in Lancaster County and State College, PA, and Weber will continue to operate from their current Landisville office, making the combined firm well situated to serve a widening clientele while having local professionals who know the area.



Photography: Kirk Zutell

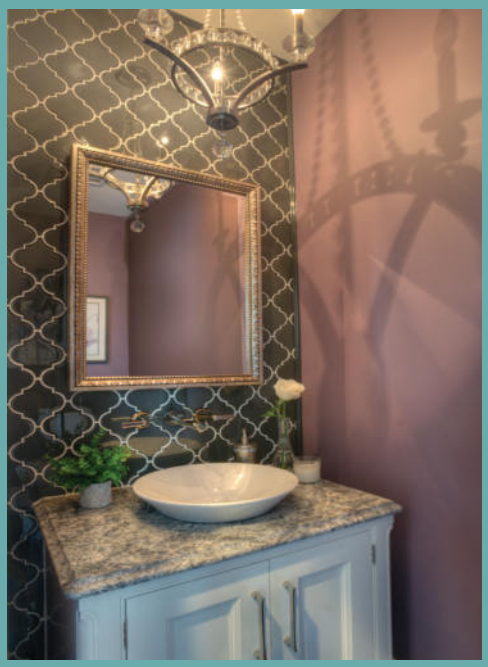
Kitchen Design/Specialty Molding/Flooring: Bareville Kitchens & Design

Interior Design: Janine Arnesen-Nolt, Arnesen-Nolt Interiors



BIA members are always welcome to discuss their projects with our editor, Suzanne Long.

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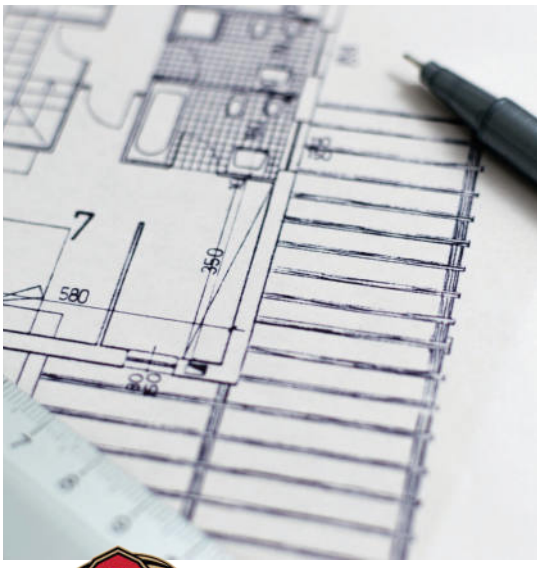
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Lancaster Building Industry FOUNDATION

Meet the Foundation

2018 Foundation Scholarship Awardees



An Investment in the Tomorrow's Building Industry

The rain postponed our May 17th Construction Olympics Lancaster Barnstormer's game, but through the generous sponsorship of industry leaders and the work of our Barnstormer partners, a $4,300 contribution was made to the Lancaster Building Industry Foundation! Many thanks to all who supported this effort.

The Foundation will also be receiving a $3,200 contribution from Clipper Magazine. These funds are allocated towards the prestigious Clipper Magazine Scholarship awarded annually to an exceptional student pursuing secondary education in the trades. This year, Lauren Herr is again the recipient. She is studying Construction Management at the Pennsylvania College of Technology and has been the Clipper Magazine Scholarship awardee for the past 4 years. Congratulations to Lauren and all of our scholarship recipients!

Jaden Bollinger	*Thaddeus Stevens College of Tech.*	*Architectural Technology*
Evan Cook	*Drexel University*	*Civil Engineering*
Nathan Cooper	*Thaddeus Stevens College of Tech.*	*HVAC*
Skylar Floyd	*Thaddeus Stevens College of Tech.*	*Electrical Technology*
Daniel Forry	*York College of Pennsylvania*	*Mechanical Engineering*
Denton Geib	*Thaddeus Stevens College of Tech.*	*Architectural Technology*
Lauren Herr	*Pennsylvania College of Technology*	*Construction Management*
Liam Hodgson	*University of Pittsburgh*	*Civil Engineering*
Donald Reisch	*Pennsylvania College of Technology*	*Architectural Technology & Building and Sustainable Design*
Isaiah White	*Thaddeus Stevens College of Tech.*	*Residential Remodeling*
Patrick Willig	*Temple University*	*Architecture*

NAHB National Association of Home Builders

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15% discount for BIA Members with a portion of proceeds returned to BIA for non-dues revenue!

Contact Tim Miller, Publisher
(717)492-4357
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Deck The Halls...
and the rooms – all of them!

Coming December 7 & 8, 2018

Entry Fee: $500 per project

Sponsorship Available:
Good Cheer Sponsor $250

Showcase your craftsmanship and feature a newly built or remodeled home, decorated for the holidays, during the BIA's second annual December public home tour event.
Think Parade of Homes, with lights and wreaths!

A portion of the proceeds will benefit the Salvation Army Coats for Kids.

Holiday HOMES ON PARADE

Event Sponsor:

ENB
Ephrata National Bank
Member FDIC and Equal Housing Lender

Media Sponsor:

Lancaster County magazine



For more info, contact Melanie Capanelli at 717.569.2674 or melanie@lancasterbuilders.org.

Registration is OPEN

Reserve Your Booth!

For the 2019 BIA Spring Home Show

(If you're not there, your competition will be!)

NOOK SPORTS

New Floor Plan

Featuring More Corner Booths & More Electricity!

Ample Traffic | Solid Leads | Local Pros | Premier Show

March 8-10, 2019

NAHB Advocacy App



The NAHB Advocacy App makes it easy to access key information when you're on the go. Get the latest housing news, code updates, economic data, talking points on key issues and a staff directory.

You'll also find contact information for members of Congress and regulatory agencies in Washington, D.C., and your home state. It's an indispensable tool for members setting up meetings with policy makers, talking to reporters or trying to locate local government offices.

Search for **NAHB Advocacy** on Google Play or at the Apple AppStore.

List Your Job Openings for FREE!



Got some job openings? Create a free employment listing that will be published on our website! Want to boost your visibility? Get an enhanced directory listing. Want to pay your dues? Take care of it online!

To access your login information, contact Kathy Baugus at **kathy@lancasterbuilders.org**. If you already have it, hop on to **lancasterbuilders.org** and click the login button at the top left corner to explore Growth Zone today!

Remodelers Council Members

A FREE Resource You Can Use

Take advantage of NAHBR's library of free, member-exclusive monthly webcasts: **nahb.org/nahbrlibrary** – you'll need your login information to access these.

The most recent one is:
"**7 Keys to A Sustainable Remodeling Business.**"
You'll learn:

- How to read the market and see what's coming
- Framing your most defining question: Why?
- The key to repeat business and referrals.

NAHB Remodelers

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- **Help Grow Your Association**
  Bring a non-member guest. If they join the BIA at the event, you both receive a $50 Visa gift Card.
- **Promote Member-to-Member Business**
- **Enjoy Lunch, Networking, Prizes & More**
- **Meet Local Trade Students**
  Spend time with students who have a future in your industry!
- **EXPO Opportunities**
  Exciting sponsorships are available.

DO YOUR FRIENDS A HUGE FAVOR!

You know the power BIA membership!
So, invite a friend. Let them take advantage of all we have to offer, too!

Renovations by Garman, Thaddeus Stevens Take Top Parade Honors

28,000 visitors see 31 stunning new homes

Sponsored by: Fulton Bank UGI Energy to do more

Building Industry Association PARADE OF HOMES





"Our experience participating in the Parade of Homes has been nothing short of amazing. Two years ago, our team was brainstorming ways to gain recognition for our school and increase exposure of our students to potential employers in the industry. With its deep rooted tradition in Lancaster County, we decided that The Parade of Homes was the exact event we were looking for. Entering our project in the Parade of Homes the last 2 years has proven to be an inexpensive advertising tool that has given our school the opportunity to increase our exposure in the community and draw in potential students."

Dan McCord,
Thaddeus Stevens College of Technology

The two most coveted local honors in home building were presented at the Lancaster/Lebanon Parade of Homes Gala on June 15, held at the Lancaster Country Club. This annual Gala officially kicked off the Parade of Homes, recognizing all entries and announcing 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 is a free public event that opens the area's best new homes for touring. This year's Parade featured 31 new single-family homes and multi-family homes from 16 different builders, ranging in price from $207,500 to $764,990 & unpublished.

The 2018 Parade of Homes Fulton Bank Award for Best Single-Family Home was bestowed on **Renovations by Garman, LLC** for their home at 352 West Woods Drive, Lititz (Entry #22). The 200-year old fully restored farmhouse boasts:

- Custom-painted and stained kitchen with marble countertops
- Custom butler's pantry in dining room
- Coffered ceilings
- Paneled cased openings in dining and family rooms
- Family room fireplace with built-in shelving
- Five panel stained interior doors
- Custom walk-in tile shower in master, Inc.
- Landscaping by Seasons Image
- Custom closet shelving by Susquehanna Garage Solutions

The 2018 Parade of Homes Fulton Bank Award for Best Multi-family Home was presented to **Thaddeus Stevens College of Technology** for their entry at 1930 Edington Place, Lancaster (Entry #23). The three bedroom home includes a finished basement, two full baths and two half baths and was built by Thaddeus Stevens students and offers:

- Open floorplan with 9' ceilings and crown molding
- Custom open stairs with wrought-iron spindles
- All masonry front exterior and custom interior brick accent wall
- Finished basement with custom stone bar and barn beam accents
- Master bath with custom tile shower and heated floor
- Custom kitchen with solid-surface countertop
- Solid ¾" hand-scraped hickory hardwood throughout
- Upgraded lighting package
- Upgraded plumbing fixtures including body sprays in master shower
- Sliding barn door

Honorable Mention for the Fulton Bank Awards went to Alden Homes for their entry at 1209 Mosaic Drive, Lebanon, (Entry #16), and Metzler Home Builders, Inc. for their entry at 106 Canvasback Lane, Elizabethtown (Entry 25).

The Parade entries were separated into 12 divisions according to the price and type (single-family or multi-family). Along with the Fulton Bank Awards, one home in each division earned a "Best in Show" Award, with additional awards for "Best" in: Exterior, Interior Design, Bath, Kitchen, Decorating, and Landscaping. The entries were judged on June 12 and 13 by industry professionals from outside the area, using a numerical scoring system.

2018 Parade of Homes *Best in Show Winners*

Single Family

Division 1: **Keystone Custom Homes** (Entry #1)
Division 2: **Garman Builders, Inc.** (Entry #7)
Division 3: **Alden Homes** (Entry #9)
Division 4: **Garman Builders, Inc.** (Entry #13)
Division 5: **Alden Homes** (Entry #16)
Division 6: **C&S Construction** (Entry #19)
Division 7: **Renovations by Garman, LLC** (Entry #22)

Multi-oFamily

Division 1: **Thaddeus Stevens College of Technology** (Entry #23)
Division 2: **Metzler Home Builders, Inc.** (Entry #25)
Division 3: **Wm. Murry & Son, Inc.** (Entry #27)
Division 4: **EGStoltzfus Homes, LLC** (Entry #29)
Division 5: **Traditions of America** (Entry #31)

Four Parade Homes Open Early for Exclusive One-Night Culinary Tour

CHEFS ON PARADE

Sponsored by:

UGI Energy to do mor

MARTIN APPLIANCE. The Appliance Sales & Service People

For a fourth year in a row, on the evening of June 14, *Chefs on Parade* welcomed more than 160 guests through four Parade homes during their annual preview event. Attendees enjoyed exclusive access to the elegant new homes where they sampled savory dishes prepared by some of our area's esteemed chefs. A portion of the proceeds benefited the Central Pennsylvania Food Bank.

The event featured the following homes and chefs:

- **Garman Builders, Inc., 1085 Lititz Bend Dr., Lititz**
  Gravie Kitchen & Commons
- **Thaddeus Stevens College of Technology, 1930 Edington Place, Lancaster**
  Gypsy Kitchen Catering
- **Keystone Custom Homes, 5656 Ashland Dr., Lancaster**
  Gibraltar Restaurant
- **Custom Home Group, 846 Valley Rd., Lancaster**
  Cracked Pepper Catering





The Parade of Homes Gala



Our Builders and Associates dressed up for a special evening gathering with community and industry leaders to celebrate the start of *Parade of Homes* week and witness the presentation of the sought-after awards. Emceed this year by WGAL's Anne Shannon, the Gala was held at the Lancaster Country Club on June 15 and attended by more than 200 guests.









The 2018 Annual BIA Golf Outing!

A great day for networking and all-round fun

July 19th was a perfect summer day for 132 BIA golfers to gather at the beautiful Crossgates Golf Club. Fast play, good people and shared interests made for both productive networking and good old-fashioned fun.

After golfing, the day culminated with dinner and drinks in the pavilion, where the winners were recognized and celebrated.

Many thanks to all who came out and made the outing a success!











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2018 Golf Outing Winners

First place foursome (pictured above left):
Thatcher Book, John Kunkle, Phil Sensenig & Mike Viozzi

Closest to Pin:
Sean Lafferty

Longest Drive (men):
Mike Caccese

Longest Drive (women)
Janessa Barrell

Straightest Drive:
Aaron Repucci

Longest Putt:
Brad Zahm

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Jump on Board with BIA's Community Service Project

Declaration House

The **BIA Community Service Committee** will be putting their efforts into gathering donations and fundraising in the support of the incredible Denver House Project, and we will need your help! Three local nonprofit organizations – REAL Life Community Services, Lancaster Housing Opportunity Partnership, and Welsh Mountain Health Centers have joined together to address multiple issues in Denver, PA.

Find out how you can help!

These issues include lack of affordable housing, access to affordable health care, the need for a local social services offices and a struggling downtown area. This one project will impact them all.

Declaration House, our new name for the historic Denver House will include:

- Ten families in affordable one or two bedroom apartments
- High quality, affordable medical, dental, and behavioral health care for the whole community
- A social service hub, where local families can get the help they need
- Three new small businesses adding energy and vitality to downtown

There will be more information coming out regarding the project including specific needs. Fundraising opportunities will be available including 50/50 raffles and a portion of the proceeds from the September Remodeling Council's Golf Outing will be going towards this massive renovation project.

To find out how you can help, please contact Pauline Wilton at (717) 569-2674 or pauline@lancasterbuilders.org.

Building Industry Association of Lancaster County

It's 2019 Membership Directory Time!

Believe it or not, it is time to start planning for next year's printed directory. The BIA of Lancaster County is excited to announce its continued partnership with E & M Consulting, Inc. to produce the 2019 Membership Directory. E & M will be contacting all of the members about advertising opportunities in the Directory. Also, the BIA will be mailing all members their current membership listing information. Keep an eye out for this in the upcoming weeks. Now is the time to make sure all of your contact information is correct to ensure that it will be accurate for the 2019 Membership Directory!

Promote Your Business Support BIA of Lancaster County

For questions or to advertise, contact Rob at E&M

717-823-6942
800-572-0011
rob@emconsultinginc.com



BIA Events and Education

For registration flyers and additional information, visit the events calendar at www.LancasterBuilders.org.

BIA EVENTS

END OF SUMMER PAC PARTY
September 10, 6:00–8:00pm (Rain date 9/17)
Vargish Home, 8 Southview Lane, Lititz (See page 21.)
Unwind and connect with your fellow industry leaders and local legislators while bolstering the BIA's Political Action Committee (BIA-PAC), which financially supports candidates and causes that are friendly to our industry's interests! Enjoy food, drinks, local wines and cigars at the Vargish home with views of the gorgeous Lancaster County countryside. It's great camaraderie for a crucial cause.
Suggested Contribution $100.

REMODELERS COUNCIL ON THE COURSE
September 21, 11:00 Registration, 12:00 Shotgun Start
Pilgrim's Oak Golf Course
Several fun sponsorships available–email melanie@lancasterbuilders.org. There will be contests and prizes. A portion of the proceeds will benefit the BIA Community Service Project, the Declaration House (see page 17).
Cost: $85 single, $300 foursome, $25 dinner only

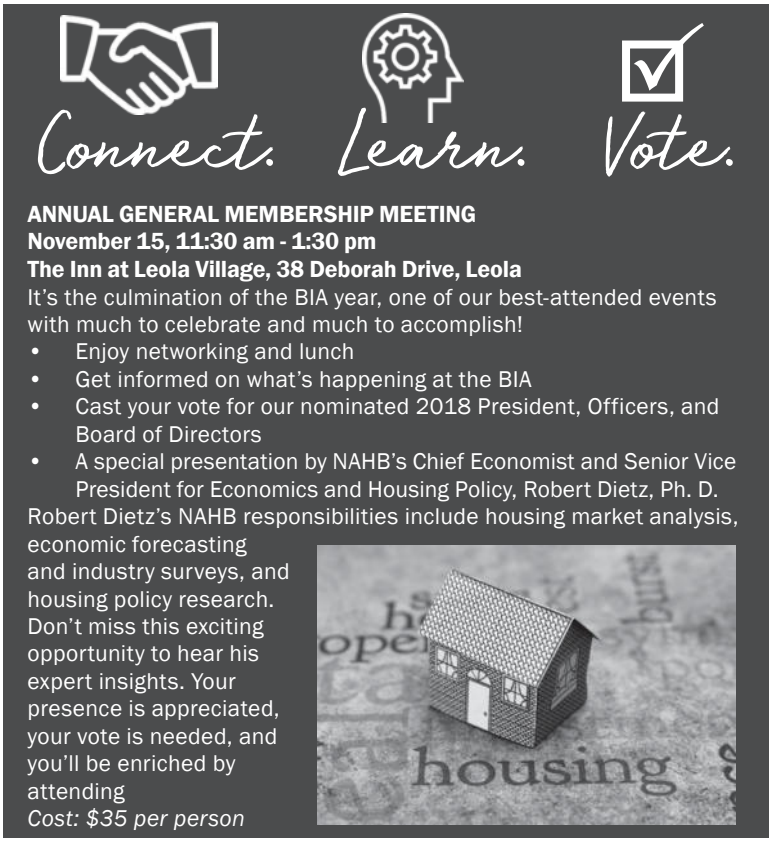
BREAKFAST WITH THE COMMISSIONERS
Sponsored by: UGI Energy to do more
September 25, 7:30-9:00am
Warehouse Room at the Cork Factory,
480 New Holland Ave, Lancaster
Bring your local issues to the table! Join us for a hearty breakfast as we meet with our County Commissioners for conversation and panel discussion. Don't miss this opportunity to get to know your local leaders as we explore the issues that affect your ability to do business.

BIA MEMBER EXPO
October 18, 10:00 am - 1:00 pm
Spooky Nook Sports Complex, 75 Champ Blvd, Manheim
Don't miss this prime opportunity to connect with potential business partners and local trade students. Help grow your association, bring a non-member friend and introduce them to the benefits of BIA membership. The event will include:
- Lunch, networking, prizes and more!
- Promotion of member to member business
- A chance to meet local trade students that have a future in your industry

Fee to attend: $25 per BIA member, bring a non-member friend and you are both free! Sponsorships including Member Tabletops are available. Contact Pauline for more information – pauline@lancasterbuilders.org

BIA: THE WHOLE PICTURE
November 6, 8:00 - 9:00 am
BIA Offices, 204 Butler Avenue, Suite 200, Lancaster
Your BIA membership just might be the most valuable and useful tool in your possession. Are you using it to its fullest potential? Come out to this free event, where we'll fill you up not only with pastries and coffee, but also an abundance of must-have information on your membership benefits package, including discounts, networking opportunities, educational offerings, and more so you can be sure that you're maximizing your dues investment.
Cost: FREE

Stay in the loop! Connect with the BIA on:
facebook twitter Instagram YouTube



ANNUAL GENERAL MEMBERSHIP MEETING
November 15, 11:30 am - 1:30 pm
The Inn at Leola Village, 38 Deborah Drive, Leola
It's the culmination of the BIA year, one of our best-attended events with much to celebrate and much to accomplish!
- Enjoy networking and lunch
- Get informed on what's happening at the BIA
- Cast your vote for our nominated 2018 President, Officers, and Board of Directors
- A special presentation by NAHB's Chief Economist and Senior Vice President for Economics and Housing Policy, Robert Dietz, Ph. D.

Robert Dietz's NAHB responsibilities include housing market analysis, economic forecasting and industry surveys, and housing policy research. Don't miss this exciting opportunity to hear his expert insights. Your presence is appreciated, your vote is needed, and you'll be enriched by attending
Cost: $35 per person

Lancaster Building Industry FOUNDATION

THE EXTRA ORDINARY GIVE

THE EXTRAORDINARY GIVE
NOVEMBER 16 (ALL DAY)
The Lancaster Building Industry Foundation provides community based opportunities, education and service related to the building industry. We encourage you to set aside some time and funds on this special day for our Foundation, and invest in the homes and builders of tomorrow. Watch for more information in your inboxes soon!

REMODELERS COUNCIL HAPPY HOUR
December 6, 4:00pm
The Bulls Head in Lititz
Wind down your workday with a fun and relaxing time mingling with your friends and industry peers over drinks and appetizers. This is a great way to celebrate the season at the close of another year. Get to know new friends and connect with old ones!

HOLIDAY HOMES ON PARADE
December 7, 5:00 - 8:00 pm &
December 8, 2:00 - 8:00 pm
Showcase your craftsmanship and feature a newly built or remodeled home, decorated for the holidays, during the BIA's second annual December public home tour event. Think Parade of Homes, with lights and wreaths! A portion of the proceeds from this event will benefit Salvation Army's Coats for Kids.
Entry Fee: $500 per project

Holiday HOMES ON PARADE

EDUCATION

BUILDING CODE SEMINAR
September 12, 10:00am – 2:00pm
Spooky Nook Sports, 2913 Spooky Nook Road, Manheim
On October 1, 2018, Pennsylvania will be enforcing the majority of the 2015 International Code Council (ICC) Model Codes. While some updates are mostly administrative, some of them may warrant changes in building practices and design techniques.
Event Sponsors: Lezzer Lumber Building Materials, MAXvue Vinyl Windows, Huber Engineered Woods
The Seminar Will Include:
101: Code Update Review; 102: 2015 IRC Hightlights; Blower Doors for Builders; Whole House Mechanical Ventalation.
Cost: $50 per BIA Member, $95 per Non-Member. Includes lunch.

MASTER THE CHALLENGES OF MANAGING CHANGE
September 21, 8:00 – 11:00am
ABC Keystone, 135 Shellyland Road, Manheim
Change must be realistic, achievable, and measurable. What do you want to achieve with this change? Who is affected by this change, and how will they react to it? How much of this change can you achieve yourself, and with what parts of the change do you need help? Learn aspects relevant to managing personal and organizational change ensuring that changes are smoothly and successfully implemented to achieve lasting benefits.
Benefits of Attending:
- Discover eight steps for large scale change
- Develop guidelines during change and create steps to help move change forward
- Learn how to communicate during change and how to lead
- Learn to recognize signs of resistance and how to deal with resistance
- Develop an action plan for change within the organization or you personally

Who Should Attend:
This training applies to all company staff, all business professionals, and all individuals looking to enhance their business skills and value.
Cost: $135 per member. Register by September 13, 2018

MANAGING & PROTECTING YOUR ONLINE REPUTATION
October 3, 7:30 am – 9:00 am
ABC Keystone, 135 Shellyland Road, Manheim
It only takes one nasty online review to erase years of hard work, dedication and exemplary customer service. With the internet as the top way to search for a business and its abilities, every business in every industry needs to closely monitor its online reputation. This presentation addresses the different ways companies can keep an eye on what is being said online about them, how to handle negative reviews and how to foster a welcoming online culture.
Who Should Attend:
President/CEO's, marketing department, webmasters, information officers, public relations directors and communications professionals.
Cost: FREE to Attend! Registration is required. Register by September 25, 2018

CREATING A MARKETING PLAN
October 12, 8:00am – 10:00am
BIA Office
Presented by Chris DeMeo with EZMarketing
We talk to a lot of businesses who know they need to be doing marketing, but they either 1) aren't sure exactly what to do, or 2) don't know if what they're already doing is working or not. We'll teach you how to take control of your marketing by creating a strong, strategic marketing plan. We'll walk you through a simple, step-by-step process to build an effective marketing strategy that makes sense. Even better, we'll help you measure the results.
Cost: FREE to attend!

PROVIDING QUALITY CUSTOMER SERVICE: TAKING CARE OF YOUR CUSTOMERS...BEFORE SOMEONE ELSE DOES
October 17 8:00am – 11:00am
ABC Keystone, 135 Shellyland Road, Manheim
Improve your customer service skills and develop enhanced customer service standards! The most valuable assets that a company has are its customers. Attracting and retaining customers is key to success in any indusry, and quality-run companies need to continually look for ways to improve their customer service and improve your standing in the marketplace.
Benefits of Attending:
- Discover why you need to improve customer service
- Determine what professional customer service means
- Learn why it is important to manage the customer service experience
- Learn how to communicate with difficult customers
- Share customer service ideas and best practices

Who Should Attend:
President/CEO's, marketing department, webmasters, information officers, public relations directors and communications professionals.
Cost: $135 per BIA Member Register by October 9, 2018

OSHA 10 HOUR CONSTRUCTION
October 18 & 19 12:00pm –5:30pm each day
ABC Keystone, 135 Shellyland Road, Manheim
This course serves as the benchmark for introductory jobsite safety and OSHA compliance education.
Benefits of Attending:
- Understand the value of safety and its role in organization profitability and survival
- Develop hazard indentification skills and knowledge to prevent accidents, reduce losses and comply with the law
- Prevent fines by understanding what OSHA expects before they walk onto the jobsite
- Display a professional company image by effectively managing workplace safety obligations

Cost: $135 per BIA Member Register by October 10, 2018

THE SECRETS TO A GREAT WEBSITE SEMINAR
November 8, 8:00am – 10:00am
BIA Office
Presented by Chris DeMeo with EZMarketing
We all know that websites are important for business, but when it comes to your own website, it can be hard to figure out exactly what to do to get the most out of it. If you've ever wondered how to build a successful website or improve your existing design, I hope you'll join us for our free educational seminar. Discover how to improve your website so it achieves your goals.
In this session, we'll show you how to use your website to capture the fleeting attention of your visitors and drive them to profitable action.
We'll also give you plenty of tips and tricks to improve your website that you, your visitors, and search engines will all love.
Cost: FREE to attend!

DEVELOPING AN EFFECTIVE EMPLOYEE HANDBOOK: BE FAIR, CONSISTENT AND BE LEGAL
November 13 7:30am – 9:30am
ABC Keystone, 135 Shellyland Road, Manheim
Join the experts from Harman & Davies, P.C. and McNees Wallace &Nurick, LLC
Employers need to clearly and consistently communicate to employees the nature of the employment relationship, the expectations of the employer, and the obligations and benefits of being part of the team. Businesses need to craft employee handbooks that protect them from litigation AND put team members at ease by spelling out in positive terms the company's policies.
Benefits of Attending:
- Communicate company polices clearly and professionally to all employees
- Demonstrate competence, fairness and sophistication
- Gain confidence that your company's team knows and complies with employment related laws and regulations

Who Should Attend:
Human Resouce personnel, owners, partners and operations personnel
Cost: $105 per BIA Member (Buy one, get one free registration)
Register by November 5, 2018

Pennsylvania Construction Law Alert:
Contractor and Subcontractor Payment Act Updates

***by Loudon L. Campbell**, Eckert Seamans Cherin and Mellott, Attorneys at Law*

Executive Summary. Recent amendments to the Pennsylvania Contractor and Subcontractor Payment Act include the following changes:

- prohibiting the contractual waiver of CASPA's provisions;
- establishing a framework authorizing contractors and subcontractors to suspend performance of work for non-payment;
- strengthening enforcement of requirements for owners, contractors, and subcontractors to withhold payment for deficiency items and errors in documentation by waiving issues not timely and properly raised;
- allowing for the posting of a maintenance bond to facilitate the release of withheld retainage; and
- adjusting the penalty interest provisions to reflect the amendments.

These amendments take effect on October 10, 2018.

Be prepared! If you are engaged in a private construction project in Pennsylvania, read the full article below and consult a construction attorney at Eckert Seamans for further comment and analysis. Don't be caught off guard.These changes will affect your project!!!.

On June 12, 2018, Governor Wolf signed amendments to the Pennsylvania Contractor and Subcontractor Payment Act ("CASPA") into law that clarify its enforceability and expand parties' rights and obligations in the payment process. These amendments directly address contractual waiver of CASPA's terms, the right to suspend work for non-payment, withholding of payment for deficiency items and invoice documentation errors, posting of security to facilitate release of retainage, and the applicability of penalty interest under the terms of these amendments. Owners, contractors, and subcontractors on non-public construction projects are directly affected by these changes.

Prohibition on waiver. CASPA's prior language did not directly specify whether its requirements could be waived by the terms of a contract. Without such guidance, parties were left to argue the enforceability of waiver provisions in construction contracts. The amendments directly prohibit the contractual waiver of any provision of CASPA, unless specifically authorized elsewhere in the Act. This prohibition provides clarity and avoids attempts to circumvent the provisions meant to level the playing field in the payment process. Suspension of performance. The amendments authorize contractors and subcontractors to suspend performance of work without penalty if payment provisions are not followed. This is a huge shift in leverage, as it removes much of the risk that has prevented contractors and subcontractors from walking off jobs in the past. Owners must be much more conservative in their approach to payment disputes or face delays borne out of work stoppages. CASPA spells out the circumstances that must be met prior to suspending work, so consult an attorney before such action is taken.

Withholding of payment for good faith claims. Prior to the amendments, an owner was permitted to withhold payment for deficiency items according to the terms of the construction contract, provided the owner provided the contractor notice of the deficiency within 7 days of receipt of the invoice. Contractors were provided the same right with regard to payment of subcontractors. As a practical matter, the notice provision was inconsistently and haphazardly enforced. Courts rarely held an owner or contractor accountable for failing to meet these notice requirements. The amendments will change this in multiple respects. First, the amendments include subcontractors in this section. Second, the amendments now explicitly require that amounts withheld be reasonable. Third, notice of the deficiency must be in writing and owners have 14 calendar days after receipt of the invoice to provide such notice. Fourth, failure to meet the notice requirement constitutes a waiver of the basis to withhold payment and necessitates payment in the full invoice amount. Finally, in the event of payment being withheld due to a deficiency, payment for satisfactorily completed work is required to be made pursuant to the terms of the contract. These changes will make it necessary for Owners and their respective representatives to stay vigilant and appris'ed of the status of work so that they are able to quickly react to invoices for deficient work.

Errors in documentation. To withhold payment for errors in documentation, the payer must provide written notice of the errors within 10 working days of receipt of the invoice and must timely pay the correct amount per the terms of the contract.

Posting of security in lieu of retainage. The amendments provide that "[u]pon reaching substantial completion of its own scope of work, a contractor or subcontractbr may facilitate the release of retainage on its contract before final completion of the project by posting a maintenance bond with approved surety for 120% of the amount of retainage being held." Withholding retainage for more than 30 days after final acceptance of the work shall be subject to the same notice requirements for withholding due to deficiency items, discussed above.

Penalty for failure to comply. An owner, contractor, or subcontractor is insulated from claims that an amount was wrongfully withheld if the amount bears a reasonable relation to the value of any claim held in good faith and all notice requirements for deficiency items are met. Otherwise, the amount withheld is subject to penalty interest of 1% per month..

As the effective date draws nearer, consult a construction attorney at Eckert Seamans for further comment and analysis.

***Construction Law Alert** is intended to keep readers current on matters impacting construction law and is not intended as legal advice.*

BIA End of Summer PAC Party!

Join us at the home of Frank and Vicki Vargish.

- **Monday, September 10th, 6-8 PM (Rain date 9/17)**
- **8 Southview Lane, Lititz PA**
- **Suggested Contribution $100 per person**



Building Industry Association POLITICAL ACTION COMMITTEE

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McNees

Bring a friend, meet a friend!

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

2018 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
Mike Garman
Shawn Garman
Clair Weaver

Keystone Club: $750+

Scott Provanzo
Mark Stanley

Century Club: $500+

Steve Black
Jason Garman
Jay Provanzo

Chairman's Club: $100+

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New Members

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

ASSOCIATES

HB McClure
Judd Casher
600 S. 17th St.
Harrisburg, PA 17104
Phone: (717) 232-4328
Email:jcasher@hbmcclure.com
Business Activities: Heating and Cooling

JL Complete Solutions, LLC
Betsy Linn
1975 Pine Drive
Lancaster, PA 17601
Phone: (717) 618-9615
Email:jlcompletesolutionsllc@gmail.com
Business Activities: Home Improvements

Lanco Mechanicals, Inc.
Patrick Zook
201 School Lane Avenue
Ephrata, PA 17522
Phone: (717) 733-1930
Email: patrick@lancomechanicals.com
Business Activities: Mechanical Contractor

BUILDERS

TCS Construction, LLC
Tyler Swanson
6014 River Road
Conestoga, PA 17516
Phone: (717) 871-8377
Email:tcsconstructionllc@gmail.com
Business Activities: Remodeling Contractor

Zeiset Homes & Renovations, LLC
Larry Zeiset
433 South Main Street
Manheim, PA 17545
Phone: (717) 629-3719
Email:zeisethomes@ptd.net
Business Activities: General Contractor

Cancellations

BB&T Bank
Grande Construction Company
Highmark Construction, LLC
Kitchen Refacers
Lancaster Plumbing Heating Cooling
New Enterprise Stone & Lime Co., Inc.

Sorry to see you go. We'll be here if you decide to return.

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