Volume 35, Number 3 Fall 2019

Lancaster Builder

A publication of the Building Industry Association of Lancaster County



Cover image provided by:
MARTIN'S FLOORING INC.
We Install Confidence!
More info on page 4.

The 3 M's of Trends

Design Is Inspired by Our World

Page 5

Government Affairs

Builders/Developers Legislative Victory

Page 20



We've got 80,000 *people who are your prime customers.*

Every month, *Susquehanna Style* is delivered to high income households who are looking for ways to improve and remodel their homes. These are the people who need to know who you are!

Find out today how Susquehanna Style can be your effective marketing tool through print, targeted digital programs, and in-person sponsorships!

info@SusquehannaStyle.com
717-581-6550

Accomplishments & a Look Ahead



By Keith Petrisek, Dutch Quality Contractors, Inc.

Throughout its history, the Building Industry Association of Lancaster has been working in concert with our local building professionals and associate companies to help them grow and adapt in an ever-changing business environment. While we focus the majority of our efforts here at home in Lancaster, we also take a broader look at our industry both statewide and nationally.

As one of the largest local associations in the state, the BIA of Lancaster County is a leading voice within the Pennsylvania Builders Association. Thanks in part to the great work of our Governmental Affairs committee we have been able to work closely with PBA and realize some very important legislative victories this year including passage of House Bill 751 (Act 53 of 2019) [see page 20]. House Bill 751 addresses a recent change in tax law which had shifted the financial burden of developing utility infrastructure from privately owned utility companies to builders and developers. This bill reverses the financial burden of that infrastructure back to the private owned utility companies saving our member companies money and keeping down the cost of new homes for the communities we serve.

At the local level we are very excited to announce that, by way of our Foundation, in 2020 we will begin a long-term relationship with the Hands-On House Children's Museum. The BIA of Lancaster will be a primary sponsor of the Hands-On House's brand-new exhibit, Construction Co. We will not only be increasing the exposure of our Association and its members to the thousands of families who visit the museum each year, we will be investing in the future of our industry. In today's job market there are plenty of career opportunities in the trades and unfortunately not enough skilled workers to meet that demand. In recent years this skilled labor shortage has only become more apparent. Our hope is that this exhibit may act as a catalyst to excite the children who will make up the future workforce leading them to a rewarding career path in the building industry.

Speaking of the future, 2020 will also see the BIA reintroducing an Annual Strategic Planning meeting. This annual meeting will be comprised of the Executive Committee, Board of Directors, staff and chairs of all existing Committees. The meeting will offer an opportunity for the leadership to meet and review the current state and plan for the future of our Association. Through this annual meeting we will be better prepared for any upcoming changes to the landscape of our industry and it will give us the opportunity to be sure we are doing everything we can now to help our current members.

I would like to encourage all members to take an active role in the Association and get involved. By volunteering, you will have the chance to not only help shape our Association but also to participate in the invaluable opportunity to network with others in the industry. The BIA is here to serve our member companies and we do that best when our members are actively involved. If you are interested in volunteering please speak with any member of our staff or current board member and we'd be happy to help get you started. Realize the full potential of your membership by getting involved!

Calendar of Events

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

September

9 BIA Spring Home Show Booth Registration Begins

17 End of Summer PAC Social
6–8pm @ Vargish Home
Rain Date: Sept 19

26 Remodelers Council Meeting
8:00am @ BIA Office

27 Power of Social Media Seminar
8–10am @ BIA Office

October

3 BIA Member Expo
10am–1pm @ Spooky Nook Sports
75 Champ Blvd, Manheim

18 Strategies For Effective SEO Seminar
8–10am @ BIA Office

November

1&2 PBA Committee & Board Meeting
Harrisburg, PA

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

21 GM Meeting & Pillar Awards Dinner
5:30–8:30pm @ the Cork Factory
480 New Holland Pk, #3000, Lancaster

December

5 Remodelers Council Holiday Social
4:00pm @ Spring House Brewing
209 Hazel St, Lancaster

6 & 7 Holiday Homes on Parade

12 BIA Holiday Mingle at EZMarketing
Save the Date!

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 $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

No part of this publication may be reproduced without permission from the BIA.

BIA OFFICERS
President: Keith Petrisek

Vice President: Matt Grosh

Secretary: Steve Cook

Treasurer: Jason Herr

Associate Vice President: Lori Bentley

Immediate Past President: Shawn Garman

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

BIA STAFF
Executive Officer:
Karen Watkins

Director of Programs and Communications:
Melanie Capanelli

Director of Member Services:
Pauline Wilton

Administrative Assistant:
Kathy Baugus

BIA of Lancaster County
204 Butler Ave, Suite 200
Lancaster, PA 17601
Tel: (717) 569-2674; Fax: (717) 569-5187
E-mail: staff@lancasterbuilders.org
Web Site: www.lancasterbuilders.org

2019 PINNACLE PARTNER:

WALZ GROUP

Cover Sponsor: Martin's Flooring

LOOKING FOR THE HOTTEST TREND IN FLOORING TODAY?

Durable quality without sacrificing fashionable style.



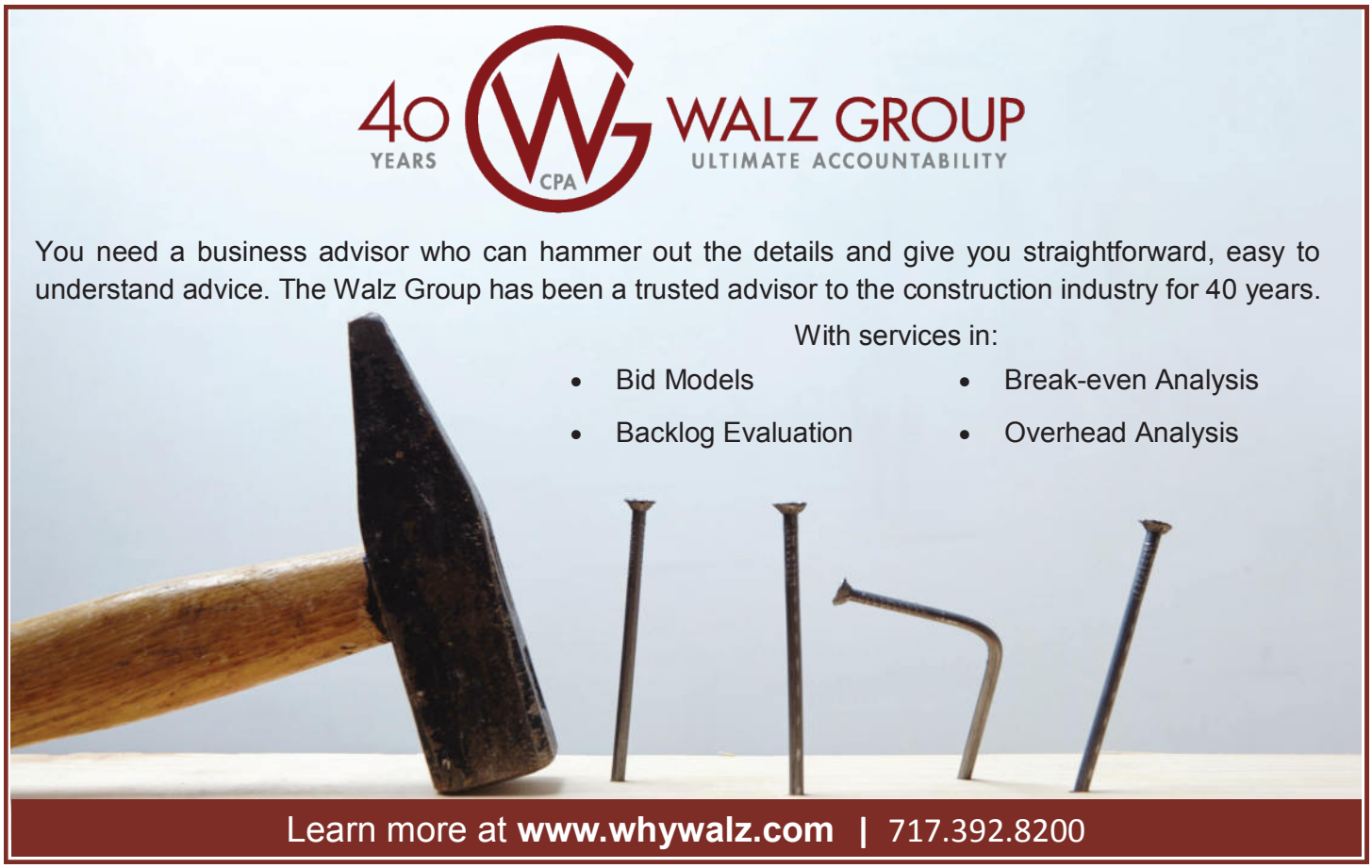
Luxury Vinyl Plank and Luxury Vinyl Tile have taken the home décor industry by storm. Homeowners, builders, and commercial businesses are using Luxury Vinyl in kitchens, living rooms, bathrooms, remodels, new construction, and in heavy traffic areas in commercial businesses. Why? Luxury vinyl is durable; it's easy to maintain; it's waterproof too making it ideal for kitchens, baths, and laundry room; and what has made it the flooring of choice for homeowners is how fashionable and stylish it is. The luxury vinyl plank flooring pictured on the cover is an exclusive product called Invincible XT, Color Etowah that comes in 9-inch widths.

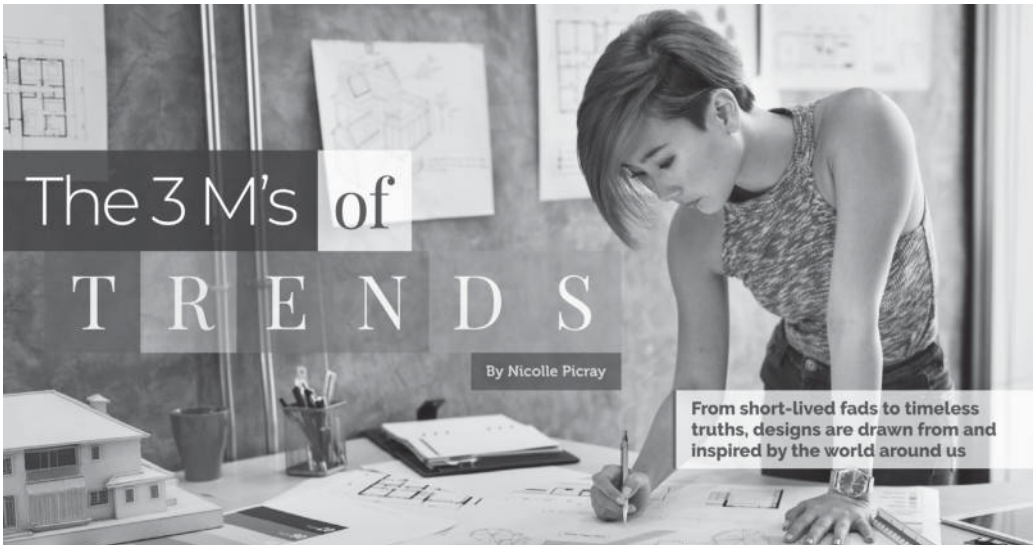
Martin's Flooring Inc. is a full-service local flooring company with three retail store showroom locations in Fivepointville, Lancaster, and Wyomissing Berks County. They also have a fully-stocked Flooring Outlet located at the rear of their Fivepointville store. Martin's Builder Commercial Division, (pictured above), covers eight counties throughout Southeast Pennsylvania, working with local builders, contractors, and general commercial contractors.

With one of the largest assortments of quality flooring and window treatment products, coupled with free interior design and guaranteed installation, and a full-service carpet cleaning division, they have been Installing Confidence 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.

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.





"I'd love to see a show of hands,"

said Jenn Tuetken. "How many of you are interested in learning more about what design trends are happening today?"

The industrial designer from Pella's Strategic Innovation team and leader of the Pella trends team posed this question to an audience of builders, architects, and interior designers from around the world at the Design Studio during the 2019 International Builders' Show in Las Vegas. With most hands shooting into the air, it was clear there was interest in trends.

"Great! Now let me ask you this," she said. "How many of you feel that you have a repeatable process to clearly identify and track trends at your company?"

With hands hesitantly falling, she encouraged them because this was exactly what they were going to learn about at the session.

The bigger picture

Change is inevitable within the design community and consumer habits. In today's world of inspirational images and social media platforms, it's easy to get bogged down, overwhelmed, and frustrated when trying to incorporate trends to evolve your brand, products, and company. However, if you can take a step back to evaluate the bigger picture, there is a way to use trends to your advantage.

At Pella, the team divides what its members are seeing in magazines, blogs, and trend reports into the 3 M's of trends: macro, mainstream, and micro. Macro trends are culturally driven and can last anywhere from three to 10 years.



A mainstream trend is typically predicted to stay around for one to three years and can drive a change in aesthetic preferences within the home. A micro trend typically has three to 12 months of staying power, which can mostly be seen through color and finish choices and seasonal selections, like fashion.

Macro trends: leverage a STEEP analysis

Start with STEEP: Social, Technological, Economic, Environmental, and Political. As one of the most widely used business strategy tools, a STEEP analysis with your team can help everyone visually understand the complexity of your external market influences and what's likely changing around you. By examining each of these areas, it can provide you with the insights you need to make well-informed product and innovation decisions.

For example, if we look at environmental trends through the lens of today's marketplace, we can identify trends in the realms of climate change and ocean conservation through the acts of protest and activism.

"These macro trends are having a significant impact on the marketplace, whether we see it yet or not," Tuetken said. "Good brands will take notice of this and ask, 'What does that mean for us and how do we adjust to serve that market need in the future?'"

Mainstream trends: the evolving aesthetic landscape

Once our team identifies what macro trends are surrounding us, we can then start to see their influence and philosophical ties into the mainstream design industries we watch closely. "As a trends team, we divide our attention toward design-led categories that are indirectly related to windows and doors, such as fashion and automotive, then mix those with some of our related categories like home décor and appliances," Tuetken said.

Mainstream trends are best tracked through attending national trade shows and design weeks across the United States, reading industry publications, following Instagram influencers, and reading trend reports from notable trend companies, like WGSN, Pinterest, Pantone, etc.

"Our team of five subscribes to a variety of sources and tries not to heavily rely on any one source more than the other," Tuetken said. "For us, it's about identifying the connections and patterns between them all. The more connections, the stronger the market influence."

A few good examples of mainstream trends today are Modern Farmhouse, Scandinavian design, and African-inspired aesthetics. The one we're most intrigued by is what we're calling "Africa Rising" and is currently dotting the design landscape in popular films, architecture, and fashion.

Continued on page 6

Continued from page 6







Micro trends: the popping of shiny bubbles

We love to watch micro trends because this is where the ultimate expression of creatively can be found. But it can also be short-lived. Micro trends have life span of three to 12 months, but create buzz and big waves around products and services. "One of the micro trends our team identified last year was dark midnight blue, with its moody sophistication throughout interior design," Tuetken said. "This year, it's all about drama and pop with a spectrum of orangey reds within fashion, paint colors, and more.

"While these micro trends don't necessarily influence what color windows we offer, they do provide value and influence on what colors we choose to use in product photography, in social media, and more," she said. "These minor changes in marketing help our brand stay trend-relevant and make a major impact with how our customers perceive our products and brand."

Synthesizing the trends

Identifying trends is only part of the equation for success. The difficult part is trying to find how they can directly tie and relate to your business. Ultimately, it's up to you to determine the core values of your business and the relevancy to your customers.

Without core values, you'll never know which trends to follow or how to filter through the noise. One way to identify core values is to know who your customers are, what they care about, and what value you provide to them. For example, do your customers — and does your company — value sustainability? Are you in a market that has a slower trend adoption rate vs. a quicker one? Answering questions such as these will help you make strategic decisions about trends.

Customer collaboration

One of the best ways to determine a trend's "stickiness" is a quick survey on social media. If you can take a social media poll back to your internal team and say, "Eighty percent of people who are engaged with us think...," that might be enough to give you insights whether to move forward with an idea.

Another way to get a read on how ready your customers are for trends or new ideas is to test it through prototypes. This is something used often in the design thinking method and we leverage it to test some of our wilder ideas.

For example, last year at AIA, Pella showcased a concept window that appeared to be all glass, moved like a single-hung window, and opened and closed through an app. On the showroom floor, it allowed the team to quickly gauge interests and concerns and connect with potential new customers looking for unique window solutions. Visit the Pella blog to learn more about the three macro trends that influenced the chic, modern masterpiece.

Live fearlessly

Trends can be overwhelming. Focus on your core values, categorize the 3 M's of trends, and connect the dots. Then, allow for experimentation with the goal of consumer feedback. Now with this process in your pocket, we hope you will be empowered to be a strategic trendsetter within your organization.





Instructor Spotlight:
Dan McCord,
Thaddeus Stevens College of Technology

How long have you been an instructor with Thaddeus Stevens College of Technology? What do you teach?
I have been with Thaddeus Stevens College Technology for 5-1/2 years. I teach Sophomore Carpentry.



What makes Thaddeus Stevens College of Technology unique?
I feel that our vision statement does a great job of summarizing our focus and priorities. It reads, "Thaddeus Stevens College of Technology will be the best 2-year technical college of its kind by adding value to the lives of our students so that they will find skilled employment, be effective citizens, and reach their full potential."

The student housing project makes our institution unique because it is set up like a real job site. Our students have to meet deadlines and perform tasks that are required in the construction industry and learn skills employers expect their employees to possess. They have to work together with all trades to ensure all phases of the project are completed correctly and on time. This experience allows our students to graduate with highly desirable industry skills which our members are seeking in a potential employee.

Tell us about the importance of a trade school education.
The industry demand for skilled trade graduates is at an all-time high. Students are able to graduate in 2 years with minimal debt and can immediately start working in their respective field earning a competitive wage. It is important to continue to support and encourage individuals to pursue this career path because without trade education, the skilled-labor gap will continue to widen.

What do you enjoy about your job?
Going to work every day is enjoyable because I work with a team of extremely experienced and passionate instructors and administrators who make a difference in students' lives every day. Watching a student's growth and positive change from day 1 in my class to graduation is rewarding and exciting.

Why are you a BIA member?
We, the Carpentry Department at Thaddeus Stevens College of Technology, joined BIA to be part of a group of professionals working together to improve our industry.

Tell us about yourself and your family.
I am married to my beautiful wife Valerie. We currently reside in Lancaster with our 2.5 year old daughter, Mackenna.

Associate Spotlight:
Shannon Hockenberry,
Indoor City

When did you start your company?
1972 — family owned by the Commerce family. Currently second generation.

What does your company do?
Indoor City is a family-owned flooring, countertop, window treatment & design destination.



What makes your company special?
Indoor City has the largest flooring showroom in Lancaster county. We pride ourselves in keeping it updated with the best selections of hardwood, tile, carpet, luxury vinyl, countertops & window treatments. We have an extremely talented group of interior designers that work in our showroom. We don't just 'sell flooring — we truly take the time to make the best selections with our customers when it comes to product choice, lifestyle and color/design. Our technicians are truly masters of their craft. They take extreme pride in their work and execute professional installations.

Our granite, marble & quartz fabrication shop is filled with state-of-the-art machinery which allows us to create the most custom countertops, fireplace surrounds and shower walls. We use digital templating to make sure each job is a perfect fit. Our computer technology allows us to digitally vein match unique stones giving us the capability to capture the most beautiful areas our customers want to showcase in their home.

Why do you enjoy your job?
I truly enjoy my job at Indoor City because of the people I work with and the amazing projects we get to be a part of. Working for a family-owned business that not only cares for it's customers, but deeply cares for it's employees and everyone it comes in contact with, has always been something I have valued. I love that I can feel proud of the high-quality craftsmanship we bring into Lancaster County homes each day.

Why are you a member of the BIA?
Indoor City is a member of the BIA because we see the extreme value it offers us as a local company. We are constantly being presented with opportunities for networking, learning & growing as a member of Lancaster's building community.

Tell us about yourself and your family.
I graduated from the Art Institute of Seattle with a degree in Interior Design. I have always loved being creative. Pennsylvania has been home for about 10 years now and I currently live in Manheim with my husband, Mike, my 7-year-old step-son, Eli and our dog, Bean.

What are your hobbies or other interests?
In my spare time, I am the co-owner of Bell & Berry Co (an event planning business) and I am very active in a group called Women Connect Lancaster: a local organization that supports women in business. If I have any extra time between family, work & my side business I enjoy hand lettering, organizing spaces and making homemade kombucha.

What other organizations are you part of?
Lancaster Chamber of Commerce, Women Connect Lancaster.

Who's News: New Hires, Promotions & Honors

NEW HIRE

Barley Snyder is pleased to announce the hire of attorney **Adrian "AJ" Dean II**. Dean is part of the Barley Snyder Real Estate Practice Group and will work out of both the Harrisburg and Lancaster offices. He is a graduate of the Temple University Beasley School of Law, where he received the Lena L. Hale Award given to graduates chosen by the faculty with outstanding extracurricular contributions.



Adrian "AJ" Dean II

"I look forward to joining a firm with one of the best reputations in the region," Dean said.

Dean is a Harrisburg native and a former 1,000-point scorer on the basketball court at Susquehanna Township High School. He graduated summa cum laude from Susquehanna University in Selinsgrove, Pa.

Barley Snyder managing partner Jeff Lobach said, "As we grow as a firm, it's important for us to find the best and the brightest young attorneys and mentor them to be professional and community leaders," he said. "AJ represents the kind of young person we're seeking to realize that vision."

PROMOTIONS

RGS Associates, Inc. is pleased to announce that **Nicholas Grandi** has been promoted to Senior Project Landscape Architect. Grandi is responsible for the conception, interpretation, design and execution of subdivision and land development projects. He is a graduate of Rutgers University and holds a Bachelor of Science in Environmental Planning and Design with a focus on Landscape Architecture. Since joining RGS in 2013, Nick has enjoyed working on many different projects including Mennonite Home's Woodcrest Villa, various Sheetz projects, and Lime Spring Square. When Nick and his wife aren't working on projects at their Lancaster City home, they enjoy traveling and hiking.



Nicholas Grandi

RGS is also pleased to announce the appointment of **Karen Musser**, Accounting Manager/Human Resource Administrator to the position of Associate. Since joining RGS in 2005, Karen has played an instrumental role in the growth and success of the firm.



Karen Musser

For over 14 years, Karen has been diligent taking on new responsibilities, refining our processes, and always completing her work with meticulousness and precision. In 2010, Karen became a Notary Public, allowing RGS to accommodate our clients with greater flexibility and convenience. Karen and her husband live near Bowmansville, and both enjoy camping, running, walking, riding bikes on Rails to Trails, and spending time with their family.

HONORS

ELA Group, Inc: *The Central Penn Business Journal* has named ELA Group, Inc.'s **Cheryl L. Love, RLA**, as one of thirty "Women of Influence" for 2019. Love is a Partner at ELA Group, Inc., an Engineering and Landscape Architecture firm with offices in Lititz, State College and Butler, PA.



Cheryl Love

The journal's nominating letter states in part, "Cheryl Love, is a gifted Landscape Architect with passion and energy for making our community great, from the projects she leads to the civic causes she supports. Love, a Registered Landscape Architect (RLA) is the lone female partner at ELA Group, Inc. She joined the firm in 2001 as a Project Manager, and is now a Principal and Division Director of Landscape Architecture. She supervises a nine-person design team and is responsible for contract compliance, quality assurance, project management, client development and growth of market share. Love is also responsible for design and project management of small to large scale projects of the firm. She also serves as Corporate Secretary Officer for the firm and on the Executive Committee.

"As a woman in the male-dominated field of Engineering and Landscape Architecture, Love has successfully overcome stereotypical objections to a female in the role of Project Manager.

"Cheryl's talent in design is complemented by her collaboration skills, as she coordinates complex projects with all interested parties, from Government and Municipal agencies and associated in-house and subcontracted disciplines.

Barley Snyder is pleased to announce that **Donald R. Geiter**, a partner in the firm's Lancaster office and a member of the firm's management and technology committees, has received a Master of Studies in Law degree with a concentration in cybersecurity law and policy. Geiter graduated this month from the University of Maryland Francis King Carey School of Law with his new degree.



Donald Geiter

A Lancaster native, Geiter is one of the driving forces behind the Barley Snyder Cybersecurity Practice Group, which works with firm clients to help them navigate the complex laws, regulations and standards that relate to the ever-changing world of cybersecurity. The group works proactively with clients on data breaches, compliance issues, transactional support and contract review as well as litigation issues. He also works with clients on related technology matters, including drone, website and e-commerce compliance.

Geiter is frequently asked to share his cybersecurity knowledge as a presenter and panelist in discussions held by national and regional groups, including the National Association of Corporate Directors, the Pennsylvania Bankers Association, the Pennsylvania Institute of Certified Public Accountants, the Association of Corporate Counsel, the World Trade Center Harrisburg and the Lancaster Chamber.

Geiter lives in Landisville in Lancaster County. U.S. News and World Report listed Geiter as a "Best Lawyer" for 2019. He is a member of the board of trustees at both Dayspring Christian Academy and Lancaster Bible College, as well as being a member of the board of the Lancaster Safety Coalition.

Barley Snyder also announces that attorney **Reilly Noetzel** has been named to the board of trustees for the Lancaster Public Library.



Reilly Noetzel

The Lancaster Public Library offers a large assortment of services at its main office at 125 N. Duke St. in Lancaster as well as at its Leola and Mountville branches. The library "inspires, empowers, and strengthens our community by connecting people with information, ideas, and enriching experiences," according to its mission statement.

"The library provides vital services and materials for people and businesses of the city and throughout Lancaster County," Noetzel said. "Its history dates back to the mid-1700s, and it has been an integral part of the community ever since then."

Noetzel joined Barley Snyder in 2017. A history buff and Lancaster native, he is a former board member at the Landis Valley Museum in Lancaster County. He is a graduate of Franklin & Marshall College and the Indiana University Maurer School of Law.

Barley Snyder announces that attorney **Lindsey M. Cook** has graduated as a member of the 2019 Lancaster Leadership Core Class of 2019.

Cook joins more than two dozen Barley Snyder professionals that have successfully completed the program since its inception in 1984. She is a member of the firm's Litigation Practice Group, and is one of five firm attorneys admitted to practice law in Maryland.



Lindsey Cook

Leadership Lancaster's mission is to develop outstanding community leadership to support the needs of Lancaster County, according to its website. Cook is taking that to heart, as she recently joined the board of directors at the Coalition for Smart Growth, a nonprofit organization promoting responsible development in Lancaster County.

R&A
RENOVATIONS ADDITIONS
MAGAZINE®
Lancaster County's
Home Improvement Guide™

teaming with you
in stimulating Lancaster County's home improvement industry
since 2007

advertising that doesn't get thrown out with the mail

Locally owned. **Locally** operated. Promoting **local** home improvement professionals and **local** suppliers...showcasing their **local** projects.

R&A Magazine...seriously LOCAL!



Because R&A Magazine is not mailed to homes, readers actually have to make an effort to obtain a copy...yes, R&A readers are motivated! And because of the valuable information we publish (thanks to our advertisers), many readers have told me that they keep every issue for reference. Want more proof that R&A advertising works? Ask our long list of regular advertisers.

Isn't it time you target your marketing to serious home improvement consumers?

ask me about our **BIA Discount**

Patrick Kiely, Publisher
717.519.7986
info@RandAMagazine.com

www.RandAMagazine.com

BIA PILLAR AWARDS

https://awards.lancasterbuilders.org/pillar

Announcing the BIA's New *Awards Program...*

SAVE THE DATE!

General Membership Meeting & BIA Pillar Awards Dinner

November 21st, 5:30 – 8:30pm
at the Cork Factory. Make reservations today!
Cost: $65 per person.

We are excited to announce the BIA's New Award Program – BIA Pillar Awards!

This is a fantastic opportunity to recognize your company and its professional achievements! Our streamlined entry process makes it easy to enter – see the categories below. We are eager to feature our stellar members!

Early Bird Deadline, September 13th, Cost: $145 first entry, $95 per additional entry
Final Deadline, October 11th, Cost: $195 first entry, $145 per additional entry

Promote your business with these great sponsorship opportunities!

- GMM Sponsor **SOLD!** *Thank you, Walz Group!*
- Pillar Presentation Sponsor—$3,500 (1 available)
- Reception Sponsor—$1,750 (1 available)
- Gold Pillar Sponsor—$500
- Silver Pillar Sponsor—$250

PILLAR AWARD CATEGORIES

Advertising & Marketing Awards
- Best Showroom
- Best Print Ad
- Best Website
- Best Social Media Campaign
- Best Video or Commercial
- Best Billboard
- Best Logo

Professional Achievement Awards
- Mortgage Professional of the Year
- Attorney of the Year
- Project Manager of the Year
- Marketing Professional of the Year
- Sales Person of the Year
- Accountant of the Year
- Insurance Professional of the Year

Company Achievement Awards
- Builder Company of the Year
- Remodeler Company of the Year
- Supply Company of the Year
- Community Impact

Contact Pauline Wilton at the BIA 204 Butler Avenue, Suite 200, Lancaster, PA 17601
Phone (717) 569-2674 Fax (717) 569-5187 pauline@lancasterbuilders.org

The 2019 Annual BIA Golf Outing!

A HOT day for networking and all-round fun



June 27th came in HOT for the annual BIA Golf Outing sponsored by Martin's Furniture & Mattress.

134 golfers enjoyed playing the course at Crossgates Golf Club, finishing up with a great picnic dinner and drinks.

Prizes and awards followed for tournament winners – great fun and networking for all!







2019 Golf Outing Winners

First place foursome (pictured above, right center):
Gary Thomas, Tim Johns, Cy Loy & Thai Loy

Closest to Pin:
Jay Provanzo

Longest Drive (men):
Tim Johns

Longest Drive (women):
Crystal Bachman

Straightest Drive:
Neil Friedly

Longest Putt:
Craig Fox

Thank You, Sponsors!

Tournament Sponsor
Martin Furniture & Mattress

Dinner & Beverage Sponsor
James Hardie Building Products

Mulligan, Water and Hole Sponsor
LH Brubaker

Bag of Tricks Sponsor
Members 1st FCU

Beverage Hole Sponsors
Superior Walls by Weaver Precast
Waltz Group
Rhoads Energy

Premium Hole Sponsor
Martin's Flooring

TROUT, EBERSOLE & GROFF LLP
CPAs | BUSINESS ADVISORS



- Bidding Review Services
- Bonding Requirements
- Business Succession
- Change Order Management
- Job Costing & Overhead Analysis
- Projections & Forecasts
- Financial Reporting
- Bookkeeping Support
- Benchmarking
- Entity Structure
- Financing Arrangements
- SALT
- Sales Tax
- Tax Filings

Serving Central PA Businesses • troutcpa.com

Building Industry Association PARADE OF HOMES

C&S Construction & Garman Builders Take Top Parade Honors

More than 24,000 visitors came to see 29 beautiful new 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 29 new single-family homes and townhome/duplexes from 18 different builders, ranging in price from $199,190 to $855,900.



The 2019 Parade of Homes ***Fulton Bank Award for Best Single Family Home*** was bestowed on **C&S Construction, LLC** for their home at 80 Black Oak Road, Lebanon (Entry #18). The 2200 square foot custom home boasts:

- First-floor master suite includes tray ceiling, double-sink vanity and custom tiled shower
- Dining room features interior brick accent walls
- Custom oak railing with wrought-iron balusters
- Great room with cathedral ceilings and custom wood beams
- Floor-to-ceiling stone fireplace
- Custom cabinetry throughout, with quartz countertops
- 3-car garage with mudroom entry
- Custom cedar accent pieces, including porch posts, shutters, gable brackets and corbels
- Spacious covered deck and stamped concrete patio
- Board and batten vinyl siding with vinyl shake accents, and drystack stone facade



The 2019 Parade of Homes ***Fulton Bank Award for Best Townhome/Duplex*** was presented to **Garman Builders, Inc** for their home at 50 Beech Tree Court, Annville (Entry #26). The three bedroom, two and a half bath home offers:

- Premier Kitchen cabinetry with granite countertops and tile backsplash
- White cast-iron farm sink in kitchen
- First-floor master suite
- Cultured marble double-bowl vanities and glass & tile shower in master bathroom
- Stainless steel appliances
- Hardwood flooring throughout first floor
- Shiplap and stone surround gas fireplace

Honorable Mentions for the Fulton Bank Awards went to **Metzler Home Builders, Inc.** for their home at 217 Wendover Way, Lancaster (Entry #9) and **Alden Homes** for their Townhome/Duplex at 1403 Heatherwood Drive, Mount Joy (Entry #29).

Alpha Award: Each year, when new builders participate in the Parade, we recognize the highest point scorer with the Alpha Award. The 2019 winner was: **Turnberry Construction Group**, (Entry #21), 525 Cheltenham Court, Lititz



The Parade entries were separated into 11 divisions according to the price and type (single family or townhome/duplex). 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 11 and June 12 by industry professionals from outside the area, using a numerical scoring system.

Single Family

Division 1: **Landmark Homes** (Entry #1), 827 Briar Rose Avenue, Lebanon
Division 2: **Garman Builders, Inc.** (Entry #4), 337 West View Drive, Akron
Division 3: **Metzler Home Builders** (Entry #9), 217 Wendover Way, Lancaster
Division 4: **Landmark Homes** (Entry #11), 30 Blue Jay Way, Annville
Division 5: **Keystone Custom Homes** (Entry #13), 601 Kincaid Avenue, Lancaster
Division 6: **Garman Builders, Inc.** (Entry #16), 1067 Valley Crossing Drive, Lititz
Division 7: **C&S Construction, LLC** (Entry #18), 80 Black Oak Road, Lebanon
Division 8: **Greystone Construction, Inc.** (Entry #20), 378 Fern Lane, Lancaster

Townhome/Duplex

Division 1: **Thaddeus Stevens College of Technology** (Entry #23), 1922 Edington Place, Lancaster
Division 2: **Garman Builders, Inc.** (Entry #26), 50 Beech Tree Court, Annville
Division 3: **Alden Homes** (Entry #29), 1403 Heatherwood Drive, Mount Joy

Sponsored by: Fulton Bank *and* UGI Energy to do more



The 2019 Parade of Homes *Gala*

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.









Sponsored by:

Fulton Bank *and* UGI Energy to do more

Building Industry Association REMODELERS COUNCIL

MEDIATION

BIA REMODELERS COUNCIL BREAKFAST

Thursday Sept. 26, 2019, 8:00am–9:30am at the BIA Office

Presented by Matt Grosh from Herr & Low, PC. The trial litigation of any disputed matter can be expensive, time-consuming and stressful, but In many cases, mediation offers a better alternative. A mediation is a private proceeding where a trained mediator helps the parties in a dispute come to an agreed-upon resolution on their own terms.

Many times a qualified mediator can help the parties find a resolution that is a win for both—in contrast to the "winner take all" outcomes of most trials. The ability to fashion imaginative solutions that benefit all parties is the hallmark of a successful mediator. Rather than a solution imposed by a court or a jury, with one winner and one loser, mediation allows parties to control their own outcomes.

Council Members attend for FREE, $15 for non-members. Breakfast will be provided. Register by September 19.



LAW OFFICES Herr & Low

Reserve your space today!

To register, or to learn more about the Remodelers Council, call or email Melanie Capanelli at the BIA: (717) 569-2674; melanie@lancasterbuilders.org.



Shine a light on BIA Membership

- Network with industry peers
- Promote member-to-member business
- Enjoy lunch & refreshments
- Invite a non-member friend

Meet with students from Lancaster County. They may have a future in your industry!



Building Industry Association of Lancaster County

BIA MEMBER EXPO

October 3, 2019
11:00am - 1:00 pm
Spooky Nook Sports
75 Champ Blvd, Manheim

Register Today!
Member Table Top Sponsorships Available!
Contact Pauline Wilton for more information:
pauline@lancasterbuilders.org; (717) 569-2674

BIA MEMBER EXPO Phone-a-Thon, Sept 24 & 25

Please help our association grow! We are looking for volunteers to help us reach out to prospective members and personally invite them to our October 3rd Member EXPO. For more information please contact Pauline Wilton: pauline@lancasterbuilders.org; 717-569-2674.



1+1+1

JUST ADD ONE

2019's Year-long Recruiting Campaign



We're **recruiting!**

1 + 1 = a whole lot when everyone is involved!

Recruiters will be acknowledged at the 2019 General Membership Meeting, the Winter Lancaster Builder Newsletter, and for the ambitious – the top recruiter's 2020 membership dues will be paid!

Start NOW! Questions, call the BIA (717) 569-2674

The referral efforts of our members are vital to maintaining and increasing the BIA's effectiveness in everything we do.



Don't Miss Your Chance!

Feature your company in this venue dedicated EXCLUSIVELY to the 2020 BIA Spring Home Show!

March 6-8, 2020

Registration opens for previous exhibitors on **September 9, 2019**, *and opens for all BIA members on* **September 23**.

SAVE THESE DATES!

Building Industry Association REMODELERS COUNCIL

JOIN US FOR A

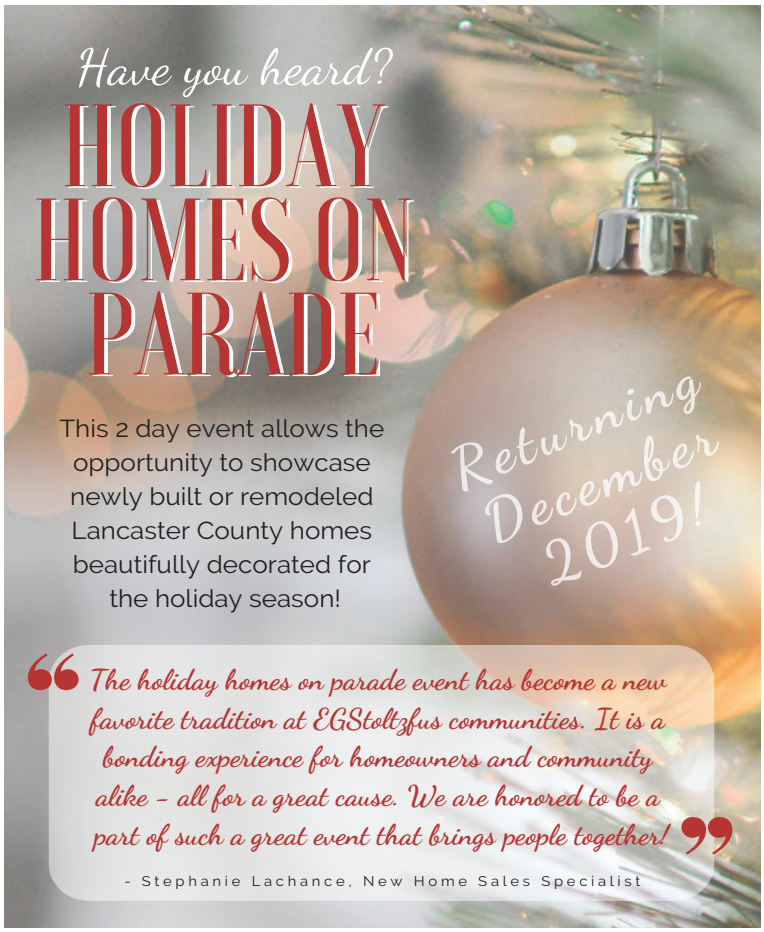
Holiday Social!



DECEMBER 5TH
SPRING HOUSE BREWING CO.
4:00 PM

HOSTED BY:
GRMitchell
BUILDING SUPPLIES & HOME CENTER

Enjoy your first drink and light fare on our host—GR Mitchell!



Sponsor Appreciation Breakfast



As a 501(c)(6) non-profit association, the BIA is dependent upon the support of its members through dues payments and revenue derived from consumer events; but also through non-dues sources such as member sponsorships and contributions.

The BIA hosted our first Sponsor Appreciation Breakfast at the Cork Factory on June 24th as a Thank You to those generous companies who financially support our programs and events through sponsorships. The networking was especially interesting from a BIA staff point of view, this gathering brought together people who might not cross paths through their current BIA involvements.

While the event focus was APPRECIATION, staff and leadership did receive valuable feedback as to what types of sponsorships are most beneficial to member companies. Our guests provided insights regarding our current "package" partnership opportunities such as the Pinnacle Partner, Building Industry Pillar Partner and Industry Support Partner, for example. We received feedback on our event specific sponsorships as well, exploring the benefits and discerning the best timing for our members who budget for that type of event support. We thank all who attended, and we hope to have a larger crowd for the next one!

Interests in exploring, discussing (or designing your own!) sponsorships?
Contact the BIA and/or check out https://www.lancasterbuilders.org/partnership-packages.

Vector art by Katemangostar / Freepik

Your BIA of Lancaster County has been awarded **NAHB**'s

Grand Retention Award!



Each year, the National Association of Home Builders recognizes the local association with the highest retention rate in each size category. BIA of Lancaster County recently received notification that we won the 2018 Grand Award for retention in category 3 (350-699 members)! The BIA ended 2018 with a retention rate of 91.9%, the national average hovers around 80% and our PA State average is currently at 78%. Thank you to all our members whose commitment to the industry is recognized through this award!

Got some job openings?

JOB POSTINGS

Create your **free** employment listings.
Post them on the BIA website.

Want to boost your visibility?
Get an enhanced directory listing.

Want to pay your dues?
Take care of it online!

Take advantage of the online tools available to you right now at www.lancasterbuilders.org.

Login today!

GrowthZone
smarter association software

For more information or to set up your login account, contact Kathy Baugus at kathy@lancasterbuilders.org.

BIA Events and Education

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

BIA EVENTS

Building Industry Association PILLAR AWARDS

PILLAR AWARDS DEADLINES
Early Bird, September 13
First entry: *$145; $95 per additional entry*
Final Deadline, October 11
First entry: *$195; $145 per additional entry*
(Dates may be subject to change.)

END OF SUMMER SOCIAL BENEFITING THE BIA PAC
Tuesday, September 17, 6:00 to 8:00 PM, (Rain date Sept. 19th)
Vargish Home, 8 Southview Lane, Lititz
Crabs & Beer! Cocktails & Cigars! Hors d'oeuvres & Soft drinks!
Unwind and connect with your fellow industry leaders while bolstering the BIA's Political Action Committee – the BIA PAC.
Contributions help to financially support candidates and causes that are friendly to our industry's interests. Enjoy steamed crabs, tasty fare, cigars, cocktails and great prizes, all for a cause that works to make the best environment to build and buy homes!
Suggested Optional Contribution $100

REMODELERS COUNCIL MEETING ON MEDIATION **(See page 14)**
September 26, 8:00 AM, Breakfast will be provided
BIA Offices, 204 Butler Avenue, Suite 200, Lancaster
Register by September 19, 2019
Presented by Matt Grosh from Herr & Low, PC. The trial litigation of any disputed matter can be expensive, time-consuming and stressful. A mediation is a private proceeding where a trained mediator helps the parties in a dispute come to an agreed-upon resolution on their own terms, and often find a resolution that is a win for both. Fashioning an imaginative solutions that benefit all parties is the hallmark of a successful mediator.
Cost: FREE for Council members, $15 for non-Council members

HARNESSING THE POWER OF SOCIAL MEDIA FOR YOUR BUSINESS
September 27, 2019, 8:00 registration; 8:30 - 10:00 am
BIA Offices, 204 Butler Avenue, Suite 200, Lancaster
A BIA seminar presented by Chris DeMeo with EZMarketing
Social media can be a marketing powerhouse. But if you're like most small businesses, you're still struggling to get meaningful results from your social media marketing. Join EZMarketing for a free educational seminar to learn how to plan an effective social media strategy and position your business to succeed on social media. We'll give you no-nonsense tips and best practices to create powerful social media content and campaigns that work for your business.
Cost: FREE

BIA MEMBER EXPO **(See page 15)**
October 3, 2019, 11:00am - 1:00 pm
Spooky Nook Sports Complex, 75 Champ Blvd, Manheim, PA 17545
- Enjoy lunch, networking, prizes, & more!
- Promote member-to-member business!
- Meet local trade students - Spend time with students that have a future in your industry!
- Sponsorships available

Cost: $25 per member, but bring a non-member guest and you both enter for free. Non-members are free to attend.

NO-BS STRATEGIES FOR EFFECTIVE SEO
October 18, 2019, 8:00 registration; 8:30 - 10:00 am
BIA Offices, 204 Butler Avenue, Suite 200, Lancaster
A BIA seminar presented by Chris DeMeo with EZMarketing
The world of Search Engine Optimization is full of myths and misinformation — which makes it a pain for you to understand how to optimize your website or get your business found on Google. In this seminar, we cut the fluff and talk plainly about what drives effective SEO. We'll walk through no-nonsense SEO strategies you need to rank on Google and show you how to track and measure your efforts.
Cost: FREE

BIA: THE WHOLE PICTURE
November 12, 2019, 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

SAVE THE DATES!

REMODELERS COUNCIL HOLIDAY SOCIAL
Dec 5, 2019, 4:00pm
Spring House Brewing Co, 209 Hazel St, Lancaster
Light fare and first drink complements of our host.
Cost: Council members attend FREE; $15 for non-members

Hosted by: GRMitchell 50 Celebrating 50 Years | Est 1969

HOLIDAY HOMES ON PARADE
Friday, December 6, 5:00–8:00pm
Saturday, December 7, 2:00–8:00pm
Featuring newly built and remodeled homes, decorated for the holidays, during the BIA's 3rd annual December home tour! The deadline to enter is October 18th.
Tickets Prices:
$12.00 if purchased by November 30th
$15.00 after that date.

Holiday HOMES ON PARADE

BIA HOLIDAY MINGLE
Dec 12, 2019
EZMarketing, 111 Centerville Rd Ste 201, Lancaster, PA 17603

INSTALLATION BANQUET
January 9, 2020
Lancaster Country Club

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

EDUCATION

ATTRACTING & RETAINING EMPLOYEES BY CREATING A CAPTIVATING WORKSPACE: BUILD IT & THEY WILL COME!
September 18, 2019 8:00am – 11:00am
ABC Keystone, 135 Shellyland Road, Manheim
Increase Your Company's Value Proposition with Staff
In a time of very low unemployment and a shortage of qualified employees, it is more important than ever to attract and retain employees.
In this session, we will explore strategies to attract, engage and retain employees. If you treat your employees like the investment they are, they will feel heard, seen and appreciated!
Benefits of Attending:
- Discover how to build a captivating culture
- Gain a knowledge of the employee engagement elements
- Learn how to draft an employee engagement and retention plan
- Understand how to measure employee engagement
- Gain tools to develop and communicate an employer brand

Who Should Attend:
Business owners, CEO's, managers, supervisors and human resources professionals
Cost: $139.00 per BIA Member. Register by September 10, 2019
** Price includes: course materials, certificate of completion.*

SUCCESSION PLANNING
September 24, 2019 8:00am – 10:00am
ABC Keystone, 135 Shellyland Road, Manheim
Start Planning for Your Company's Future Now
67% of businesses fail to succeed into the second generation. ABC Keystone has partnered with a team of Succession Professionals who will share years of experience and best practices on how to design your transition strategy. Creating a business succession plan is critically important and should be part of the overall business planning process. With a sound plan, your chances of a successful transition are greatly increased, regardless of whether you wish to transfer the business to family, employees, management or to a third party.
Benefits of Attending:
- Discover how to get your business transition started
- Discover how leadership transitions take place and why they are so important
- Discuss how much money you might need to live comfortably in your post-business life
- Explore how business valuations and cash flow affect your plan

Who Should Attend:
Business owners, CEOs, & CFOs
Cost: $40.00 per BIA Member. Register by September 16, 2019
** Price includes various course materials and Q&A opportunities.*

30 HOUR OSHA CONSTRUCTION—A 4-DAY COURSE
October 10, 11, 16 & 17, 2019 7:30am – 4:15pm each day
ABC Keystone, 135 Shellyland Road, Manheim
The OSHA-30 represents the "standard" in training for those assigned safety supervision responsibilities. Gain the safety knowledge base you will need to confidently fulfill your role as a competent person. Class discussions will blend together the moral, business and legal values of safety, OSHA construction compliance education and the roles and duties of the competent person.
Benefits of Attending:
- Understand the full value of safety and its role in your organization's profitability and survival
- Develop hazard identification 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
- Take advantage of group learning by having the ability to ask and hear specific questions and answers in an environment that is comfortable and comprised of peers

Cost: $565.00 per BIA Member. Register by October 2, 2019
** Price includes various course materials and certificate of completion.*

EDUCATION

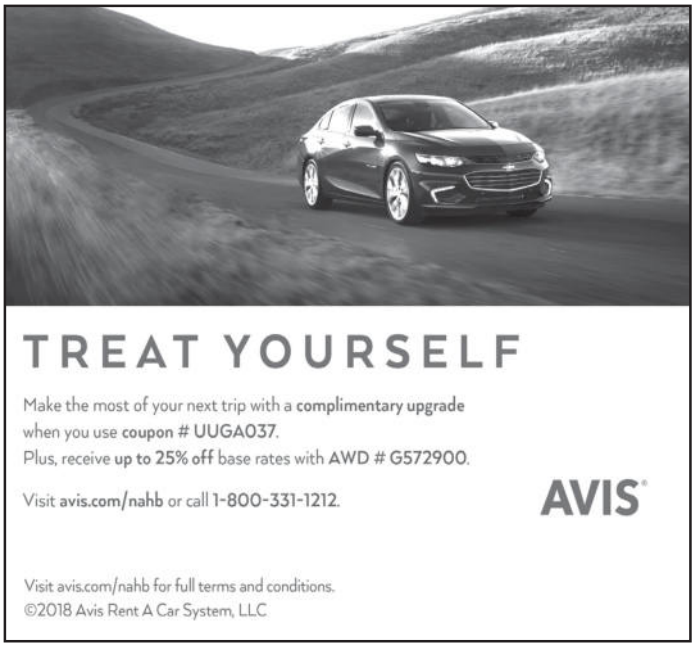
CREW LEADERSHIP FOR EFFECTIVE TEAMS—A 2-DAY COURSE
October 17 & 18, 2019 12:00pm – 4:00pm
ABC Keystone, 135 Shellyland Road, Manheim
Take Field Leadership to the Next Level.
When a crew is formed to tackle a particular job, one person is appointed the Leader. How many of your field personnel are ready for the next step but don't have the skills to run a small crew of field employees?
This course will equip your future "Face of the Field" with the critical skills needed to successfully communicate with and lead a crew of craftspeople!
Benefits of Attending:
- Increase listening and communication skills
- Provide direction, delegate and better mentor your crew
- Understand how to effectively plan and schedule workload
- Learn the importance of other management roles within your organization
- Prepare yourself for more responsibilities as you build your leadership role

Cost: $320 per BIA member. Register by October 8, 2019
** Price includes: textbook, various course materials, certificate of completion and light breakfast and lunch Friday*

PRODUCTIVE CONFLICT: COMMUNICATION, CONFLICT RESOLUTION AND NEGOTIATION SKILLS —A 2-DAY COURSE
November 7 & 14, 2019 7:30 am – 11:30 am
ABC Keystone, 135 Shellyland Road, Manheim
Create Positive Working Relationships with Confidence
This comprehensive, interactive course explores how to approach difficult situations for positive results! Properly managed conflict can improve outcomes. It's important to know how to implement strategies to limit the negative aspects of conflict. Learn to choose and execute strategies that best fits the situation, and to successfully handle conflict while developing cooperation.
Benefits of Attending:
- Discover the power of dialogue
- Stay focused, even under stress
- Create an open communication environment
- Turn conversations into action and results

Who Should Attend:
- New hires, sales personnel, field supervision, project engineers, office personnel, customer service representatives and management

Cost: $325 per BIA Member
Register by October 30, 2019
** Price includes various course materials, DiSC profile, certificate of completion and a light snack.*



Builders and Developers Win Huge Legislative Victory for Affordable Housing

On July 2nd, Pennsylvania Governor Tom Wolf signed House Bill 751 (Act 53 of 2019) reforming the way private water and sewer utilities' income tax liability is calculated. The tax change specifically relates to a federal tax provision affecting private water and sewer utilities when they extend service to a new area. With more than 3,800 member companies, Pennsylvania Builders Association Members annually invest millions of dollars in water and wastewater infrastructure that is donated to private water/sewer companies after development is complete. Act 53 becomes effective August 31, 2019.

Investor-owned water companies previously enjoyed a federal tax exemption for such infrastructure known as contributions in aid of construction (CIAC), but a little-advertised change in the Federal Tax Cut and Jobs Act (TOA) eliminated this exemption in 2018. Prior to the passage of Act 53 this tax impacted developers, increasing the cost of every new home by thousands of dollars.

PA Builders Association Fixes Federal Tax Issue in Extraordinary Four Month State Legislative Win

In 2018, PBA engaged in litigation before the Pennsylvania Public Utility Commission (PUC) to change private water company tariffs to mitigate the effect of the TOA. When the PUC ruled against PBA's interests in a tariff rate change case, along a party line vote in February of 2019, attention immediately turned to Pennsylvania's General Assembly to change the underlying Pennsylvania law relating to taxable contributions.

The "no gross up" method (also called the "utility finance" or "socialization" method) adopted In Act 53 requires the utility to pay the tax and then adds that amount to the utility's rate base for all customers. Essentially, the utility finances the payment of the tax expense and the utility gets reimbursed from rates over the life of the depreciating CIAC asset. Eliminating the requirement that developers fund the utilities tax obligation up front.

Act 53 of 2019 provides significant savings for developers, homebuilders, and home buyers. Pennsylvania Home Builders and Developers are the only advocates that consumers can trust to safeguard the integrity of affordable housing.

Background

Effective January 1, 2018 the TCJA required that water companies include advances for construction and Contributions in Aid of Construction in taxable income. Private water companies in turn passed the tax burden on to developers thereby making their cost to install water and wastewater infrastructure even higher. Additionally, because Pennsylvania Corporate Net Income Tax is based on federal taxable income, CAC and CIAC are also state taxable income to water and wastewater utilities. Pennsylvania Developers were required to furnish either a cashier's check or letter of credit in the amount of 40% of the total project cost (including engineering and inspections fees) to reflect the gross-up for the private water/sewer companies state and federal tax liability on the contributed property.

PENNSYLVANIA BUILDERS ASSOCIATION®



Helping members to protect their business, home, health, belongings, and assets.

~ Medical ~ Dental ~ Vision ~ Life ~ Disability
~ FSA, HRA, HSA ~ Auto & Home ~ OSHA/Safety Control

It is more important than ever to speak with a qualified representative about your company, employees and contractors to ensure you are compliant with the Affordable Care Act.

JRG Advisors is the company that PBA endorses to work with individuals, sole proprietors, and the owners of small to large businesses.

Contact the PBIP dedicated professionals at JRG Advisors today!

Pennsylvania Builders Insurance Program

1.888.333.7526
PBIPonline@jrgadvisors.net
www.PBIPonline.com

JRG ADVISORS

2019 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+

Mike Garman Shawn Garman
Scott Provanzo Dan Siegrist

Century Club: $500+

Steve Black Herb Miller
Jay Provanzo

Chairman's Club: $100+

Bruce Gingrich Mark Stanley
Jeff Stauffer

2019 Spring Social at the Hurst House

Rich and Bert Hurst provided the perfect venue for the BIA Spring Social sponsored by JC Snavely & Sons! Members and state legislators spent a spectacular May evening with friends and colleagues, enjoying food truck fare, local beverages and fabulous door prizes while supporting the BIA PAC and Government Affairs advocacy efforts.





The BIA PAC gives to local, state and national legislators, as well as the PBA and NAHB Political Action Committees. Please consider a contribution to support the industry that supports YOUR business.

Contributions can be made by personal check, personal credit cards, sole proprietorship, LLP and Partnership checks, OR on our website at *www.lancasterbuildrs.org/store/newproducts*.

The event sponsored by

Snavely's
FOR 140 YEARS A NAME YOU CAN BUILD ON
Lumber • Millwork • Building Materials





Your ONE Source for Flooring
Serving Lancaster and Surrounding Counties



FLOORING • TILE • WINDOW TREATMENTS • AREA RUGS • CARPET CLEANING

MARTIN'S FLOORING INC.
We Install Confidence!
PA005901

RESIDENTIAL & COMMERCIAL
Fivepointville • Lancaster
Wyomissing
717-445-7799
martinsflooring.com

READY. SET. GROW.

Commercial Real Estate Lending

Commercial Lending

Personal Mortgages

We offer the resources you need to help your business grow – whether you're looking to expand, optimize cash flow, or make it easier for your customers to buy their dream home. The Fulton Bank advantage means you get the products and services of a large bank with the dedicated, one-to-one personal service of community bank. It's a great time to get growing.

To learn more, visit your local branch or online at **fultonbank.com** and **fultonmortgagecompany.com**

Fulton Bank

Fulton Mortgage Company

EQUAL HOUSING LENDER

Fulton Bank, N.A. Member FDIC.
Loans are subject to credit approval.

New Members

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

ASSOCIATES

Amish Country Gazebos
Chet Beiler
340 Hostetter Road
Manheim, PA 17545
Phone: (717) 951-1064
Email: chet@amishgazebos.com
Business Activities: Gazebos

Grand Masterpiece Design
Amie Howes
860 Buckingham Blvd.
Elizabethtown, PA 17022
Phone: (717) 471-6891
Email:
amie@grandmasterpiecedesign.com
Business Activities: Interior Design
Sponsor: Dan McCord, Thaddeus Stevens College of Technology

Scotty's Painting & Paper Hanging, Inc.
David Laudermilch
2217 Meadow View Road
Manheim, PA 17545
Phone: (717) 664-7534
Email: chet@amishgazebos.com
Business Activities: Painting Contractor

Walters Services, Inc.
Michalene Buser
650 Firehouse Road
Palmyra, PA 17078
Phone: (610) 603-1003
Email:
michaleneb@waltersservicesinc.com
Business Activities: Misc.

York International
Robert Ziemba
1000 Bosler Avenue
Lemoyne, PA 17043
Phone: (223) 322-1472
Email: robert.s.ziemba@jci.com
Business Activities: Heating & Cooling

BUILDERS

R Remodel
Josh Reist
420 Yummerdall Road
Lititz, PA 17543
Phone: (717) 752-5900
Email: reistremodel@yahoo.com
Business Activities: Remodeling Contractor

FUELING YOUR HOME.
FUELING YOUR LIFE.



Learn more at
www.ugi.com

UGI

Membership Renewals

Thank you for your continued commitment to the industry!

Abel Construction Co., Inc.
Adams Drywall, Inc.
Amherst Residential
A-Z Advertising Specialties, Inc.
Bareville Kitchens & Design - Flooring & Tile
Barley Snyder
Blakinger Thomas
Boyd/Wilson Property Management Company
C.E. Groff & Sons, Inc.
Century Home Improvements By Century Spouting, Inc.
Charles R. Eckert Signs, Inc.
Choice Windows, Doors & More, Inc.
Conestoga Buildings / CB Structures, Inc.
Cooper Custom Homes
Creative Financial Group
David Miller/Associates, Inc.
Douple Agency, Inc.
Douple Agency, Inc.
Ebersole Brothers Construction, Inc.
Eby Exteriors, Inc.
EGStoltzfus Homes, LLC
EGStoltzfus Homes, LLC
Fairway Architectural Railing Solutions
Goodall Pools & Spas
Graybill Plumbing
Groffdale Concrete Walls, Inc.
Groff's Heating AC & Plumbing, Inc.
H.B. McClure
Heartland Builders, Inc.
Home Grown Outdoor Finishes, Inc.
Hurst Brothers Development Co., Inc.
Indoor City
Ironstone Homes, LLC
Jemson Cabinetry, Inc.
Kreider and Diller Builders, Inc.
Lancaster County Career & Technology Center
Leo Kob Co., Inc.
Martin's Flooring Inc.
McNees Wallace & Nurick LLC
Merv Miller Builder, LLC
Millfield Construction Co.
Musselman Lumber
Norman L. Graham, Inc.
Northwest Bank
Overhead Door Co. of Lancaster
PAsunrooms, Inc.
Penn Stone
Performance Systems Development
Personal Wealth Advisory, LLC
Pete's Paints, LLC
Quality Design & Drafting Svcs., Ltd.
R & L Siding LLC
Rhoads Energy Corporation
Ritchie Builders, LLC
Saxton & Stump
Shakespeare Home Improvement Co.
Smoker & Company
Speedwell Construction
Tomlinson Bomberger Lawn Care, Landscape & Pest Control
Traditions Mortgage
Turnberry Construction Group
Unruh Insurance Agency, Inc.
Walz Group
Weiler's Custom Log Homes
Wm. Murry & Son, Inc.
Zephyr Thomas Home Improvement Company
Zimmerman Exteriors, Inc.

Cancellations

B & G Glass Service, Inc.
Basement Waterproofing Specialists
Butz Sign Company
Capital One Spark Business Card
Cedar Services Group
D.H. Funk & Sons LLC
Haller Builders
Homes and Land Group, LLC
Inch's Landscaping, LLC
JSL Mechanical, Inc.
K & R Contractors, Inc.
L & R Associates, Inc.
LNP Media Group
Maverick Settlement Services, LLC
Stealth Insulation
TinyLux Homes
Traditions of America at Lititz
Vector Security
Wheatland Custom Homes, Inc.
Yarnell Security Systems

Sorry to see you go.

We'll be here if you decide to return.



Kitchen Design/Installation:
Kitchen Encounters

Photography: Kirk Zutell

CELEBRATING **LANCASTER COUNTY'S** PEOPLE, SCENERY, HERITAGE, STYLE & POINT OF VIEW **SINCE 1987.**

LCM

LANCASTER
COUNTY MAGAZINE

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

Call 717-492-2585 or email sue@lancastercountymag.com.

INTERESTED IN ADVERTISING?

To obtain a media kit, contact advertising@lancastercountymag.com

LancasterCountyMag.com

Building Industry Association
OF LANCASTER COUNTY
Your Community. Your Builders.
204 Butler Ave, 2nd Floor, Lancaster, PA 17601

PRESORTED
STANDARD
U.S. POSTAGE
PAID
LANCASTER, PA
PERMIT NO. 214

2019 BIA Board Of Directors

PRESIDENT
Keith Petrisek, Dutch Quality, Inc.
VICE PRESIDENT
Matt Grosh, Herr & Low, PC
SECRETARY
Steve Cook, UGI Utilities, Inc.
TREASURER
Jason Herr, Trout, Ebersole & Groff, LLP
ASSOCIATE VICE PRESIDENT
Lori Bentley, Douple Agency, Inc.
IMMEDIATE PAST PRESIDENT
Shawn Garman, Garman Builders, Inc.

BUILDER DIRECTORS
Randy Blank, Sycamore Builders, LLC
Jared Erb, Custom Home Group, Inc.
Louie Hurst, Alden Homes
Jordan Metzler, Metzler Home Builders, Inc.
Andy Toms, EGStoltzfus Homes, LLC

ASSOCIATE DIRECTORS
John Bear, Stevens & Lee/Griffin
Tom Keller, GR Mitchell
Shannon Hockenberry, Indoor City
Frank Vargish, Blakinger Thomas

2019 Pinnacle Partner

WALZ GROUP
ULTIMATE ACCOUNTABILITY

2019 Building Industry Pillar Partner

GRMitchell
Celebrating 50 Years | Est 1969

2019 Building Industry Support Partner

MEMBERS 1st FEDERAL CREDIT UNION

CERTIFIED CONTRACTOR



- Flexible Design Options
- Drier Basement
- Convenient Process
- BulkTread™ Poured Steps
- Quality Workmanship

Weiler Walls inc
717.336.8877 • Lititz, PA
info@weilerwalls.com • www.weilerwalls.com

Weiler Walls is here to serve the foundation needs of building professionals. Our energetic team is ready to construct your next poured wall. For foundations done right, and on time, give us a call!