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Lancaster Builder

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Our BIA Exemplifies Excellence

By Keith Petrisek, Dutch Quality Contractors, Inc.

You probably already know that Lancaster is a very special place. On one hand you could be downtown, enjoying an evening of fine dining, live music or taking in a show at the historic Fulton Theatre. A short while later you could be traveling through beautiful farmland on your way to what was recently voted "America's Coolest Small Town". We all share a common bond. In one way or another, we are all in a literal sense the ones who make it what it is. Whether that means designing buildings or planning neighborhoods. Whether you're the craftsmen on the jobsite or the supplier or anyone in between, we all contribute our part to make Lancaster what it is.

Over the past year the BIA has had some great accomplishments. We've continued our successful tradition of the Parade of Homes and the Spring Home Show and we continue to grow new events like the Holiday Homes on Parade. Through these events we are able to provide a public forum to showcase our members and the great work they do. We've enjoyed increased attendance at many of our networking events allowing our members to connect with other local businesses in turn strengthening their own business. We have been exploring new avenues to connect with students and identify ways we can increase the skilled labor workforce as we move into the future. The BIA has also strengthened ties we have to our state and local governments. Thanks to the great work of our Governmental Affairs committee we are now in a stronger position than ever to have our collective voice heard. Recently we have also convened a task force to explore what our association will look like in the future. As we look forward to 2019 we anticipate continuing progress.

I would like to reference our Mission Statement: "to promote its member companies while advocating for a fair market business environment that meets the housing and building needs of Lancaster County." Accordingly, we currently do a great job promoting our builder members and we also recognize the opportunity to promote and support our outstanding associate members in new ways. It is my goal this year to spotlight our associate member companies and give them the recognition they so richly deserve.

When I was initially asked to take on a leadership role within the association I was hesitant at first. After all, given my job experience in construction, what do I know about leading a non-profit? I'll give you a hint, not much. But that's OK because we have a highly qualified board of directors, a passionate group of members who make up our committees and a very capable staff. These are the people who truly do the heavy lifting. Because of their dedication the BIA will always be in capable hands no matter whom is at the helm. Throughout the past 62 years we have had 58 different businessmen and women, builders and associates alike who have served as President. Having an ever-changing leadership is not just important, it's essential. It ensures that all member companies' interests and points of view are taken into account. I am excited to add to that diversity of leadership.

Lastly, and maybe most importantly I'd like to thank our staff. Those of you in any capacity already know what I'm about to say is absolutely true. Karen, Melanie, Pauline and Kathy are the constant driving force behind everything the association does. These women help to make our association what it is today—the largest builders association in Pennsylvania and the association with one of the highest retention rates of any in the country. Our members give us strength in numbers and our staff gives us effectiveness in their experience and professionalism. Given that fact, it is no surprise why we are an exemplar to so many other associations throughout Pennsylvania.

Calendar of Events

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

March

8–10	BIA Spring Home Show @ Spooky Nook Sports Complex
21	Government Affairs Breakfast & Round Table Discussion 7:30am @ The Cork Factory Assembly Room
28	BIA Breakfast with Saxton & Stump 7:30am @ Spooky Nook Sports Complex

April

3	Remodeling Showcase Awards Luncheon 11:30 @ The Barn at Overlook

May

7	Remodelers Council Breakfast Meeting —Time & Location TBT
8	BIA The Whole Picture 8:00–9:00 @ BIA Offices
20	BIA Spring Social 5:30pm @ The Hurst House (Rain date: May 21)

June

14	Parade of Homes Gala & Awards 6:30 @ Lancaster Country Club
15–23	Parade of Homes Tour
27	Annual BIA Golf Outing @ Crossgates

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.

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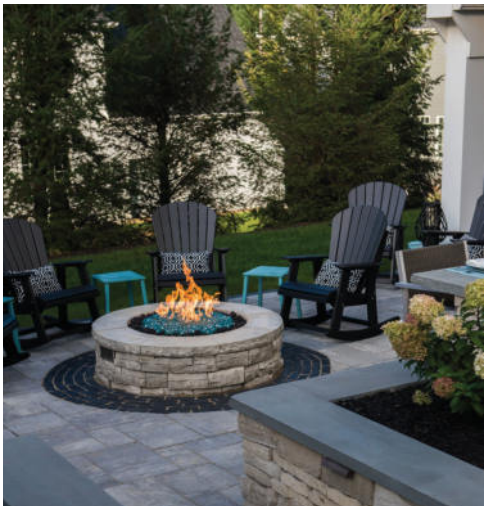
LASTING OUTDOOR BEAUTY AND FUNCTION

We observe our surroundings with multi-faceted senses. We don't just notice a home's color, but its noises, textures, and ambiance. With a yard, you observe not just the plants and the lawn, but the environment's creative arrangement. Are chairs available in areas you'd like to sit? Is the pool, grilling area, outdoor kitchen, or pergola easily accessible via convenient and attractive pathways and stairs? Yards are meant to be used, not just looked at. Lived in, not observed. Well-crafted homes or home renovations are incomplete without a complimentary, well planned landscape and outdoor living space to go along with it. Knutsen Landscaping is an experienced partner to transform a yard into an outdoor living space.

DESIGN-TO-BUILD OUTDOOR LIVING

Studies say a well-designed landscape—including a pool—can add 15 to 20 percent to the value of a property. Features like lighting, walkways, foliage and rocks, waterfalls, and even fire features offer options for design that can be built into the plans instead of designed as an afterthought.

"We are happy to work with builders on providing full scale landscape designs," owner Andy Knutsen says. "For outdoor upgrades, it's very helpful to start with a landscape designer. Whether it's a pool, an outdoor entertaining area or a full scale landscape design, you'll end up with a functional plan which can be useful



for many years to come, especially if you do the project in phases."

OUTDOOR STRUCTURES

Many property owners choose to incorporate structures like gazebos, arbors, trellises, pavilions, and pergolas into their outdoor living spaces. In addition, hardscape elements like driveways, sidewalks, retaining walls, stairs, and sleeper walls are durable and can manage grade changes and transition areas on a property. Andy notes, "The first thing we do when we meet a client is listen. We want to understand how they live in and use their space, and how we can make that even better."

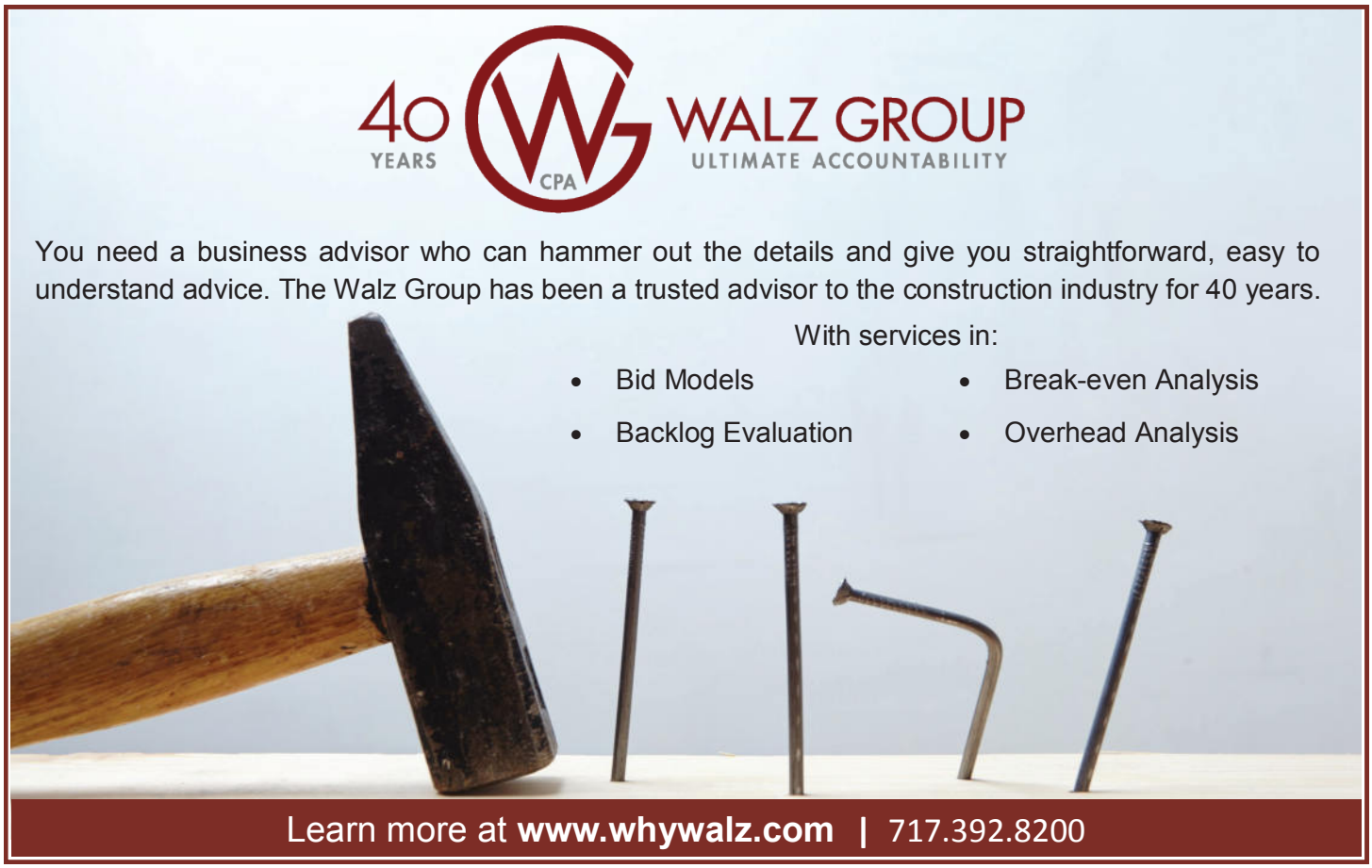
WARMTH, LIGHT AND AMBIANCE

Knutsen's landscape experts can create a glowing outdoor entertaining space with a custom fire pit or give a home an enhanced curb appeal with landscape lighting. Professionally arranged lights complement homes, trees, and plants long into the evening.

"I love being about to stand in the back yard with a client and look at this blank canvas and bring their dreams to reality," Andy says. "It can be hard for customers to visualize what we're going to do, so our 3D design program is helpful to show them all aspects of the project. We show them everything from the landscape lighting to an outdoor firepit patio area, even details like where they're going to put a table."

For nearly 20 years, Knutsen Landscaping has provided landscaping, hardscaping, and lighting designs that improve the environment and meet the needs and goals of clients. President and Founder Andy Knusten and the talented design-build landscape team have won various industry awards that recognize their creativity, skills, and professionalism.

Learn more about Knutsen Landscaping, and how their team of outdoor specialists can partner with you. Give them a call at 717-872-2500, or visit them online at knutsenlandscaping.com.



6 Things Every Construction Website Needs

by Kelli Hoffman, EZMarketing



Your website is one of the most powerful tools in your belt to promote your business and attract new customers. Unfortunately, too many construction companies (and small businesses in general) are neglecting their websites. The result is a lot of outdated - or worse, non-existent - websites that aren't doing small businesses any good.
Here are some stats:

Small Business Website Statistics for 2019

97% of consumers go online to research local businesses
36% of small businesses still don't have a website
68% of small business websites don't have an email address on the homepage
70% of small business websites have no call to action
23% of small business websites get updated less than once a year
97% of people say that customer reviews influence their buying decision
57% of US online traffic comes from mobile devices

Here are 6 things that every construction website needs to truly make it a powerful tool for your business:

1 To Exist

Step 1 is having a website in the first place. Studies show that 97% of consumers go online to research local businesses. Despite this, even in 2019, more than one third (36%) of small businesses still don't have a website.

Getting a website can seem like a big investment, but the fact of the matter is: without one, you're missing out on potential customers who are searching for your business online. In 2019, you can't afford not to have one.

2 Obvious Contact Info

One of the main purposes of having a website is to get more potential customers to contact you. So make it easy for them to get in touch. Here are a few suggestions for how to do that:

- Put your phone number or email address in the header at the top of every page
- Have a dedicated Contact Us page with your address and a contact form
- Repeat your contact information in the footer of every page

Even if your visitors choose not to contact you right away, making the information available helps them trust you. Especially for big purchases like home renovations, your customers are probably doing a lot of research and will have questions along the way. Providing contact info reassures them that you're dependable and will be available when they need help.

3 A Robust Portfolio

For construction and building companies, your portfolio of work is one of the most important parts of your website. You can tell people about your services all day long, but they want to see what you've done.

A picture's worth a thousand words, so make sure you're getting high-quality images of your completed projects. Consider investing in professional photography too, because the better you can showcase your projects, the more your customers are going to trust you and the quality of your work.

4 Clear Calls to Action

If you're like most construction companies, you want your website to generate more leads for your business. But too often, small business websites don't have clear calls to action (CTAs) to tell visitors what to do next.

Include strong CTAs on your website that help visitors become leads. These might be buttons that say, "Request a Quote," or "Get a Free Roof Inspection." Pro tip: give your visitors a reason to click on your CTA. Things like no obligation estimates, special offers, or downloadable resources can be great incentives to encourage people to take action.

5 Testimonials

Many small construction companies rely heavily on word-of-mouth to attract new business - so what your customers are saying about you is critical. In fact, 97% of people say that customer reviews influence their buying decision.

Ask for reviews from your customers and include their testimonials on your website. Your visitors are much more likely trust you and buy from you if they can read positive reviews from your happy customers.

6 Mobile-Friendly Design

Any website today needs to be mobile-friendly. More and more people are searching for your business on their phones, and if your website doesn't look good on mobile devices, you're driving away potential customers.

Invest in a responsive website design that looks good on all screen sizes. Or, if you already have an existing website that's not responsive, a web design company can help you convert it to be mobile-friendly.

If you're looking through this list, and you know your website is missing some of these things, consider reaching out to a professional web design company. They can help you improve and optimize your website so it can start working for you and generating results for your business.

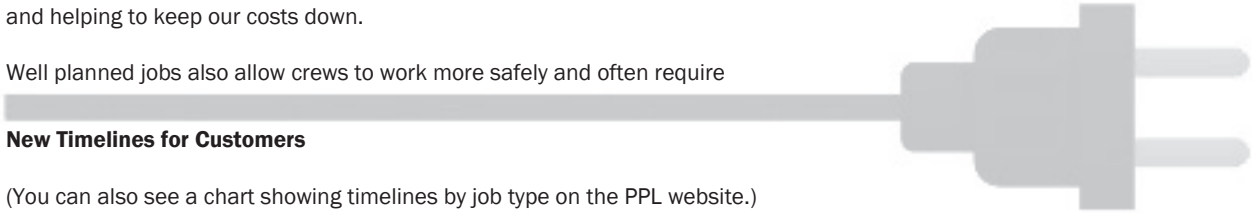
ppl Implements New Timeline for Electrical Hookups

by Jess Baker, Regional Affairs Director – South Central PA

PPL is changing how its work groups plan for and schedule customer-initiated jobs, such as service installation for new homes, service relocations and maintenance jobs. Our new process is designed to give you more certainty, making it easier to do business with us.

Submitting work orders earlier gives our employees the time needed for engineering, material delivery, right of way and scheduling. This allows for a more accurate and efficient completion of your job, benefiting all customers and helping to keep our costs down.

Well planned jobs also allow crews to work more safely and often require fewer power interruptions — equating to a more reliable electric system. These changes are starting now. We want to work with all of you throughout this process to ensure all our customers understand the new timelines. If you would like more details, please visit our comprehensive Questions and Answers document online, or call 1-800-DIAL-PPL, who can connect you with a work management employee in your area. All this information is available on the PPL website: www.pplelectric.com.



New Timelines for Customers

(You can also see a chart showing timelines by job type on the PPL website.)

- All work orders (except temporary interruptions) must be submitted a minimum of nine weeks before you would like PPL on-site.
  —A PPL employee will contact you within five business days to discuss and schedule your project.
- Temporary interruptions must be submitted six weeks in advance.
- Customer requirements—including ratepayer confirmation, payment, signed right-of-way agreement, contract agreement and, if needed, treework —must be completed six weeks in advance of your scheduled PPL work date.
- Electrical inspection must be completed three weeks in advance.
  —If applicable, trench/conduit for underground secondary services must be completed three weeks prior.
  —Underground trench for primary services must be completed one week prior.

Builders: Help Your Homes Meet New Energy Code Requirements AND Receive Financial Incentives

Big energy code changes are here! All homes with design contracts signed or permit applications submitted on or after October 1, 2018 are subject to 2015 International Energy Conservation Code (IECC) with amendments. Participating in energy efficient new home programs offered by local utilities will help your projects meet new code requirements AND receive financial incentives.



Learn about available incentive programs from utility companies in your area:

UGI Save Smart New Homes:
ugisavesmart.com/newhomes/?source=BIA_Lancaster

PPL New Homes:
pplelectricnewhomes.com/?utm_source=BIA%20Lancaster



The Art of Transition:

Leading a Family Business from the Outside, *In*

by Hope Graby, Communications Director, Scheffey Marketing

If you do good for people, you'll do well. It's this philosophy that has guided GR Mitchell in serving its customers and expanding over the last 50 years to meet the demands of contractors, architects and homeowners. It's also this mindset that allows the company to continually raise the bar by making deliberate choices regarding how and when the company evolves, and who will lead the company's future growth.



The story started on June 1, 1969, when George R. Mitchell bought a feed, fertilizer, coal and building materials business located in Refton. He named it GR Mitchell. Over the years the business grew and Steve Mitchell entered the picture, learning the ropes until he bought the business from his father in 1985. After much planning and continued growth, GR Mitchell opened in Willow Street. The Refton location remained and continues today for the custom millwork operation. The company eventually set its sights on the kitchen and bath market, opening a cabinetry and design showroom in York and later at its Willow Street facility.

The business evolved and weathered the recession, eager to start a new chapter when Tom Keller joined the team as a sales manager in 2011. With a background as a commercial pilot, some may have wondered if Keller would be a good fit. Turns out, Keller was actually the missing piece to the succession planning puzzle that Mitchell was sorting out.

"Knowing my children had career paths of their own made the decision to transition to a non-family member a necessary choice," says Steve Mitchell. "Selling to an outsider carries a lot of risks, so having the opportunity to begin selling the business to two employees was an ideal scenario, helping to retain the GR Mitchell culture, while providing stability and a level of comfort to the team."

After five more years of deliberate planning and the gradual sale of GR Mitchell stock, Mitchell was ready to pass the baton and let Keller fly. Earlier this year Keller was named president and now shares ownership with Betty Marley, who serves as VP of Finance.

Together, Keller and Marley are charting a path to build upon the successes of the last decade and open up new opportunities for GR Mitchell to better serve its customers. Over the last few years, GR Mitchell has grown not only in size, but also in its services. One of the fastest growing services is Prime Builder Services, a one-source supply and installation solution for contractors. By offering a turnkey service that combines the supplier and installer, GR Mitchell became one of the first building supply companies in the region to introduce a service that improves efficiency, accuracy, pricing, and accountability for contractors.

"By listening to our customers, we saw an opportunity in the marketplace to provide turnkey services, taking the products we have always supplied and pairing that with the installation as well," explains Keller. "Essentially we've created a package service that simplifies the lives of our contractors by putting the entire scope of work and the liability on us."

It was just that kind of thinking that reinforced Mitchell's decision to transition the business to Keller. And, Keller's leadership has paid off with Prime Builder Services growing steadily since 2016. Now a separate company, the business is already 23% the size of GR Mitchell and growing rapidly.

In addition to the expanded service for contractors, GR Mitchell is also seeing growth in its kitchen cabinetry division and retail hardware store. As part of its evolution toward better customer service, the building supply company will break ground in December 2018 on a 10,000 sq. ft. addition to expand the retail business and office space for the 45-member team. When complete, the expanded building will total 22,000 square feet. Construction is slated to wrap up in spring 2019.

Ask Keller who he gives credit for the company's success and he'll tell you the GR Mitchell team. Knowing a team is only as strong as its weakest link, Keller intentionally involved himself in the hiring long before he had ownership and took over as president. "It was important that I sat in every interview with Steve and provided input on who we hired to ensure we had the right team in place moving into the future," said Keller. Coming off a strong end to its fiscal year, Keller predicts the coming year to be exciting and rewarding for the staff and customers. "While the services and products may change as we grow, I am confident that GR Mitchell's foundation of keeping customers at the center of every decision made did not get lost in the transition."

With retirement on the horizon, Mitchell says he's excited about the future of GR Mitchell. "I feel really good about the business and the growth going on here in Southern Pennsylvania and in neighboring Philadelphia. We've come a long way since that little lumber company in Refton. It's been an amazing ride." better customer service, the building supply company will break ground in December 2018 on a 10,000 sq. ft. addition to expand the retail business and office space for the 45-member team. When complete, the expanded building will total 22,000 square feet. Construction is slated to wrap up in spring 2019.

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Who's News: New Hires & Promotions

NEW HIRES

David Miller/Associates, Inc. adds Civil Engineer and Administrative Assistant to Staff

Daniel Kaldas is a graduate of Drexel University with a B.S. in both Architectural and Civil Engineering. He is a registered professional engineer and a member of the American Society of Civil Engineers.


Daniel Kaldas

Dan joined DM/A's municipal services group in early January of 2019 as a senior project manager. He was previously employed by Herbert, Rowland & Grubic, Inc. (Harrisburg, Pennsylvania) and Lake, Roeder, Hillard & Associates (Lancaster, Pennsylvania).

In the Summer of 2018, **Lynn Kolb** joined DM/A as the administrative assistant. She previously served several non-profit organizations in a variety of roles including radio announcer, social media coordinator, admissions registrar, business and finance management, and administrative assistant.


Lynn Kolb

In addition to completing several non-profit training programs, Lynn received training from the Woman's Leadership Network, Pennsylvania College of Art & Design, and Magazine Training International.

Russell, Krafft & Gruber, LLP is pleased to announce that **Kim Carter Paterson** has joined the firm's expanding Trusts and Estates practice group. Kim previously served clients in Lancaster and surrounding communities for more than 20 years in private practice with Blakinger Thomas and will continue to provide personal service with the added convenience of Russell, Krafft & Gruber's satellite offices in Willow Street and Ephrata.

Kim works closely with individuals and families to develop and implement estate plans that are tailored to their unique needs, including special needs trusts, long-term care planning, charitable giving and various tax planning options for complex estate plans. She also assists families with all aspects of estate and trust administration. Kim represents clients in Orphans' Court proceedings, such as guardianship actions for the appointment of guardians for incapacitated persons and minors, spousal elections and fiduciary accountings and adjudications. Her practice includes a particular emphasis on legal issues often encountered by the elderly.


Kim Carter Paterson

Kim has been active in the Lancaster community throughout her legal career. She is a current member of the Planned Giving Council for Hospice and Community Care and is a past member of the Boards of Excentia, Hospice of Lancaster County, No Longer Alone Ministries, S. June Smith Center and National Wild Turkey Federation, Southern End Strutters Chapter.

Kim is a member of the Pennsylvania and Lancaster Bar Associations and is admitted to practice in the U.S. District Courts, the Supreme Court of the United States and the United States Department of Veterans Affairs.

PROMOTIONS

RGS Associates, Inc. It is with great pleasure that we announce the promotions of **Adam Byler, RLA** to Senior Project Landscape Architect, and **Katie O'Malley, RLA** to Project Landscape Architect. Both Adam and Katie graduated from Penn State University with a Bachelor's of Landscape Architecture, and passed their Landscape Architecture licensure exam, granting them each the title of Registered Landscape Architect. Progressing through initiative and dedication, both Adam and Katie have shown commitment to the exemplary performance of their duties. By understanding, and then prioritizing, clients and their needs, they ensure that RGS delivers timely, efficient and quality service that exceeds expectations. We know that Adam and Katie will continue to provide this same level of client-focused service in their new positions.


Adam Byler


Katie O'Malley

Along with the accomplishment of becoming a Registered Landscape Architect, Adam was promoted to Senior Project Landscape Architect. Throughout his 12 years at RGS Associates, Adam has most enjoyed working on retirement and senior living projects, detailed planting plans, mixed use developments, and open space/site amenity design. Adam lives in Mount Joy where he enjoys spending time outdoors, gardening, and traveling both locally and internationally.

Katie's promotion to Project Landscape Architect comes after earning the title of Registered Landscape Architect and developing a broad skill set during her three years with RGS. She excels at developing site layout and grading solutions and producing project renderings. Traveling, spending time with her dogs, trying new recipes, and watching movies are just a few ways that Katie enjoys spending her free time.

Barley Snyder, recently named to the *Best Law Firms* list as ranked by *U.S. News & World Report* and *Best Lawyers*, has announced that it has admitted four attorneys into its partnership, effective Jan. 1, 2019.

The firm welcomed **Michael J. Crocenzi, Derek P. Dissinger, Stephanie E. DiVittore** and **William J. Zee** as partners. All four received unanimous approval from the current ownership group, Barley Snyder managing partner Jeff Lobach said.

Crocenzi been a strong member of the firm's growing litigation group, specifically in the area of employment litigation. Crocenzi is a York County resident and in 2018, he was named to the board of directors at LifePath Christian Ministries in York and at the York County Bar Foundation.


Michael Crocenzi

Dissinger, in addition to being a member of the firm's Real Estate and Finance & Creditors' Rights practice groups since his arrival at the firm in 2013, has served as the driving force behind the firm's formation of a Hospitality Industry Group, and then was elevated to the chair of the group later in the year. He is the chair of the firm's Practice Excellence Champions and he also was named the to the Pennsylvania Super Lawyers "Rising Stars" list in 2018.


Derek Dissinger

DiVittore's diverse litigation practice includes work in the areas of banking, tax assessment, land use and commercial workout, including work as special counsel. She is a valued member of our Harrisburg office that opened in early 2018.


Stephanie DiVittore

Zee has been at Barley Snyder since 2015 and in that time, he's worked to advance the profile of the firm's Education Practice Group, a group he took over as chair in 2017. In 2018, the Lancaster County resident helped produce a firm video empowering clients on the merits of trauma-informed education practices.


William Zee

Lobach said the group admitted to the partnership has consistently demonstrated the type of leadership the firm values as part of its mission as the leading regional law firm.

"People like Mike, Derek, Stephanie and Bill are the reason that we have the reputation as one of the strongest and fastest-growing law firms in central Pennsylvania,They epitomize the kind of work ethic and professionalism we seek out in attorneys,"he said.



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Lancaster Building Industry FOUNDATION

Meet The Foundation



Our New Foundation Chair

Meet our new Lancaster Building Industry Foundation Chair, **Jeffrey C. Bright Esq.**

Jeff is a senior counsel construction lawyer with Saxton & Stump who focuses his practice on civil litigation, construction matters, employment law, and real estate development and disputes. He is looking forward to a great year of fundraising, and scholarship & grant giving!

Speaking of scholarships, do you know of any students entering secondary education in the trades? They may be eligible for a Foundation Scholarship. Go to lancasterbuilders.org, Member Center, Foundation for an application, or contact the BIA at 717-569-2674.

Interested in joining the Foundation Board, and making a positive difference in the industry workforce and the community? Contact EO Karen Watkins at the BIA. If you wish to contribute to the Lancaster Building Industry Foundation, please make your tax deductible check payable to: LBI Foundation and mail to the BIA office.

2019 Building Industry Association PARADE OF HOMES Lancaster/Lebanon

June 15-23

Enter Now! Final deadline is April 5.

Be part of the biggest, most anticipated home event of the year!

Builders – Don't Miss This!

The **Parade of Homes** is a 9-day event open to the public to tour your new/custom homes. This is an outstanding benefit of BIA membership! It's one that builders, renovators and realtors should not miss. You homes will be categorized by price and judged by industry professionals.

The Parade of Homes Gala
on June 14 is held at the Lancaster Country Club, and is our prestigious award ceremony where we announce the big winners in all categories!

New This Year–
Apartments and Renovations*
The Building Industry is all about places for people to live—places they call home. So, why not include beautiful apartments and renovations! Now, there are more ways to have your work on display.

**Renovations are subject to approval.*

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Contact Melanie Capanelli for more information at (717) 569-2674 or email melanie@lancasterbuilders.org.

Builder Spotlight:
Kevin Kozo, Turnberry Construction Group



When did you start your company?
November of 2005

What does your company do?
We are a general contracting company specializing in residential and commercial construction.

What makes your company special?
We are a hands-on company working directly with our clients through our in-house design to our weekly client meetings. Receiving multiple awards in the Berks County area for both residential and commercial construction, Turnery Construction Group is focused on our clients needs and how we can achieve them while staying within budget. Having been the project lead on the "Extreme Makeover - Home Edition" in Tilden Township (Berks County) in 2010, I understand how to work within multiple rolls while staying on a tight time line and pulling a project together.

What do you enjoy about your job?
The most satisfying part of our projects comes in two parts. The first is seeing a new project come out of the ground and the second is the final walk-through with the client, and knowing that they are completely satisfied with the work we have done.

Why are you a BIA member?
I joined the BIA because I believe in the Association's strong advocacy for the Building Industry and the many tradesmen we all employ.

Tell us about yourself and your family.
I was born in upstate New York and moved to the Lehigh Valley where I grew up, before moving to Berks County in 1997. I currently live in Shillington, just a few minutes from the Lancaster County line with my two children Kelly 17yrs and Nicholas 14yrs, along with my Goldendoodle, Beau.

What are your favorite hobbies?
I have a real passion for all cars, imported and domestic - new and old. Finding new microbreweries and vineyards along with golf, traveling and working on my home.

What other organizations are you part of?
Currently a member of the Reading Berks Association of Realtors as well as their Commercial Industrial Council, Lancaster Association of Realtors and their Commercial Industrial Council and the Home Builder Association of Berks County where I served on the board for seven years and later became President in 2012.

2019 Building Industry Pillar Partner

GRMitchell
Celebrating 50 Years | Est 1969

Associate Spotlight:
Pete Weaver, Pete's Paints, LLC



When did you start your company?
I initially started Pete's Paints for side work in 2009. In 2013, I transitioned to full time ownership and operation of Pete's Paints.

What does your company do?
Pete's Paints, LLC is a painting contractor performing high quality interior and exterior painting for residential and commercial customers. We offer the use of oil & latex based paints, primers, stains, epoxies and poly on all varieties of interior and exterior project surfaces. In addition to painting, our services include

- Kitchen cabinet/Built-In refinishing
- Power Washing/Mold & Mildew removal
- Deck, wood, concrete staining/painting
- Metal painting & finishing
- Rust removal
- Epoxy finishing
- Hardwood floor refinishing and staining
- Concrete finishing and much, much more

What makes your company special?
We are laser focused on quality outcomes and customer experience. All phases of each project are executed with careful attention to details. This includes understanding our customers' budgets, comprehensive written estimates, clear customer communication, tight project management, knowledgeable product selection, thorough surface preparation, and professional paint application.

I started out solo, doing all the work myself. It became quickly apparent that the quality of work I do is highly sought and have built our employment ranks to six. Our painters are hired and retained on the basis of their willingness to thoroughly learn the painting trade with the high standards required by Pete's Paints. I invest myself in my employees to give our customers the best service and our employees a rewarding career in the painting trade.

Why do you enjoy your job?
Quite simply: I love to paint! Our customers are a delight and I'm enriched by the honor of being trusted with people's homes. The challenges of owning a painting company are compensated by the learning opportunities for industry knowledge and professional growth.

Why are you a member of the BIA?
We are a small, but growing company. Joining the Lancaster BIA has been a business goal and we are proud of our membership with this valuable organization. The Lancaster BIA provides opportunities for professional fellowship and growth, along with marketing, educational, and vendor discount advantages.

Tell us about yourself and your family.
My wife, Janelle, is my office manager. She and our two teenage daughters live in New Holland and we enjoy attending LCBC Church Manheim Campus together.

What are your hobbies?
I'm an avid fisherman and would spend all my free time on the water, but I take reluctant breaks from it to go camping and cycling with Janelle.

BIA SPRING HOME SHOW
Lancaster's Longest-Running Home Show!
March 8-10, 2019
BIASpringHomeShow.com
fresh IDEAS. local PROFESSIONALS. dependable RESULTS.
Building Industry Association of Lancaster County
Free Admission
Spooky Nook charges $5 for parking
at SPOOKY NOOK SPORTS

BIA Booth Camp



Many thanks to our veteran Spring Home Show exhibitors, **Barb Shopf of Integrity Pools**, **Matt Stevenson of Miller and Sons**, and **Jay Worth of Tomlinson Bomberger** for the expertise they shared at our BIA Booth Camp! Companies—both new and experienced exhibitors—received personalized instruction and recommendations for a successful show. Make sure to communicate why you are exceptional as a local professional, and have your response ready when an attendee asks: "What makes *YOU* the best choice for my project?"

See you at the BIA SPRING HOME SHOW!

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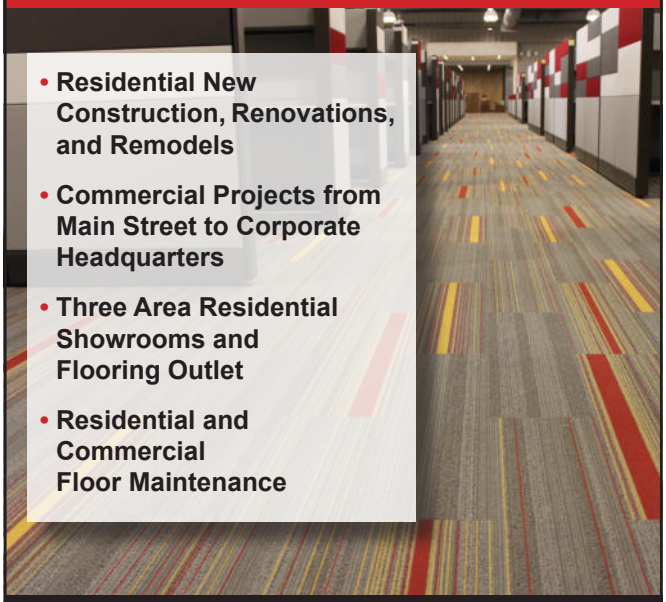

- Residential New Construction, Renovations, and Remodels
- Commercial Projects from Main Street to Corporate Headquarters
- Three Area Residential Showrooms and Flooring Outlet
- Residential and Commercial Floor Maintenance

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- Tax Filings

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2018 BIA General Membership Meeting

The 2018 General Membership Meeting came together at Leola Village, on November 15th. There were 90 members who attended, despite an unexpected significant snow storm.

Bob Barton with The Cabinet Joint, was awarded *The Committee All-Star Award*.



He currently serves on three BIA committees – *Community Service*, *Membership* and *Remodelers Council Steering Committee*.

His participation has added insightful contributions and a refreshing enthusiasm. Bob's dedication has been instrumental in the planning and success of varied events and programs.

Congratulations to Bob for a well earned recognition.





Special thanks to **Dr. Robert Dietz**, NAHB Chief Economist for his very informative presentation – *"Rising Risks for the Housing Outlook"*

And many thanks as well to our generous sponsors who make this event possible.

Event Sponsor
Waltz Group
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Pella Windows & Doors
Event Brochure Sponsor
Blakinger Thomas



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

Do it all June 27th at Crossgates.



Door prizes needed!

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

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

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

Get a better shot at new business with a sponsorship!

Tournament Sponsor - $1,500
Premium Hole Sponsor - $350
Standard **Hole Sponsor - $200**
Foursome & Hole Sponsor - $575
Beverage Hole Sponsor - $500
Dinner & Beverage Sponsor - $500
Mulligan Sponsor - $150
Bag of Tricks Sponsor - $150

2019 BIA Installation Banquet

Keith Petrisek, Dutch Quality, Inc. is the BIA President for 2019



Photos courtesy of Jim Phipps

The Building Industry Association of Lancaster County officially installed its 2019 Board of Directors at the Annual Installation Banquet on January 10, at the Eden Resort, with more than 120 local builders, contractors, government officials, and other guests in attendance. Pennsylvania Builders Association 2019 President Maria Coutts, The Coutts Group, performed the duties of installation.

Keith Petrisek is Vice President of Dutch Quality Contractors, a family owned and operated business started by his father in the 70's. Throughout that time they have operated in different capacities but have always striven to achieve the same thing, help their customers realize the full potential of their homes by guiding them through the construction process while providing them with the highest quality work possible.





SPECIAL THANKS TO OUR EVENT SPONSORS:

Luncheon Sponsors
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JC Snavely & Sons

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Rigidply Rafters
Trout, Ebersole & Groff

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Martin Appliance
McNees, Wallace & Nurick
Susquehanna Style Magazine

BIA Annual Award Recognitions

The following awards were given to five deserving members: The Building – Industry – Association (BIA) Awards, the Young Professional Award, and the President's Award which were chosen by association peers and staff for the 2018 year.



BIA BUILDING AWARD
Shawn Garman
Garman Builders
Awarded to a member who contributes to the creation of quality homes, strengthens relationships in our local community, and provides business opportunities for those who support the industry.



BIA INDUSTRY AWARD
John Bear
Stevens & Lee/Griffin
Awarded to a member who has strongly advocated for the industry position on issues that influence our members' ability to do business.



BIA ASSOCIATION AWARD
Barb Shopf
Integrity Pools & Spas, Inc
Recognizes a member who has represented the BIA as an ambassador, volunteer and leader promoting the association and its member companies.



BIA YOUNG PROFESSIONAL AWARD
Jordan Metzler
Metzler Home Builders, Inc.
Recognizes a member between the ages of 21–45 who, like the Association Award, has represented the BIA as an ambassador, volunteer and leader promoting the association and its member companies.



BIA PRESIDENT'S AWARD
Bruce Gingrich
Glenn H. Gingrich, Inc.
Awarded to a member whose contributions especially stand out to our President.

Holiday Homes on Parade

Becoming a Holiday Tradition

Twelve locations including eleven new and remodeled homes plus our Hygge (Cozy, Comfort) Sponsor, Penn Stone made up the tour for the 2018 Holiday Homes on Parade event.

The energy of the season was evident as people flocked to see these beautiful homes decked out for the holidays. Each of the locations featured an opportunity to enter to win a special gift.

And the spirit of the season was not forgotten, either. A $300 donation was made to the Salvation Army's Coats for Kids program.





Special thanks to our sponsors —

Event Sponsors	***Ephrata National Bank***
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	Integrity *from* ***Marvin Windows & Doors***
Media Sponsor	***Lancaster County Magazine***
Hygge Sponsor	***Penn Stone***

Good Cheer Sponsors

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Blakinger Thomas	Kingsway Realty	Premier Settlements, Inc.
Henry H. Ross & Son, Inc.	LH Brubaker Appliances	Superior Walls by Weaver Precast





Building Industry Association REMODELERS COUNCIL

Remodelers Council Holiday Happy Hour and February Meeting!



Holiday Happy Hour Over 20 people enjoyed a pre-holiday get-together at the Bulls Head in Lititz in early December. No agenda, just good conversations and members making new friends in the industry.

Then on February 5th of this year (*Two photos on the right.*), Chris Beahan from **Marvin Windows & Doors** gave his fascinating presentation on Historic Windows at the BIA Remodelers Council's winter meeting. As remodelers, everyone appreciated this engaging information.

A big thanks to our sponsors

GRMitchell Celebrating 50 Years | Est 1969

MARVIN Windows and Doors Built around you.





DON'T FORGET!

BIA Remodelers Council Breakfast Meeting

May 7, 2019
FREE for Council members, $10 for non-members

(Time & location to be determined.)

Remodeling Showcase Awards Luncheon

Building Industry Association
REMODELING SHOWCASE
AWARDS

Thursday, April 3, 2019 @
The Barn at Overlook

Luncheon & Awards – 11:30am



Connect with industry peers
Celebrate ingenious redesign.

Be among the first to see the incredible and inspiring 2019 BIA Remodeling Showcase Award projects and congratulate the big winners of this presitgious program.

Sponsored by:

MARVIN Windows and Doors Built around you.

Building Industry Association of Lancaster County
Your Community. Your Builders.

BIA Partnership Opportunities



Sponsorship packages to promote your business!

A WIDE VARIETY FROM WHICH TO CHOOSE

Sponsorship Packages

Each includes a combination of event sponsorships and advertising.

PINNACLE PARTNER $2500 — SOLD

4 Half-page Color Ads in Lancaster Builder Newsletter
General Membership Meeting Event Sponsor
Golf Outing Beverage Hole Sponsor
4 BIA Briefing Banner Ads
BIA Spring Home Show Banner Sponsor
And More

BUILDING INDUSTRY PILLAR PARTNER $2000 — SOLD

BIA Spring Home Show Banner Sponsor
Remodeling Showcase Awards Centerpiece Sponsor
Remodelers Council Holiday Social Sponsor
Holiday Homes on Parade Good Cheer Sponsor
2 Half-page Color Ads in Lancaster Builder Newsletter
And More

ASSOCIATION EVENT PARTNER $1500 — 1 available

BIA Spring Home Show Sponsor
Golf Outing Premium Hole Sponsor
BIA Member EXPO Event Sponsor
General Membership Lunch Sponsor
One Quarter-page Color Ad in Lancaster Builder Newsletter
And More

INDUSTRY SUPPORT PARTNER $1000 — SOLD

BIA Spring Home Show Banner Sponsor
Golf Outing Bag of Tricks Sponsor
BIA Member EXPO Member Tabletop
General Membership Industry Sponsor
One Quarter-page Color Ad in Lancaster Builder Newsletter
And More

3 Advertising Packages

Advertising Package 1 — $1500
Advertising Package 2 — $1000
Advertising Package 3 — $ 500

Advertising A La Carte

Web Page Carousel ads — Prices range from $250 to $700
Lancaster Builder ads — Prices range from $250 to $580
BIA Briefing E-newsletter ads — $75 per ad

You want a Partnership package but you don't see one that is a perfect fit — Contact Us! We will help to tailor a package just for you! Call (717) 569-2674 or email Pauline Wilton: pauline@lancasterbuilders.org.

Show your support ~ Speak to your market ~ Strengthen your business

JOB POSTINGS

Got some job openings?
Create your **free** employment listings and 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

2019 BIA SPRING HOME SHOW
March 8-10
Spooky Nook Sports
2913 Spooky Nook Road
Manheim, PA 17545
The Spring Home Show is where the new building and remodeling season begins! Reserve your booth today, and get ready for a profitable 2019! You need to be there, because your competitors will.

GOVERNMENT AFFAIRS BREAKFAST & ROUND TABLE DISCUSSION
March 21, 7:30am – 9:30am
The Cork Factory Assembly Room,
480 New Holland Ave,
Lancaster, PA 17602
Sponsored by: McNees
Valuable face time with your legislators....
Make sure you're at the table!
Join your fellow BIA members and several state legislators for breakfast and to discuss construction industry priorities and issues.
Legislators will visit each table in a circuit.
Cost $20 per person

BIA BREAKFAST WITH SAXTON & STUMP—
"WHO OWNS THE DESIGN?" & "GETTING PAID - MECHANICS LIENS LAW"
March 28, 7:30am – 9:30am
Spooky Nook Sports, 2913 Spooky Nook Road, Manheim, PA 17545
Please join us for this informative breakfast meeting!
Presented by Saxton & Stump
Topic:
- How to protect your designs when submitting bids (building plans/ blueprints, etc.)
- When and how to get paid for late payments by filing a Mechanics Liens

Presenters:
Intro by Erik Hume, Esq., Helen Wolstoncroft, Esq., and Ron Pollock, Esq.
Agenda:
7:30am - 7:45am - Registration
7:45am - 8:00am - Welcome
8:00am - 8:45am - Who Own's the Design - Helen Wolstoncroft
8:45am - 9:15am - Getting Paid - Mechanics Liens Law - Ron Pollock
9:15am - 9:30am - Q&A
Cost: $15 per person, includes breakfast

Remodelers Council Breakfast Meeting
May 7, 2019 — Time & place to be determined
Matt Grosh, Herr & Low will be giving a presentation on mediation to resolve disputes. This meeting is open to all BIA members. A light breakfast will be provided.
Cost FREE for Council members, $10 for non-members

BIA: THE WHOLE PICTURE
May 8, 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

BIA EVENTS



Building Industry Association
REMODELING SHOWCASE
AWARDS
LUNCHEON
April 3, 2019
at the Barn at Overlook
11:30–1:30

Applaud the Accomplishments

Join us at our awards luncheon where our exceptional BIA remodelers will be showcasing some of their best work.
Projects are judged by industry peers and our winners are awarded and celebrated at the event!

Contact Melanie Capanelli for more information at (717) 569-2674
melanie@lancasterbuilders.org

SAVE THE DATE!

THE PARADE OF HOMES GALA
June 14 6:30 - 9:00 pm
The Lancaster Country Club, 1466 New Holland Pike, Lancaster
It's the grandest BIA event of the year. Spend a classy evening celebrating this year's Parade entries with the participating builders, and be among the first to see who the big winners will be. The Gala begins with cocktails and dinner, followed by the awards presentation.
Cost: $45 per person

THE PARADE OF HOMES
June 15-23
Make your plans to visit a few of the fabulous homes that will be on display at this year's Parade! Not only will you get to see the top home trends of the year and get great ideas for your own home, but you will also get to marvel first-hand at the magnificent work that our builders accomplish.

2019 Building Industry Association PARADE OF HOMES Lancaster/Lebanon

And this year for the first time, apartments and remodels are added to the lineup.
Cost: FREE

EDUCATION

30 HOUR OSHA CONSTRUCTION—A 4-DAY COURSE
March 14, 15, 21 & 22, 2019 7:30am – 4:14pm 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 March 6, 2019
** Price includes course materials, certificate of completion.*

COMPETENT PERSON FOR FALL PROTECTION
March 26, 2019 7:30am – 2:30pm
ABC Keystone, 135 Shellyland Road, Manheim
For many business owners, the thought of transitioning out of their business may be This course will provide information to company individuals who are responsible for the assessment of fall hazards, selection of engineering, administrative controls and personnel fall protection systems. Discover more about both regulatory (OSHA) requirements and best industry practices through lecture, hands-on activities, and tabletop-style exercises using potential workplace scenarios.
Benefits of Attending:
- Gain knowledge critical in protecting employees from the dangers of working at heights
- Identify workplace fall hazards
- Select and implement hazard controls in accordance with the OSHA hierarchy of hazard control
- Be informed on proper use of personal fall protection devices

Learn More About:
- OSHA regulations and best practices
- Hazards
- Engineering controls, such as scaffolding, guardrails, site protections
- Administrative controls
- Personal fall protection devices

Who Should Attend:
Safety representatives, project supervisors, foremen with responsibility for identifying and correcting workplace hazards
Cost: BIA Member $105 per member. Register by March 18, 2019

CONFLICT MANAGEMENT: TURNING CONFLICTS INTO OPPORTUNITIES!
April 11, 2019 8:00 am – 11:00 am
ABC Keystone, 135 Shellyland Road, Manheim
Properly managed conflict can improve outcomes. Learn how to implement strategies to limit the negative aspects of conflict and to increase the positive aspects of conflict. Discover how to choose and execute the strategy that best fits the situation and to successfully handle conflict while developing cooperation. This interactive training session will develop one's skills on how to deal with conflict within the organization and with other coworkers.
Benefits of Attending:
- Discover how to assess your skills related to dealing with conflict
- Discover ways to sense conflict
- Learn the positive and negative flow of conflict
- Learn the five step process in resolving conflict
- Discover why it is important to establish ground rules for resolving conflict

EDUCATION

- Learn why it is important to use "I" messages
- Practice conflict resolution skills and receive feedback

Who Should Attend:
Persons who have been in a project management position for up to two years, Anyone who is having difficulty with resolving conflict and anyone who wants to improve how their organization resolves conflict should attend.
Cost: $135 per BIA Member, 3 or more same firm - $120.00 per BIA Member.
Register by April 3, 2019
** Price includes various course materials and certificate of completion.*

SALESWORKS! GENERATING REVENUE & DEVELOPING LONG TERM CLIENTS —A 4 DAY COURSE
April 17, 23, 30, & May 7, 2019 2:00pm – 4:00pm each day
ABC Keystone, 135 Shellyland Road, Manheim
Challenge yourself and join us for "SalesWorks" - four interactive sessions that will improve your Sales Performance while focusing on ways to maximize your impact on your customers! It's all about "Focus and Awareness" in using the best "tools" in delivering your service or product in a way that fulfills the needs, wants, and values of your customer....BETTER THAN ANYONE ELSE!
Benefits of Attending:
- Leverage your creativity by defining and systematizing your sales process
- Build a purposeful and energizing sales plan; then learn to execute and adjust
- Sell more in less time - gain balance and energy through focus, purpose and effectiveness
- Know your numbers, what they mean and how to improve them

Who Should Attend:
Sales professionals, business developers, sales managers, small business owners
Cost: $395 per BIA Member, each additional $355 per BIA Member
Register by April 8, 2019
** Price includes various course materials and certificate of completion.*

BASIC FALL RESCUE TRAINING — 2 DAY COURSE
May 9 & 10, 2019 7:30am – 4:00pm each day
ABC Keystone, 135 Shellyland Road, Manheim
Falls are consistantly the #1 cause of death and serious injuries in the construction industry. Focus on both regulatory (OSHA) requirements and best industry practices to protect employees from the dangers of working at heights. In the event that a worker falls, and the appropriate fall protection systems are used, the employer must still perform a rescue. OSHA requires prompt rescue within 15 minutes. Is your company ready for this?
Benefits of Attending:
- Gain knowledge critical in protecting employees from the dangers of working at heights
- Identify workplace fall hazards
- Select and implement hazard controls in accordance with the OSHA hierarchy of hazard control
- Be informed on proper use of personal fall protection devices

Who Should Attend:
Safety representatives, project supervisors, foreman with responsibility for identifying and correcting workplace hazards
Cost: $740 per BIA Member
Register by May 1, 2019
** Price includes various course materials and certificate of completion.*

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

Uniform Construction Code Deadlines

April 1st may be critical to you

Brian M. Wolfgang, Associate Director, Pennsylvania Housing Research Center

On May 1, 2018, the PA Uniform Construction Code (PA UCC) Review and Advisory Council (RAC) submitted their report to the Department of Labor and Industry adopting the majority of code provisions contained in the 2015 International Code Council (ICC) Model Codes. These new code provisions took effect on October 1, 2018. Although October 1 is well in the rearview mirror at this point, there is another deadline quickly approaching. Act 36 of 2017 contained critical language related to a phase-in period for projects that were initiated prior to October 1, 2018. This language reads:

Where a design or construction contract was signed before the effective date of regulations for a subsequent Uniform Construction Code or International Fuel Gas Code issued under this act, the permit may be issued under the Uniform Construction Code or International Fuel Gas Code in effect at the time the design or construction contract was signed if the permit is applied for within six months of the effective date of the regulation or the period specified by a municipal ordinance, whichever is less.

What does this actually mean? If you are a builder or design professional and a client of yours signed a contract for a project prior to October 1, 2018, you have until April 1, 2019 to apply for a building permit and have it be built to the previous UCC code (which was effectively the 2009 IRC with some amendments). Once April 1, arrives all projects will be subject to the updated codes contained within the PA UCC.

Are you still unsure as to which codes apply under these UCC changes? Check out the PA Department of Labor & Industry's publication in the PA Bulletin (https://www.pabulletin.com/secure/data/vol48/48-39/1524.html) or send the Pennsylvania Housing Research Center an email, phrc@psu.edu.

BIA Meets with Congressman Lloyd Smucker

BIA leadership and members met with US Congressman Lloyd Smucker on February 1st at the BIA office. The group discussed industry issues ranging from health insurance, new upcoming leadership and regulation reform. Immigration was also a hot topic; the group expressed the need for the labor that legal immigrant workers bring to the industry in light of our staggering shortage of construction workers. Congressman Smucker appreciated the efforts of our BIA members working to make Lancaster County and PA a builder friendly business environment.





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!

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www.PBIPonline.com

JRG ADVISORS

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+
Shawn Garman

Century Club: $500+
Steve Black

Chairman's Club: $100+
Bruce Gingrich



Join us at the Hurst House for our BIA Spring Social



Enjoy good food & beverages, check out classic cars, win door prizes.

Proceeds benefit the BIA PAC and the BIA Government Affairs advocacy efforts.

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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.

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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

Jonestown Bank & Trust Co.
Elizabeth Arndt
421 E Penn Ave
Cleona, PA 17402
Phone: (717) 274-5180
Email: earndt@jbt.bank
Business Activities: Banking & Lending Services

Myer Hill Consulting
Glyn Boone
444 Myer Terrace
Leola, PA 17540
Phone: (717) 413-1832
Email:glynboone@myerhill.com
Business Activities: Engineers

Pickering, Corts & Summerson, Inc.
Mark Havers
3425 Simpson Ferry Road
Camp Hill, PA 17011
Phone: (215) 968-9300
Email:mhavers@pcs-civil.com
Business Activities: Engineers - Civil

Reeb Millwork
Jere Barto
1000 Maloney Circle
Bethlehem, PA 18015
Phone: (610) 867-6160
Email:jbarto@reeb.com
Business Activities: Wholesale Distributor

Sponsor: Tom Keller
Sunshine Construction, LLC
Andrew Brooks
14600 Laurel Road
Felton, PA 17322
Phone: (717) 993-6034
Email:andrew.a.brooks@gmail.com

Business Activities: Doors
Veterans Pro Services
Dan Messimer
503 E. Newport Road
Lititz, PA 17543
Phone: (717) 747-1000
Email:christianlapp@frontiernet.net
Business Activities: Painting Contractor

Wells Fargo
Michael Shultz
1271 Lititz Pike
Lancaster, PA 17601
Phone: (717) 299-6801
Email:michael.shultz@wellsfargo.com
Business Activities: Banking & Lending
Sponsor: Steve Cook

BUILDERS

Jim Martin Design
Jim Martin
241 West Huyard Road
New Holland, PA 17557
Phone: (717) 629-2807
Email:jimmartindesign@gmail.com
Business Activities: Kitchen
Sponsor: Shannon Smith

Precise Buildings, LLC
Steve Yinger
552 Beechdale Road
Bird-In-Hand, PA 17505
Phone: (717) 768-3200
Email: steveyinger@precisebuildings.com
Business Activities: Builder-Single Family

Cancellations

CAF Cabinetry
Centric Bank
Doutrich Homes, Inc.
Goliath Tech Keystone
Invisible Fence of Southern PA
The Greenskeeper

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

Membership Renewals

Thank you for your continued commitment to the industry!

Alden Homes
Alside Supply Co.
B & E Roofing and Remodeling, LLC
B & F Partners
B.R. Kreider & Son, Inc.
Bareville Kitchens & Design - Flooring & Tile
Bauman Brothers Concrete
Belmont Solar
Berkshire Hathaway HomeServices Homesale Realty
Brubaker Drywall, Inc.
CertaPro Painters of Lancaster
Clyde Stumpf & Son, Inc.
Concrete Walls Unlimited Co.
Custom Home Group, Inc
DCS Quality Carpentry, LLC
Diehm & Sons, Inc.
Duff Builders
Dutch Quality, Inc.
Eagle Building Solutions LLC
Eden Resort & Suites
ELA Group, Inc.
Elm Ridge Construction, Inc.
Ephrata National Bank
ESCO, Inc.
Evergreen Custom Carpentry
Fairway Independent Mortgage Corporation
Fleming Tile & Marble
Fred Metzler Construction
Garman Builders, Inc.
Garrety Glass, Inc.
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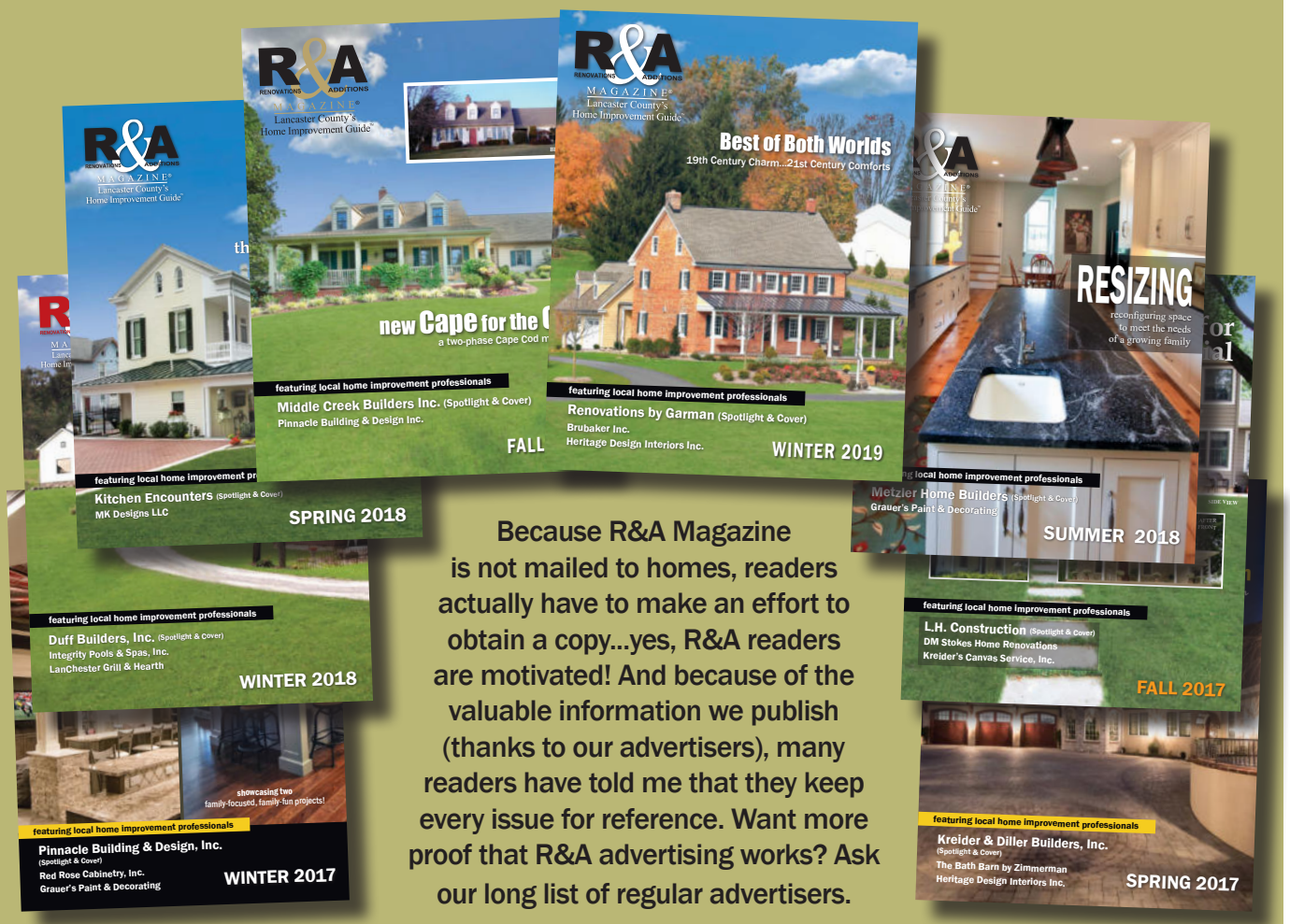

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