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Lancaster Builder

A publication of the Building Industry Association of Lancaster County



Cover image provided by:

MARTIN APPLIANCE
The Appliance Sales & Service People

Kitchen Design by:
Steiner-Houck & Associates | Interior Designer
More info on page 4.

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Our BIA's "Next Big Thing"



By Keith Petrisek, Dutch Quality Contractors, Inc.

In August of 2018, a Task Force was convened to analyze the standing of the BIA, and look for "the next big thing" that might strengthen the association to meet the new challenges faced by our members and by our industry.

The BIA, currently in its 63rd year, is fortunate to be in a strong financial position. Considering this, and looking to our future, some of the recurring questions from the Task Force's meetings were:

- How might we reinvest a part of our reserve funds in the association?
- In what ways will it benefit us?
- Where do we want to focus?

Well, we want to focus on YOU.

The first part of our mission states that the BIA is here to "To promote its member companies," and we do this in numerous ways. Through the lens of the task force we have been exploring the development of an additional area of promotion—an association awards program beyond the builder's "project based" Parade of Homes and Remodeling Showcase Awards. We've researched various formats and judging criteria, and we are eager to feature your company's best practices and professional areas of expertise in our new *BIA Pillar Awards*.

While discussing how a new Association Awards program would function, including what the categories would be and how we would judge them, it was determined that it would be necessary to employ a customized software program to achieve this goal; software that we don't currently have, but that we could develop and use as the basis for all our awards programs. The software would allow us a way to streamline the successful processes we currently utilize, and allow BIA staff the ability to use their time more efficiently, even focusing on other topics at hand—like the *next* next-big-thing!

We are eager to invest in our association's future, and I thank you for being a part of it.

For more information on how you can be a part of the BIA Pillar Awards, see the article about that on page 12.

Calendar of Events

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

June

14 Parade of Homes Gala & Awards
6:30 @ Lancaster Country Club

15–23 Parade of Homes Tour

27 Annual BIA Golf Outing
12:00 @ Crossgates

August

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

July

26–27 PBA Committee & Board Meetings
State College, PA

September

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

TBD Remodelers Council Meeting

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.

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

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BIA of Lancaster County
204 Butler Ave, Suite 200
Lancaster, PA 17601
Tel: (717) 569-2674; Fax: (717) 569-5187
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BLENDING DESIGN WITH BEAUTY, QUALITY AND FUNCTION



A stately Victorian mansion built in 1885, known today as the B&B Pineapple Manor, was given new life and its new name beginning in 2017 thanks to a project by United Auxiliaries to Lancaster General Hospital in support of Child Life Program, meeting the needs of children and their families undergoing medical care.

The interior design firm **Steiner-Houck & Associates** was retained to redesign the kitchen (cover photo) and create a second floor library and wine lounge (above). Designer Sandra Steiner-Houck chose to work closely with **Martin Appliance** and **Martin Furniture and Mattress** in selecting and supplying the appliances and furniture appropriate to the new design, the style of the house and it's "Southern feel."

The kitchen's previous dark colors and heaviness was transformed into a plantation style with light colors, unobscured windows and appliances that fit the design.

Martin Appliance's Shawn Reimold points out that the focal point is the zink-brass range hood and the 48-inch, commercial-quality BlueStar gas range manufactured in Reading, PA. It features eight burners, a charbroiler and a griddle along with double ovens. A 36-inch built-in Jenn-Air refrigerator, a Miele dishwasher and a Jenn-Air microwave drawer complete this highly functional and attractive kitchen.

Martin Appliance began in 1973. Dennis Martin was inspired to begin servicing appliances and water treatment systems. However, this wasn't his only intention. He wanted to focus on serving people, with exceptional customer service. To that end, he started selling appliances in a showroom based in the garage of his own home. Six years later, the very first retail store was built in Myerstown, PA. There Dennis, along with his few employees, continued to grow and prosper, impacting the lives of those customers they served each day.

Eventually, Martin's established other divisions designated as Martin Water Conditioning, and Pure-Test Water Lab. Martin Furniture and Mattress was established in 2003. They now have two furniture and mattress locations in New Providence and Ephrata and mattress only location in Myerstown.

Martin's continues to be owned and operated by the Dennis Martin family, along with an exceptional team of more than 300 employees. We welcome you to come and experience the difference of great customer service not only before and during the sale, but after.

For more information, visit Martin's web sites at MartinsAppliance.com and MartinFunturePA.com or give them a call:

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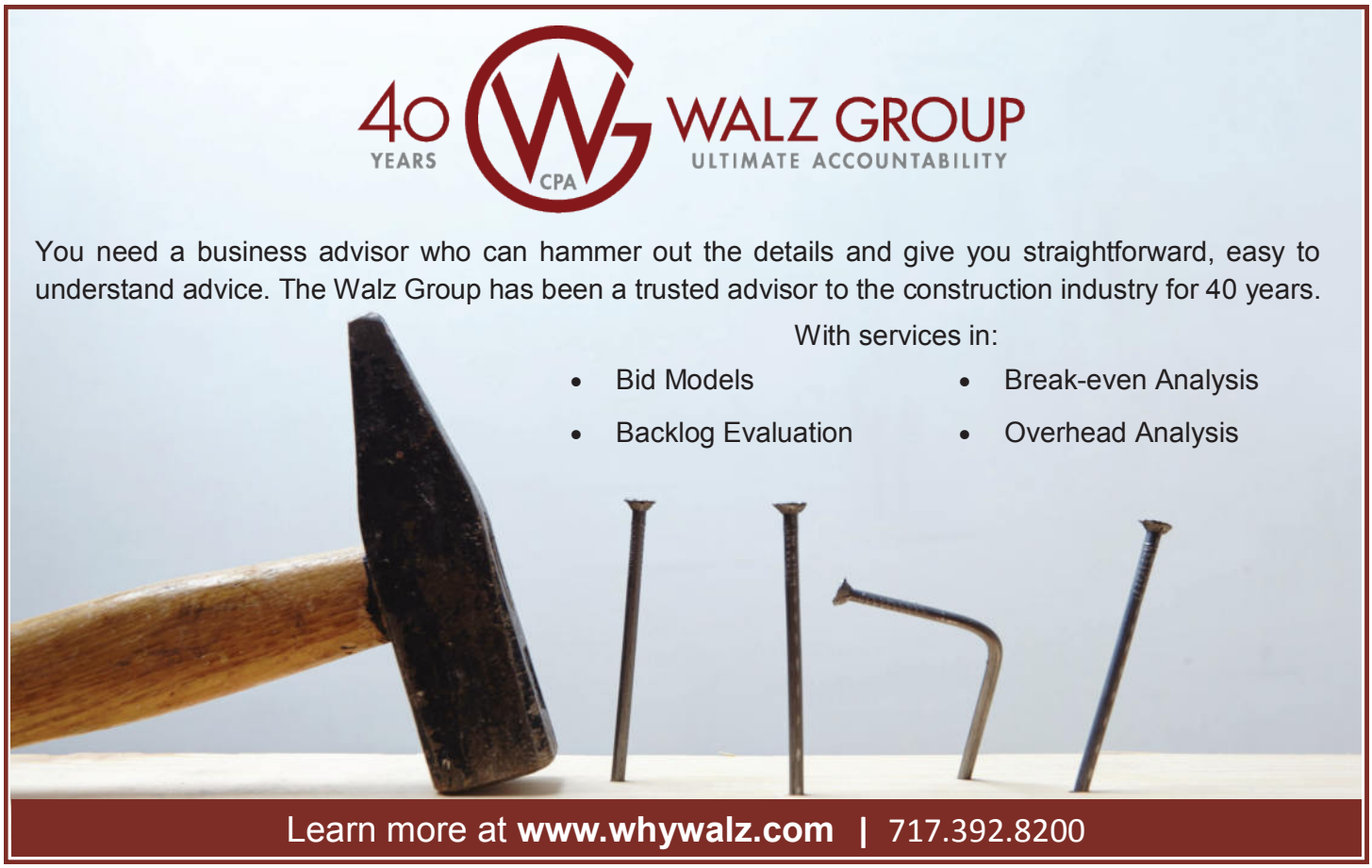


Home Features Buyers Want — and Don't Want

by Paul Emrath, Ph.D.
Vice president, surveys and housing policy research, for the National Association of Home Builders

Energy efficiency, storage continue to rank high on most wanted list.



Home builders spend significant amounts of time, effort, and money to find out how to make their homes appealing to prospective buyers. Do they want gourmet kitchens or a spa-like master bath? Great rooms with soaring ceilings or lots of flex space?

According to NAHB's 2019 edition of "What Home Buyers Really Want," their needs and wants are much more down-to-earth, starting with a laundry room. After that, three of the next 10 most-wanted features are ENERGY STAR ratings for windows, appliances, and a whole-house rating.

At the other extreme, an elevator is the feature that would turn potential buyers away more than any other.

Using consumer panels maintained by the Home Innovation Research Labs, the survey collected responses in spring 2018 from 3,996 recent home buyers (those who purchased a home in the last three years) and prospective buyers (those expecting to buy a home in the next three years).

THUMBS UP

A substantial section of the survey asked recent and prospective buyers to rate 175 home and community features using the following four-tier scale, which emphasizes how a feature influences the buyer's purchase decision:

ESSENTIAL (unlikely to buy a home without this feature)
DESIRABLE (seriously influenced to buy home if included)
INDIFFERENT (would not influence purchase decision)
DO NOT WANT (not likely to buy a home with feature)

Figure 1 shows the 10 "most wanted" features, based on the percentage of buyers who rate them as either desirable or essential, including the two that tied for 10th place. Ranking at the very top, according to this metric, is a laundry room, with 91 percent of buyers rating it either essential (unlikely to buy a home without it) or desirable (would be seriously influenced to buy home if included).

FIGURE 1. THE MOST WANTED FEATURES
(Percent of Buyers Rating the Features Essential or Desirable)



All three of the survey's categories of ENERGY STAR ratings also appear on the most-wanted list. The essential/desirable shares for these ratings are 89 percent for windows, 86 percent for appliances, and 81 percent for an ENERGY STAR rating covering the entire home. Two outdoor features ranked among the most wanted: a patio (rated essential or desirable by 87 percent of buyers) and exterior lighting (by 85 percent). Two other most-wanted features highlight the importance of home organization: garage storage (rated essential or desirable by 85 percent of buyers) and a walk-in pantry (by 83 percent). The other most-wanted items were a ceiling fan (with an essential/desirable share of 85 percent), hardwood flooring for the living spaces on the main floor (83 percent), and a double sink in the kitchen (81 percent).

A TREASURE TROVE OF DATA

NAHB has conducted home buyer preference surveys since 2003. Most of the essential/desirable percentages for the items in Figure 1 have remained relatively stable over that span. In the last two iterations of the survey (2015 and 2018), the largest upward changes were a 4-point increase in the desirable/essential share for garage storage and a 3-point increase for patios.

For garage storage, this simply reversed a 2015 downturn and took the essential/desirable share back close to where it had been in 2012. For patios, however, the latest increase represents part of a longer trend. The share of buyers rating a patio as essential or desirable has increased with every preference survey since 2003, when it stood at 73 percent.

Continued on page 6

Features Home Buyers Want — and Don't Want

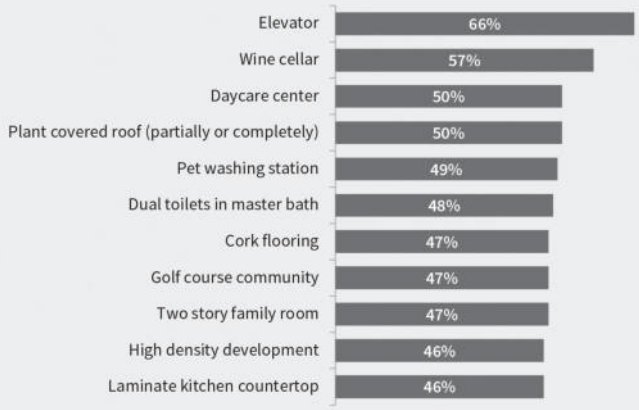
continued from page 5

THUMBS DOWN

In addition to features home buyers want, builders should also want to identify the features that a large proportion of their buyers do not want. Figure 2 shows the 10 most-unwanted features (including ties for 10th place) based on the share of buyers rating the item "do not want." Again, a "do not want" rating means buyers are unlikely to purchase a home if it has that particular feature.

FIGURE 2. THE MOST UNWANTED FEATURES

(Percent of Buyers Indicating They "Do Not Want" the Features)



By this criterion, an elevator ranks as the most-unwanted feature, explicitly rejected by two-thirds of all home buyers. It's important to remember, however, that a niche market usually exists even for an item as generally unpopular as an elevator. Despite the large share of buyers who do not want one, 12 percent of buyers think an elevator is desirable, and 6 percent consider it essential. Moreover, an elevator may be necessary under some circumstances. For example, local regulations, land costs, or other factors could make multi-story townhomes a builder's only viable option.

At least half of all buyers also are unlikely to buy a home if it comes with a wine cellar (57 percent) or a plant-covered roof, or is in a community with a daycare center (each 50 percent). In addition to the daycare center, two other items on the most unwanted list are features of the community in which the home is located, rather than of the home itself. Forty-seven percent of buyers do not want to live in a community with a golf course; 46 percent do not want a home in a high-density community with smaller lots and attached or multifamily buildings.

LAMINATE COUNTERTOPS ARE OUT

Many of the items in Figure 2 did not appear on earlier versions of NAHB's home buyer preference survey. Some also appeared in a different format, so the results are not directly comparable to the 2018 survey. Nevertheless, several of the items do have a consistent history back to 2003. One notable trend over that time is that buyer resistance to homes in golf course communities has become considerably less widespread. The "do not want" share for golf course communities declined from 73 percent in 2003 to 47 percent in 2018.

On the other hand, buyers have become more resistant to laminate kitchen countertops over time, with a "do not want" share of 26 percent in 2003 vs. 46 percent in 2018. This result is probably not surprising, given the way manufacturers have continued to develop and improve countertop materials over that span.





Builder Spotlight:
Tim Kotzmoyer, TK Building & Design

When did you start your company?
We were founded in 2011 and changed our name to TK Building & Design LLC in 2015, as we grew into more than just a construction company.

What does your company do?
TK Building & Design LLC is a full-service remodeling and new construction contractor for residential and light commercial customers. We offer a wide variety of custom solutions for our clients and are proud to have an interior designer on our team who can help guide our customer's ideas to a full design. A client puts their trust into our company and we take that trust very seriously to help them with their projects.



What makes your company special?
Our greatest asset is our dedicated team of employees. Our team members are involved in all aspects of our customer projects, from start to finish and all points in between. As a small, but quickly growing company, we excel at challenging and unique projects in both residential and light commercial projects. Our customers know us for our attention to detail throughout all aspects of a project, from the very first meeting to the final day on the job.

What do you enjoy about your job?
I am passionate about helping our customers' ideas become reality and I find it very rewarding to help someone's dream take shape at their home or business. Our team operates like a family and our fun atmosphere makes it enjoyable to come to work each day!

Why are you a BIA member?
The BIA provides so many great opportunities for a small, growing business like TK Building & Design. Through various networking events, we get to connect with similar companies in our industry in Lancaster and have formed strong bonds with some of our partners introduced to us through the BIA. By offering seminars and events, the BIA offers local businesses the chance to grow our knowledge base and get our name in front of great partners.

Tell us about yourself and your family.
My wife, Courtney, and I live in Millersville with our seven-month-old daughter, Lauryn. We also have two dogs; a Pomeranian named Peanut and a Goldendoodle named Hailey.

What are your favorite hobbies?
As a family, we enjoy spending as much time outside as we can, whether it is day hikes with the dogs, camping, bike rides, or relaxing on the beach!

What other organizations are you part of?
I currently serve on the Occupational Advisory Committee for the Residential Carpentry program at the Lancaster Career and Technology Center. I graduated from the CTC before starting my professional career and find it rewarding to see our young carpenters succeed! I also have remained active in the Pennsylvania Dutch Council of the Boy Scouts of America, lending our company's skill to various building projects at Camp Mack and Camp Bashore.

Associate Spotlight:
Lori Bentley, Douple Agency, Inc.

When did you start your company?
Our company has been around for 75 years! It was started in a garage in Ephrata, PA, and has since grown to 3 locations and 25 employees.

What does your company do?
Insurance is the short answer. We offer all lines of insurance products to meet the diverse needs of our customers, but we what really do is partner with our customers to help them navigate the complicated world of risk and do our best to make insurance as painless as possible.



What makes your company special?
Our team. Period. We understand that our customers have a million options to purchase insurance and the only difference is our passion for our customers. Little differences like immediate turn around on certificates or knowledgeable staff to help our contractors evaluate contracts as they relate to insurance, have proved valuable for our builder and contractor partners. We support the organizations that support our tradesmen because their success is our success.

Why do you enjoy your job?
My clients make this job the best! I enjoy partnering with them to provide a competitive, comprehensive business insurance program that fits their needs. Every day is different, with a new challenge.

Why are you a member of the BIA?
Many of my clients are in the building industry and I am committed to support the industry and the Building Industry Association. My involvement has given me the opportunity to meet and learn from some of the best leaders in Lancaster County.

Tell us about yourself and your family.
My husband, Bob and I will be celebrating our 25th wedding anniversary this year. We have a 19 year old son who is studying Computer Science at Drexel University. Rounding out our family are two crazy Boston Terriers, Max and Jayce.

What are your hobbies?
I love to travel and experience new adventures. During hockey season, you will find me cheering on the Washington Capitals and Hershey Bears. Quiet days are spent enjoying a good book.

What other organizations are you part of?
I love theatre, so I volunteer at the Fulton Theatre as an usher. In the past I have been active in the American Heart Association, and the Lancaster Chamber.

Who's News: New Hires, Promotions & Honors

NEW HIRES

Pennsylvania Builders Association adds new Director of Communications and Member Services.

Rick Cochran comes to the PBA with more than 30 years of experience in publishing, marketing, management and event planning. Most recently, he has worked in magazine publication where he has created packages and programs for advertising clients as well as guided the editorial content and overall marketing and management.



Rick Cochran

Among many projects, Rick is anxious to expand the promotion of PBA's programs and benefits, work with various committees, provide members with timely communications, grow the PBA's social media presence, and be available to assist members with any needs they may have.

Liberty Environmental, Inc
Environmental Engineer, **Katherine (Katie) Cirone**, P.E., has joined Liberty Environmental, Inc. as a Compliance Specialist. With a strong background in environmental consulting for manufacturers, Katie provides industrial clients with environmental compliance assistance including industrial wastewater and stormwater NPDES and air quality permitting; annual waste, EPCRA, and air quality reporting; management of regulated wastes; regulatory agency coordination; emergency response planning; spill plan development; and compliance audits. Cirone is a graduate of Wilkes University with a B.S. in Environmental Engineering. She resides in the City of Lancaster and loves the ability to walk to work.



Katie Cirone

PROMOTIONS

RGS Associates, Inc. It is with great pleasure that we announce the promotion of **Aaron Bricker** to Project Manager. Aaron has been with RGS for 10 years, progressing through initiative and dedication. He has always shown a strong commitment to the exemplary performance of his duties. A graduate of West Virginia University, with a BS in Landscape Architecture, Aaron has more than 12 years of landscape architectural and land development experience. He will now be more closely involved with clients, stakeholders, and regulators and will have greater responsibility for taking projects from conception through construction.



Aaron Bricker

Aaron has been closely involved with many award winning projects, including Garden Spot Village (2018 Architectural Design Award, Independent Living Category, Senior Housing News), VERDE Housing Project (2018 Premier Project Award - Dauphin County Planning Commission), and others. Aaron will continue his focus on senior living and religious institution projects.

Lancaster Paint & Glass. As part of the Company's succession plan, Lancaster Paint & Glass Co. has promoted **K.C. Crossland** to Vice President and COO, with the responsibility for the day-to-day management of the Company. K.C. began his employment while still in school, and following service in the United States Marine Corps and law enforcement, returned to the Company 9 years ago. Lancaster Paint & Glass Co. is a family owned business celebrating 135 years of service.



K.C. Crossland

HONORS

Barley Snyder is proud to announce 11 of its attorneys have been named to the lists of *Pennsylvania Super Lawyers* and *Pennsylvania Rising Stars* for 2019. These prestigious lists of attorneys recognize those who have distinguished themselves in their legal practices.

The organization named six Barley Snyder attorneys to its 2019 Pennsylvania Super Lawyers list (their main office location in parentheses):
Salvatore Anastasi (Malvern)
Jennifer L. Craighead Carey (Lancaster)
Thomas A. French (Harrisburg)
Jill Sebest Welch (Lancaster)
George C. Werner (Lancaster)
Sarah Yerger (Harrisburg)

Our attorneys named to the 2019 Pennsylvania Rising Stars list:
Derek P. Dissinger (Lancaster)
Peter J. Faben (Lancaster)
Matthew M. Hennesy (Lancaster)
Justin A. Tomevi (York)
David M. Walker (Lancaster)

Super Lawyers, which administers both lists, is a rating service of outstanding lawyers from more than 70 practice areas who have attained a high-degree of peer recognition and professional achievement. The selection process includes independent research, peer nominations and peer evaluations.

Lezzer Lumber Hosted 2019 Lancaster Product Expo

More than 800 guests were in attendance at Lezzer Lumber's annual Lancaster area trade show, held for the first time at the Spooky Nook Sports Complex in Manheim. On display were the latest in home building products and technology presented by 48 vendors. The Lancaster area show is the building material company's largest, and officially kicks off their trade show season. It's a major event for the company, its vendors, and contractors.



"It's very impressive here today," said KC Lezzer, Vice President of Lezzer Lumber. "A lot of our contractors don't have time to come in day-to-day to see our stores and our products. Here they get to come in on an off day to see our vendors see what's new in the industry."

The day started with a seminar by Bobby Parks, a nationally recognized deck, porch, patio, and remodeling contractor who has over 27 years of experience in the industry. His seminar, titled "Creating Separation," taught attendants how to create separation in the building and remodeling industry through marketing and social media. The event was sponsored by Versatex Trimboard.

After the seminar, customers, vendors, and Lezzer employees enjoyed food, shared a drink, and educated themselves on the latest the building materials industry had to offer from vendors such as Andersen Windows and Doors, Versatex Trimboard, and Wellborn Cabinet.

"Lezzer Lumber is all about great people; just look at the turnout in here," said Brad Whitlock, a vendor on hand representing GAF Materials Corporation. "They [Lezzer Lumber] bring a lot of value to their customers, and hopefully we bring a lot of value to them with the products we provide."

For Lezzer Lumber, the show is an opportunity to shake hands, meet some potential new vendors, and strengthen relationships with customers all over the northeast region.

Lezzer Lumber began in 1927 and has remained a leader in the building supply materials industry. It has grown over the last nine decades into one of the 50 largest retailers in the entire country. We are currently comprised of 14 retail stores, four commercial door facilities, and a truss manufacturing plant, all located in Pennsylvania. To learn more visit lezzerlumber.com.

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Lancaster Building Industry FOUNDATION

Hands-on-House Children's Museum Project

The Foundation and **BIA** are excited to be a partnering with **Hands-on-House Children's Museum**, a local non-profit education center, which is developing a new exhibit—The HOH Construction Co! This new space will give children early, hands-on experience with building and the trades. The exhibit will be constructed off-site by apprenticeship students at the Associated Builders and Contractors, Keystone Chapter location, and will feature a two-level, job site structure representing a mix of materials and building styles.



Integrated will be 4 unique trade exhibits: Carpenter, Mason, Electrician, and Plumber. Each station will feature hands-on activities that introduce safety measures, concepts and skills central to the specific trade. Children will have the opportunity to innovate, problem solve, create and explore!

Through the Foundation, the BIA will be the exclusive Carpentry Trade sponsor – you'll see our logo on the hard hats, vests, exhibit directions, webpages and more. We are thrilled to spark interest in the trades for children and adults (HOH has over 50,000 visitors annually!) and thrilled to make a contribution that will benefit children and families in our community for years to come.

The museum is still in the process of securing trade exhibit sponsors and contributions. Detailed blueprint plans and a list of material needs will be coming soon – we will be looking for support!

Contact Karen@lancasterbuiders.org for more information, and visit the HOH website www.handsonhouse.org to learn more about this ambitious project and the Hands–on–House Children's Museum.

Congratulations to the Foundation's 2019 Scholarship Awardees!

Of note, **Jaden Bollinger** is named as the **2019 Clipper Magazine Scholarship** winner. This scholarship is awarded annually to an exceptional student pursuing secondary education in the trades. Congratulations to Jaden, and all our Foundation Scholarship recipients!

Name	Educational Institution	Course of Study
Jaden Bollinger	Thaddeus Stevens College of Technology	Architectural Technology
Evan Cook	Drexel University	Civil Engineering
Daniel Forry	York College of Pennsylvania	Mechanical Engineer
Liam Hodgson	University of Pittsburgh	Civil Engineering
Donald Reisch	Pennsylvania College of Technology	Building & Sustainable Design
Isaiah White	Thaddeus Stevens College of Technology	Residential Remodeling
Patrick Willig	Temple University	Architecture: Residential Buildings Design

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.

BIA's Annual Spring Home Show

Building Industry Association SPRING HOME SHOW

Thousands Usher in Building and Remodeling's Busiest Season









Guests filled the aisles this past March—many of them with plans in hand—looking for home improvement contractors, remodelers, new home builders and professional services.

The BIA Spring Home Show had it all! As with all our events, we strive to bring our members the best opportunities to promote their businesses. We are receiving feedback on the Spring Home Show, we are listening intently, and we have an opportunity to make an exciting change!

BIA Members, you are invited to exhibit in a new—and we mean NEW—location!

We're Moving

the 2020 BIA Spring Home Show to

WYNDHAM

Lancaster Resort and Convention Center

We are changing our venue to the beautifully renovated Wyndham Lancaster Resort and Convention Center for the

March 6-8, 2020 Spring Home Show!

We'll be able to feature your company in a venue dedicated ONLY to the Spring Home Show, parking will be FREE and guests will have an easy time getting to you!

With a more tailored show location, the floor space and loading doors will be smaller, exhibiting opportunities will vary, so we'll be sure to let you know all the specifics before booth sales begin.

You won't want to miss the opportunity to secure your reservation to exhibit at Lancaster's longest running, but "NEW" BIA Spring Home Show!

New! BIA PILLAR AWARDS

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

SAVE THE DATE!

General Membership Meeting & BIA Pillar Awards Dinner

November 21st, 5:30 – 8:30pm at the Cork Factory.
More information to come!

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

2019 Gala and Awards Reception

PRESENTED BY Building Industry Association of Lancaster County

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Friday
June 14th, 2019
6:30–9:30pm
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: $60 per person



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Building Industry Association
PARADE OF HOMES



Innovative designs

June 15-23, 2019

Weekdays 5-8pm
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Fabulous finishes

For information on this year's spectacular homes, including driving directions, floor plans and photos, visit **LancasterParadeofHomes.com**

2019 Parade of Homes Guidebooks will be available in early June at any Fulton Bank location.

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Building Industry Association REMODELING SHOWCASE AWARDS

2019 Awards Luncheon

We proudly announce the winners of our 2019 Remodeling Showcase Awards

The celebration took place on April 3rd at a luncheon at the Barn at Stoner Commons. This prestigious program bestows the highest honors in the local residential remodeling industry. The Association's Remodelers Council honored 15 winning projects from 9 companies, representing a total of over $2.5 million in local remodeling work and an array of tastes and styles. The dazzling before and after photos and stories of the winning projects are posted at www.biaremodelingshowcase.com.



George Graham of Marvin Windows and Doors, Master of Ceremonies





The Remodeling Showcase program recognizes excellence in design and construction of residential remodeling and rehabilitation projects by members of the BIA's Remodelers Council. Entries are judged on workmanship/quality of construction, creativity, design, value and cost effectiveness, and sensitivity to design or intent, using a blind numeric scoring system. The six judges hailed from around the region and are building industry professionals.

Each RSA project was entered and judged in one of the 10 categories listed below. Categories were further broken down into divisions according to price, allowing projects similar in scale to be judged together. No entry was given an Award just because it scored more points than any other project in its category nor because it was the only entry in a particular category. Instead, each entry had to exceed a threshold of points to receive an Award.

Addition – **Metzler Home Builders, Inc.**
Basement – **Pinnacle Building & Design, Inc.**
Bathroom – **Pinnacle Building & Design, Inc.**
– **Re-Bath**
Commercial – **TK Building & Design, LLC**
Energy-Efficiency – **High Efficiency Solutions, LLC**
Exterior – **Eby Exteriors, Inc.**
Interior – **Pinnacle Building & Design, Inc.**
– **Metzler Home Builders, Inc.**
Kitchen – **Jemson Cabinetry, Inc.**
– **Pinnacle Building & Design, Inc.**
– **Metzler Home Builders, Inc.**
Outdoor Living – **Knutsen Landscaping, Inc.**
– **Eby Exteriors, Inc.**
Whole House Remodel – **Jim Martin Design**

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

Look for more information on the opportunity to 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.



BIA Breakfast with SAXTON & STUMP

LAWYERS AND CONSULTANTS





A big thank you to Saxton & Stump for hosting and presenting at this very informative breakfast meeting on March 28th at Spooky Nook Sports Complex. Erik Hume, Esq. started the morning by welcoming over 40 guests to the breakfast meeting and talking briefly about Saxton & Stump Law Firm. The morning included networking, breakfast and two presentations from attorneys with the firm.

Helen Wolstoncroft, Esq. presented the first topic – "Who Owns the Design". She described ways to protect your designs - building plans, blueprints, etc. when submitting bids for a project.

Ron Pollock, Esq. gave a presentation on "Getting Paid – Mechanics' Liens Law". Ron explained when and how to get paid for late payments by filing a Mechanics' Lien. He also discussed some do's and don'ts and best practices for the process.

EZMARKETING Lunch & Learn

Growing Your Business Is Our Business.



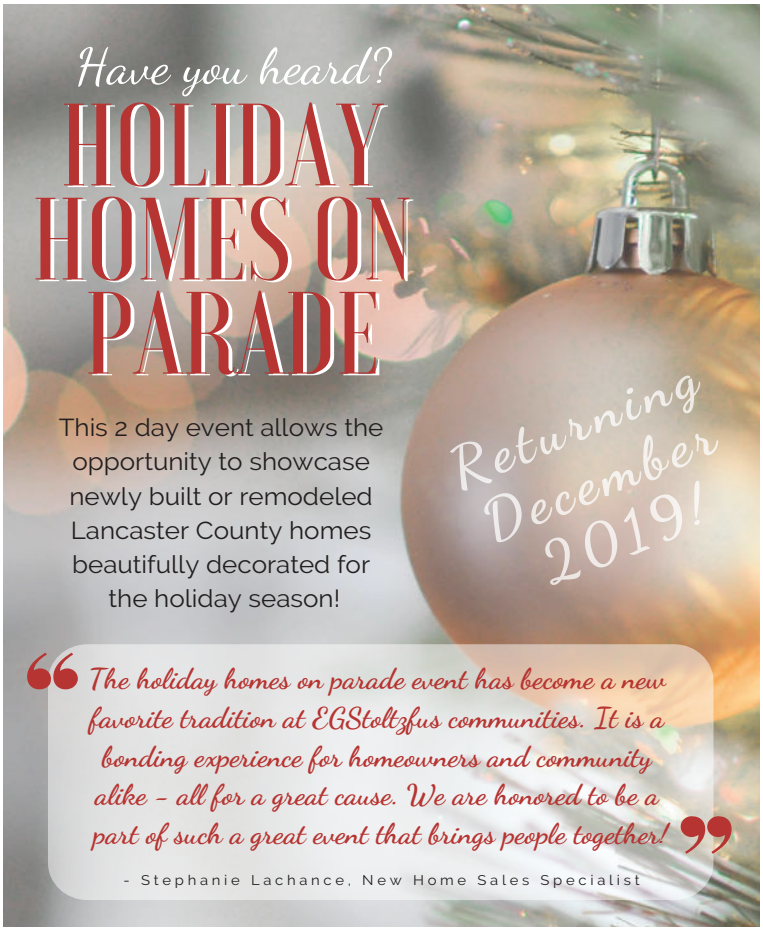
EZMarketing hosted BIA members at their location to talk about "*How to get a great website that doesn't break the bank.*" Chris DeMeo discussed must-have elements of a successful website and showed attendees examples of other local construction companies who are winning with websites that are effective and affordable.

EZMARKETING BIA Benefit

Growing Your Business Is Our Business.

Did you know that EZMarketing offers exclusive marketing benefits to fellow BIA members? From website design to search engine optimization, social media and more! EZMarketing will manage your marketing so you don't have to worry about it. Special pricing available to BIA Members.

For more information, visit bia@ezmarketing.com/ezmarketing.com/bia.





Building Industry Association of Lancaster County

It's 2020 Membership Directory Time!

Believe it or not, it is time to start planning for next year's printed directory. The BIA of Lancaster County is excited to announce its continued partnership with E&M Consulting, Inc. to produce the 2020 Membership Directory. E&M will be contacting all of the members in the coming weeks about advertising opportunities in the Membership Directory. They are extremely professional and produce a high quality publication, and we ask that you give E&M a moment of your time. E&M will be managing the ad sales, creative design, and formatting.

Promote Your Business
Support BIA of Lancaster County
For questions or to advertise, contact Rob at E&M

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



DECLARATION H·O·U·S·E
•TRANSFORMATION CAMPAIGN•

A BIA Community Service Project

Our sincere thanks to all who donated!

Through various fund raisers we were able to raise $1500 for the *Declaration House Project* in Denver, PA.

For more information on this project please visit Real Life Community Services at www.reallcs.org.

Building Industry Association
REMODELERS COUNCIL

Clay SHOOT?

Fall Remodelers Council Meeting

We are considering the possibility of hosting a Clay Shoot Trip (date tbd) to ***Lehigh Valley Sporting Clays*** in the fall.
Cost - somewhere around $100.

Feel free to visit their website to see the beautiful location that offers several great courses! https://www.lvsclays.com/

All levels welcome - from beginners to experienced! It will be a fun day, whether it's your first time shooting or your twentieth. The day will offer a lunch, brief sponsor presentation (tbd) and a fun time shooting clays!

Lots of opportunity to spend time with industry peers!

We'd like to gauge the interest for this event, so we need to hear from you. If you would aim to attend, let Melanie know. Shoot her an email at *Melanie@lancasterbuilders.org*.

BIA Events and Education

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

BIA EVENTS

PARADE OF HOMES GALA
June 14, 6:30 - 9:30 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: $60 per person

2019 Building Industry Association PARADE OF HOMES Lancaster/Lebanon
Sponsored by Fulton Bank
UGI Energy to do more

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.
Cost: FREE

BIA: THE WHOLE PICTURE
August 15, 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 DATE!

END OF SUMMER PAC PARTY
COCKTAILS AND CIGARS FUND-RAISER EVENT
Tuesday, September 17th, 6:00 to 8:00 PM, (Rain date Sept. 19th)
Vargish Home, 8 Southview Lane, Lititz
Unwind and connect with your fellow industry leaders while bolstering the BIA's Political Action committee – the BIAPAC. Contributions help to financially support candidates and causes that are friendly to our industry's interests. Enjoy tasty, casual fare, cigars, cocktails and door prizes all for a cause that works to make the best environment to build and buy homes!
Suggested Optional Contribution $100

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

Have lots of 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
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Foursome & Hole Sponsor - $575
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Bag of Tricks Sponsor - $150

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EDUCATION

30 HOUR OSHA CONSTRUCTION—A 4-DAY COURSE
June 13, 14, 20 & 21, 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 June 6, 2019
** Price includes various course materials and certificate of completion.*

COMPETENT PERSON — CONFINED SPACE ENTRY
June 27, 2019 7:30am – 3:30pm
ABC Keystone, 135 Shellyland Road, Manheim
Confined space entry can be deadly if the proper precautions are not taken. OSHA requires that all confined spaces be evaluated for potential hazards prior to entry and a permit be used if significant safety and health hazards exist. This program will provide attendees with the knowledge to recognize a confined space, and identify potential hazards that may exist.
Benefits of Attending:
- Gain an understanding of the serious hazards associated with confined spaces
- Gain knowledge and decision making skills needed to effectively evaluate a confined space for hazards
- Benefit from hands-on exercises to learn the procedure for conducting a safe confined space entry, as well as how to use equipment essential for the task

Who Should Attend:
- Confined space competent persons/entry supervisors
- Confined space rescue/retrieval personnel
- Safety administrators/personnel

Cost: $195 per BIA member. Register by June 19, 2019
** Price includes various course materials and certificate of completion.*

HOW TO IMPROVE YOUR COMPANY'S SAFETY
July 8, 2019 7:30 am – 11:30 am
ABC Keystone, 135 Shellyland Road, Manheim
Creating an effective and comprehensive company safety and health program can be a bit overwhelming. Knowing how to plan and determine a place to start is key to any improvement of any safety process.
Benefits of Attending:
- Learn the basic techniques necessary to implement the appropriate safety and health programs to improve production, quality of work, and improve overall employee morale
- Discuss the methods to keep a safety committee engaged in the safety process and to maintain employee participation

Who Should Attend:
- Anyone that is currently identified as a safety officer, supervisor, human resource personnel
- Safety administrators/safety committee personnel

Cost: $82 per BIA Member
Register by June 28, 2019
** Price includes various course materials and certificate of completion.*

EDUCATION

DEVELOPING YOUR SKILLED LABOR & LEADERS: GROWING YOUR OWN!
July 24, 2019 8:00am – 11:00am
ABC Keystone, 135 Shellyland Road, Manheim
The impact of skilled labor shortages has continued to plague businesses. In this season of low unemployment and skilled labor shortage, organizations can benefit greatly from growing their own skilled labor and leaders. Investing in the development of your employees is also a great way to engage and retain your key employees.
Benefits of Attending:
- Create an employee development plan
- Create career paths and succession plans
- Promote the right employees from within
- Implement leadership development strategies

Who Should Attend:
Business owners, CEOs, Managers, Supervisors, Human Resources professionals
Cost: $140 per BIA Member
Register by July 16, 2019
** Price includes various course materials and certificate of completion.*

COMPETENT PERSON TRAINING FOR SILICA
August 19, 2019 7:30am – 11:30am
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?
Who Should Attend:
- If your company has the potential for employees to perform work tasks that would create an exposure to respirable crystalline silica, then this training is a ***MUST***.
- Site supervisors, superintendents, foreman, or any other supervision personnel that would be performing the compentent person duties

Cost: $105 per BIA Member
Register by August 9, 2019
** Price includes various course materials and certificate of completion.*



Want to enjoy a
Barnstormers
game on the BIA?

Contact us for tickets and food vouchers at
melanie@lancasterbuilders.org
or call us (717) 569-2674.

BIA Members Have a Voice



As a member of the BIA, you also hold a membership with the Pennsylvania Builders Association (PBA) and with the National Association of Home Builders (NAHB.)

All three association levels have a political action committee (PAC) that is actively advocating for your industry and your ability to build, renovate, improve, buy and sell homes.

Your company will soon receive a request for BIA PAC contributions. Upon approval from the BIA Government Affairs Committee, your BIA PAC gives to local, state and national legislators, as well as the PBA and NAHB Political Action Committees. Please consider giving generously, and support the industry that supports your business.

Nationally, NAHB considers ongoing housing affordability concerns as the top issue for America's home builders in 2019. Due to the complexity and nationwide scope of the problem, home builders are looking to Congress to play a constructive role in helping to craft practical solutions and put them in place. Factors contributing to the mounting lack of affordable housing include: a shortage of construction workers; rising trend in mortgage rates; rising costs of building materials aggravated by tariffs on Canadian lumber and steel and aluminum imports from China; higher permitting costs; a lack of buildable lots; and growing mortgage liquidity concerns.

Statewide, the PA Committee for Affordable Housing (PaCAH) raises money and distributes funds for Pennsylvania's General Assembly and designated statewide races. Pennsylvania is affected, of course, by the national issues listed above, but also by state and regional factors like the adverse implementation of the Chesapeake Bay Tributary Strategy, the NPDES Small Project Permit, and the fight for permit waivers of land disturbances that are more than one, but less than five acres. Municipal fee abuse is an issue as well, as is the time limiting for municipalities to return guarantee fees for stormwater improvements on single lots, and for reviewing the zoning status of a construction project seeking a building permit.

Locally, in Lancaster County, we, the BIA, are working to align municipality decisions regarding development with the County approved Places 2040 Plan and are working with PP&L to modify newly implemented scheduling that is disadvantageous to our builders. The state and national concerns affect us as well, and to that end, the BIAPAC contributes at all levels. The BIA Government Affairs Committee (GA) has committed to a $20,000 contribution to PBA's PaCAH by the end of 2020, in addition to the individual contributions that are made.

Again, we appreciate your contribution to the BIA PAC, and your support of the building industry.

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



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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

Century Club: $500+

Steve Black Herb Miller
Jay Provanzo

Chairman's Club: $100+

Bruce Gingrich Jeff Stauffer

3rd Annual Legislative Roundtable

Legislators give an ear to important building industry issues.





BIA members welcomed 7 of our local legislators to join them for the 3rd annual Legislative Roundtable Breakfast on Thursday, March 21st. Legislators in attendance were Majority Whip Bryan Cutler, and representatives Mindy Fee, Keith Greiner, David Hickernell, Steve Mentzer, Brett Miller, and David Zimmerman.



Among the most concerning legislative topics was House Bill 349 (Third-Party Agency Building Code Official Choice). House Bill 349 would require municipalities, who have chosen to administer the PA UCC through the use of only Third Party Agencies for plan review and inspection services, to contract with at least two unrelated Third-Party Agencies to provide for consumer choice. We were able to articulate and clarify our industry position to the group, and on April 8th, the bill was successfully moved. Next step is the Senate!

Another topic of note was the taxability of the Contributions in Aid of Construction (CIAC) issue. The exemption for private water and sewer companies from recognizing CIAC as taxable income was eliminated by the Federal Tax Cuts and Jobs Act. The new tax expense will be recovered from the rate payers via a grossing-up method to reflect the amount of tax the utility has to pay on this amount, which is now being treated as INCOME to the utility. This cost will fall to our builders. Remedying this is a priority for our builders and PBA has secured money from its Builders Legal Defense Fund to work toward a legislative fix.

Thank you to all who attended, and to our legislators who value the voice of the building industry!



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New Members

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

ASSOCIATES

ATO Construction LLC
Peter Ballantine
1323 N. Front Street
Harrisburg, PA 17102
Phone: (717) 761-6448
Email: atoservice@atomechanical.com
Business Activities: Mechanical Contractor

Butler Mobility Products
Kate Wirt
571 Industrial Drive
Lewisberry, PA 17339
Phone: (717) 938-4253
Email:kwirt@butlermobility.com
Business Activities: Accessible Home Modifications

CLZ Concrete & Construction, LLC
Corby Ziegler
729 Rothsville Rd
Lititz, PA 17543
Phone: (717) 875-3630
Email: corbyziegler@gmail.com
Business Activities: Concrete Work

James Hardie Building Products
Jason March
130 Talon Dr.
Ephrata, PA 17522
Phone: (717) 538-1442
Email: jason.march@jameshardie.com
Business Activities: Siding Materials

Mile6, LLC
Tim Haak
23 S. Market St.
Elizabethtown, PA 17022
Phone: (717) 361-9270
Email: tim@mile6.com
Business Activities: Computer Services
Sponsor: Keith Petrisek

Nolts Propane
Clair Nolt
676 N Shirk Road
New Holland, PA 17557
Phone: (717) 354-5691
Email:noltspc@emypeople.net.com
Business Activities: Petroleum Products
Sponsor: Eric Zeiset

BUILDERS

5 Star Home Improvement, LLC
Merle Martin
180 Yummerdall Road
Lititz, PA 17543
Phone: (717) 278-3367
Email:
5starhomeimprovementllc@gmail.com
Business Activities: Home Improvements

Berks Homes
Dawn Linke
3335 Morgantown Road
Mohnton, PA 19540
Phone: (877) 856-6267
Email: dlinke@berkshomes.com
Business Activities: Builder–Single Family

Dave Alexander Builders, Inc.
Dave Alexander
34 Hopkins Mill Road
New Providence, PA 17560
Phone: (717) 786-1931
Email:davealexanderbuilder@yahoo.com
Business Activities: Home Improvements

Grande Construction
Laura Grande
2213 Quarry Drive
West Lawn, PA 19609
Phone: (610) 678-9925
Email: lgrande915@hotmail.com
Business Activities: Builder–Single Family

Cancellations

Best Contracting, LLC
BrentMore Construction, Inc.
Classic Home Improvements
Clean Water Solutions
Edgell Home Solutions
Engle Hambright & Davies, Inc.
J.S. Garman Electric
Jones Pontiac Buick GMC Trucks
Kautz Construction
Kieffer's Appliances
Meadow Valley Electric, Inc.
Quad-Lock Building Systems
Rockbridge Lawnworks, Inc.
Rockford Homes, LLC
Scotty's Painting & Paper Hanging, Inc.
Total Package Landscape, LLC
Zimmerman's Roofing, LLC

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!

Affordable Paving & Excavating LLC
Amerigas
BCF Group
BMC
Bollinger Builders
Bomberger's Store, Inc.
Bottom Line Contracting
Brentwood Builders, Inc.
Broderick's Landscape Contracting, LLC
Brown Schultz Sheridan & Fritz
C & F Contracting
C. Moyer Building & Remodeling, Inc.
CB Burkholder, Inc.
CCS Building Group
Cedar Knoll Builders
Charter Homes & Neighborhoods
Clarion Bathware
Compleat Restorations
Concrete Authority
Costello Builders
DM Stokes Home Renovations
Dombach Builders, Inc.
Donrich Custom Homes LLC
DreamMaker Bath & Kitchen of Elizabethtown
Eagle Wing Business Network, LLC
Erb Brothers Landscaping, Inc.
EZMarketing
Five Point Renovation and Remodel
Fox Country Sheds
Fox Pools - Consumer Division
Fulton Bank
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Good Electric, LLC
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GR Mitchell
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Lapp Electrical Service, Inc.
LeafFilter North Of Pennsylvania, LLC
Lezzer Lumber
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Martin Appliance
Martin Paving, Inc.
Martindale Propane
Marvin Windows and Doors
Mid-Atlantic Geothermal
Middle Creek Builders, Inc.
Nolt Companies, LLC
Norman L. Graham, Inc.
Premier Settlements, Inc.
Prosource of Lancaster
Quality Central Vac & Electric
Red Rose Cabinetry, Inc.
Renovations by Garman LLC
Rettew Associates, Inc.
Rigidply Rafters, Inc.
RKL LLP
Rohrer's Quarry, Inc.
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Select Carpentry, LLC
Shakespeare Home Improvement Co.
Shank Door Company
Solanco Fence LLC
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Superior Walls of America, Ltd.
Swartz Kitchens and Baths
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