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Lancaster Builder

A publication of the Building Industry Association of Lancaster County



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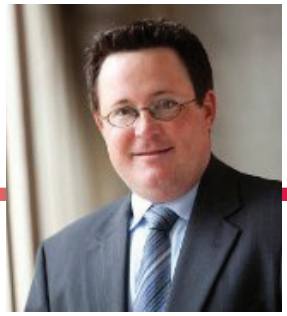
The BIA: Faithful To Its Mission

By Matt Grosh, Herr & Low, PC.



Welcome to the first issue of *Lancaster Builder* with me having the honor of serving as President.

For those who don't know me, I grew up in Lancaster and have been an attorney here since 1999. One of the areas I practiced in is tax law, which ironically has led me to become involved in working with tax-exempt organizations. Since then, working with nonprofits that are geared toward benefiting the community has become the area of practice I am most passionate about.

One of the organizations that I became familiar with in the early days of my practice was the BIA. I worked on several committees and then eventually became a member of the board.

However, I have an admission to make. I am not the least bit handy. If I can successfully change a light bulb or hang a picture that doesn't look crooked, I consider that a major success. So clearly I am not a builder, and it would seem strange that someone so useless with tools would be president of a builder's association. Except that it's actually one of the things that really makes this association work effectively.

Don't get me wrong. This is a builder's association and the builder members are its backbone. But one of the many things that impresses me about the Lancaster BIA is how active and involved the associate members are, and how well they interact with the builders.

As a nonprofit attorney, I've worked with a number of community benefit organizations. Some of them are well run, but others are complete disasters. The common thread with the dysfunctional organizations is that they lose sight of their missions, whether because of greed, self interest, ego, or sometimes just plain apathy.

One of the great things about the Lancaster BIA is that the focus of the members, board, and staff are committed to it's mission: to promote [The BIA's] member companies while advocating for a fair market business environment that meets the housing & building needs of Lancaster County.

Having been through countless committee, board and other meetings, I cannot think of one specific incident where the mission was not the primary focus. As nonprofit attorney I'm specifically trained to see the red flags that dog dysfunctional organizations.

Does that mean we are perfect, or that we shouldn't always strive to improve how we do things? Of course not. But I think we can take at least just a moment to appreciate how uniquely focused our organization is on our mission.

Part of that comes from having board members who are engaged and active. I'm going to ask the current board to keep up that focus, but also to think about any new ways we can be more effective in promoting the mission. In baseball terms, I feel like a batting coach telling hitters to swing for the fences.

Another part of that comes from the staff. Calling them "engaged and active" is an understatement.

And the final part comes from the builders and associates working together. We all realize the good we can do for not only ourselves and the organization, but for our community by helping each other.

Calendar of Events

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

March

6-8	BIA Spring Home Show New Venue @ Wyndham Lancaster 2300 Lincoln Hwy E, Lancaster
19	BIA Government Affairs Breakfast & Roundtable Discussion 7:30am @ Eden Resort & Suites 222 Eden Rd, Lancaster

April

3	Parade of Homes final entry deadline
7	Remodeling Showcase Awards Luncheon Keynote Speaker, NAHB Chief Economist Dr. Robert Dietz 11:30am–1:30pm @ The Barn at Stoner Commons
23	BIA Breakfast w/Saxton & Stump 7:30am @ Wyndham Lancaster

May

13	BIA The Whole Picture 8am–9am @ BIA Office
TBD	Membership Spring Mingle 3pm–5pm @ TBD

June

12	Parade of Homes Gala 6:30–9:30pm @ Lancaster Country Club
13–21	Parade of Homes Tour
25	BIA Annual Golf Outing @ Crossgates Golf Club

Building Industry Association of Lancaster County

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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Short-term Rentals in Pennsylvania

four frequently asked legal questions for builders and contractors

By: Erik M. Hume, Esq., Saxton & Stump LLC

Home-sharing and short-term rental brokers, such as Airbnb and Vrbo, have revolutionized the rental and vacation market. The trend is an attractive opportunity for owners looking to earn money, but before listing a property on one of these broker sites, homeowners need to do their homework. While the law is still catching up with the trend, in many municipalities both public law and private restrictions can regulate and limit short-term rentals. Knowing what is legally required is important when trying to take advantage of these opportunities.

As more owners explore using their properties as part-or full-time short-term rentals, builders and contractors are increasingly confronted with legal and regulatory questions. When working with property owners, the homebuilding industry should be aware of these trends in order to provide guidance to their clients.

1. Can my home be used as a short-term rental?

The question of whether a short-term rental constitutes a residential use has been repeatedly asked in Pennsylvania courts in recent years. Previously, using a home as a short-term rental did not constitute a change from a residential use; the courts focused on the nature of the structure and how it was being occupied in making this determination. Unless a municipality specifically defined a short-term rental as a distinct use, the courts held a short-term rental was permitted in a residential district. In other words, municipalities had to "opt-out" of short-term rentals.

However, that changed in 2019 when the Pennsylvania Supreme Court issued its decision in Slice of Life, LLC v. Hamilton Township Zoning Hearing Board. The court found the transient nature of short-term rentals inconsistent with Pennsylvania residential zoning use policy and therefore are not automatically permitted in most residential districts. Essentially, the Pennsylvania Supreme Court changed short-term rentals from "opt-out" to "opt-in."

A property owner seeking to list their home with Airbnb or Vrbo should now look closely at their individual community's zoning ordinance or municipal requirements before doing so. Many communities that do permit short-term rentals require registration, inspections and permits before a property can be listed for rent.

Private restrictions may also limit the use of a residential property as a short-term rental. For example, many condominiums and planned communities in Pennsylvania include restrictions and guidelines on leasing and occupancy. Property owners should review any declarations or restrictions governing their property before undertaking a short-term rental use.

Property owners should also beware of the "my neighbor is doing it" defense. While in many cases municipalities and associations do not take immediate action against known violations of ordinances and regulations. That does not necessarily mean the ordinance or restriction couldn't be enforced against that property owner in the future.

2. Does my home need to comply with the ADA Standards for Accessible Design?

Under current law, likely not. The Americans with Disabilities Act (ADA) excludes owner-operated lodgings with less than six units from its requirements. Therefore, a property owner would likely not have to make renovations to comply with the ADA. However, intentionally discriminatory conduct, such as refusing to rent to someone because they have a disability, could violate anti-discrimination laws, and further could be in violation of the terms of service of the rental broker.

3. Does a short-term rental need to comply with local building code regulations?

As with the question of whether a short-term rental is permitted, the building code requirements for a short-term rental vary by property and municipality. Some properties may require sprinklers, emergency exits, fire escapes or alarm systems under the Uniform Construction Code. Furthermore, municipal ordinances may require additional measures and systems be installed in rental properties. Therefore, if a property is intended to be used as a short-term rental, it is important to gain an early understanding of what code requirements may be applicable.

4. Does a short-term rental need to permit animals?

A short-term rental can restrict pets. However, it is important to note that "pets" do not include service animals and, in some instances, assistance animals. Service animals are dogs "individually trained to do work or perform tasks for the benefit of an individual with a disability", as defined by the U.S. Department of Housing and Urban Development guidelines. Service animals are highly trained animals protected under the ADA and may not be excluded from a short-term rental.

An assistance animal is any animal that "works, provides assistance, or performs tasks for the benefit of a person with a disability, or provides emotional support that alleviates one or more identified symptoms of effects of a person's disability." Assistance animals have come under increasing scrutiny as certifications for such animals are readily available online, sometimes with little or no training. Pennsylvania law does allow a landlord, in some instances, to require documentation before permitting an assistance animal to be in a rented premises. Before questioning the need to accommodate an animal, property owners will want to familiarize themselves with the specific rules set forth by the short-term rental broker regarding assistance and emotional support animals.

—> Seek legal counsel

Amid the uncertainties that surround the growing short-term leasing trend, builders and contractors should discuss the potential legal concerns before starting a renovation or building project for a short-term rental. Likewise, property owners should seek legal counsel from an attorney who can help review the laws and codes in place that impact whether a specific property owner is permitted to list a short-term rental and how to comply with local ordinances.

Erik M. Hume is the chair of Saxton & Stump's Real Estate Group and provides counsel to clients on matters including commercial and residential real estate transactions, zoning issues, land development and commercial financing. He is also experienced in matters involving condominium, planned community and homeowners' associations.

Who's in the News: New Hires, Promotions & Honors

NEW HIRES

GR Mitchell has recently announced that **Ryan Darrenkamp** has joined their staff as General Manager, as of December 4th, 2019. Darrenkamp, former VP of Operations at the family-owned Darrenkamp supermarket chain, brings an energetic focus on operations to GR Mitchell's Willow Street headquarters.


Ryan Darrenkamp

GR Mitchell has increased the size of its building material supply operation significantly over their 50-year history. Owner, Tom Keller, points out "The growth that GR Mitchell has experienced in recent years has created a need for a tested leader who can focus on refining processes, identifying opportunities for efficiencies, and leading our employees to ensure that we maintain our quality, level of service, and reputation as we grow."

The General Manager position will work directly with existing staff across all departments including the Willow Street lumberyard, Refton's architectural mill, sister company Prime Builder Services's turnkey programs, and the True Value retail hardware store.

"I am a servant style leader that will get in and get dirty, I'll work side-by-side with the staff to show them I'm not afraid to do anything," says Darrenkamp. "While the product we're selling is obviously different from the grocery store, management of the business is fundamentally the same: a focus on customer service, quality product, and good leadership."

Keller expects full onboarding to take anywhere from 6 to 12 months.

Liberty Environmental, Inc. has announced that **Ty Wheeler** has joined their firm as a Compliance Specialist. With a strong background in environmental, health and safety (EHS) management for industry, Ty 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.


Ty Wheeler

"Making the jump from industry to consulting has given me a unique perspective. Thorough communication from both sides is critical to successful relationships," shared Ty.

Wheeler is a graduate of West Chester University of Pennsylvania with a B.S. in Environmental Health. He resides in the West Reading.

PROMOTIONS

David Miller/Associates, Inc. (DM/A) of Lancaster welcomes **Joellyn Warren** to their Municipal Services Group staff.

Joellyn is a graduate of the University of New Hampshire with a B.A. in Humanities with concentrations in Community Planning and Architecture. She also holds a Graduate Studies Certificate in Architecture Special Programs from Louisiana Tech University and is a graduate of the Pennsylvania Association of Township Supervisors' Municipal Government Academy Program. She is currently certified as a Pennsylvania Building Code Official.

Joellyn is a member of both the Executive and Steering Committees for Lancaster County Clean Water Partners as well as co-chair on their Stormwater Action Team. She's also a Chairperson of the Lancaster County Clean Water Consortium and serves as a member for the Lancaster Housing Redevelopment Authority Vacant Property board.


Joellyn Warren

Joellyn joined DM/A's municipal services group in October of 2019 as a planner. She was previously employed by West Lampeter Township (Lancaster, Pennsylvania) and the Berkshire Regional Planning Commission (Pittsfield, Massachusetts).

Barley Snyder is pleased to announce that it has accepted two attorneys, **Daniel T. Desmond** and **Justin A. Tomevi**, into the firm's partnership, effective January 1, 2020.

Desmond is a Lancaster native, a graduate of J.P. McCaskey High School and is a member of the firm's Business, Municipal, and Finance & Creditors' Rights practice groups. He is based out of the firm's Lancaster office since his hire in 2011, and a graduate of the Temple University Beasley School of Law and Millersville University. He is a member of the board of directors at Bent Creek Country Club and the Farm and Home Foundation of Lancaster County. He is also the solicitor for several local water and sewer authorities and is a 2015 graduate of Leadership Lancaster.


Daniel Desmond

Since Tomevi joined the firm in 2012, he's been a member of the Litigation Practice Group, working in commercial, real estate, fiduciary and banking litigation. Tomevi, based out of the firm's York office, has been named a "Rising Star" in the Pennsylvania "Super Lawyer" list for four consecutive years, and in 2019, he completed his appointed term as a member of the Springettsbury Township Board of Supervisors in York County. He is a graduate of Eastern University (summa cum laude) and earned his law degree at the Drexel University Thomas R. Kline School of Law (with honors). He is a York native and a graduate of York Suburban High School.


Justin Tomevi

Both Desmond and Tomevi are former summer associates at Barley Snyder that joined the firm after law school. Both also received unanimous approval from the ownership group for their entry into the partnership, Barley Snyder managing partner Jeff Lobach said.

RKL LLP introduces three new firm partners, effective January 1, 2020: **Carrie J. Booth, CPA**—With extensive experience with federal and multi-state taxation, she helps clients manage regulatory compliance and long-term tax planning. Throughout her nearly two decade career in public accounting and private industry, she has served clients in a wide variety of industries.


Carrie Booth

Booth is a member of the Pennsylvania Institute of Certified Public Accountants (PICPA) and American Institute of Certified Public Accountants (AICPA) and a graduate of Leadership Lancaster. She is an active member of the Junior League of Reading and Power of the Purse. Booth holds a B.S. in Accounting from Elizabethtown College.

Johnathon W. Heller, CPA, MBA:—With more than 13 years of public accounting and business experience, Heller serves the needs of clients primarily in the medical, construction and professional services industries. He specializes in identifying advantageous tax strategies that meet the needs of business owners and high net worth individuals.


Johnathan Heller

Heller is a member of the PICPA and AICPA. He earned a B.A. in Business Management from Gettysburg College, an MBA in Accounting and Finance from York College of Pennsylvania and an M.S. in Accounting from the University of Phoenix.

Stephen R. Runyeon, CPA—Runyeon specializes in helping clients meet their financial reporting and regulatory needs, drawing upon his experience managing both public and private engagements, with a focus on management's internal controls. Throughout his more than 15 years' experience in public accounting, Runyeon has served the assurance needs of clients in a wide variety of industries. He also has deep experience with employee benefit plan audits.


Steve Runyeon

Runyeon is a member of the AICPA and the PICPA. He holds Bachelor of Science degrees in Business Administration, Accounting and Finance from Albright College.

Booth and Heller were named partners in RKL's Tax Services Group, and Runyeon was admitted as a partner in the Audit Services Group.

David Miller/Associates, Inc., of Lancaster, has named **Julie A. Spangler** Director of CAD Services and **Nickolas P. Ebersole, AICP** as having received Planner Certification through the American Institute of Certified Planners.

Spangler joined DM/A's staff in 1996 preparing CAD drawings and Arcview GIS for Land Development and Subdivision plans for company projects. A Lancaster native, she holds an Associate's Degree in Specialized Technology-Computer Aided Drafting and Design from York Technical Institute in York, Pennsylvania.



Julie Spangler

For the past three years, Spangler has been a volunteer mentor through the Lancaster Chamber of Commerce Young Women Discovering Paths project. This annual project kicks off during the 4th week of September and continues through the school year to "help students develop personally and professionally."

Ebersole joined DM/A's staff in 2017 in the Municipal Services Department reviewing plans, MS4 compliance, and GIS mapping. Raised in Mount Joy, Pennsylvania, he holds a Bachelor of Arts in Environmental Geography with a minor in Land Use and Geographic Information Systems from Millersville University in Millersville, Pennsylvania.



Nick Ebersole

Ebersole has served for the past two years as a member of the Lancaster County Conservancy Land Protection Committee. This nonprofit land trust works to "find, fund, preserve and maintain natural lands in both Lancaster and York counties so the community and visitors to the region can enjoy them for years to come."

HONORS

Saxton & Stump attorney **Erik M. Hume** has published the 2020 supplemental update to *Pennsylvania Community Association & Law Practice*, an essential reference guide for attorneys, real estate professionals, developers and associations. Hume will continue to publish annual supplemental updates with information regarding changes to common interest ownership community law in Pennsylvania.

The original author of the work, Ronald B. Glazer, has piloted this publication for 40 years. This treatise provides individuals who work with common interest ownership communities in Pennsylvania with a comprehensive legal reference and practice guide. In addition to the discussion and analysis of significant cases of relevant law, the publication includes forms and checklists that are valuable for daily use and reference.



Erik Hume

"Ron is a national voice in the arena of common interest ownership communities. Thousands of attorneys, association managers and board members have relied on his publications and experience in creating and managing communities," said Hume. "It is an honor to succeed someone who is so highly regarded in the industry."

Hume is the Chair of Saxton & Stump's Real Estate Group and was recognized in *the Best Lawyers in America 2020*. He was also recently invited to give testimony before the Pennsylvania Senate Urban Affairs and House Committees as Chair of the Pennsylvania Bar Association's Real Property, Probate and Trust Section.

Douple Agency, Inc of Ephrata, PA was awarded two honors by Lancater Online (LNP) in their *Best Places to Work* contest held recently:

- 1st place in LNP's **"Money Matters"** category
- 3rd place in **"Medium - Small Business".**

Douple Agency president Josh Gluck had this to say, "We are truly humbled to be part of such a great team. Our people make a difference in so many lives every day. From helping our customers to volunteering throughout the community, we are truly blessed to be part of something so much bigger than ourselves."

Douple Agency, Inc offers a full line of insurance products, including auto, homeowners, business, life and health insurance.

Associate Spotlight:
J.C. Snavely & Sons, Inc.

When was your company started?
J.C. Snavely & Sons, Inc. is a full service, fifth generation, family-owned lumber, building materials (including drywall) and millwork supplier. We have been serving professional builders, contractors, and remodelers since 1878.

What does your company do?
Whether a customer is a local remodeling company or a nationwide custom home builder, we have the products and services they need to get the job done. We specialize in supplying large commercial wood frame projects for hotels, assisted living facilities, municipal projects, multi-family units and much more, as well as products for the residential building industry. If it's made from wood, we can reproduce it; if it's designed for wood, we can make it!

Tell us a little about your company's history?
Moses Snavely purchased the Osceola Mill in Paradise Township in 1878. This was the beginning of putting the Snavely families in the lumber business. In 1894, Moses sold the mill to his son Jesse C., hence the name, "J.C. Snavely." A fun fact: the total number of employees on January 1, 1917 was five men, delivery equipment—a one-horse delivery wagon and one two-horse coal team. Today we have over 70 employees and 20 delivery trucks.

What makes your company special?
What sets us apart is that our success is built upon our diversity of services and our customer base. At one level, we have team members that excel in servicing the local remodelers and home builders. Our team members have a vast knowledge of the materials available within our market, are educated on the current trends within the building trade, and are a resource to our professional tradesman by providing insight into materials required for their building needs.

On another level, we have a team dedicated to navigating the commercial building trade. We have the capabilities to offer lumber, complete commercial door and hardware packages, stock cabinets, custom millwork, and windows all under one contract. In addition to supplying material, Snavely's is a resource that general contractors and owners rely heavily on to work through the design and product needs of their projects.

Why are you a member of the BIA?
The daily decisions affecting the building trade are strongly influenced by the advocacy and support of associations like the BIA. We believe that it is paramount that companies within the building industry be a member of the BIA to help support the association overcome the everyday hurdles that continue to burden the industry. We know that every day behind the scenes our association is a voice when it comes to laws, codes, and regulations that either help or hinder our trade. Paired with the education and networking opportunities the BIA is great return on investment. We value our relationship with the BIA and will continue to support it.

What makes your company valuable locally?
The Lancaster area is fortunate to have many layers of successful building supply companies, each bringing their own unique qualities to the industry. Here at J.C. Snavely's, we look for opportunities to provide services to our local community as well as areas outside our local geographic area by promoting the strengths of our team members and finding areas of need.

To Learn more, visit their website at jcsnavely.com.

Thaddeus Stevens College of Technology

Thaddeus Stevens Career Services Website Page

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College Central is a FREE destination on the Thaddeus Stevens College website as a place for their students and Alumni to search for job opportunities and post their résumés, and for employers to post job openings and review posted Thaddeus Stevens résumés and portfolios.

Career Center Mission

"The **Career Center** is here to educate and to serve the students and graduates of Thaddeus Stevens College of Technology in the career education, planning, and developmental processes."

In support of the mission of the college, the Career Center functions as a vital component in the total educational experience of students, primarily in the development, evaluation, initiation, and implementation of career plans and opportunities.

In support of the mission of the college, the Career Center functions as a vital component in the total educational experience of students, primarily in the development, evaluation, initiation, and implementation of career plans and opportunities.

Access **Career Center** and **College Central** here:
https://stevenscollege.edu/campus-life/career-services/

Thaddeus Stevens College of Technology Spring 2020 Construction Job Fair



The **BIA of Lancaster County** had a table at the February 12th *Thaddeus Stevens College of Technology Construction Job Fair*. Students from various classes were eager to talk with the 131 companies that were in attendance!

Students came prepared with résumés in hand and they were looking for information on internships and full-time employment opportunities. The association was there representing ALL BIA members. Over 90 résumés were collected in the following areas of study:

- Architectural Technology
- Cabinetmaking & Wood Technology
- Carpentry Technology
- Computer & Networking Systems Administration
- Computer Software Engineering Technology
- Electrical Construction & Maintenance Certificate
- Electrical Technology
- Electro-Mechanical Technology
- Facilities Maintenance Technology
- Graphic Communications and Printing Technology
- Heating, Ventilation & Air Conditioning/ Refrigeration
- Masonry Construction Technology
- Metals Fabrication & Welding Technology
- Plumbing Technology
- Residential Remodeling Technology



A special thank you to Andy Knutsen (Knutsen Landscaping) — BIA Membership Committee Chair for taking the time and helping at the BIA table!

If you would like to see any of the listed resumes please contact
Pauline Wilton, BIA Director of Member Services — (717) 569-2674 pauline@lancasterbuilders.org



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Lancaster County Career & Technology Center

Real-World Learning Gives Invaluable Experience



What did you make when you were a teenager? While some of us might have struggled to put together a bookshelf, the Lancaster County Career & Technology Center (LCCTC) has students building a new, three-bedroom, two and a half bath, Craftsman-style house from the ground up. It should be going on the market in mid-February.

"If I had to put a number on it, I'd say that about 85 percent of the house was built by students. The framing, the electrical work, the plumbing, the wallboard, the cabinetry, the trim, the painting, all of it was performed by the construction and manufacturing students at the CTC," said Richard Martin, LCCTC Construction Coordinator. "Pretty much the only thing that isn't handled by the students is the masonry and that's only because we don't have a masonry program at the LCCTC.

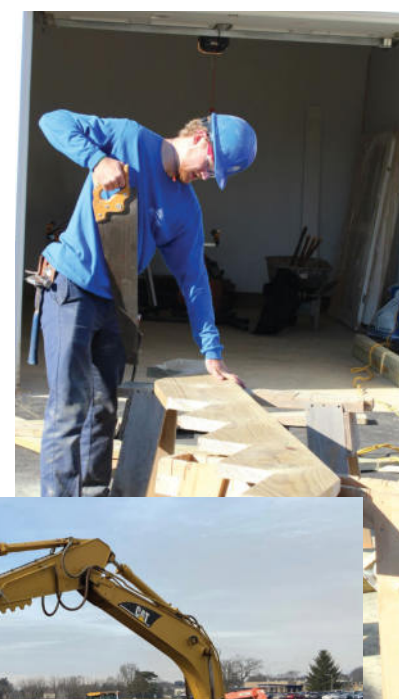
LCCTC students have been building houses for sale for decades. Generally, the houses take about two to two and a half years to complete. Many of the LCCTC's Construction and Manufacturing programs contribute to and work on the house directly.

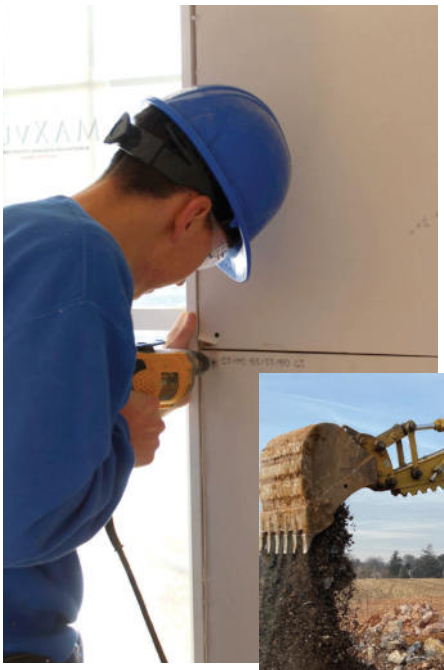
Program instructors oversee the students' work and are as exacting and as thorough as any job boss on any construction site. Martin said that the instructors have no hang-ups in having the students rip out work and do it again, if they find any fault. He continued saying that just adds to the real job experience.

"If you learn to do shoddy work, then you're not going to be employed for very long," Martin said.

The practical experience that students get from working on a real-world job site is invaluable.

"I like seeing the students succeed," Martin explained. "They get a vast amount of training in the classes and labs, but to come out here on site and apply that knowledge and those skills to a real, going-on-the-market house—that really makes an impression.







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Manager

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An Enjoyable Holiday Event!

Holiday HOMES ON PARADE







Eight locations made up the 2019 Holiday Homes on Parade Event and included new homes and remodeling projects. The energy of the season was evident as people flocked to see these beautiful locations dressed for the holidays. Each stop featured an opportunity to enter to win a prize thanks to our generous donors. The spirit of the season was not forgotten, a donation was made to the Salvation Army's *Coats for Kids* program.

Special thanks to our sponsors

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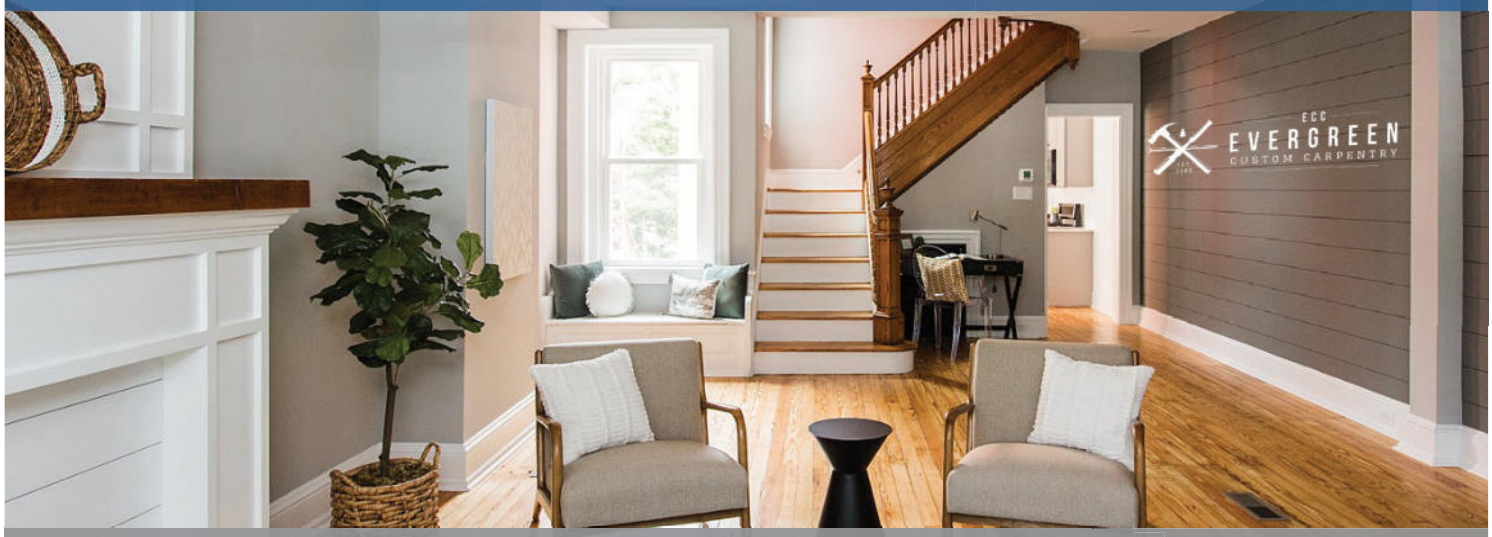

Whether it's a quick repair, full house flip, or completely new construction
we'll be there for you
with the materials, the value, and the service you need to get the job done.

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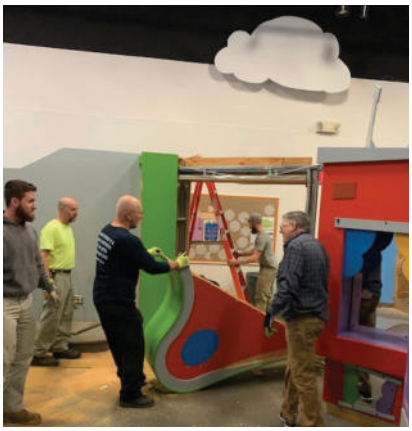
Lancaster Building Industry FOUNDATION

Update: Hands-on House Children's Museum Project







Pictured Left to right: Keith Petrisek, Lori Bentley, Karen Watkins, Seth Cluley, Shane Bookhardt, Tom Groody, Jason Keller, Jacob Keifer and Jim Bland.

Early in January, a group of BIA volunteers, Board Directors and Community Service Committee members came together to lend a hand (and saw!) to do some demo work at the **Hands-on House Children's Museum**. This tear down made way for the new Construction Co. Exhibit that will feature a job site structure as a centerpiece for hands on activities related to the carpentry, plumbing, masonry and electrician trades.

Thanks to the member companies who participated – **Douple Insurance**, **Dutch Quality Contractors**, **Martin's Flooring**, **Rhoads Energy**, **TK Building & Design**, the **BIA** and **Hands-On House** staff. We are all excited to help this project come to fruition!

Foundation scholarships are available for students pursuing secondary education in the trades. Contact BIA or go to our website for an application.

June 13-21

Enter Now! Final deadline is April 3.

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

2020 Building Industry Association PARADE OF HOMES Lancaster/Lebanon

Builders – Don't Miss This!

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

The Parade of Homes Gala

will be held on June 12 at the Lancaster Country Club. This is our prestigious award ceremony where we announce the big winners in all categories!!

The Extensive Marketing Plan

includes:

- Television
- Magazine Ads
- Billboards
- Online Promotion
- Social Media
- Direct Mailing of the Guidebook to Over100,000 recipients
- ...and More

Mark Your Calendar

Final deadline:
April 3, 2020
Judging Dates:
June 9 & 10, 2020

**Remodel projects are subject to approval.*

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

sponsored by:

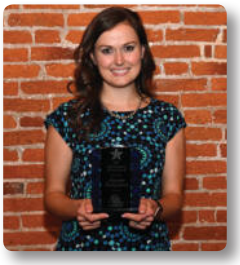
Fulton Bank UGI Energy to do more

2019 General Membership Meeting & BIA Pillar Awards Dinner

General Membership Meeting

The 2019 General Membership Meeting & Pillar Awards came together at the Cork Factory on November 21st.

Committee All Star Award Winner – Shannon Hockenberry, Indoor City



Shannon Hockenberry with Indoor City serves on three BIA committees: Community Service, Parade of Homes, Holiday Homes on Parade and as an Associate Director on the BIA Board. Her willingness and capability have been instrumental in the planning and success of varied BIA events and programs. We were thrilled to present Shannon the Committee All-Star Award!

BIA Pillar Awards



The Building Industry Association (BIA) of Lancaster County is proud to announce the winners of our brand-new Pillar Awards Program. The BIA Pillar Awards recognize our member companies and their professional achievements. There were 3 Award Categories: Advertising & Marketing, Professional Achievement, and Company Achievement. Entries with the highest point percentage in each of the 3 main categories received the Elite Pillar Awards.

Each entry was judged on its own merit by a group of highly qualified judges. The winners were announced on November 21 at our General Membership Meeting & Pillar Awards Dinner at the Cork Factory. The winners are listed below; full descriptions and pictures can be found at: lancasterbuilders.org/pillar-award-winners









Advertising & Marketing Awards
- Best Showroom – Garman Builders, Inc.
- Best Print Ad – Tomlinson Bomberger
- Best Website – Metzler Home Builders, Inc.
- Best Video or Commercial – Knutsen Landscaping, Inc.
- Best Logo – Knutsen Landscaping, Inc.

Elite Pillar: Advertising & Marketing – Tomlinson Bomberger – Best Print Ad

Professional Achievement Awards
- Attorney of the Year – Mark Stanley, McNees, Wallace & Nurick, LLC
- Project Manager of the Year – Steve Morgan, Landmark Homes
- Sales Professional of the Year – Christine Glover, Landmark Homes
- Insurance Professional of the Year – Lori Bentley, Douple Agency, Inc

Elite Pillar: Professional Achievement - Lori Bentley, Douple Agency – Insurance Professional of the Year



Company Achievement Awards
- Builder Company of the Year – Garman Builders, Inc.
- Remodeling Company of the Year – Garman Builders, Inc.
- Supply Company of the Year – GR Mitchell
- Community Impact Award – Members 1st Credit Union

Elite Pillar: Company Achievement – Garman Builders, Inc. – Builder of the Year

Many thanks to our generous sponsors!

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Pillar Awards Reception Sponsor

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Elite Pillar Sponsors

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Photos courtesy of Jim Phipps.

Building Industry Association REMODELERS COUNCIL

Remodelers Council News

Holiday Social

Was Held December 5, 2019





More than 50 people enjoyed their time networking with fellow members at our Holiday Social hosted by GR Mitchell at the Spring House Brewing Company!

JANUARY COUNCIL MEETING

A big thanks to Jason March from James Hardie for giving an in-depth presentation on *Best Practices on Installing Hardie Siding and Trim* at the January 15th Council meeting!







2020 BIA Installation Banquet

Matt Grosh, Herr & Low, PC, is the BIA President for 2020

The Building Industry Association of Lancaster County officially installed its 2020 Board of Directors at the Annual Installation Banquet on January 9, at the Lancaster Country Club with more than 120 local builders, contractors, government officials, and other guests in attendance. Pennsylvania Builders Association 2020 President Jon Sukonik, Sukonik Building Companies, performed the installation duties.

Matt Grosh is a partner at Herr & Low, PC, practicing in the areas of estate planning and administration, corporate law, nonprofit organizations and taxation.



Grosh stated that one of the great things about the Lancaster BIA is that the focus of the members, board, and staff is a commitment to the mission: To promote [The BIA's] member companies while advocating for a fair market business environment that meets the housing & building needs of Lancaster County.

"Board members are engaged and productive, and through the efforts of a talented membership of both builders and associates, we will continue to be effective in promoting our mission. I'm looking forward to the upcoming year!"







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Walz Group

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Bertz, Hess & Co., LLP

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 2019 year.



BIA BUILDING AWARD
recognizing a member who contributes to the creation of quality homes, thus strengthening relationships in our local community and providing business opportunities for those that support the industry was presented to: **Tom Keller, GR Mitchell**



BIA INDUSTRY AWARD
recognizing a member who has strongly advocated for the Industry position on issues that influence our members' ability to do business was presented to: **Steve Black, Heartwinds Homes**



BIA ASSOCIATION AWARD
recognizing a member who has represented the Association as an ambassador, volunteer and leader, promoting the association and its member companies was presented to: **Dan McCord, Thaddeus Stevens College of Technology**



BIA YOUNG PROFESSIONAL AWARD
recognizing a young professional who has represented the Association as an ambassador, volunteer and leader, promoting the association and its member companies was presented to: **Andrew Barninger, NextPhase Business Planning**



BIA PRESIDENT'S AWARD
recognizing a member who stood out during the 2019 BIA President, Keith Petrisek's term was presented to: **Frank Vargish, Blakinger Thomas**

Photos courtesy of Jim Phipps



Building Industry Association
REMODELING SHOWCASE
AWARDS

Remodeling Showcase Awards Luncheon

Tuesday April 7, 2020
@The Barn at Overlook

Luncheon & Awards: 11:30am-1:30pm

Join us for our networking luncheon announcing the 2020 Remodeling Showcase Award winners!
Following our awards program we are pleased to feature NAHB's Chief Economist Dr. Robert Dietz, presenting on *Remodeling and our Economic Outlook.*

Connect with industry leaders & Celebrate ingenious redesign!

Sponsorship Menu

Take your event experience to the next level and boost industry goodwill and your company's exposure.

RSA Elite Sponsor - $2500 - SOLD

- Introduction of emcee and five minutes of floor time
- Banner displayed
- Display table
- Half-page ad in event brochure
- Recognition in PowerPoint and in Lancaster Builder
- Two complimentary tickets to event

MARVIN Windows and Doors
Built around you.

Remodeling and Economic Outlook Speaker Sponsor - $850 - Sold

- Address attendees about your company (2-3 minutes)
- Introduce guest speaker
- Recognition on BIA's event page with company logo linked to your website
- One complimentary ticket to event

MARVIN Windows and Doors
Built around you.

Centerpiece Sponsor - $450 - SOLD

- Promotional pieces placed at each table
- Signs on tables
- Half-page ad in event brochure
- One complimentary ticket to event

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Beverage Sponsor - $450

- Your logo printed on cocktail napkins
- Sign at bar
- Half-page ad in event brochure
- One complimentary ticket to event

Luncheon Sponsor - $325 - Two Available

- Greet attendees
- Sign at event
- Half-page ad in event brochure
- One complimentary ticket to event

Event Brochure Sponsor - $150

- Half-page ad in event brochure

For more information, contact Melanie Capanelli at (717) 569-2674 or Melanie@LancasterBuilders.org.



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2020 Membership Committee Plans & News

Workforce Development

What the BIA is doing to help members build their workforce!



The BIA Membership Committee is focusing on YOUR company's workforce development. We are eager to help you find the quality, skilled labor you require. How? Our unique partnerships with local trade schools will connect you to technically skilled, local students through job fairs, trainings, seminars and "access" events.

Let the BIA connect the dots to securing your future workforce!

A Big Thanks Goes Out to the 2019 BIA Recruiters

- ***Mike Blank***, MBC Building & Remodeling, LLC
- ***Shannon Hockenberry***, Indoor City
- ***Tom Keller***, GR Mitchell
- ***Dan McCord***, Thaddeus Stevens College of Technology
- ***Eric Zeiset***, Timber Ridge Homes, LLC

Special recognition goes to the top recruiter for 2019 —

- ***Keith Petrisek***, Dutch Quality Contractors, Inc.



Got some job openings?

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

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

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

JOB POSTINGS

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

Login today!

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smarter association software

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

BIA Events and Education

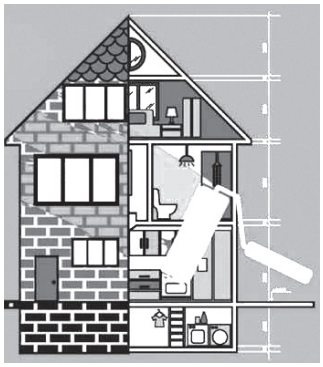
BIA EVENTS

2020 BIA SPRING HOME SHOW
March 6-8, 2020
Wyndham Lancaster, 2300 Lincoln Hwy E, Lancaster
The BIA Spring Home Show is where the new building and remodeling season begins! Find solutions for all your home-related needs! Easy, free parking and *only $5 admission for guests.*

BIA GOVERNMENT AFFAIRS BREAKFAST & ROUNDTABLE DISCUSSION
March 19, 2020, 7:30 - 9:30 am
Eden Resort & Suites, 222 Eden Rd, Lancaster
Join our local delegation of elected officials in a rotating roundtable format to discuss industry issues and concerns that affect our BIA members' ability to do business.
Cost: $20 per person

Building Industry Association REMODELING SHOWCASE AWARDS LUNCHEON

April 7, 2020
at The Barn at Stoner Commons
11:30–1:30



Hear NAHB Chief Economist Dr. Robert Dietz give a Remodeling and Economic Outlook.

Applaud the Accomplishments

Join us at our awards luncheon where our exceptional BIA remodelers will be recognized for their impressive and inspiring projects! Be among the first to congratulate the big winners of this prestigious program. 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

BIA BREAKFAST w/SAXTON & STUMP
May 23, 2020, 7:30 - 9:30 am
The Wyndham Lancaster, 2300 Lincoln Highway East, Lancaster
Presentation: *What Every Builder Should Know About Zoning & Land Use in PA*
- Zoning explained
- The land development process
- Current issues affecting zoning and land development in PA

Cost: $15.00 per person

BIA: THE WHOLE PICTURE
May 13, 2020, 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

MEMBERSHIP SPRING MINGLE Date and location TBD
Networking Happy Hour sponsored by the BIA Membership Committee
Come out for appetizers, drinks and good company! More information to come!

SAVE THE DATES!

PARADE OF HOMES GALA
June 12, 2020 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

2020 Building Industry Association PARADE OF HOMES Lancaster/Lebanon

Sponsored by Fulton Bank UGI Energy to do more

PARADE OF HOMES
June 13-21, 2020
Make your plans to visit a few of the fabulous new/custom homes, apartments and remodeling projects 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

Stay in the loop! Connect with the BIA on:

facebook. YouTube

www.lancasterbuilders.org



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JRG ADVISORS

EDUCATION

OSHA RECORDKEEPING
March 13, 2020 7:30am – 11:30am
ABC Keystone, 135 Shellyland Road, Manheim
It's that time again.....time to compile your 2017 OSHA #300A Summary Log and prepare it for posting. This session is devoted exclusively to maintaining OSHA injury/illness recordkeeping and calculating injury rates.
Benefits of Attending:
- Produce timely and accurate OSHA injury/illness recordkeeping data upon request
- Prevent costly OSHA recordkeeping fines
- The benefits of conducting an HR compliance and effectiveness audit
- They key area HR auditors evaluate

Who Should Attend:
Safety directors and administrators, HR and office staff, Safety committee members
Cost: $90.00 per BIA Member. Register by March 5, 2020
** Price includes: $90.00 per BIA Member.*

CONSTRUCTION AGREEMENTS AND PAYMENTS
April 9, 2020 8:00am – 11:00am
ABC Keystone, 135 Shellyland Road, Manheim
Part of the *Understanding the Construction Process Series*
Decipher Contracts, Subcontracts, Charges and Liens
3 LU credits per session; 3 LU/HSW credits for sessions 1,2,3,8 & 9
Benefits of Attending:
- Navigate construction contracts and decipher important clauses
- Uncloak ambiguous language to protect your company
- Understand risk allocation, warranty coverages and delay claims
- Gain clarity on purchase order, change order and agency authority language

Cost: $110.00 per person. Register by April 1, 2020
** Price includes: all course materials, coffee, water and snack.*

UNDERSTANDING FINANCIALS FOR NON-ACCOUNTANTS
May 19, 2020 8:00am – 10:00am
ABC Keystone, 135 Shellyland Road, Manheim
Part of the *Leadership Development Series*
Breakdown of the P&L, Balance Sheet and Financial Trends
Benefits of Attending:
- Decipher the P&L
- Learn how to spot financial trends
- Understand numbers important to your business/department
- Better understand the balance sheet
- This session approved for 2 LU credits

Cost: $165.00 per BIA Member. Register by May 11, 2020
** Price includes: course materials, and a certificate of completion.*

COMPETENT PERSON FOR JOBSITE SAFETY INSPECTIONS
May 21, 2020 7:30am – 1:30pm
ABC Keystone, 135 Shellyland Road, Manheim
OSHA requires that employers on construction sites conduct safety inspections of job sites and require that a Competent Person, designated by the employer, be responsible for the completion of the inspections. More specifically a Competent Person is required to complete inspections of scaffolds, fall protection equipment and systems, trenches, confined spaces, and the list goes on.
Benefits of Attending:
- When and how often to complete inspections
- The connections between the General Contractor, Sub-contractor and the Competent Person
- How does this general requirement for site inspections ties to more specific inspection requirements found in other standards
- How inspections can be used to better manage safety

Who Should Attwnd:
Anyone who has the potential to or has been identified by their employer to conduct worksite inspections
Cost: $140 per BIA member. Register by May 13, 2020
** Price includes: various course materials, and a certificate of completion.*

Have fun.
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Do it all June 25th 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.

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Foursome & Hole Sponsor - $575
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Dinner & Beverage Sponsor - $500
Mulligan Sponsor - $150 SOLD
Bag of Tricks Sponsor - $150

Active Legislation

Third Party Agency Building Code Official Choice

Construction code officials in Pennsylvania have police powers inasmuch as they have the authority to shut down worksites, deny occupancy permits, repeatedly fail inspections, and condemn structures they deem to be unsafe. They also have the authority to approve an alternative material, design or method of construction if the proposed design is satisfactory and complies with the intent of the Uniform Construction Code (UCC). Each code inspector in Pennsylvania is allowed substantial latitude to "interpret" the UCC and the required building code provisions. Currently, municipalities using a TPA are required to contract with only one TPA to fulfill the requirements of the UCC. There are no statutory limits to the fees the TPA may charge for its services nor are there any guarantees that required inspections will be timely. In addition, there are no specific set of standards that apply to contracts between municipalities and TPA's for the enforcement of the UCC.

House Bill 349 (Rep. Heffley (R-Carbon): Requires municipalities that self-enforce the UCC through contractual agreements with third-party agencies to contract with at least two Third Party Agencies to allow for consumer choice for permit applicants.

Status: House Bill 349 was given third consideration and final passage in the House on April 8th (114-84) and referred to the Senate Labor and Industry Committee on April 22nd. PBA continues to work with the prime sponsor and the Senate to move the bill.

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New Members

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

ASSOCIATES

B&G Glass Service, Inc.
Becky McCarty
2668 Leisczs Bridge Road
Leesport, PA 19533
Phone: (610) 372-7868
Email: bmccarty@bgglass.com
Business Activities: Glass & Mirrors

Integrity Property Maintenance, LLC
Judy Grillo
4753 Elizabethtown Road
Manheim, PA 17545
Phone: (717) 368-4109
Email: judy.grillo@gmail.com
Business Activities: Snow Plowing

Kieffers Appliances
Christa Ward
785 Sumneytown Pike
Lansdale, PA 19446
Phone: (215) 699-3522
Email: christa@kieffers.com
Business Activities: Appliances

Rockbridge Lawnworks, Inc.
David Garman
2440 Butter Road
Lancaster, PA 17601
Phone: (717) 808-7852
Email: rockbridge12@gmail.com
Business Activities: Lawn Care Service

Strella Social Media
Rachel Strella
1412 N. 6th Street
Harrisburg, PA 17102
Phone: (717) 649-4947
Email: rachel@strellasocialmedia.com
Business Activities: Advertising & Marketing Services

Wyndham Lancaster Resort & Convention Center
Michelle Weinhold
2300 Lincoln Highway East
Lancaster, PA 17602
Phone: (717) 299-5500
Email: mweinhold@wyndhamresortlancaster.com
Business Activities: Hotels & Temporary Housing

BUILDER

Kautz Construction
Diliana Villamar
1262 Loop Road
Lancaster, PA 17601
Phone: (717) 290-7077
Email: dvillamar@kautzconstruction.com
Business Activities: Roofing Contractor



Membership Renewals

Thank you for your continued commitment to the industry!

Alside Supply Co.
B.R. Kreider & Son, Inc.
Bath Fitter
Berkshire Hathaway HomeServices Homesale Realty
CertaPro Painters of Lancaster
Clyde Stumpf & Son, Inc.
Conestoga Buildings / CB Structures, Inc.
Custom Home Group, Inc
Duff Builders, Inc.
Eagle Building Solutions LLC
Eden Resort & Suites
ELA Group, Inc.
Elm Ridge Construction, Inc.
Evergreen Custom Carpentry
Garman Builders, Inc.
H2, LLC
Henry H. Ross & Son, Inc.
Herr & Low, PC
Hess Home Builders
Horst & Son
Indian Run Landscaping II, LLC
INTERIORS HOME
Jaydor Co.
Jim Martin Design
K/S Renewal Systems LLC
Keener Insulating & Supply, Inc.
Kenneth Homes
Kreider's Canvas Service, Inc.
Kwikset
L.H. Brubaker Appliances, Inc.
Lancaster Home Builders
Landis Wood Works
Landmark Homes
Lantz Insulation, Inc.
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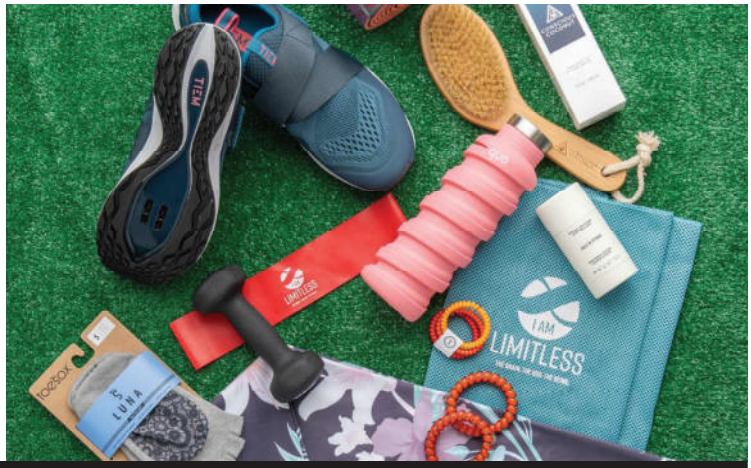
Metzler Home Builders, Inc.
Milestone Construction, LLC
Millcreek Fence & Decks LLC
Musselman Lumber
Myer Hill Consulting
Myers Bros. Drilling Contractors
Natural Stoneworks
Nolts Propane
Oak Tree Development Group
Paul Davis Mid-Atlantic
Pennsy Supply
Pioneer Management, LLC
Ralph L. Wilhelm Jr., Inc. Seamless Spouting
Ressler Propane
RGS Associates, Inc.
Rohrer's Construction
Shakespeare Home Improvement Co.
Signal Control, Inc.
Simeral Construction Company
Smokestack Masonry LLC
Techno Metal Post of South Central PA
The AZEK Company
TK Building & Design LLC
Tomlinson Bomberger Lawn Care, Landscape & Pest Control
Trademark Contractors, Inc.
Trout CPA
Ville Painters, Inc.
Walz Group
Weaver Construction
Weaver Energy, Inc.
Wells Fargo Home Mortgage
Zimmerman's Construction, LLC
Zook Home Builders

Cancellations

B. Kaldas Design & Remodeling
Bath Barn
C.E. Hershey Building Contractor
Concrete Walls Unlimited Co.
Earl King Construction
King Conservation Group, LLC
Lancaster Barnstormers Baseball Club
Paradise Energy Solutions
Sunshine Constructions, LLC

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





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Your Community. Your Builders.
204 Butler Ave, 2nd Floor, Lancaster, PA 17601

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