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Lancaster Builder

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BUILDING MATERIALS CENTERS

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ANNUAL DREAM HOME

ISSUE COMING
SEPTEMBER 2020

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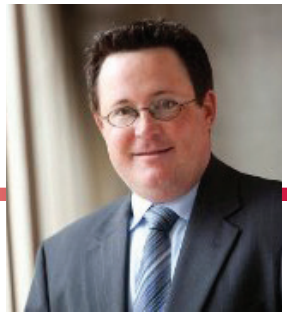
The BIA: Faithful To Its Mission

By Matt Grosh, Herr & Low, PC.



To say that 2020 is not unfolding like we expected it to would be an understatement. I write this on the eve of Lancaster county officially going to yellow status, and I know many of you are facing the same uncertainties that I am with my own family and business. It is imperative at times like these that we as an organization work together for the benefit of the building industry.

Some good news is that I have seen just that. I had a front row seat to watch the staff and government affairs committee support and work with the Pennsylvania Builders Association and state legislators to re-open the construction industry even within counties designated as red. I know it is not a "perfect" re-opening and that there are still limitations, especially with residential projects, but the fact that all involved got the Governor's office to concede is a true testament to the hard work of those I mentioned above. I think it's safe to say that no other industry initially declared as non-life-sustaining managed to achieve what the construction industry did.

As we approach the halfway point of the year, it is time to keep looking ahead to a mysterious future. Robert F. Kennedy once said "Like it or not we live in interesting times. They are times of danger and uncertainty; but they are also more open to the creative energy of men than any other time in history." I think that is the key.

The Lancaster BIA has many strengths, but a few of the strongest ones are our members, both builders and associates, and our staff. Going forward for at least the next year we are going to figure out new ways of doing many things. We will need to be creative about not only the Parade of Homes and the Spring Home Show, but also all the other dinners, awards, meetings, and events that help us generate income and awareness.

The creativity we need will come from you, so I ask for your help and input. If you are not serving on a committee, please consider doing so because a lot of the magic will happen there. Moreover, even if you aren't on a committee, your suggestions and ideas are still welcome, so please pass them on to me, the staff, or the Board of Directors.

I hope you are all staying safe and healthy, and I know we will get through these times.

Event Updates

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

August

Aug 18th — BIA The Whole Picture, 8:00–9:00am at the BIA Offices

Save The Dates

BIA Pillar Awards Deadlines — Early Bird: September 11th
— Final deadline: October 1st

Education *(ABC COURSES)*

July 15th — Employee Orientation, Training and Development
Aug 6th — Managing Change
Aug 27&28 — OSHA 10-Hour Construction

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.

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BIA of Lancaster County
204 Butler Ave, Suite 200
Lancaster, PA 17601
Tel: (717) 569-2674; Fax: (717) 569-5187
E-mail: staff@lancasterbuilders.org
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QUALITY PRODUCTS Lezzer Lumber is so much more than a "lumber yard," though you can certainly expect to find lumber, sheathing, roofing materials, siding, decking, windows, millwork and more. Their in-house design team will meet with your customers to offer complete design service and product selection.

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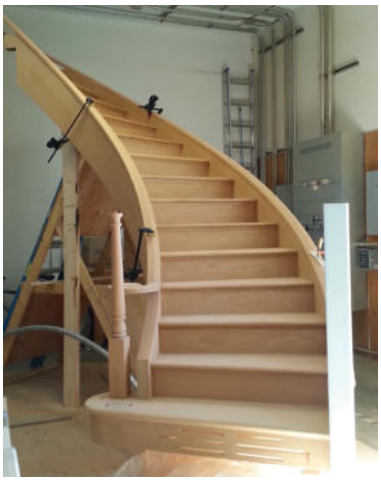



These stairs were manufactured at Lezzer Lancaster Millwork Department. They can customize any project needed for the building industry.

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Accounting for PPP Loans

by Nicole K. Cradic, CPA



Two Accounting Models Examined

As a means of aiding the hurting US economy during the COVID-19 pandemic, the CARES Act was signed into law. One significant relief measure of the Act is the Paycheck Protection Program (PPP) which established SBA loans that can be forgiven when certain terms and conditions geared towards employee retention are met. There is widespread awareness and utilization of PPP loans, but numerous questions remain. The AICPA has recently provided guidance on one of them — How should an organization account for the PPP loans? The AICPA's Center for Plain English Accounting (CPEA) published a special report on this topic entitled, *Accounting in the Fog of War — Treatment of PPP Loans*.

It is important to note that there is no guidance in the FASB Codification that exactly fits the terms and conditions of the PPP loans. US GAAP in general is lacking accounting guidance for for-profit entities with respect to government grants. The CPEA's report provides accounting solutions based on analogizing existing guidance for similar circumstances and referencing to non-authoritative guidance. Therefore, it is possible that what I am writing could be superseded with more authoritative guidance by the AICPA or the FASB down the road. In the meantime, the guidance from the AICPA's CPEA is a great resource, especially for entities that need to issue interim or annual financial statements before the ultimate PPP loan forgiveness decision has been communicated.

With respect to for-profit organizations, the CPEA points us to four models to consider for the accounting for PPP loans:

- FASB ASC 958-605 government grant model
- IAS 20 model on government assistance
- FASB ASC 470 debt model
- FASB ASC 430-30 gain model

As a matter of practicality, the first and third models are likely the prevalent choices as they are supported by robust accounting guidance of the US GAAP framework that accountants are already familiar with. The selection of one over the other is dependent on the likelihood of ultimate loan forgiveness. Let's explore those two models in a bit more detail.

FASB ASC 958-605 Government Grant Model

With this approach, for-profit entities would analogize the accounting treatment with the NPO US GAAP guidance for contributions. Contributions, as defined, can include the cancellation of liabilities. This model is founded on the premise that the substance of the PPP funds is a government grant which is delivered in the form of a forgivable loan. The CPEA report arrives at the recommendation to recognize the PPP loan proceeds into income as eligible expenses are incurred — provided that an entity has high confidence that the PPP loan proceeds will be forgiven. An entity could follow this treatment for the PPP loan portion for which it has high confidence of forgiveness and follow the debt model outlined below for the remainder of the loan proceeds. The journal entries would be as follows:

Upon receipt of the loan proceeds:

Cash	$XXX,XXX
Deferred PPP Grant (Liability Account)	$XXX,XXX
To record the receipt of PPP Loan Proceeds	

Upon spending of loan proceeds for eligible costs

Deferred PPP Grant (Liability Account)	$XXX,XXX
PPP Grant Income (Other Income Account)	$XXX,XXX
To recognize PPP grant income.	

FASB ASC 470 Debt Model

The debt model follows traditional loan accounting. The PPP loan proceeds would be recorded as a liability — like any other bank debt — and interest would also be recorded. Once the entity is legally released as the primary obligor from the creditor, the liability would be derecognized and a gain on "PPP loan extinguishment" would be recorded. An entity could follow this treatment for PPP loans when there is more than a remote likelihood that the loan proceeds will not be forgiven. Here are some of the journal entries that would be recorded — those related to routine interest expense and debt service payments are omitted:

Upon receipt of the loan proceeds:

Cash	$XXX,XXX
PPP Note Payable (Liability Account)	$XXX,XXX
To record the receipt of PPP Loan Proceeds	

Upon forgiveness of all or part of the loan:

PPP Note Payable (Liability Account)	$XXX,XXX
Gain on PPP Loan Extinguishment (Other Income Account)	$XXX,XXX
To recognize PPP loan principal forgiveness.	

It is highly recommended for you to review the applicable US GAAP provisions for these accounting models in more depth as not all nuances are covered in this high-level summary.

When US GAAP does not provide one exclusive accounting treatment for a transaction, as is the case here, the significant accounting policies footnote should describe the accounting policy that an organization applies.

This summary focuses on the accounting for PPP Loans under US GAAP. Further consideration needs to be given to the accounting for these loans when an entity uses a different basis of accounting. As an example, an entity that is reporting under the income tax basis (ITB) of accounting could not utilize the government grant accounting model noted above. As of the writing of this summary, the PPP loan would likely need to be presented as debt until legally forgiven. Currently, expenses paid for with loan proceeds are not tax deductible. For ITB financial statements, you would still include those non-deductible expenses.

Nicole Cradic is a partner at Trout CPA.

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

NEW HIRES

Barley Snyder is pleased to announce the hire of attorney **Luke T. Weber** who will be part of the firm's Litigation Practice Group and Health Care Industry Group. An experienced litigator since he started his private-practice legal career in 2012, he's already been part of cases in more than a dozen counties throughout Pennsylvania and in federal court.


Luke Webber

"As a native of Lancaster County, and having practiced in Lancaster for the past eight years, I have seen first-hand that Barley Snyder's reputation as one of central Pennsylvania's strongest firms is well-deserved," he said. "I'm excited to start the next phase in my legal career with Barley Snyder."

A 2011 graduate of Penn State Dickinson Law, Weber is active throughout the legal community. He is on the board of directors of the Lancaster Bar Association and is currently the organization's chair of the Young Lawyers Section. He is also part of the Pennsylvania Bar Association Health Law Committee, on which he serves as the committee's Young Lawyers Division Liaison. He is also a member of the Lancaster Young Professionals, the American Bar Association and the Defense Research Institute.

Pennsylvania Super Lawyers has named Weber to its "Rising Stars" list in 2017, 2018 and 2019.

"The career path that has led Luke to us has been an impressive one. He has been involved in more than 100 cases across Pennsylvania and in federal court," said Jeff Lobach, Barley Snyder's managing partner. "He has the skillset and experience we look for, and will be a valued member of the firm."

Liberty Environmental, Inc is pleased to announce that **Joseph Atzert** has joined the firm as a Project Scientist.


Joseph Atzert

"Joe is an important addition to our natural resources practice group. His experience with the US Fish and Wildlife Service and New Jersey DEP, as well as his wetland certification and knowledge of threatened and endangered species surveys, made him an ideal candidate to bring new talent to our team," shared David S. Coyne, Chief Operations Officer.

Mr. Atzert is a graduate of Stockton University with a Bachelor of Science in Geology. A native of Cape May, New Jersey, Joe has relocated to Lancaster County, Pennsylvania and is based in Liberty Environmental's regional office in Lancaster.

PROMOTIONS

Barley Snyder is pleased to announce that Barley Snyder attorney—and former York County president judge—the Hon. **Stephen Linebaugh** is taking the experience he acquired from behind the bench and applying it to Barley Snyder's newest service team.


Steve Linebaugh

The firm has named Judge Linebaugh the chair of its Alternative Dispute Resolution (ADR) Service Team, which will help businesses keep their disputes from reaching a courtroom. ADR includes non-courtroom solutions such as mediation and arbitration.

The National Judicial College has certified Judge Linebaugh twice – in 2008 and 2017 – as a trained mediator and arbitrator. He said his certifications and ADR experiences both on the bench and in private practice have helped him form a strong base to work for businesses that hope to avoid protracted courtroom disputes.

The new group is comprised of more than a dozen attorneys whose experience both in and out of the courtroom, and in ADR-specific cases, has trained them to be both fair and effective in reaching favorable, amicable and cost-saving solutions that can save business relationships.

"A courtroom is the last place anyone wants to be," Linebaugh said. "It's very costly for a business in terms of money, time and resources. Attorneys know that better than anyone, and the attorneys in our new group will work toward mutually favorable solutions in ADR cases."

Jeff Lobach, Barley Snyder's managing partner, said the team's formation comes from what the firm has seen as an underserved legal need across the firm's footprint. Lobach is also a member of the new group as an experienced arbitrator and mediator.

"We can offer businesses and the legal community a solution we think will keep them from expending valuable resources in a courtroom trial," Lobach said. "Having this team available can make the legal process much easier and less stressful. And perhaps most important for businesses, less costly."

RKL LLP is pleased to announce that **Daniel J. Nickischer**, CPA, CCIFP®, has been named a partner in the firm, effective February 1, 2020.


Daniel Nickischer

"We are proud to welcome Dan to the RKL partnership," said RKL CEO Edward W. Monborne. "We know his focus on delivering proactive client service, deepening his specialized knowledge and giving back to the community will help advance the growth and success of the RKL team."

With more than 15 years' public accounting experience and four years spent in the private sector, Nickischer provides financial, accounting and tax services to both individuals and businesses. He also specializes in accounting for employee stock ownership plans. Nickischer has deep expertise inthe manufacturinganddistribution and real estate and construction industries, and recently earned the select Certified Construction Industry Financial Professional (CCIFP®) designation in recognition of his specialized construction accounting and management expertise.

Nickischer is a member of the American Institute of Certified Public Accountants (AICPA) and Pennsylvania Institute of Certified Public Accountants (PICPA). He holds a B.S. in Accounting from West Chester University and a B.A. in Criminal Justice from the University of Pittsburgh. A 2017 graduate of the Leadership Berks program, Nickischer pays his financial and management expertise forward as Board Member and President of Berks Connections Pretrial Services (BCPS). He resides in Amity Township, Berks County, with his wife and daughter.

HONORS

Lancaster Award Program

It is our pleasure to inform you that **George J. Grove & Son, Inc**. has been selected for the 2020 Best of Lancaster Awards in the category of *Window Installation Service*. Each year, the Lancaster Award Program identifies companies that we believe have achieved exceptional marketing success in their local community and business category.



Eby Exteriors Joins the Ames Construction Family



Phil Eby

In December of 2019, Eby Exteriors was bought by the local company, Ames Construction.

"While we are joining another firm, we are still dedicated to serving our clients and future clients with the same personal touch as before," assures Eby Exteriors founder and owner, **Phil Eby**.

Read more about this exciting news—go to **https://www.ebyexteriors.com/**, click on "**Blog**" at the top of the page, and scroll down to the story.

Builder Spotlight:

Mike Garman, Pine Hill Building Co.



When was your company started?
We began in February, 2020, right as the COVID 19 crisis hit.

What does your company do?
Pinehill Building Co. is a builder of new homes throughout central PA.

What makes your company special?
Pinehill Building Co. is a collaboration of experience, passion and belief that if you take time to build homes with innovative design and thoughtful floor plans, it will be embraced and loved by the homeowner. As a brand-new home builder we are anxious to launch our new plans and begin building throughout central PA. We can't wait to share our passion for home building with you.

Why do you enjoy your job?
I am a true "Houser!" What does this mean? I love the home building industry, everything from walking raw land, envisioning the finished neighborhood, along with thinking about the families that will call this neighborhood home, and how they will live and raise their family and live the great American dream as they become part of the fabric of this community. I love the people of this great industry. I love to talk about home building—the new trends and styles, the science of building today—from efficiencies in building to how the house lives and functions.

Why are you a member of the BIA?
I am a member of the BIA because I believe we as the Building Industry of Lancaster are better and stronger together. As the leading home building association, the Lancaster BIA is a great source for information, training, and an advocate for supporting and working on the causes important to home building.

Tell us about yourself and your family.
I am married to my lovely wife Becky for 33 years. We have three sons Jared, Matthew and Jacob. We have two Chocolate Labs along with several beef cows and a couple of chickens. We live in Lititz in a Mike and Becky built farm house. We attend Ephrata Community Church.

What are your hobbies?
Standing above 10,000 feet, on snow skies looking at the Teton mountains, overlooking the town of Jackson Hole Wyoming on a beautiful early March morning as the sun comes up. It is not quite heaven but I believe you can see it from this spot. Did I mention I love snow skiing? Wakeboarding and spending time on the lake is the summer version.

What other organizations, professional, service, etc. are you a part of, if any?
I am a life director of PBA

Associate Spotlight:

Becky McCarty, B&G Glass Services, Inc.



When was your company started?
B&G Glass Services was established in 1963.

What does your company do?
B&G Glass installs automotive, residential, and commercial glass productions and systems.

What makes your company special?
B&G Glass has professional and highly-skilled staff of 40 employees. Their expertise and dedication to meeting the customer's needs are what separates B&G Glass from other glass shops. Whether it's a new glass shower, a broken windshield, or a 3-story curtain wall, B&G Glass can handle it!

Why do you enjoy your job?
I have been with B&G Glass for 20 years. The majority of our staff, my colleagues, have been here as long or longer than I have. It is a tight family that works together to accomplish our latest mission.

Why are you a member of the BIA?
We were looking to grow our network of industry partners. In researching local associations, we found the BIA to have a professional and wide range of members with a lot in common with B&G Glass. It was a natural fit for us.

Tell us about yourself and your family.
I live in Shillington with my husband Tim and our 2 boys, Hunter age 13 and Finnigan age 5. We have Reba, our 3-year-old full-of-energy puppy and Althea, our 12-year-old cat.

What are your hobbies?
We enjoy going to see live music. We are really missing that right now. Camping and outdoor adventures, we like being outside—even if is just playing in the yard or sitting around our firepit. We also love to spend time with our families and friends.

What other organizations are you a part of, if any?
We are a member of HBA of Berks County and the Auto Glass Safety Council.

2020 Remodeling Showcase Award
Winners Announced!
See pages 10–13

These Are the 7 Requests Clients Will Make Post COVID-19

From home office partitions to high-end mudrooms, the pandemic is already shaping client requests.

By Danine Alati

How the world will change post-COVID-19 remains to be seen. But one thing is for certain: The way we create live-work spaces will be drastically different than the way it was pre-pandemic. "Design is going to be much more personal and in some ways technical, as people use their homes for work, school, and beyond," says designer Christiane Lemieux. What are the key features clients will ask for in their homes in the near future?



1. Reimagined layouts

Flexibility is key in space planning, as is designating areas based on specific function. "We can expect to see a shift back toward a more traditional floor plan style. Modern open-plan living is popular for many reasons, but during this period, we are realizing it can be a hindrance when our work lives merge into our living spaces," says New York designer Daun Curry.

2. Clearly defined spaces

Taking the concept of reconfiguring the home a step further, clearly delineating space is of utmost importance in terms of establishing efficient spaces in which we live, work, learn, and play within one residence. "Moving forward, there will definitely be a trend and acceptance towards more working from home. A thoughtfully designed home can foster increased productivity, balance, health, and pleasure," says Max Strang, founder of Miami design firm Strang.

Mom's home office can't intermingle with Dad's workout space—in the same area as the makeshift homeschooling spot that's also the playroom, which is all smack in the middle of the living room. "How do you create a modern home, a modern floor plan for a modern family?" posits Jim Westover, partner-principal at William Duff Architects. "The open-plan concept probably doesn't work so well if more than one person is working from home or if the kids are being noisy, so that concept may be refined with partitions to dedicate space for working/home office—or some hybrid where the communal spaces are open concept, but they are supplemented by adjacent spaces that can accommodate quiet, focused activities or work."

Mobile partitions with acoustic properties could be a viable solution. While some movable walls and products to enhance acoustics are better suited for commercial settings, Unika Vaev and 3form are two companies that offer mobile floor screens, partitions, and acoustical panels that lend a residential aesthetic with colors and textures. Westover also advocates for bringing back the Murphy bed. California Closets offers modern, updated versions.

3. WFH functionalities

Home offices now must be fully functional with proper seating, work surfaces, lighting, acoustics, and temperature control. "Rather than working from the dining room or family room shared with kids, by differentiating spaces we can empower people to be just as productive from home as they [would be] in an office setting," San Francisco architect Andrew Mann predicts.

Amy Smith, director of high-performance task seating at Herman Miller, whose brand's ergonomic task seating sales went up considerably following the shutdown, says, "Ergonomics in all environments has never been more important. People previously could get away with having a subpar chair at their house when they only worked in that chair one day a week, but if they're going to be working from home two, three, four days a week, they're going to need to make sure both working environments, home and work, are fully equipped."

To accommodate home offices, some contract furniture manufacturers readjusted their business models to sell direct to consumers. Greg Hayes, CEO and cofounder of office furniture startup Branch, explains that while his company's B2B business (historically comprising 99% of sales) has come to a halt, they've found success by pivoting to selling direct-to-consumer. "The explosive consumer demand for office furniture, as people realize they need proper work-from-home equipment, has helped our business grow in an area that we didn't plan on focusing on for another year or so," he says, reporting that the number of individual transactions has skyrocketed—over 100% growth week-over-week.

Dedicated space for virtual meetings will also be paramount, and acoustics will become a higher priority. "A private communication room will be important moving forward," says Strang, adding that the requirements of the space will include soundproofing and great lighting.

4. Working out at home

With gyms closed for months, people have resorted to at-home workout regimens. But where does exercise take place when a partner is on a conference call and the kids are on an all-class Zoom meeting? "Home gyms have become almost as important as the home office," Westover says.

Take Peloton, whose bike sales have spiked. That creates opportunity for designers. "Workout and home-gym opportunities will be a big factor," says Gretchen Krebs, principal designer at Medium Plenty, "so utilizing any outdoor space or available indoor nooks will be vital."

5. Outdoor living options

Designing alfresco areas will take on renewed importance post-COVID-19. Clients will seek to carve out their own private outdoor space—balcony, patio, garden, or fully landscaped backyard—and many will look to design experts to create these fresh-air havens. Incorporating water, fire, light, and natural species are a few key elements, along with appropriate seating and in some cases a trellis or canopy. Clients will need to consider whether the space will be used passively, as an area to gaze out upon from inside; or more actively, as a space to sit and have coffee, work, do recreational activities, work out, and more.

6. Wellness and health integration

"As the global community at large has spent much more time at home these days, one thing has certainly come to mind: A home should be a sanctuary," says Andrew Shead, marketing manager at luxury manufacturer True Residential. "Recent times have shined a light on the importance of fully decked-out master bedrooms, bathrooms, and guest rooms," Shead explains. "In the guest room, a quarantined member of the household, or a guest in later times, can have their own dedicated fridge, contributing to a much more hygienic household overall, as well as creating a sense of comfort and privacy."

Meditation areas and spa-style bathrooms with large soaking tubs, natural light, views to the outdoors, and integrated electronics will become essential. Kitchens will continue to, as well. "Kitchens and gathering spaces have always been priorities but will become especially significant moving forward in a post-COVID world," predicts Mann. Beyond functioning as the hub of the home, kitchens re-

Continued on page 17

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2020 Winners Announced



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Eby Exteriors

Eby Exteriors is a Lancaster County home renovation company that is dedicated to providing a standout finished project—along with a genuine and friendly experience. They specialize in all exterior services that matter to homeowners including windows, siding, doors, roofing, outdoor living, and so much more.

Winner of Exterior Project - Under $50K







Winner of Outdoor Living Project - $50–$100K







Winner of Exterior Project - $50–$100K







Knutsen Landscaping

Andy Knutsen founded Knutsen Landscaping, Inc. in 2000. The company exists to provide landscaping, hardscaping, and lighting designs that improve our environment and meet the needs and goals of their clients. They strive to provide high quality, professional projects.

Winner of Landscape/Hardscape Project - $50K–$100K







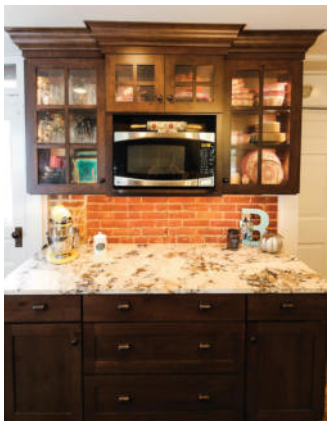
TK Building & Design

TK Building and Design was started in 2011 as TK Construction. They specialize in residential and light commercial remodeling and new construction, including kitchens, bathrooms, room additions, roofing, decks, flooring, windows, painting, and more. They pride themselves on providing timely and quality work, with excellent customer service as their first priority.

Winner of Kitchen Remodel - Under $50K







Winner of Interior Project - Under $50K

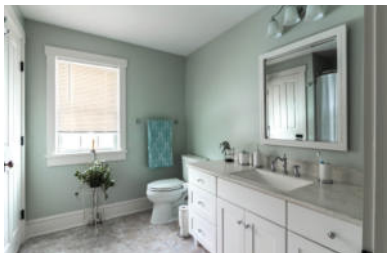






Winner of Whole House Remodel - $250K–$499K







Kreider and Diller Builders

Kreider and Diller Builders, Inc., has built its reputation over a span of two generations, with a third generation currently learning the ropes. Kreider and Diller Builders is a dedicated full-service builder. They have a devoted team, ready to design and build any project from space planning, interior and exterior planning and execution, to initial site layout through the final punch list. The final punch list, however, does not end the association with its clients. Friendships are built with clients during the construction process, and many of them return to Kreider and Diller Builders for future construction services.

Winner of Commercial Project







Metzler Home Builders

Over the span of more than five decades, Metzler Home Builders has designed and built hundreds of new homes, and has completed countless addition and renovation projects. They have built their reputation on crafting quality homes and additions, providing efficient project management and open communication through the life of the project and beyond. The numerous awards and recognition's they have received over the years attest to their team's dedication to their craft and to their customers.

Winner of Bathroom Remodel - Under $50K





Winner of Addition - $100K–$250K

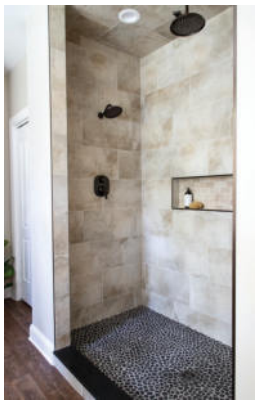




Kitchens by Eileen

Kitchens by Eileen is a full service kitchen and bathroom design, renovation, and home remodeling company. They provide superior service, giving Kitchen Remodeling Ideas through the entire design selection and installation process.

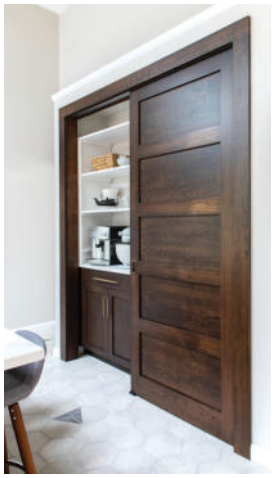
Winner of Bathroom Remodel - $50K–$100K





Winner of Kitchen Remodel - $50K–$100K





Renovations by Garman

Since 1972 Garman Builders has been in the business of building homes and communities in Lancaster and surrounding counties. They have built their reputation and success upon satisfying their customer's needs. Their business continues to prosper due to referrals generated through those same satisfied customers.

Winner of Addition - Under $100K



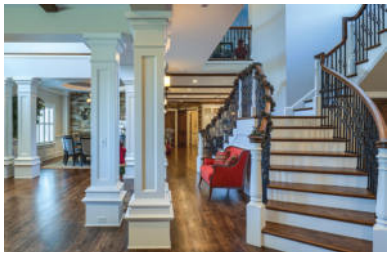


Winner of Specialty Project

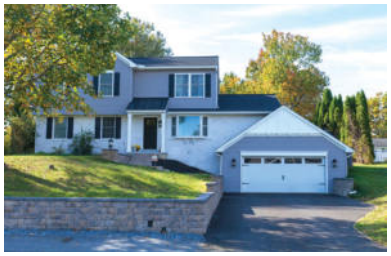
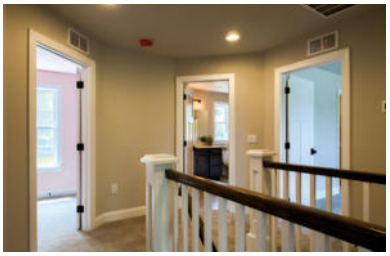




Winner of Interior Project - Over $100K


Winner of Whole House Remodel - Under $250K


Winner of Outdoor Living Project - Over $100K






BIA of Lancaster County Members Save $125 Annually

As you prepare to excavate, state law requires that you contact 8-1-1 or www.paonecall.org.

PBA and BIA of Lancaster County members have their annual $125 fee covered through their membership!

Here's how:

- Each calendar year when you contact 8-1-1 for the first time, you will receive an invoice for $125.
- Forward your invoice to the BIA of Lancaster County. They will confirm your membership and send your invoice directly to PBA for payment.
- You will not receive an invoice for additional use of the PA ONE Call System in the same calendar year, regardless of how often you use it.
- Repeat the same process the fist time you dig in the next calendar year.

Building Industry Association of Lancaster County

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NAHB AND 2-10 HOME BUYERS WARRANTY MEMBERS
SAVE 10%
on this full suite of products and services!

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- Front Line Warranty Service Program
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2-10.com/NAHB
OR CALL
855.280.1328

NAHB National Association of Home Builders
2-10 HOME BUYERS WARRANTY



Thank you to our partners

The BIA Strategic Plan has four areas of focus for our Association:

- Membership
- Advocacy
- Promotion
- Strength/Sustainability.

Maintaining these core competencies allows us to fulfill our mission to promote our member companies while advocating for a fair market business environment.

When considering the strength/sustainability aspect of running an association, the BIA is fortunate. Our Board of Directors, Committee participants and members at large are an engaged group of industry professionals who give time and money to further the BIA mission.

I am especially gratified that in this time where we have had to postpone and cancel events, or give programs a different publicized look or promotion, our members have been eager to work with us.

Our partnerships and sponsorship programs are integral to the strength and sustainability of the BIA, and many of you have willingly pivoted to alternative marketing strategies as we move forward.

While event signage and gatherings might not be available right now, we have you covered in our Lancaster Builder Magazine features, mailer campaigns, website carousel ads, Facebook promotions and trade agreements. We are privileged to partner in promoting your business, and we thank you for your continued support of the industry.

Karen Watkins
Karen Watkins
Executive Officer, BIA

Oct 24–Nov 1

Our biggest, most anticipated home event of the year!

2020 Building Industry Association PARADE OF HOMES Lancaster/Lebanon

2020 Parade of Homes Postponed

As we face the challenges of not only navigating our way through the current times, but also supporting our builders as they get back to new home construction, we have postponed our 2020 Parade of Homes to October 24 – November 1.

We will continue to make updates in our BIA Briefings, on our website, and through Social Media to keep you, our members, informed of any changes.

Thank you to our Sponsors UGI Energy to do more and Fulton Bank and our builders for their support and flexibility.

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

BIA MEMBERSHIP– WORKING FOR YOU NOW MORE THAN EVER!

The BIA of Lancaster County, along with the PBA the NAHB, are working for you in these uncertain times. We're connecting with legislators and fighting for your rights while researching resources for your business.

We are continuing to provide you with services and benefits now, and we will still be here when the crisis is over.

BIA Membership Services and Benefits

- Legislative Representation
- Timely News and Information
- Individual & Group Health Care
- Affordable Workers Compensation
- Business Growth Consultation
- Educational Opportunities
- Discounts & Rebates
- Networking
- PA One Call Savings
- And So Much More!
- Home Warranty Programs

Building Industry Association of Lancaster County

For more information, contact the BIA, Pauline@lancasterbuilders.org/ (717) 569-2674.

NOT JUST BUILDING BUSINESS, BUILDING RELATIONSHIPS.

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Since we opened our doors in 1882, we have strived to deliver the best banking experience for our customers. Our focus on customers has allowed us to grow along with you—because great businesses start with great relationships.

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Builders & Remodelers · Member Rebate Program · Associate Members · Manufacturers

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1. REGISTER
2. SUBMIT A REBATE CLAIM
3. RECEIVE A REBATE CHECK

THE AVERAGE REBATE PER BUILDER / REMODELER COMPANY WHO PARTICIPATED IN 2019 WAS: $1,472.55

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Website: www.HBArebates.com | Phone: 866-849-8400

Email: info@HBArebates.com | Facebook: /MemberRebateProgram

Got some job openings? Got some great offers?

Boost your visibility!

JOB POSTINGS

Create your **FREE** employment listings.
Post them on the BIA website.
Get an enhanced directory listing.

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

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

Login today!

GrowthZone
smarter association software

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

Have an offer for fellow BIA members?
Have an offer for consumers?

Offer a BIA *Hot Deal!*

Advertise your business for **FREE** on our website. Use your member login to create your Hot Deal!

Login today!

HOT DEALS POSTINGS

For more information or to set up your login account, contact Pauline Wilton at pauline@lancasterbuilders.org.

7 Requests Clients Will Make Post COVID-19

Continued from page 8

gain importance as people are no longer eating out or ordering in.

Hygiene products will also be trending: Antibacterial and antimicrobial surfaces, such as porcelain tiles, quartz, granite, solid-surfacing like Corian, or laminate countertops like Formica or Wilsonart, in kitchens and bathrooms; stainless steel for appliances; and copper and krion may become more common for countertops and bathroom finishes.

Touchless faucets are gaining popularity, with Moen, Kohler, and Delta offering highly rated automatic tap options. While touchless toilets are another way to promote cleanliness and reduce the transfer of germs. American Standard, Kohler, TOTO, and Duravit are among the manufacturers with top efficient touchless models. Duravit also produces an innovative bidet, which is gaining traction at a moment when everyone is obsessed with sanitation.

Other client requests may include setting up a sanitary station in the garage with disinfectant wipes, disposable gloves, mask storage, and a sink for hand-washing, and, at every entrance to the home, a decontamination zone. Mudrooms will convert from makeshift spaces to fully equipped transition spaces, and secure areas for contactless delivery of packages, groceries, and meals will become commonplace.

7. Less becomes more

Many homeowners may have mastered the KonMari Method of decluttering their dwellings—or maybe they just had too much time on their hands and spring cleaning turned into a major purge. People have learned to live with less while on lockdown, and that can free up some space for post-COVID-19 living. "People will have a better sense of how they live in existing homes and what amenities and spaces they do or do not need," Krebs says. "Most houses have too much stuff, and sheltering in place has pushed people to purge unnecessary and unwanted things. We hope this encourages people to bring in fewer but better items when they do shop. Less is indeed more!"



Your BIA membership provides you with a variety of resources, timely information, and money-saving opportunities for you and your business. The BIA wants to ensure that you continue to receive these benefits, particularly during these challenging times.

We understand that this is a difficult time for many businesses, especially financially. We want to make you aware that the BIA offers a payment plan option to renew your membership.

You can pay $64 per month, in place of the one-time payment of $705.

Building Industry Association of Lancaster County

For more information please contact: Pauline@lancasterbuilders.org/ (717) 569-2674

BIA Events and Education

BIA EVENTS

2020 Building Industry Association PILLAR AWARDS

At this time, we plan on moving forward with the BIA Pillar Awards!

Please keep an eye out for updates and more information.

SAVE THE DATES!

Call for entries will start in August – Stay Tuned!

- Early Bird Deadline – September 11th
- Final Deadline – October 1st

The BIA Pillar Awards recognize our member companies and their professional achievements.

There were 3 Award Categories:

Advertising & Marketing
Professional Achievement
Company Achievement

Entries with the highest point percentage in each of the 3 main categories receive the Elite Pillar Awards.

Each entry will be judged on its own merit by a group of highly qualified judges.

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

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

Company Achievement Awards
- Builder Company of the Year
- Remodeling Company of the Year
- Supply Company of the Year
- Community Impact Award

Contact Pauline Wilton at the BIA, 204 Butler Ave., Suite 200, Lancaster, PA 17601

Phone (717) 569-2674 Fax (717) 569-5187
pauline@lancasterbuilders.org

BIA: THE WHOLE PICTURE
August 18, 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

SAVE THE NEW DATE!

PARADE OF HOMES
October 24–November 1, 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

2020 Building Industry Association PARADE OF HOMES Lancaster/Lebanon

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UGI Energy to do more



EDUCATION

EMPLOYEE ORIENTATION, TRAINING AND DEVELOPMENT
July 15, 2020 8:00am – 10:00am
ABC Keystone, 135 Shellyland Road, Manheim
Go beyond the nuts and bolts by providing key elements for effective employee orientation programs; learn how to identify and use competencies for positions; learn to create a skills gap analysis and development plans; discover more about succession planning; create career ladders and learn how to effectively promote leaders from within. Invest in your most valuable resources, provide the ladders and roadmaps for success, and successfully grow your own leaders!
Who Should Attend:
This is a "must experience" for those responsible for any aspect of Human Resources Management and for all who want a comprehensive understanding of the big picture of "people management" and tools for successful navigation of the processes!
Cost: $155.00 per BIA Member. Register by July 7, 2020
** Price includes: various course materials, light refreshment and certificate of completion.*

MANAGING CHANGE
August 6, 2020 8:00am – 11:00am
ABC Keystone, 135 Shellyland Road, Manheim
Smooth and Successful Change Management Yields Lasting Results
Change must be realistic, achievable and measurable. Learn aspects relevant to managing personal and organizational change for positive outcomes.
Who should attend:
Owners, Managers, Field Leaders, Business Development, Marketing and Human Resources Professionals
Cost: $140.00 BIA member. Register by July 29, 2020
** Price includes: 3 hours of instruction and hands-on activities, course materials, coffee and snacks.*

OSHA 10-HOUR CONSTRUCTION
August 27, 2020 7:30am – 1:30pm
ABC Keystone, 135 Shellyland Road, Manheim
This OSHA 10-Hour Construction course serves as the benchmark for introductory jobsite safety and OSHA compliance education.
Benefits of Attending:
- Understand the value of safety and its role in organization profitability and survival
- Develop hazard 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 managing workplace safety obligations

Cost: $220.00 per BIA Member. Register by August 18, 2020
To register, please contact Pauline Wilton
** Price includes: course materials and workbook, snacks and OSHA card.*

Stay in the loop! Connect with the BIA on:

facebook YouTube

www.lancasterbuilders.org



Undoubtedly, Builders Come First—*Here's Why*

By John C. Bear

In the words of Benjamin Franklin, nothing can be said to be certain in this world except the value of a BIA membership and the influence it wields in Harrisburg—or something like that! ☺ In fact, our legislative prowess is second to none. Sounds like hyperbole? Consider the following:

1) every year for the last decade, our association has had one or more major pieces of legislation enacted into law;

2) during the COVID-19 pandemic, we were the first industry that was originally deemed as "non-life sustaining" to be permitted to open back up for business; in fact, we helped lead the entire reopening process;

3) we are the one and only local association of the Pennsylvania Builders Association to have two members of our state delegation serve in legislative leadership positions—Representative Bryan Cutler, House Majority Leader, and Senator Ryan Aument, Senate Majority Secretary.

And did I mention that we fought like hell for our members throughout the entire "waiver process" with remarkable success? Well if I didn't, let me reemphasize that point. No association has been more active than or as successful as we have been. Period.

But this is no accident! The BIA and PBA have been working behind the scenes building strategic relationships with our elected officials and advocating for the home building industry for as long as I can remember. In fact, that is how I was introduced to the industry (as a newly minted State Representative many years ago…when I wasn't gray) and eventually became a member myself. The Pennsylvania General Assembly and many of our Governors have or have had tremendous respect for our industry and the small businesses we represent (i.e., you). Through these long standing relationships, we have been able to pass legislation that furthers the interests of our industry (from an offensive perspective) and block a lot of legislation and regulations that were harmful (from a defensive perspective). While it might be hard to put an exact dollar figure on these services, I guarantee you they far outweigh what the cost of your annual membership dues are or any PAC contributions you might make. Heck, here's guessing they saved many of our jobs too.

So, it kind of boils down to this. Either we are engaged legislatively as an industry, helping to shape the policies and regulations that govern us, or we let someone else do it for us. Or more precisely, *to us*.

And let me assure you of this, the cost of prevention is a whole lot less expensive than disease management. Which brings me back to the present day. Sometimes it takes a pandemic to realize who we are, what we do and what is important to us. It also provides clarity on where to focus our resources. During the dark days of March and April of this year, I am sure glad the BIA and PBA made the strategic investments at the state level. Rarefied air indeed, even if we have to breathe through a face mask for a little bit longer. Remember that the next time you hear from us.

John Bear is a former State Representative, 97th Legislative District; Managing Director, Griffin/Stevens & Lee Consulting (a Stevens & Lee/Griffin Company); BIA of Lancaster Board Director, and Member of the PBA Government Affairs Leadership Team.

From Shutdown to Reopening—A Timeline

■ In March, Governor Wolf's announcement of the shutdown of non-essential businesses, with recommendations to work remotely when possible; construction only allowed for "emergency repair"; companies may apply for waivers or exemptions.

- *Industry response: sought specific clarification as to what constitutes an emergency repair and who qualifies for an exemption or waiver via the Wolf Administration, and mobilized outreach to our legislative champions in the PA House and Senate regarding same.*

■ "Stay at Home" orders issued for the Commonwealth of Pennsylvania; there seems to be no consistency as to which companies applying for exemptions and waivers are receiving them.

- *The Speaker of the House sent a letter to Governor Wolf requesting "all residential home construction projects and all other construction projects already underway" be permitted to continue.*
- *The PA General Assembly also puts forth a measure to exempt the construction industry from the list of businesses that must remain closed; the effort faltered as negotiations failed to come to an agreement with Governor Wolf.*

■ The Department of Homeland Security issued an advisory memo specifying construction as an essential industry.

- *PA Senate Republican Leadership team sent a letter to Governor Wolf recommending he follow these DHS guidelines; this was not moved on by the Governor.*

■ Most Lancaster County companies who were granted waivers or exemptions from the Non-life-sustaining list received notification on April 1st **rescinding** this status with the ability to do only emergency repairs.

- *Introduction of Amendment to SB 613 which would open construction mandating that the Homeland Security list which considers construction "essential" be the measure. This bill passed, but was vetoed by Governor Wolf on April 20th.*
- *We mobilized efforts to provide legislators with letters and videos of how the shutdown is impacting industry customers. Stories were cited by legislators on the house and senate floors.*
- *PA House Bill 2400 focusing on opening up residential construction was introduced, and finally passed on the 3rd consideration in the House with bipartisan support on April 21st. Speaker Turzai spoke personally, again, on behalf of the industry, to Gov. Wolf emphasizing that nothing could more positively impact the PA economy than construction.* ***Gov. Wolf moved up the opening of construction from May 8th to May 1st***

■ We received construction industry guidance that there be a limited number of workers on a site, and proper safety precautions must be adhered to.

- *PBA worked to be a part of the FAQ guidance—we got a WIN on the number of workers who can be on a townhome site after the Governor reversed course, updating the FAQ guidance to reflect the following, "work being conducted to the exterior of the project may utilize additional workers and does not count towards the worker limitations for that jobsite. This applies to both residential and commercial projects."*
- *We continue to work with the Governor's office to achieve parity with commercial construction in terms of number of allowed workers; open supply chains and open model homes.*
- *We are mobilized to ensure that ground gained will not be rescinded as counties move through the red/yellow/green phases or if we have to move to mitigation phases again due to Covid -19.*

Building Industry Association of Lancaster County

"As we continue to move ahead in the ever-changing work environment, we look to the BIA with its continued advocacy efforts and updates on how to best proceed as a company, while keeping our life-sustaining industry moving forward."
~ T. Kotzmoyer, TK Building & Design LLC



Advocating for you!
Now more than ever!

To help with advocacy efforts, *please* consider donating to the BIA Political Action Committee!

"I feel that during this COVID-19 situation, if it weren't for the BIA and PBA, the construction industry would not have opened when it did."
~ S. Black, Stephen Black Enterprise

For More Information OR to Contribute: Karen@lancasterbuilders.org

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New Members

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

ASSOCIATES

BB&T Wealth
Jon Hill
1570 Manheim Pike
Lancaster, PA 17601
Phone: (717) 735-8763
Email: jhill@bbandt.com
Business Activities: Financial Services/ Investments
Sponsor: Greg Ebersole, Orrstown Bank

Landis Technologies
Jonathan Martin
1120 Division Highway
Ephrata, PA 17522
Phone: (717) 733-0793
Email: jonathan@landistechnologies.com
Business Activities: Technology

M.R. Sterling Productions LLC
Micah Durling
56 Willow Circle
New Holland, PA 17557
Phone: (717) 606-6376
Email: micah@mrsterling.com
Business Activities: Advertising & Marketing Services

UGI Heating, Cooling & Plumbing
Brandon McGaha
340 West Roseville Road
Lancaster, PA 17601
Phone: (877) 844-4822
Email: brandon.mcgaha@ugihvac.com
Business Activities: Heating & Cooling
Sponsor: Steve Cook, UGI Utilities, Inc.

BUILDERS

Fred Wiegand Builder Inc.
Fred Wiegand
3259 Creighton Drive
Manheim, PA 17545
Phone: (717) 664-3944
Email: fredwbuilder@aol.com
Business Activities: Builder – Single Family

Pine Hill Building Co. LLC
Mike Garman
100 Highlands Drive
Lititz, PA 17543
Phone: (717) 807-7500
Email: mike@phbchomes.com
Business Activities: Builder – Single Family

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- Purchasing approvals and workflows
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- Multiple payment options

Create a FREE account **amazon.com/NAHB**

Already have an Amazon Business account?

Visit **amazon.com/shop/NAHB**

NAHB National Association of Home Builders | amazonbusiness

Membership Renewals

Thank you for your continued commitment to the industry!

Abel Construction Co., Inc.
Advanced Trim & Kitchens
ATO Construction LLC
BCF Group
Berks Homes
Bertz, Hess & Co., LLP
Bollinger Builders
Brentwood Builders, Inc.
Brown Schultz Sheridan & Fritz
C & F Contracting
C. Moyer Building & Remodeling, Inc.
CB Burkholder, Inc.
CCS Building Group
Cedar Knoll Builders
Charles R. Eckert Signs, Inc.
CLZ Concrete & Construction, LLC
Compleat Restorations
Concrete Authority
Costello Builders
DCS Quality Carpentry, LLC
Dombach Builders, Inc.
Donrich Custom Homes LLC
Eagle Wing Business Network, LLC
Five Point Renovation and Remodel
Fulton Bank
George J. Grove & Son, Inc.
Gingrich Builders
Good Brothers Builders, LLC
Goody's Home Design, Inc.
GR Mitchell
Hajoca Corporation
Heartland Builders, Inc.
Heritage Floors, Inc.
Home Grown Outdoor Finishes, Inc.
Iddings Electric Inc
Install America
Install America
J. L. Swope Construction, Inc.
Kautz Construction
Keystone Custom Homes
Kilgore Electric, Inc.
King Construction Co., LLC
King Painting & Wallpapering, Inc.
Kingsway Realty
Kreider and Diller Builders, Inc.
Lancaster Lebanon Habitat for Humanity
Lanco Mechanicals, Inc.
Lapp Electrical Service, Inc.
LeafFilter North Of Pennsylvania, LLC
Leo Kob Co., Inc.
Lezzer Lumber
LMC Home Loans
Lowes Home Improvement
Martin Paving, Inc.
Martindale Propane
Martin's Plumbing & Heating
Mid-Atlantic Geothermal
Middle Creek Builders, Inc.
Nolt Companies, LLC
Precision Wall & Truss
Premier Settlements, Inc.
Prosource of Lancaster
Quality Central Vac & Electric
Red Rose Cabinetry, Inc.
Reeb Millwork
Renovations by Garman LLC
Rigidply Rafters, Inc.
RKL LLP
Rohrer's Quarry, Inc.
SDR Mechanical, Inc.
Select Carpentry, LLC
Shank Door Company
Superior Walls of America, Ltd.
TCS Construction LLC
The Hess Agency
Timber Ridge Homes, LLC
Tom Garman with Berkshire Hathaway Homesale Realty
Twin Mar Construction, LLC
Univest Bank and Trust Co.
Walter & Jackson, Inc.
Weiler Walls, Inc.
Whitetail Homes
Wind and Solar LLC

Cancellations

5 Star Home Improvement LLC
Amherst Residential
Erb Brothers Landscaping, Inc.
ESCO Inc.
Full Effect Lawn & Landscape Services, LLC
Harmon & Davies, PC
Heck Residential
Jonestown Bank & Trust Co.
Lancaster County Housewrights LLC
M & E Roofing, LLC
McCarren Supply
McLennan Contracting, Inc.
Nikolaus & Hohenadel LLP
Norman L. Graham, Inc.
Precise Buildings, LLC
Revolution Builders, Inc.
Simon Lever
Smoker Door Sales
Solanco Fence LLC
Veterans Pro Painters
West Shore Home

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



Kitchen by KbE, Kitchens by Eileen
Photo courtesy of KbE

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

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