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Lancaster Builder

A publication of the Building Industry Association of Lancaster County



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Leveraging Technology to Obtain Government Approvals for Development Projects

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Government Affairs

Republicans Maintain Their Majorities in Both Chambers of the General Assembly.

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More info on page 4.

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We Continue to Fulfill Our Vital Mission

By Matt Grosh, Herr & Low, PC.



2020 is coming to a close, and when I consider the challenges that our member companies, our industry, and our association have faced this year due to COVID, I'm both frustrated and heartened at the same time.

The sustained and successful advocacy efforts put forth by the BIA and PBA—our state association—were instrumental in getting the residential construction industry back to work as a necessary sector, independent of the onerous restrictions initially imposed.

I want to thank those members who participate in our Government Affairs Committee and those who have contributed to our BIA Political Action Committee; but all our members' efforts are to be applauded.

On behalf of the association, I want to thank you all for adapting with us as we move forward with virtual meetings and our many non-traditional events and seminars. Our partners have been generous with their sponsorship dollars, and I applaud our Board leadership for their efforts and support. I'm especially gratified to see the enthusiasm we had from our nominees to serve the BIA in future years.

We continue to fulfill our mission--To promote our member companies while advocating for a fair market business environment that meets the housing and building needs of Lancaster County—and this mission remains more vital now than ever!

My best regards to you, your families and businesses as we move into 2021.

Event Updates

For more information on these BIA events, see page 19.

Events

Dec	TBA	Pillar Award Winner Video Premiere
Jan	12	2021 BIA Home Show Priority Registration Begins
Jan	26	2021 BIA Home Show General Registration Opens
TBA		2021 Leadership & Member Event
		SAVE THE DATE
Sept	17-19	2021 BIA Home Show

Education

Jan 26	Combating Cyber Crime (ABC Course)
Feb 17	Competent Person for Jobsite Safety Inspections (ABC Course)

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
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MAKING IT EASIER FOR YOU TO BUILD, REMODEL, AND REPAIR

For more than 50 years, general contractors, homebuilders, remodelers, and repairmen have depended on GR Mitchell for the materials they need to get the job done. From the time that George Mitchell opened the doors of their original location, he knew that GR Mitchell had to approach the supply industry differently.

"If you do good for people, you'll do well" became the mantra that has guided their sales and service approach. And over time the needs of GR Mitchell's pro-customers have influenced the products and services offered by the homegrown supply partner, ushering in an evolution that has allowed the company to grow in ways that better support this community.

Materials & Service Your Business Deserves

While GR Mitchell has expanded beyond the humble beginnings of their Refton property, they've retained the benefits of partnering with a small, family-owned supply business. Long-tenured employees, in-depth knowledge of the local market, and purchasing flexibility have been bolstered by the company's big-picture thinking and ability to develop and leverage manufacturer/distributor relationships in a way that brings big payoffs for customers.

Sticks, sheets, trim, stairs, and more are stacked high within their Willow Street warehouse/lumberyard. And while lumber is at the core of their business, being named 'Lancaster's #1 Place To Buy Cabinetry' has solidified GR Mitchell as a top kitchen and bath resource. Their breadth of assortment and their knowledgeable team also makes them a preferred place to make window and door purchases. And despite the business having outgrown the physical confines of their Refton property, the custom millwork shop that still resides there remains a highly valued offering. Fully rounding out their offering is their True Value hardware store which features +50k items that can easily be added to your order.

They're quick to point out though, that offering the products you want isn't enough. They're eager to offer advice on selections, confirm their quantities, look for budget-friendly substitutions, and ensure that everything's done to get the needed materials to jobsites in a timeframe that can help to optimize your project's schedule.

Navigating Tough Times

2020 was unpredictable. New safety protocols negatively impacted construction timelines, existing skilled labor shortages were exacerbated, and unanticipated demand combined with production facility shutdowns created a scarcity of materials. In-turn, the supply side of the industry faced challenges that made it difficult to keep materials in-stock and building schedules on-time.

GR Mitchell recognized the threat and was determined to keep business moving. In-house purchasers moved with the flexibility, afforded by the boots-on-the-ground approach of small businesses, to source items that were in demand. The staff adapted to the everchanging environment and worked closely with customers to anticipate and communicate issues. Through it all, support for customers at the level they'd come to expect was their focus.

Learn more about GR Mitchell, and how their team of building materials experts can help to support your business, by visiting www.GRMitchell.com or by calling 717-464-2999.



Virtual Approvals

by Erik M. Hume, Esq.,
Saxton & Stump LLC

Leveraging Technology to Obtain Governmental Approvals for Development Projects



Zoning. Land development. Anyone who has every developed a piece of land in Pennsylvania has learned about the multitude of permits and approvals necessary to begin a project. The Byzantine process necessary to develop land in Pennsylvania has long been a source of pain for the homebuilding industry. Unfortunately, the COVID-19 pandemic has made things even more challenging. How can developers and property owners obtain permits and approvals in a forced virtual age?

Is an approval obtained at a virtual meeting valid?

Yes it is. There is a misconception that an approval obtained at a virtual, rather than in-person, meeting is not valid, and that developers should wait until the municipality in question reopens its meetings. The law appears clear, however, that a properly advertised virtual meeting, where the public was provided an opportunity to participate, is valid.

Last spring, the Pennsylvania legislature adopted a wide-ranging bill to address COVID-related issues. This law, Act 15, includes provisions permitting municipal governments to meet virtually and render decisions during the pandemic, provided certain notice requirements are met. These requirements are in line with those set forth in the Municipalities Planning Code for approvals. Therefore, developers should feel confident that virtual approvals are valid and enforceable.

How should I prepare for virtual zoning and land use hearings?

Land use and zoning approvals are vital parts of any development project. Any approval that is complex requires that the developer go through a process to win over both staff and the deciding officials. The challenges of forgoing in-person meetings during COVID-19 make that process even more difficult.

Any complex approval starts with a meeting with municipal staff. Showing municipal staff your proposal and discussing your vision for a project both familiarizes staff with your project, as well as provides an opportunity to identify potential issues. These meetings, which sometimes continue throughout the development process, are vitally important to getting a project over the finish line. Likewise, many governing bodies continue to hold their meetings virtually on account of the pandemic. Meeting virtually results in a new dynamic that requires a developer and its advisors to adjust their tactics.

The key to meeting both challenges is learning to not only utilize, but also to harness the advantages of technology. During COVID-19, it is likely a meeting via Zoom or some other platform will be the only way to get before municipal staff and the deciding body. Developers and property owners can take the following steps to help ensure that your virtual hearings are productive and run smoothly.

Know the technology. It is simply not enough to be able to open up Zoom and know how to connect to a meeting. Make sure you understand the nuances of the program, such as screen sharing, audio and video muting, private messaging and how to alternate between pinned views and gallery views. Furthermore, make sure you have the proper equipment necessary for a presentation. Don't rely on a tablet or smart phone. Instead, have a laptop or desktop computer, preferably connected by hardwire instead of Wi-Fi, complete with an external high-resolution camera instead of one built into the computer (which tend to be not as good). Furthermore, consider the lighting and background where you will be presenting. USB-powered lights that clip onto your monitor are not expensive and can significantly improve the image quality.

Optimize your exhibits. Keep in mind that unlike paper exhibits, many of your exhibits may end up being viewed only on the screen of a computer or an iPad. Therefore, take the time to optimize the quality of photos you may wish to introduce as evidence, as well as plans and other materials that may be displayed. Instead of attempting to show someone an entire 24"x36" plan sheet on an 11" screen, consider creating PDFs of portions of plan sheets showing the portions you want to draw specific attention to during the hearing. It may be a good idea to prepare exhibit packets ahead of time to provide to the municipality for use at the hearing. You can also insert PDF bookmarks throughout the packet and use those bookmarks to quickly move through the packet during the hearing. While most boards appear to be forgiving of technological difficulties, an efficient and professional presentation is always appreciated by those running a meeting.

Visual and verbal etiquette. Meeting virtually creates challenges, both visually and verbally, with how we are perceived. Being cognizant of these difficulties, and taking steps to address them, can help in the presentation of your case. First, keep in mind that unlike a public meeting, which could feature any number of visual distractions, during a virtual meeting the camera is focused on each participant's face. This focus amplifies facial expressions and quickly reveals whether someone is paying attention. Likewise, the microsecond delays in transmissions regularly result in participants accidentally talking over each other. When communicating, be sure to take small pauses before responding to someone else or interjecting a point.

Coordinate and practice in advance. Pennsylvania is infamous for the number of municipalities it has, and how each one has its own individual procedures. Virtual meetings are no different. It is smart to reach out to the appropriate staff members at the municipality ahead of time to confirm how exhibits are to be presented and how the meeting will be conducted. Will the applicant temporarily be the meeting host during the presentation? If not, will the applicant be able to share its screen and present exhibits? Likewise, it is important to practice a virtual hearing with any witnesses ahead of time. You do not want to discover that your engineer or consultant has a bad Wi-Fi connection, or is unable to see what you are sharing, in the middle of a hearing.

Virtual meetings are here to stay for the foreseeable future. While COVID-19 makes the approval process more challenging, it also presents unique opportunities. With preparation, an applicant can effectively communicate their project to the governing board and help move their project forward.



Erik M. Hume leads 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 condominiums, planned communities and homeowners' associations.

Who's in the News: Promotions, Honors & More

Promotions

RKL LLP has announced recently that it has named leaders for three practices within the firm's Tax and Consulting service lines. These promotions reflect not only the contributions and expertise of the team members, but also a high level of demand for RKL's specialized advisory services among clients seeking to maximize tax planning and human capital.

Amy S. Heim, CPA, has been promoted to leader of RKL's Estates and Trust Practice. Heim previously served as a Tax Manager. In her new role, Heim oversees firm wide estate, gift and trust tax planning efforts. She has deep expertise in estate, gift and trust planning as well as individual tax thanks to her more than two decades of experience in estate administration and public accounting. Heim belongs to the Pennsylvania Institute of Certified Public Accountants and the American Institute of Certified Public Accountants. She is a member of the Berks and Baltimore chapters of the Estate Planning Council and sits on the Board of Directors for the Lancaster Estate Planning Council. She holds a B.S. in Accounting from York College of Pennsylvania and an Associate of Arts, Paralegal Studies from Stevenson University. She resides in York.



Deborah S. Rock, CPA, CSSP, has been named leader of RKL's Cost Segregation Practice. She previously served as a Tax Consultant. Rock continues to help companies throughout the Mid-Atlantic leverage cost segregation and other tangible asset regulations to increase cash flow. Rock earned the Certified Cost Segregation Professional designation in 2019, which places her among the nation's leading practitioners. Rock holds a B.S. in Accounting from Millersville University and is a member of the Pennsylvania Institute of Certified Public Accountants, the American Institute of Certified Public Accountants and the American Society of Cost Segregation Professionals. She resides in Columbia.



Stephane L. Smith, SPHR, SHRM-SCP, has been promoted to leader of RKL's Human Capital Management (HCM) Practice. Smith previously served as an HCM Consultant. Stephane leads a team of consultants that help organizations address workforce challenges and implement policies and programs that drive growth and achieve organizational goals. She specializes in employee relations, strategic planning, compensation, talent management, training and development, corporate communications, mergers and acquisitions and process architecture. Smith is certified as a Senior Professional in Human Resources by the HR Certification Institute and a Senior Certified Professional from the Society for Human Resource Management. Smith holds a B.A. in Psychology from Millersville University. She resides in Lancaster.



HONORS

Barley Snyder is pleased to announce that attorney **Kareemah Mayer** has been named to the board of directors at Community Action Partnership of Lancaster County.



Kareemah Meyer

The organization is the county's largest anti-poverty organization and boasts a service profile that interrupts intergenerational poverty with programs that assist families at every age and place in life, according to its website. Its programs intend to aid families and individuals in areas of education and childhood development, health and nutrition, household stability and safety, and empowerment.

"Community Action Partnership is a remarkable asset for Lancaster County," Mayer said. "Its dedicated staff works tirelessly around the region to give people the tools they need to break down the barriers that trap the underprivileged in generations of poverty. CAP administers nearly a dozen specific programs that go a long way in moving the community forward, and it my pleasure to help them achieve this goal any way I can."

Mayer is an attorney in the Barley Snyder Employment Practice Group. In addition to her new role with CAP, the Boys & Girls Club of Lancaster recently named her to its board of directors.

She is a graduate of the University of Pittsburgh School of Law, and graduated college from Jacksonville University.

Barley Snyder. The Construction Lawyers Society of America has named Barley Snyder partner **Maria Di Stravolo Elliott** as a fellow, the culmination of a highly selective process to whittle down the country's best construction attorneys.



Maria Elliott

Elliott is a former chair of the firm's Construction Industry Group, and is the current chair of the firm's Real Estate Practice Group.

The CLSA is an invitation-only, international honorary association composed of preeminent lawyers specializing in construction law and related fields, according to the organization. Fellowship is limited and selective, with lawyers being invited into fellowship upon a proven record of excellence and accomplishment in construction law at both the trial and appellate levels.

"This is one of the leading groups of construction attorneys in the country," Elliott said. "It's an honor for me to be considered to join their ranks, let alone to be invited as a fellow. The benefits of being included can only enhance the service I give to my clients."

The CLSA also seeks a high level of diversity in its selection process and is dedicated to promoting superior advocacy and ethical standards in construction law, as well as fostering a scholarly and advanced exchange of ideas in all practices related to the specialty.

Elliott is also a member of the Keystone Chapter of the Associated Builders and Contractors and the Building Industry Association of Lancaster County. She also is the secretary for and is on the board of directors of the Lititz Regional Community Development Corp and is on the board of directors for Venture Lititz.

RKL LLP For the fourth consecutive year, RKL LLP has been named one of the Best Places to Work in Pennsylvania. This statewide awards program annually recognizes the commonwealth's top 100 employers.

"The pursuit of innovation and real results on behalf of our clients provides RKL team members exciting opportunities for continual growth and development, both as professionals and as people," said RKL CEO Edward W. Monborne. "We're proud that the commitment and dedication of our team has earned us recognition as a Best Place to Work in Pennsylvania for a fourth straight year."

RKL has long distinguished itself with a focus on collaboration and innovative solutions to help clients get future-ready. Throughout 2020, this approach proved even more valuable, as the RKL team developed new ways to connect with, support and educate organizations struggling to adapt and recover. The firm's successful webinar series allowed team members to not only deliver critical information, but also build a sense of solidarity and community. The RKL team continues to lead the market with timely guidance and actionable insights.

Barley Snyder is proud to announce it has been named to the "Best Law Firms" list in 21 different practice area categories for 2021 as ranked by U.S. News & World Report and Best Lawyers.

Barley Snyder ranked as a Tier 1 firm for the Harrisburg metro area in the following practice areas:

- Bankruptcy and Creditor Debtor Rights / Insolvency and Reorganization Law
- Closely Held Companies and Family Businesses Law
- Commercial Litigation
- Corporate Law
- Employee Benefits (ERISA) Law
- Employment Law - Management
- Litigation – Banking & Finance
- Litigation - Labor & Employment
- Real Estate Law
- Trusts & Estates Law

The firm also ranked as a Tier 2 firm for the Harrisburg metro area in

Banking and Finance Law, Labor Law – Management, Litigation – Construction, Litigation – Health Care, Litigation – Intellectual Property, Litigation – Real Estate, Mergers & Acquisition Law, Municipal Law and Personal Injury Litigation – Defendants.

The firm received a Tier 3 ranking in the Harrisburg metro area for Environmental Law and Health Care Law.

The rankings evaluate more than 15,000 law firms from across the country in more than 120 different practice area categories.

"We're very happy our peers have consistently recognized our firm in a number of different disciplines as a 'Best Law Firm,'" Barley Snyder managing partner Jeff Lobach said. "More important to us, however, is our ability in 2020 to help our clients through some of the most challenging times they've ever experienced. We feel like we have, and will, keep that as our focus not just this year, but every year."

To be eligible for a ranking, a firm must have a lawyer recognized first in "The Best Lawyers in America," which recognizes the top 5 percent of practicing attorneys in the U.S. In August, the Best Lawyers list included 29 different Barley Snyder attorneys.

& MORE

Barley Snyder partner **Paul W. Minnich** was recently part of the faculty of the Pennsylvania Bar Institute's "Land Use Institute 2020."



Paul Minnich

Minnich was one of a handful of attorneys, judges and industry professionals selected to participate in the daylong continuing legal education event, where hundreds of PBI members gathered virtually to learn about the latest trends and changes in one of the most complicated aspects of real estate law – land use.

Minnich, who is a member of the Barley Snyder Litigation Practice Group, presented his portion of the event on burden of proof in land use hearings.

"Land has become increasingly complex as many of the easier sites to develop in central Pennsylvania have already been developed. Most new projects involve challenges that require a thoughtful, innovative approach to obtaining zoning relief," Minnich said.

Minnich has nearly three decades of experience in land use law and real estate litigation. From 2018 to 2021, he has been named to the national list of "Best Lawyers" in the "Real Estate – Litigation" practice area.

In the community, Minnich is a member of the board of directors at WellSpan Health and serves on its executive committee. Minnich is also chairman of WellSpan Health's planning committee. He is a former chairman of the York County Bar Foundation, and is a former chairman of the board of directors at TrueNorth Wellness Services and Crossroads Counseling and Education Services Inc.

Barley Snyder. While "planning for the unexpected" may sound like an oxymoron, this year has taught us that some foresight could be the savior of a business, and that swift, measured response to a dire situation could be a business' best friend.

To help businesses be prepared and to help businesses through potentially catastrophic times, Barley Snyder is pleased to announce it has formed a Crisis Management Service Team.

Firm partner **Jennifer Craighead Carey**, the chair of the new group, said the attorneys involved with the group have always done crisis management work in their own practices. The new group pools those resources into one convenient location.



Jen Craighead Carey

"The crisis management experience the attorneys in this group have amassed is extensive and impressive," Craighead Carey said. "Whether it be in government investigations, cybersecurity or any number of other common crisis scenarios, these attorneys have worked with businesses as a partner to navigate them through their tough times."

Barley Snyder managing partner Jeff Lobach, one of the attorneys on the new team, said the group also will work proactively with businesses to help prevent a crisis from happening.

"This is something our clients need our help with now, and whether there is a pandemic or not, this is something our clients know now they'll always need," Lobach said. "Sometimes a crisis is unavoidable, but if there are ways to prevent it, this team will help businesses find it."

Garman Builders Promotes Four New Vice Presidents

Garman Builders, Inc., offering home building, remodeling and restoration services to Southeastern PA, recently announced these promotions.



Dan Murphy, *Vice President of Building Services*
Dan's promotion to Vice President of Building Services builds on his 14-years as a Garman team member. Dan will provide executive leadership and strategic planning for multiple departments, including: Building Services, Architecture, Purchasing & Estimating, Marketing, Design Team and IT. Dan holds multiple degrees including an MBA, and is valued for the many roles he has held in his tenure at Garman Builders.



Drew Anthony, *Vice President of Construction & Customer Care*
Drew brings considerable experience in construction management to his new role as Vice President of Construction & Customer Care. A Garman team member since 1999, Drew will oversee all aspects of construction, providing leadership to ensure all jobs are completed to Garman standards, on schedule, and within budget, while providing leadership and oversight to the Customer Care team.



Steve Kline, *Vice President of Finance*
Steve will improve and streamline financial processes, ensuring that Garman Builders is fiscally healthy in anticipation of further growth. Using both his background as a CPA and his MBA, Steve will provide leadership to the Finance and Accounting Teams, and provide strategic input around risk management, budgeting and forecasting.



Fred Heim, *Vice President of Renovations*
Fred began his career at Garman Builders in 2004 as a Project Manager, and later played a pivotal role in the creation of the Renovations Division in 2011, where he was eventually promoted to VP of Operations, Renovations. In his new role as Vice President of Renovations, Fred plans to expand into new markets, with a focus on large-scale home remodels, custom homes and smaller commercial projects, while strengthening the Renovations customer experience.

Shawn Garman, President of Operations at Garman Builders says, "Tremendous growth over the last decade has created the need for additional executive leadership within Garman Builders. We're excited to see each of these capable and dynamic professionals take the reins of their respective departments, as Garman looks ahead to the next decade."

Family owned and operated, Garman Builders has been in the business of building homes and communities in central Pennsylvania since 1972. Garman homes are "Built for the Way You Live" providing outstanding design, superior construction, and exceptional workmanship in every home constructed, neighborhood built in, and community developed. Garman is a well-established, successful, growing residential construction company serving the Central Pennsylvania region.

Garman Builders and its divisions—New Homes, Renovations, and Restorations—is located in Lititz, PA.



Associate Spotlight:

Greg Ebersole, Orrstown Bank.


Greg Ebersole

When was your company started?
Orrstown Bank was started in 1919 in the town of Orrstown, PA.

What does your company do?
We are a full-service community bank offering residential mortgages, commercial lending, wealth management and retail banking services.

What makes your company special?
Our focus is providing an outstanding client experience by offering a community bank relationship. I can offer bridge-loans to assist clients with building or buying a new home along with a 1-time construction loan process to minimize closing costs for our clients. I offer a rate lock of 12 months for clients building a new home.

Why do you enjoy your job?
I enjoy seeing clients building/buying the house of their dreams and knowing I had a hand in the financing to allow them to obtain their new home. There is always an excitement when clients are designing & building a new home.

Why are you a member of the BIA?
The BIA does a great job in supporting the building industry through networking events, offering educational programs, advocacy for the industry at the local, state & national levels along with discounts to help members save money.

Tell us about yourself and your family.
I went to Millersville University for my undergraduate degree and Lebanon Valley College for my Master's Degree. I have lived in Lancaster County for all but 2 years of my life. I have been married for 19 years and have 5 dogs that keep us busy.

What are your hobbies?
I enjoy golfing at our local sportsman's club and driving & maintaining my Mustangs.

What other organizations are you a part of, if any?
I am on the membership committee of the BIA.

Virtual Building Industry Association PARADE OF HOMES

See the 2020 Winners on pages 10 & 11.



Kitchen by KbE, Kitchens by Eileen
Photo courtesy of KbE

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

BIA MEMBERS are always welcome to discuss their projects with our editor, Suzanne Long, by calling 717-492-2585 or emailing sue@lancastercountymag.com.

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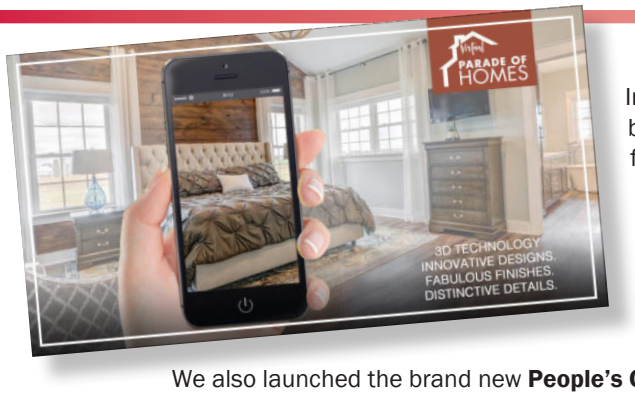
2020 Parade of Homes Winners



In years past, BIA builders have looked forward to showcasing their best work, incorporating unique features and innovative products for a public tour.

This year, the Parade of Homes was re-imagined and we were excited to present the new trends in home building and design through our brand new website and virtual tours! The tours and other pertinent information are available for viewing at **LancasterParadeofHomes.com**.

We also launched the brand new **People's Choice Award** where the public voted for their favorite entry! We were proud to create this opportunity to promote our talented builders and remodelers.

2020 ALPHA AWARD

went to

PINE HILL Building Co.

2020 PEOPLE'S CHOICE AWARD

was awarded to

COPENHAVER BUILDERS

Special thanks our members who donated prizes for our People's Choice Awards.

MARTIN APPLIANCE – The Appliance Sales & Service People

GRMitchell – Building Supplies • Architectural Millwork • Cabinetry

UGI – Energy to do more

While we missed holding our beautiful Parade of Homes Gala to kick-off the Parade, we announced all of the winning homes in a Facebook Premiere event on October 23rd, including the two most coveted local honors in home building—the **Fulton Bank Awards**!

This year's Parade featured 18 single-family homes, townhomes/duplexes, and remodeling projects, ranging in price from $251,990 to $838,500 & unpublished.

The Parade entries were separated into 8 divisions according to the price and type (single-family, townhome/duplex, whole house remodel). Along with the Fulton Bank Awards, one home in each division earned a "Best of Show" Award, with additional awards for "Best" in: Exterior, Interior Design, Bath, Kitchen, Decorated, and Landscaping. The entries were judged on September 15 & 17 by industry professionals from outside the area, using a numerical scoring system.



BEST OF SHOW

Winners in Each Division Are:

Single-Family Home, Division 1 ($394,000-$430,990): **Pine Hill Building Co.**, Entry #3 (649 Fieldstone Drive, Annville)

Single-Family Home, Division 2 ($494,235- 529,500): **Alden Homes**, Entry #9 (1204 Mosaic Drive, Lebanon)

Single-Family Home, Division 3 ($625,000-$649,000): **Keystone Custom Homes**, Entry #11 (104 Herondale Drive, Landisville)

Single-Family Home, Division 4 ($699,900): **Custom Home Group**, Entry #12 (119 Country Meadows Drive, Lancaster)

Single-Family Home, Division 5 ($803,990-unpublished): **Copenhaver Builders**, Entry #15 (1 Aubery Avenue, Lebanon)

Whole House Remodel, Division 6 (unpublished): **Garman Builders, Inc.**, Entry #16 (515 S. Broad Street, Lititz)

Townhome/Duplex, Division 1 ($251,990): **Garman Builders, Inc.**, Entry #1 (58 Beech Tree Court, Annville)

Townhome/Duplex, Division 2 ($449,000): **Keystone Custom Homes**, Entry #2 (709 Kincaid Avenue, Lancaster)

If you missed seeing the Awards Announcement live, please visit the Parade of Homes website – LancasterParadeofHomes.com to view it and take a tour of each home!

2020 Fulton Bank Awards



The 2020 Parade of Homes Fulton Bank Award for
BEST SINGLE FAMILY / WHOLE HOUSE REMODEL
was bestowed on

Garman Builders, Inc.

for their home at 515 S. Broad Street, Lititz *(Entry #16)*.

The 53 year old fully restored iconic home boasts:

- In-ground pool with waterfall
- Custom designer kitchen
- Curved stairs with walnut treads and handrail
- 7" wide site finished walnut floors throughout
- Exposed timber truss details in kitchen and bedroom
- Smart Home Technology
- Outdoor fireplace
- Outdoor kitchen

HONORABLE MENTION
for the **Fulton Bank Awards** went to

Alden Homes

for their entry at 1204 Mosaic Drive, Lebanon, *(Entry #9)*
and

Garman Builders, Inc.

for their entry at 58 Beech Tree Court *(Entry #1)*.



The 2020 Parade of Homes Fulton Bank Award for
BEST TOWNHOME / DUPLEX
was presented to

Keystone Custom Homes

for their entry at 709 Kincaid Avenue, Lancaster *(Entry #2)*.

This three bedroom home offers:

- Classic kitchen package with eat-in island, quartz countertops, tile backsplash, stainless steel farmhouse sink, stainless steel Kitchen Aid appliances, and pantry
- First-floor owner's suite with a tray ceiling, crown molding, wainscoting trim, a walk-in closet with shelving
- Owner's suite bath features Serenity Bath package with freestanding soaker tub, tiled shower with glass enclosure, and double vanity
- Family room with cathedral ceiling and engineered hardwood flooring
- Two additional bedrooms with walk-in closets
- Traditional elevation on exterior
- Family bath with double vanity
- First-floor laundry room
- Two-car garage
- Upstairs loft

Our Generous Sponsors

We want to extend our many thanks to our exclusive Parade Sponsors.

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UGI Energy to do more®

Building Industry Association PILLAR AWARDS

2020 Winners Announced

Professional & Company Achievement Awards

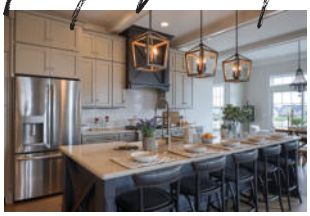
Sales Professional of the Year — Brad Claeyssen, GR Mitchell



GRMitchell
BUILDING SUPPLIES • ARCHITECTURAL MILLWORK • CABINETRY

Brad Claeyssen joined GR Mitchell's business development team in early 2019. With aspirations of growth of his own sales portfolio and the propulsion of GR Mitchell's sales to new heights, his impact was immediately felt by the administrative, sales support, and delivery staff. And despite the extraordinary circumstances of 2020, he's continued to aide in exceeding goals that were established prior to the current landscape. At its simplest, Brad states his mission as the creation of profitable, long-term contracts to secure sales volume.

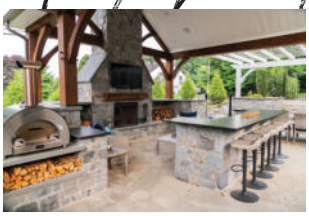
Builder Company of the Year — Garman Builders, Inc.



Based in Lititz, Garman Builders currently builds in over 20 neighborhoods in six counties, crafting beautifully designed single and multi-family homes, including townhomes and apartments. Founded on the ideal of doing what is right the first time, Garman Builders proves itself to be as enduring as its homes; not just constructing houses, but building communities.

Remodeling Company of the Year — Garman Builders, Inc.



Throughout its history, Garman Builders focused on addressing the growing needs of the communities Garman services; including the need for a high quality, dependable renovation/ remodeling division. As families or businesses grow and expand, the need to refit the space is universal. From its inception in 2008 to today and beyond, spanning multiple counties in Southcentral Pennsylvania, the Renovations team brings professionalism, and distinction to our customers, helping them to revitalize their space.

Supply Company of the Year — GR Mitchell



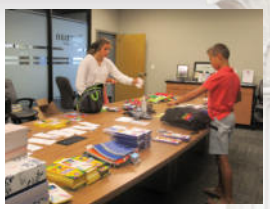



General contractors, homebuilders, remodelers, and homeowners in Lancaster have depended on GR Mitchell for their building material needs for over 50 years. And while our roots are deep within the lumber industry, key manufacturer partnerships across a variety of categories has allowed GR Mitchell to become this community's go-to source for trim, stairs, decking, windows, doors, cabinetry, and more. Three physical locations provide GR Mitchell's customers with a breath of assortment uncommon to the industry.

Community Impact — Garman Builders, Inc.





Garman Builders strongly believes in the importance of staying active in the communities where we live and serve. Garman Builders chooses not just to build up homes, they build up lives. Team Members energetically engage in Garman's mission, to serve people in a professional manner with a spirit of humility, integrity and excellence. Garman Gives is an opportunity impacting the communities around and a way to embrace and live out that mission.

Marketing Achievement Awards

Best Showroom — Garman Builders, Inc.







The Garman Builders Design Studio is a 3,000 SF, state-of-the-art showroom that showcases a wide selection of products and finishes to suit every style and budget, created to help guide homebuyers through the personalization process of their dream home. Homebuyers may view the online Design Studio prior to their first meeting to start gathering ideas.

Best Website — Tomlinson Bomberger

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www.tomlinsonbomberger.com

Our site has been designed to be user-friendly and informative. We really want folks to find the answers they're looking for quickly and easily. Also, our blog is packed with articles to keep consumers informed about a variety of topics.

Elite Pillar Awards

Entries with the highest point percentage in each of the two main categories wins the *Elite Pillar Award*.

Professional & Company Achievement Elite Award

Community Impact — Garman Builders, Inc.

Marketing Achievement Elite Award

Best Showroom — Garman Builders, Inc.

Special Thanks!

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For a complete list of entries and winners, please visit: **www.lancasterbuilders.org/pillar-awards**.

Lancaster Building Industry FOUNDATION

Building the Next Generation of Leaders



*Photo credit Zach Beidler Media



Through strength based mentoring with at risk youth, **Bench Mark Program** is building the next generation of leaders in our community. Our team of mentors provides a supportive network for each of our students and works to uncover their individual needs. We set goals and work with students to achieve personal milestones in three distinct programs.

- Our first program collaborates with school districts and other local partners.
- The second works with Lancaster County Juvenile Probation, and
- Our third program is the Student Leadership Program (SLP).

In the SLP, we provide an opportunity for students to learn leadership skills while working with Bench Mark staff and being compensated for their work. The SLP gives youth what they need: a nurturing environment to develop their leadership skills, interact with potential employers, and earn an income.

Throughout our programs, we expose students to post-graduate career opportunities and secondary education options. Johnny is our most recent example of this impactful work. Johnny started with Bench Mark in our probation program and worked his way into the SLP. He has since accepted full time employment with a local masonry company. We are extremely proud of his success!

Other student leaders just like Johnny are waiting in the wings for the opportunity to be connected with your organization through a tour, career advice, or employment. If you are interested in connecting with Bench Mark Program, please contact Darren Landis at 717-919-0695 or darrenlandis@benchmarkprogram.org.

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We would be so appreciative if you'd choose our
Lancaster Building Industry Foundation
where we provide grants for community projects and scholarships to students pursuing a career in the residential trades.

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https://mynpp.com/association/bia-of-lancaster



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Airgas
an Air Liquide company



2300 Lincoln Highway East,
Lancaster, PA

Reserve Your Spot
for the 2021 BIA Home Show

New Dates: Sept 17–19, 2021

– **Priority Registration** for previous BIA Members who exhibited in 2020 begins January 12th, 2021, at 8:00 AM.

– **Registration** opens to the general membership on January 26th, 2021.

The Lancaster Wyndham provides a beautiful, dedicated space, and the newly paved parking area is easily accessible and free to guests!

Detailed information on floor plan, pricing and promotional options coming soon.

Questions? Contact Kathy at the BIA: kathy@lancasterbuilders.org

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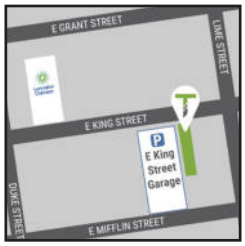

Lancaster | Lancaster City | Carlisle | Mechanicsburg
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2020 Virtual General Membership Meeting

Thank you! to our Members and our BIA Nominating Committee

We have secured the slate of nominees for the 2021 leadership positions. Those nominated and those filling existing terms are:

President, **Steve Cook,** *UGI Utilities, Inc*

Immediate Past President, **Matt Grosh,** *Herr & Low, PC.*

Vice President, **Jordan Metzler,** *Metzler Home Builders, Inc.*

Associate Vice President, **Lori Bentley,** *Douple Agency*

Secretary, **Tim Kotzmoyer,** *TK Building & Design, LLC*

Treasurer, **Jason Herr,** *Trout CPA*

Builder Director, **Randy Hess,** *Hess Home Builders*

Builder Director, **Jared Erb,** *Custom Home Group*

Builder Director, **Mike Blank,** *MBC Building & Remodeling, LLC*

Builder Director, **Andy Toms,** *EGStoltzfus Homes*

Builder Director, **Kevin Kozo,** *Turnberry Construction Group*

Associate Director, **Ryan Mowery,** *Fulton Bank*

Associate Director, **Claudia Shank,** *McNees Wallace & Nurick, LLC*

Associate Director, **John Bear,** *Stevens & Lee/Griffin*

Associate Director, **Joel Young,** *Rettew*

With Appreciation we acknowledge the following who have completed their terms of service and will be stepping down from the Board at the end of the year. ***Thank you for your service!***

Shannon Hockenberry, *Indoor City*

Louis Hurst, *Alden Homes*

Keith Petrisek, *Dutch Quality, Inc.*

Frank Vargish, *Blakinger Thomas*



2020 Committee All-Star Award



Jeff Stauffer with **Pennsy Supply** wins the 2020 Committee All-Star Award.

Jeff serves as an advisor to our 2020 BIA President and is an active member of our Government Affairs Committee.

His company has been a part of the BIA for almost 40 years; With his dedication, professional knowledge, and networking reach, he has been instrumental in fundraising for BIA's advocacy efforts.

Congratulations!

Special Thanks to Our Sponsor!

Lezzer Lumber
BUILDING MATERIALS CENTERS

Building Industry Association
OF LANCASTER COUNTY



2021 Partnership Opportunities

We have several sponsorship packages available for 2021 to promote your business! The BIA plans and implements a wide variety of events and activities throughout the year. These would not be successful without the support of our members!

Each partnership includes event sponsorships, advertising and a donation to the Foundation or student sponsorships allowing local trade students to attend a BIA event.

Some of the packages are already sold. Reserve yours today!

Pinnacle Partner: $6500 – **1 Available**

Paramount Partner: $5000 – **1 Available**

Elite Industry Partner: $4000 – **1 Available**

Select Pillar Partner: **SOLD** to *Lezzer Lumber*

Premier Partner: **SOLD** to *Walz Group*

Building Industry Pillar Partner: **SOLD** to *GR Mitchell*

Association Event Partner: **SOLD** to *Douple Agency, Inc.*

Building Connections Partner – **SOLD** to *James Hardie Building Products*

Industry Support Partner: **SOLD** to *Members 1st Federal Credit Union*

Advocacy Partner: $1000 – 1 **SOLD** to *Rettew* – **2 more Available**

Friend of the Industry Partner: $1000 – **1 SOLD** to *Trout, Ebersole & Groff, LLP* – **4 more Available**

For more information please contact BIA staff at (717) 569-2674 or staff@lancasterbuilders.

Got some job openings?

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.

Got some great offers?

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!

HOT DEALS POSTINGS

Login today!

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

Boost your visibility!

BIA Events and Education

BIA EVENTS

STAY TUNED!

2021 LEADERSHIP & MEMBER EVENT
Keep and eye out for this important announcement!

SAVE THE NEW DATE!



2300 Lincoln Highway East,
Lancaster, PA

2021 BIA Home Show
New Dates: Sept 17–19, 2021

– **Priority Registration** for previous BIA Members who exhibited in 2020 begins January 12th, 2021, at 8:00 AM.

– **Registration** opens to the general membership on January 26th, 2021.



EDUCATION

COMBATING CYBER CRIME
January 26, 2021 8:00am – 10:00am
ABC Keystone, 135 Shellyland Road, Manheim
Protect Your Business from the Latest Security Threats
Cybersecurity threats are on the rise and can be very costly. Do you know where your company might be vulnerable and how to ensure that you're covered when threats arise? Hear from IT Security, Cash Management and Insurance professionals about the most recent threats and how to protect your accounts from attack.

Benefits of Attending:
- Learn where your company might be vulnerable to cyber attacks
- Be confident that you are covered from losses when you fall victim
- Protect your company from threats and find out about the newest trends in scams

Who Should Attend:
Owners, Business development professionals, HR professionals, Office management staff

Cost: $40.00 per BIA Member. Register by January 18, 2021
To register, please contact Pauline Wilton
** Price includes: course materials and workbook, snacks and OSHA card.*

COMPETENT PERSON FOR JOBSITE SAFETY INSPECTIONS
February 17, 2021 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 Attend:
Anyone who has the potential to or has been identified by their employer to conduct worksite inspection

Cost: $140.00 per BIA Member. Register by February 9, 2021
To register, please contact Pauline Wilton
** Price includes: course materials and workbook, snacks and OSHA card.*

COVID-19 Safety Update:
Your health and safety are our number one priority. Total registration numbers may need to be limited to observe safety requirements, and early registration is recommended. Thank you in advance for your patience and cooperation. ***Please enter Door 1 when you arrive****.*

NAHB EDUCATION
NAHB provides opportunities to improve your skills, advance your career, and network with your industry peers through online learning. You will find and access on-demand courses, live online courses, webinars, replays, and more. You can also track your online education via your online learning transcript. Visit ***www.nahb.org/Education-and-Events***



Republicans Win Statewide Row Offices and Maintain Their Majorities in Both Chambers of the General Assembly.

After being outspent nearly 2.5 – 1 in campaign funds, the Pennsylvania Republican Party managed to pick up two statewide Row Offices, maintain their majority in the State Senate, and pick up seats in the State House.

We salute everyone who ran for office and look forward to continuing to build and maintain our great relationships with our elected officials in the 2021-2022 legislative session.

Below are the race results.

Republicans Flip Two Statewide Row Office Elections

Current Attorney General Josh Shapiro won another four-year term, in a race that was closer than most expected.

In a big upset, Democrat Pennsylvania Treasurer **Joe Torsella**, lost his re-election bid to Republican **Stacy Garrity**.

Republican **Tim DeFoor** defeated Democrat **Nina Ahmad** in the race for Auditor General. DeFoor will be the first Republican to serve as Auditor General since 1992 and is also the first person of color to win a statewide office.

General Assembly Results

With a large number of retiring legislators – there will be a lot of new faces in the next two-year cycle. Delayed reporting of the results and late concessions moved both House and Senate Leadership elections back two days.

Women made history yesterday in both the Senate and House, when lawmakers elected two female legislators to be floor leaders for their respective parties. Sen. **Kim Ward** (R-Westmorland) and Rep. **Joanna McClinton**, (D-Philadelphia) will be the highest ranking women in the General Assembly when they start their terms as Senate majority leader and House minority leader.

Here are highlights relating to district party flips and leadership elections.

State Senate:

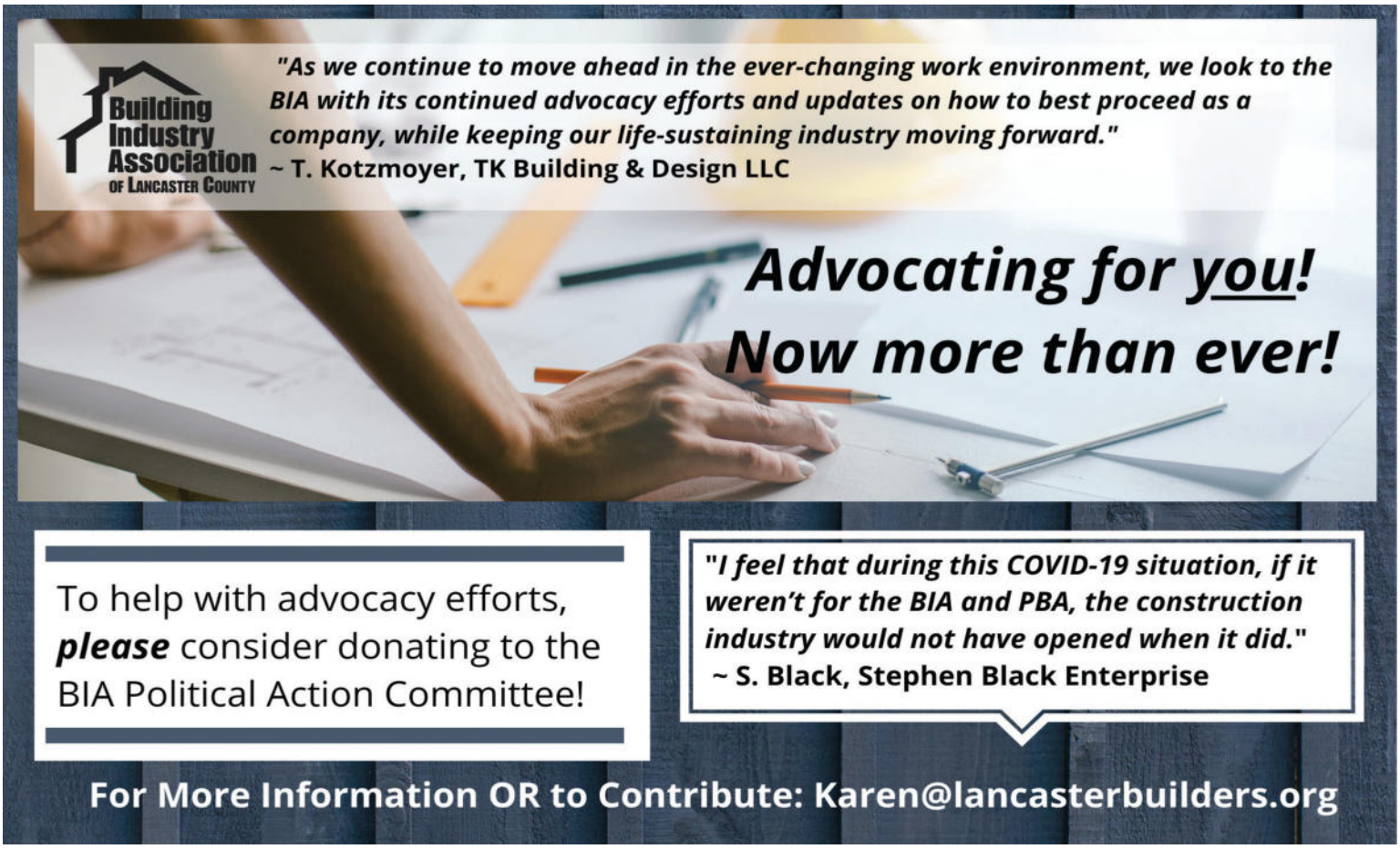
Republicans have flipped one seat in western PA (**Pam Iovino** (D-Allegheny)), while Democrats have flipped one seat in the Philly suburbs (T**om Killion** (R-Delaware)), Senate District 45 is still too close to call - Sen. **Jim Brewster** (D-Allegheny) has a very narrow lead over GOP challenger **Nicole Ziccarelli**. As of Thursday morning, Brewster is ahead by 44 votes. ***If Brewster holds on – the compliment will stay the same (R – 27, D-22).*** The Senate Democratic Caucus will hold leadership elections next week.

Republicans	Democrats
President Pro Tempore Elect: Jake Corman	**Leader:** Jay Costa
Leader: Kim Ward	**Whip:** Anthony Williams
Whip: John Gordner	**Appropriations Chair:** Vincent Hughes
Appropriations Chair: Pat Browne	**Policy Chair:** Katie Muth
Policy Chair: Dave Argall	**Caucus Chair:** Wayne Fontana
Caucus Chair: Bob Mensch	**Caucus Secretary:** Maria Collett
Caucus Secretary: Ryan Aument	

State House:

In the House, incumbent Democrats took a hit highlighted by **Minority Leader Frank Dermody** conceding his race to one week after election day. Other losses include incumbents **Wendy Ulman** (D- Bucks) and **Joe Petrarca** (D-Westmoreland), both lost their re-election bids, as well as **Neal Goodman**'s seat (D-Schuylkill) upon his retirement, went to the republican candidate. The republicans lost one seat, held by retiring **Tom Murt** (R-Montgomery). If all the results hold, the Republican Majority picked up three House seats and successfully defended all incumbents members running for re-election. ***The Republicans hold a 112-91 advantage.***

Republicans	Democrats
Speaker Elect: Bryan Cutler	**Leader:** Joanna McClinton
Leader: Kerry Benninghoff	**Whip:** Jordan Harris
Whip: Donna Oberlander	**Appropriations Chair:** Matt Bradford
Appropriations Chair: Stan Saylor	**Policy Chair:** Ryan Bizzarro
Policy Chair: Marty Causer	**Caucus Administrator:** Mike Schlossberg
Caucus Administrator: Kurt Masser	**Caucus Chair:** Dan Miller
Caucus Chair: Mike Reese	**Caucus Secretary:** Tina Davis
Caucus Secretary: Martina White	



2020 BIA-PAC Contributors

The BIA Political Action Committee provides funds to candidates & causes that are friendly to our industry. Thank you to the following individuals who have contributed this year:

President's Club: $1,000+

Shawn Garman

Keystone Club: $750+

Randy Hess
Mark Stanley

Century Club: $500+

Bruce Gingrich

Chairman's Club: $100+

Scott Frick
Timothy Kotzmoyer
Nathan Van Name
Lori Bentley
Frank Vargish
Jeff Stauffer
Joel Young



New Member

Join us in welcoming this company into the BIA, and in thanking our recruiter!

ASSOCIATE

Alliance Custom Cabinetry
John Drouillard

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Membership Renewals

Thank you for your continued commitment to the industry!

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Alliance Custom Cabinetry
Ames Construction Inc. dba Eby Exteriors
A-Z Advertising Specialties/Premium King, LLC
B & E Roofing and Remodeling, LLC
Blue Haven Pools & Spas by Calvitti
Brooklawn Paving, LLC
Cloister Flooring, Inc.
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Cross Keys Copper LLC
Custom Home Group, Inc
Elite Vinyl Railings, LLC
Fidelity Contracting LLC
First National Bank
Fleming Tile & Marble
Fravel Home Improvements & Remodeling, Inc
Goodall Pools & Spas
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Hess Home Builders
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