Volume 37, Number 2 Summer, 2021

Lancaster Builder

A publication of the Building Industry Association of Lancaster County



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Cover image provided by:

MARTIN FURNITURE & Mattress

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LivingSpace sunroom by Choice Home Remodelling

Photography by Kirk Neidermyer and Matilde Lamesso

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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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Facing Our Challenges As A Team

by Steve Cook, UGI Utilities, Inc.

To our BIA Members,

While it seems impossible that half of 2021 has passed, it must be so because the BIA has successfully completed the 2021 Parade of Homes! As part of the UGI Utilities team, I am proud to co-sponsor this event along with Fulton Bank, and I hope you were able to visit some of these great homes in person and virtually.

As we move into July, your BIA Executive Committee and BIA Board continue to expand upon our five-year strategic plan providing governance and direction for the association. The Board is currently fine-tuning the tactics, strategies and goals that will advance the BIA mission.

We continually review the function of our committees; we have found areas to improve, and we are eager to do just that! Our committee volunteers supplement the work of the Board and BIA Staff. This committee work aligns with our strategic goals, but we have found that we are not capitalizing on the varied and extensive talent of our members. Some committees have lost members due to the challenges of the past year, and many committees are "chaired" by BIA staff.

Interestingly, in the days following our Parade, we've had four members ask about "participating more" in the BIA. The best way to do this is volunteering to help with an event or serve on a committee. Some committees meet monthly and some are seasonal, but all are valuable.

Please check out the listing on page 8. We welcome your involvement because we know how beneficial the opportunity to serve can be!

Respectfully,

Steve Cook
2021 President, BIA Board of Directors.

Calendar of Events

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

Events

July	12	BIA Pillar Awards Entry Submission begins
Aug	11	BIA—The Whole Picture @ BIA Office 8am–9am
		SAVE THE DATES
		BIA Pillar Awards Deadlines:
Sept	10	Earlybird entry deadline
Oct	1	Final entry deadline
Nov	18	2021 GMM & BIA Pillar Awards Presentation @ The Inn at Leola Village
March	9-11	2022 BIA Spring Home Show

Education

July	14-15	OSHA 10-Hour Construction, 7am–2pm — (a 2-day ABC Course)
Aug	4	Time Management, 8am–11am — (an ABC Course)
Sept	1	Conflict Management, 8am–11am — (an ABC Course)

Also see NAHB courses listed on page 19.

Building Industry Association of Lancaster County

Lancaster Builder is published quarterly by the Building Industry Association of Lancaster County to provide information about the building industry and news of the BIA and its members.

SUBSCRIPTIONS
One subscription is provided annually to members (included in dues). Additional subscriptions within your company are $35 per year through an Affiliate membership.

CONTRIBUTIONS
Member articles are welcome and can be directed to the editor in writing. Opinions expressed by authors and advertisements do not necessarily reflect the policies of the BIA. The BIA reserves the right to edit all submitted materials and to determine the suitability of any ad.

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Secretary: Tim Kotzmoyer

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Immediate Past President: Matt Grosh

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

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Karen Watkins

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Melanie Capanelli

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Pauline Wilton

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Martin Furniture & Mattress is a family-owned business, with two furniture & mattress locations in Lancaster County and two mattresses only locations in Lebanon County.

It is our goal to provide our customers with furniture for every room, and a variety of price-points to best fit your budget. Whether you are looking for the latest trends or local Amish made furniture, we are confident that we can meet your needs and exceed your expectations.

Not sure which style you prefer? No problem! Our sales consultants have years of experience and can assist you with each step of the process, from design and room layout through completion. In need of furniture right now? Visit one of our showrooms today to browse our selection of in stock furniture!

Martin Furniture & Mattress also offers a full line of mattresses, bedding, and home décor. If a good night's rest is what you want, then you have come to the right place. With over 25 mattresses on display, from basic to luxury, we have a mattress that is just right for you. With everyday good pricing, you will find special deals on mattresses and furniture all year long.

Our team is committed to providing a quality product, at a great value, with unmatched service. Martin Furniture & Mattress is a division of Martin Appliance and Martin Water Conditioning, employing over 300 residents from Lancaster, Lebanon and Berks counties.

Located in Ephrata and New Providence, as well as our mattress-only locations in Myerstown and Cleona, Martin Furniture & Mattress, invites you to visit one of our locations today. Let us show you what others have talked about. Visit us on Facebook and Instagram to stay updated with the latest designs, specials, and giveaways!

For more information, visit our website at **martinfurniturepa.com**.

Or call or stop by any of our convenient locations:

Ephrata
1717 W Main Street
(717) 721-3139

New Providence
2318 Beaver Valley Pike
(717) 806-7373

Cleona (Mattress only)
308 W. Penn Ave
(717) 273-7555

Myerstown (Mattress only)
740 E Lincoln Ave
(717) 866-7555



Rising Material Challenges, Declining Builder Sentiment

NAHB Now June 15, 2021



Rising material prices and supply chain shortages resulted in builder confidence dipping to its lowest level since August 2020. The latest NAHB/Wells Fargo Housing Market Index (HMI) released June 15th shows that builder confidence in the market for newly built single-family homes fell two points to 81 in June. Despite the monthly decline, the reading above 80 is still a signal of strong demand in a housing market lacking inventory.

"Higher costs and declining availability for softwood lumber and other building materials pushed down builder sentiment in June," said NAHB Chairman Chuck Fowke. "These higher costs have moved some new homes beyond the budget of prospective buyers, which has slowed the strong pace of home building. Policymakers need to focus on supply-chain issues in order to allow the economic recovery to continue."

"While builders have adopted a variety of business strategies including price escalation clauses to deal with scarce building materials, labor and lots, unavoidable increases for new home prices are pushing some buyers to the sidelines," said NAHB Chief Economist Robert Dietz. "Moreover, these supply-constraints are resulting in insufficient appraisals and making it more difficult for builders to access construction loans."

Derived from a monthly survey that NAHB has been conducting for 35 years, the HMI gauges builder perceptions of current single-family home sales and sales expectations for the next six months as "good," "fair" or "poor." The survey also asks builders to rate traffic of prospective buyers as "high to very high," "average" or "low to very low." Scores for each component are then used to calculate a seasonally adjusted index where any number over 50 indicates that more builders view conditions as good than poor.

All three of the major HMI indices posted declines in June:

- current sales conditions fell two points to 86;
- sales expectations in the next six months posted a two-point decline to 79; and
- traffic of prospective buyers dropped two points to 71.

Looking at the three-month moving averages for regional HMI scores:

- the South rose one point to 85;
- the West fell one point to 89;
- the Midwest dropped three points to 72; and
- the Northeast posted a five-point decline to 78.

Single-family home builders are invited to join the exclusive group of **NAHB** members who participate each month in the Housing Market Index survey.

To begin receiving the monthly HMI surveys, please contact
Karen Watkins
BIA of Lancaster Executive Officer,
karen@lancasterbuilders.org

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

NEW HIRES

ELA Group, Inc., Engineers and Landscape Architects, of Lititz, State College and Butler, PA, welcomes **Jason Little** as a Project Engineer in our Central PA office. Jason brings several years of experience in land development, stormwater, utility and environmental design. Additionally, he has spent over nine years working as a construction manager/ administrator.



Jason Little

Jason graduated from the Pennsylvania State University with a B.S. in Civil & Environmental Engineering and an Environmental Engineering Minor. He formally served as Mid Penn Chapter Vice President for the Pennsylvania Association of School Business Officials (PASBO). Special accomplishments of Jason consist of serving as Construction Administrator and Civil Engineer for the design of a 110 Million Gallon a Year (MGY) ethanol distillery located in Clearfield, PA and managing three concurrent elementary school construction projects for State College Area School District.

Jason's responsibilities at ELA will include development of plans, details and specifications for land development and subdivision projects with a focus on post construction stormwater management, erosion & sediment control, and NPDES permitting; Jason will provide project management, engineering support and guidance to assist the project director throughout the proposal, design, permitting, and construction process for the design of athletic facilities. In addition, with his strong construction background he will perform construction administration and field observations during construction for ELA projects located in the Central/Western Pennsylvania region.

As a native of Central Pennsylvania, he is appreciative of the four seasons, and in his spare time enjoys biking and hiking the trails of Rothrock State Forest and camping and traveling with his family. After college he lived in Maine for a year and enjoys revisiting that region with his family. He is also actively engaged in youth baseball and hockey with his son Jonah.

Jemson Cabinetry. In response to the recent surge in orders at Jemson Cabinetry, president/owner David Palm recently added the position of General Manager (GM) to his staff. The GM will report directly to Mr. Palm and is responsible for all production and sales, will lead the organization, manage all subcontractor interface, and ensure overall customer satisfaction.

"We spent nearly a year looking for the right candidate to fill this role," Palm said. "We wanted someone with the perfect blend of industry experience and high-energy. After an exhaustive search, we selected **Jason Rutter** who started in mid-November. With more than 10 years of sales and sales management experience in a variety of markets, including the granite and quartz countertop industry, I'm confident he has the necessary credentials and enthusiasm to successfully transition Jemson Cabinetry to the next stage of our evolution."



Jason Rutter

"I'm grateful for the opportunity to join a well-established and respected organization like Jemson Cabinetry," said Rutter. "My mandate is to restructure our current scheduling process and reorganizing the customer – supplier – subcontractor relationships, so we create a seamless 'floor-to-ceiling' customer experience."

Mr. Rutter was born and raised in Ephrata, graduating in 2000 from Brownstown Career & Technology Center with a degree in Construction Technology. In 2020, he completed a Business Management degree at Harrisburg Community College (HACC), and is pursuing another in Management Information Systems & Business Analytics at Colorado State University Global. Jason, along with his wife Abby and their three children live in Ephrata, where they enjoy fishing, boating, and hiking together.

RKL. To more holistically serve the tax needs of its clients, RKL LLP welcomed two experienced professionals – **Michael R. Bannasch**, CPA, MST, and **Kirsten T. Deeds**, MBA – to the firm in March to lead its State and Local Tax and International Tax practices, respectively.

"When companies do business across borders, whether it's another state or country, tax obligations automatically become more complex," said Wendy Lance, Partner and Leader of RKL's Tax Services Group. "Tapping experts like Michael and Kirsten to lead these specialized tax practice areas allows us to not only help our clients manage compliance, but also proactively recommend strategies to strengthen their financial standing."

Michael Bannasch brings to his new role at RKL nearly two decades of public accounting experience, most of which centered on state and local tax consulting. He specializes in nexus studies, reverse sales/use tax audits, apportionment sourcing analyses, audit representation and M&A due diligence. He belongs to the American Institute of Certified Public Accountants and is an active member of the Michigan Association of Certified Public Accountants. Bannasch holds a B.A. in Accounting and Business Administration from Spring Arbor University and an M.S. in Taxation from Grand Valley State University. He resides in Spring Arbor, MI with his two children.



Michael Bannasch

Throughout her 17-year career in international tax, Kirsten Deeds worked in a variety of industries, including manufacturing, logistics and finance. She specializes in U.S. taxation of foreign earnings, transfer pricing, U.S. and Canadian compliance and accounting for income taxes. Deeds holds a B.S. in International Business from Elizabethtown College and an M.B.A. from Alvernia University. She resides in Elizabethtown, PA with her husband and daughter.



Kirsten Deeds

PROMOTION

RKL announced in February that Partner **Wendy L. Lance**, CPA, MST, has been named leader of the firm's Tax Services Group. In her new role, Lance will develop strategy and manage growth of RKL's tax workforce and capabilities. She succeeds in this role Tax Partner Robert M. Gratalo, CPA, MST, who stepped down from this leadership role after nearly three and a half years.



Wendy Lance

"Wendy is relentless in her advocacy of new opportunities for RKL's tax team and our clients, and I look forward to the continued growth and success of our Tax Services Group under her leadership," said RKL CEO Edward W. Monborne. "We also recognize Rob Gratalo, whose tenure as tax leader was the latest in a long legacy of service to the firm."

An experienced certified public accountant and business advisor, Lance will continue to deliver strategic planning and compliance services to corporations, partnerships, closely held businesses and their owners, in addition to her new leadership role. She is a member of the American Institute of Certified Public Accountants and the Pennsylvania Institute of Certified Public Accountants, and she sits on the board of the Economic Development Company of Lancaster County. She holds a B.S. in Accounting from the University of Richmond and an M.S. in Taxation from Villanova University. Lance resides in Lititz.

HONORS

Barley Snyder. The Central Penn Business Journal has named Barley Snyder partner **Kimberly Decker** to its annual "Women of Influence" list.

Women of Influence honors high-achieving women for their career accomplishments. Central Penn Business Journal editors choose the women on the list based on their professional experience, community involvement, leadership and sustained commitment to mentoring.



Kimberly. Decker

Decker and the other winners will be honored June 21 at an online event. The honorees also will be profiled in a magazine that will be inserted into

the June 25 issue of the Central Penn Business Journal and will be available online at CPBJ.com.

"Sharing this achievement with all the other incredible women on this list is one of the best parts of this award," Decker said. "Thank you to CPBJ for continuing to shine a light on the women who are changing our region for the better."

Decker is the chair of the firm's Securities Practice Group, and is a member of a number of additional groups at the firm. She recently finished two consecutive terms on the firm's management committee. In 2021, Decker was named to the "Best Lawyers in America" list, and in 2016, the Legal Intelligencer named her to its "Top Women in Law" list.

She is a member of the Lancaster Chamber's Excellence Exchange committee, and is a former member of the chamber's Women in Business Committee. She is also a former secretary on the Lancaster Chamber Foundation Board of Directors.

Barley Snyder is pleased to announce 11 of its attorneys have been named to the lists of Pennsylvania Super Lawyers and Pennsylvania Rising Stars for 2021.

The prestigious, annual list highlights attorneys who have distinguished themselves in their legal practices.

The organization named five Barley Snyder attorneys to its 2021 Pennsylvania Super Lawyers list (their main office location in parentheses):

Salvatore Anastasi (Malvern)
Jennifer Craighead Carey (Lancaster)
Thomas A. French (Harrisburg)
Jill Sebest Welch (Lancaster)
Sarah C. Yerger (Harrisburg)

Super Lawyers named six attorneys to its Pennsylvania Rising Stars List:

Derek P. Dissinger (Lancaster)
Peter J. Faben (Lancaster)
Kevin S. Koscil (Harrisburg)
Elizabeth L. Melamed (Lancaster)
Justin A. Tomevi (York)
Luke T. Weber (Lancaster)

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

"In what was an undoubtedly difficult year, our attorneys maintained and even exceeded their own standards for professionalism, dedication and desire to help their clients through any issue they had," Barley Snyder managing partner Jeff Lobach said. "These 11 attorneys are brilliant examples of that professionalism and our commitment to client service."



RKL Named Top Accounting Firm Based in Central, Eastern PA
Firm also claims 57th spot nationwide, 15th in Mid-Atlantic region on Top 100 list

LANCASTER, PA (April 12, 2021) – Professional services leader RKL LLP ranks first in Central and Eastern Pennsylvania, 15th in the Mid-Atlantic and 57th nationwide in the latest roundup of the 100 largest firms from industry publication Accounting Today. The firm's rankings are based on prior year's revenue of $88.57 million.

"Rankings like these are always a point of pride for our firm, but recognition for our work during 2020 – a year like no other – means even more," said RKL CEO Ed Monborne. "I'm proud of the way our team embraced uncertainty as a growth opportunity, found new ways to support each other and led our clients through disruption with honesty and empathy."

Within days of the shutdown in mid-March 2020, RKL launched a webinar series and resource center that earned the trust and loyalty of thousands of business owners and executives. The firm harnessed the full force of its capabilities and expertise to identify existing solutions and assemble new ones to meet a wide range of client needs trigged by the pandemic. From tax credit support and cash flow forecasts to economic updates and Paycheck Protection Program guidance, the RKL team walked the journey with its clients from response and recovery to adaptation and growth.

Visit accountingtoday.com to view the report. Learn more about RKL at rklcpa.com.

Barley Snyder Brings in Two Summer Associates for 2021

Barley Snyder has announced it will again hold its summer associate program and has hired two law students to participate.

The firm has held the program for decades, and its leadership remained committed to conducting the full, in-person program last year in 2020 despite the difficult conditions of the pandemic. The firm said earlier this year the program would continue as business restrictions eased.

Throughout the program, the students will receive hands-on experience learning the day-to-day and long-term responsibilities of an attorney from a mix of lawyers working in different practice disciplines from across the firm.



The two summer associates for 2021 are:

Elizabeth Castillo of Lancaster will begin her third year at Temple University Beasley School of Law in the fall after graduating from George Washington University. This is her second year as a summer associate at Barley Snyder after being chosen for the program in 2020.

Tasha Stoltzfus Nankerville of Lititz will begin her third year of law school in the fall at the Villanova University Charles Widger School of Law. In 2020, she interned at the Lancaster County District Attorney's Office.

"We consider the summer associate program vital not just for our firm, but also for the profession," said Jeff Lobach, Barley Snyder's managing partner. "Part of the program's goal is to help develop tomorrow's attorneys. Through the years of this program, we believe we've accomplished that."

"Our summer associate program has been instrumental in recruiting and retaining several generations of great legal talent," said Alex Puskar, the chair of the firm's summer associate program and a former Barley Snyder summer associate. "We want to make sure this generation of law students has the same opportunities many of us had when we were in law school, one of which is to get a first-hand look at what life is like as a full-time attorney in private practice."

Associate Spotlight:

John C. Bear
GSL Government Consulting LLC
(A Stevens & Lee Company)



John C. Bear

When was your company started?
December, 2012

What does your company do?
We help builders and developers identify and apply for state grant programs to assist them with construction and infrastructure costs associated with eligible projects, and facilitate other types of public-private partnerships.

GSL Government Consulting LLC is a specialized management consulting and economic development group that works with clients to develop and implement uniquely tailored solutions to complex operational, regulatory and funding issues related to state and local government.

What makes your company special?
We are former Big 4 management consultants, attorneys, financial experts and elected officials who spent our entire careers working with state and local governments throughout the U.S., both as public officials & senior staff, and as professional service providers. We are creative problem solvers who have a knack for getting things done, knowing how to successfully navigate Pennsylvania's complex regulatory and political environment, and how to build products/solutions that meet unmet needs.

Why do you enjoy your job?
My job enables me to align my individual skill sets, points of interest and life experiences with the needs of our community and local businesses. In particular, it offers me an opportunity to be a part of a broader group of professionals in Central PA who are engaged in making our local business community stronger. It also enables me to collaborate with cutting edge industries, putting together complex financial deals and developing products unique to each of these industries as they intersect with the public sector.

Why are you a member of the BIA?
Because nothing represents Lancaster County's entrepreneur spirit and dedication to hard work better than the men and women who are the craftsman and small business owners of this industry, which are the backbone of our economy.

Tell us about yourself and your family.
I was born and raised in Lititz, PA and had the privilege of living downtown for 46 years. My family and I moved about 2 ½ years ago to Manheim Township to an old property along the Conestoga River needed for our three dogs and two cats. My wife (Bobbi) and I are proud parents of two children: our son (Jack) who is 16 years old and a JV pitcher for Manheim Township's baseball team; and our daughter (Brynn) who is 11 years and an avid equestrian.

Professionally, I started GSL Government Consulting, LLC, which is part of The Stevens & Lee Companies platform, and am a former Pennsylvania State Representative for the 97th Legislative District. Prior to being elected, I spent nine years with the global accounting and consulting firm KPMG as a management consultant.

What are your hobbies?
Politics and other high maintenance activities!

What other organizations are you a part of, if any?
Gold Collar Society Member, Lancaster County Career & Technology Foundation; Lititz Regional Community Development Corporation; Lititz Rotary; Pennsylvania Republican State Committee; Republican Committee of Lancaster County



JOIN A BIA COMMITTEE!

- **Build Relationships**
- **Make a Difference**

Spring Home Show—Help to plan and promote the BIA's annual consumer show. Members help to execute the logistics, event features, and marketing campaigns of the multi-day event.
Staff Liaison: Kathy Baugus

Parade of Homes—Help make decisions that shape this premier week-long event which showcases new building techniques and trends.
Staff Liaison: Melanie Capanelli

Membership Committee—Help develop membership recruitment and retention initiatives such as workforce development, member events and discount programs.
Staff Liaison: Pauline Wilton

Government Affairs Committee—Monitor proposed state and federal laws and regulations, meet with elected officials and work with Pennsylvania Builders Association (PBA) to ensure that township, county and statewide laws and regulations are fair to the home building industry.
Staff Liaison: Karen Watkins

Remodelers Council Steering Committee—Help plan and implement the activities and meetings for the council.
Staff Liaison: Melanie Capanelli

BIA Promotions Committee—Use your creativity to develop marketing campaigns to promote our members and Association.
Staff Liaison: Melanie Capanelli

Community Service Committee—Choose, promote, and plan community service projects that give BIA members the opportunity to showcase their expertise while giving back to the community.
Staff Liaison: Pauline Wilton

Questions? Need more information?
Contact Pauline Wilton at pauline@lancasterbuilders.org.

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30 years 1991–2021 Building Industry Association PARADE OF HOMES

Pine Hill Building Co. LLC & Thaddeus Stevens College of Technology Take Top Parade Honors

The two most coveted local honors in home building were recently announced, recognizing all Parade of Homes entries and announcing the winning homes. Sponsored by **Fulton Bank** and **UGI Utilities** and presented by the Building Industry Association of Lancaster County (BIA), the Lancaster/Lebanon Parade of Homes opened the area's best new homes for touring both in-person and virtually. This year's Parade featured 18 single-family homes, townhome/duplexes, and remodeling projects from 11 different builders, ranging in price from $249,990 to over a $1,000,000.

The 2021 Parade of Homes ***Fulton Bank Award for Best Single Family Home*** was bestowed on **Pine Hill Building Co. LLC** for their home at 30 Valley View Drive, Lebanon (Entry #15). The home is situated on a 2.8 acre wooded estate with expansive views and located in the community of Iron Valley, home of the award winning Iron Valley Golf Course.



- Designed for Living and Built for Life.
- The home's exceptional design takes it to a whole new level with bold colors, black windows and a white painted brick façade
- Trending features include a black metal staircase railing and black metal framed glass partition walls in the dining room.
- A chef's kitchen highlighted by its double islands is perfect for entertaining your friends and family.
- Conveniently tucked behind the kitchen is the scullery and walk-in pantry.
- Unique interior features such as white oak floors, stained wood beams, stained cased openings and designer accent walls in the formal dining room and home office.
- Pine Hill signature dog station
- Luxurious owner's retreat featuring a large tile shower with integrated soaking tub.
- A true classic, this home will remain a timeless architectural masterpiece for decades.

The 2021 Parade of Homes ***Fulton Bank Award for Best Townhome/Duplex*** was presented to **Thaddeus Stevens College of Technology** for their entry at 1 Hull Court, Lancaster (Entry #4). The three bedroom home offers:



- Open floor plan with 9' ceilings and crown molding
- Finished basement with custom bar
- Owner's suite with cathedral ceilings
- Owner's bath with large walk-in shower and heated floors
- Stone fireplace with reclaimed lumber mantle
- Interior brick and shiplap accent walls
- 2nd-floor open balcony
- Hand-scraped solid hickory hardwood and tile floors
- Custom kitchen with solid-surface countertop
- Built by Thaddeus Stevens College of Technology students

Honorable Mention for the Fulton Bank Awards went to **Garman Builders, Inc.** for their townhome entry at 206 Highland Court, Annville, (Entry #3), and **Garman Builders, Inc.** Whole House Remodel (Entry #18)



The Parade entries were separated into 9 divisions according to the price and type (single-family/whole house remodel, townhome/duplex, and apartment). 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, Kitchen, Bath, Decorated, and Landscaping. The entries were judged on June 8th & 9th by industry professionals from outside the area, using a numerical scoring system.

"***Best of Show***" winners in each Division are:

- Apartment, Division 1 ($1425-$1495 monthly): **Garman Builders, Inc.**, Entry #1 (102 Madison Drive, Apt. 5, Leola)
- Townhome, Division 1 ($249,990): **Garman Builders, Inc.**, Entry #3 (206 Highland Court, Annville)
- Townhome, Division 2 ($299,999): **Thaddeus Stevens College of Technology**, Entry #4 (1 Hull Court, Lancaster)
- Duplex, Division 3 ($450,400): **Wm. Murry & Son, Inc.**, Entry #5 (338 Sawgrass Drive, Millersville)
- Single-Family Home, Division 1 ($308,000 - $341,816): **Alden Homes**, Entry #6 (1020 Riverstone Circle, Lebanon)
- Single-Family Home, Division 2 ($543,400 - $557,000): **Landmark Homes**, Entry #9 (321 Home Towne Boulevard, Ephrata)
- Single-Family Home, Division 3 ($749,900 - $764,300): **Custom Home Group**, Entry #12 (123 Country Meadows Drive, Lancaster)
- Single-Family Home, Division 4 ($853,990 - $1,004,900): **Pine Hill Building Co.**, Entry #15 (30 Valley View Drive, Lebanon)
- Single-Family Home, Division 5 ($unpublished): **Garman Builders, Inc.**, Entry #18 (undisclosed address)
- Alpha Award Winner - **Cornerstone Woodworks, LLC**

Sponsored by: Fulton Bank and UGI Energy to do more



The 2021 Parade of Homes *Gala*

The two most coveted local honors in home building were presented at the Lancaster/Lebanon Parade of Homes Gala on June 11 at the Lancaster Country Club. This annual Gala officially kicked off the Parade of Homes, recognizing all entries and announcing the winners. Returning as emcee this year was WGAL's Anne Shannon. Our talented Builder and Associate Members gathered for this special evening along with community and industry leaders.









Sponsored by:

Fulton Bank *and* UGI Energy to do more

SAVE THESE DATES!

2021 Building Industry Association PILLAR AWARDS

Entry Submission Opens July 12, 2021

Entry Fees

- **Early Bird Deadline** – September 10th
  First entry $295 Each additional $245
- **Final Deadline** – October 1st
  First entry $345 Each additional $295

SAVE THE DATE:

GMM & Pillar Awards Presentation

November 18, 2021, 5:30–8:30 at The Inn at Leola Valley

4 MAIN PILLAR AWARD CATEGORIES

ADVERTISING & MARKETING AWARDS

- Best Logo
- Best Print Ad
- Best Showroom
- Best Website

PROFESSIONAL ACHIEVEMENT AWARDS

- Marketing Professional of the Year
- Mortgage Professional of the Year
- Project Manager of the Year
- Sales Person of the Year

COMPANY ACHIEVEMENT AWARDS

- Builder Company of the Year
- Community Impact Award
- Remodeling Company of the Year
- Supply Company of the Year
- Trade Partner of the Year

NEW This Year!

REMODELING PROJECT ACHIEVEMENT AWARDS

- Addition
- Aging-in-Place
- Basement Remodel
- Bathroom Remodel
- Commercial Project
- Exterior Project
- Interior Project
- Kitchen Remodel
- Outdoor Living Project
- Landscape/Hardscape Project
- Remodel — Aging-in-Place
- Restoration Project
- Specialty Project
- Whole House Remodel

ELITE PILLAR AWARDS

Entries with the highest point percentage in each of the 4 main categories will receive the Elite Pillar Awards.

✻ Each entry is judged on its own merit by a team of highly qualified judges. ✻

✻ Members have access to our Award Software ~ It's easy to enter! ✻

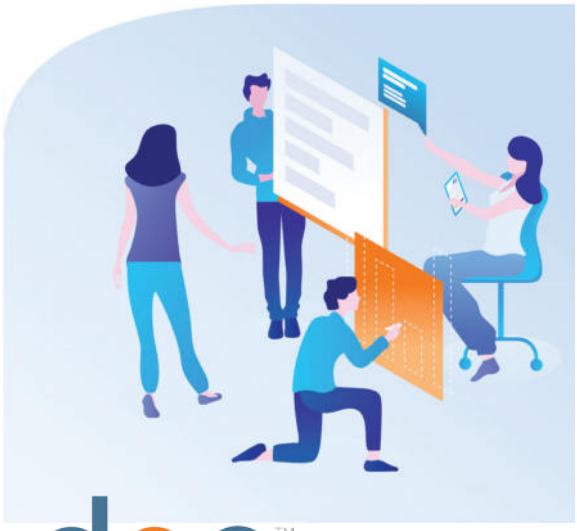
✻ Pillar Award entries to be highlighted via social media, BIA's website, and an extensive marketing plan! ✻

For more information including entry requirements & judging criteria go to:

awards.lancasterbuilders.org/pillar

Question? Contact Pauline Wilton: (717) 569-2674 ~ pauline@lancasterbuilders.org

BIA's New Website Is In the Works



We have had the good fortune to collaborate with BIA member YDOP, the award-winning digital marketing company right here in Lancaster, on the redesign of the current BIA website. YDOP's goal is to make sure small and medium-sized businesses grow through their digital marketing investment. This makes sense, of course, and after a kick-off meeting where we discussed how a custom digital marketing strategy would benefit the BIA and, most importantly, the members we serve, we dove into our current site.

We began with our initial consultation where we explored the BIA mission, goals and strategic plan. YDOP provided an elaborate excel sheet breakdown of where every navigation point (click of the mouse!) currently leads, and how our different audiences – Current Association Members / Prospective Members / Homeowners looking to hire BIA professionals -- would be best served by an expanded, but modified site structure.

Our direction for the new "site map" will, of course, focus on what services, benefits and information our users find most valuable – this data has been gathered from members at large, member survey results, BIA Board and past leadership input, and State and National association trends.

YDOP has ushered us through the process thus far with clarity, respect, support (and good humor!). We are now in the "content review" phase which has us considering each and every bit of information we include. We'll keep you posted as we move forward and let you know when to expect our big reveal!.

Learn more about YDOP: see the cover story of the Spring 2021 issue of Lancaster Builder.

Building Relationships.

Relationships are the foundation for a successful business. Work with a financial partner that understands your needs.

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It's Personal.

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Lancaster Building Industry FOUNDATION

Making A Difference

Painting
The Construction Exhibit at Hands-on House Children's Museum





BIA Community Service Committee members Lori Bentley of Douple Insurance and Tom Groody of Rhoads Energy put in a COLORFUL afternoon of volunteer work at the Hands-on House Children's Museum of Lancaster! The Construction Exhibit has been installed, and the final touches are happening to this work in progress. BIA staff Karen Watkins and Pauline Wilton, and Hands-on House director Jim Bland joined Lori and Tom – it felt great to spend time on this worthy project – AND actually spend time (safely) with each other!

There will be more opportunities to help – we'll keep you posted!

Installing Pavilions at Hamilton Elementary School

It has been a long time coming, but with a great deal of collaboration and patience the pavilion installation at Hamilton Elementary School has been completed!



The Foundation was approached by Beth Horst of The Edible Classroom as to whether we could "help" with the purchase/ installation of pavilions for students at the site of their school garden. The goal for this project was to provide a covered place in close proximity to the garden where students and adults can gather. This shady spot will be used for preparing and eating freshly harvested produce, large group instruction, garden related experiments, and hosting garden related events for the community.

The Foundation Board loved the idea and we contacted Chet Beiler and his team at Amish Country Gazebos. With grants from the LBI Foundation and the School District of Lancaster, along with Chet's generosity and flexibility with scheduling, AND SDL administrative action to secure permits, we reached the point where we could enlist JP McCaskey's Jon Cooper and his Building and Trades students for help with the installation.

Thanks to all involved for such a GREAT collaborative effort!





Two Students
Presented With Scholarships

The LBI Foundation is pleased to award two $1500 scholarships this year!

Keaghan Sweigart, of Ephrata, will be studying Plumbing Technology, and Tyler Sellers of Kirkwood will be studying HVAC Technology — both students will be attending Thaddeus Stevens College in the fall. Both Keaghan and Tyler had exceptional applications; we wish them well and look forward to following their progress!

A New BIA Member Benefit!



SAVE EVERY DAY WITH OUR FLEET FUELING PROGRAM

"Our Fleet Fueling program gives you the ideal tools for overseeing your fleet fueling. Best of all, it's ***free*** - and it comes with a full customer support team from a ***trusted, local*** company. The program also offers purchase controls that can be pre-programmed per card to help manage company-wide fueling policies. The web-based account management system provides all the information you need at your fingertips: consolidated usage information, reports online that can be created and saved, and other tools."

For more information or to sign up today, contact:

Heather Rineer
Manager of Client Operations
717.940.2776
rineer@rhoadsenergy.com

Rhoads Energy
100 YEARS OF COMFORT
FAMILY OF COMPANIES

Building Industry Association
OF LANCASTER COUNTY
Your Community. Your Builders.

The benefits associated with this program include:

- **No sign up or card fees**
- **Save 1¢ per gallon discount at all fuel stations that accept the Voyager Card**
- **Use at over 320,000 locations nationwide**
- **Manage fleets of 1 to 100+ vehicles**
- **Local support and service**
- **Web-based account management**
- **Easily find fueling stations with the Voyager Mobile App**
- **Customized reporting**
- **Electronic billing**
- **Flexible controls per driver or vehicle**

amazonsmile

AmazonSmile is a simple way for you to support your favorite charitable organization every time you shop, at no cost to you.

When you shop **AmazonSmile**, you'll find the exact same low prices, vast selection and convenient shopping experience as Amazon.com, with the added benefit that AmazonSmile will donate 0.5% of your eligible purchases.

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.

BIA SPRING HOME SHOW

WYNDHAM®

2300 Lincoln Highway East,
Lancaster, PA

Save the Date!

for the 2022 BIA Home Show

New Dates: March 11–13, 2022

We Hear You!

A Fall show does not suit the majority of our members, so we are back to Spring!

Registration will open later this summer for the new Spring Home Show, March 9, 10 and 11 of 2022

At the Wyndham Resort Expo Center!

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





MY BENEFIT ADVISOR | Cultivating a Constructive Culture in the Hybrid Work Environment



Most businesses today have come to the realization that the traditional 9-5 in-office workday has permanently transitioned to a hybrid environment where employees work from the office some days and from home other days. After all, employees love the flexibility such a system allows, enabling them to reduce wasted commutation time and to more easily tend to personal and family chores, all while fulfilling job responsibilities from a home office. For employers, a reduction in rent and operating costs can fuel improved profit margins, as long as productivity is maintained.

For many firms, this transition began over the past several years, but they have found the COVID-19 pandemic to only hasten the transition process. Employers and their employees, however, are finding that although there are many advantages to the hybrid work environment, there are also a few challenges.

Aside from the technical and logistical challenges of creating a hybrid workforce (which have largely been addressed at this point), many business owners and HR professionals are now focusing on rebuilding policies and processes to maintain employee engagement and a unified culture. As many business owners will attest, a sound culture is critical to any company's success with the payoff showing in revenue growth, employee and client retention and increased net income.

Workplace culture has a significant impact on the ability for employees to perform their job functions. A sound, supportive and positive environment can energize employees, boosting morale and concentration. Companies with a strong culture are generally able to foster higher productivity levels among their employees, resulting in greater overall success.

But achieving a great workplace culture doesn't happen overnight. Instead, it's a process that builds on itself, evolving and changing over time through establishment of good values, targeted policies, effective communication and a buy-in from all company leaders. Some things to consider when building a constructive hybrid work environment might include:

- **Begin efforts with the onboarding process...**help new hires form a good initial impression by revealing a collaborative, supportive culture throughout all management levels
- **Utilize clearly outlined standards for advancement...**so employees understand what they need to do to advance to higher levels
- **Reward and recognize those who contribute to the company's success...**to reinforce positive behavior and work habits, while demonstrating the values you'd like other employees to emulate
- **Emphasize a culture of inclusion...**whereby team members from a variety of backgrounds are all welcomed and encouraged to contribute their unique opinions and ideas

Workplace culture has often been a challenge to develop and maintain for many businesses but in today's hybrid work models, the level of difficulty has only increased. Successful business owners, however, know that a positive work culture is paramount in their efforts to build a thriving, productive and profitable business.

MY BENEFIT ADVISOR

The **Building Industry Association of Lancaster County** offers its members access to *My Benefit Advisor* as a solution for employee benefits, including voluntary offerings. For more information about My Benefit Advisor, visit our website at **pbip.mybenefitadvisor.com** or contact Christopher Sloane at (888) 333-7526.

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

BIA Logo Use Policy

We encourage our member companies to use the BIA logo.

The purpose of our policy is to maintain public awareness of the Building Industry Association of Lancaster County (BIA).

Association Use of Logo
The association will use the BIA logo on all advertisements and promotions for association sponsored events (or event logo, if applicable). The logo must be displayed predominantly in both size and placement.

Licensing and Endorsement Requirements
Organizations, individuals, businesses or other entities that are not members of the Building Industry Association of Lancaster County may not use the logo. In an event or activity is co-sponsored, those entities may be granted limited use rights or license to use the logo. This must be obtained, in writing, from the BIA office.

Logo Versions
The following are the acceptable versions of the Building Industry Association of Lancaster County's logo:

- BIA Logo
- Lancaster Building Industry Foundation Logo
- Pillar Awards Logo
- BIA Home Show Logo
- Parade of Homes Logo
- Remodelers Council Logo

Size and Color of Logo
We encourage our member companies to use the BIA logo. It may be used in color, using the PMS colors as provided on the website. It may also be used in black and white or in one color only. The logo should be clear and visible.

Get BIA logos here: ***lancasterbuilders.org/resources***

BIA Events and Education

EVENTS

2021 Building Industry Association PILLAR AWARDS

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

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

SAVE THE DATES!

Entry Submission Opens July 12th!

- Early Bird Deadline – September 10th
  First entry $295
  Each additional entry $245
- Final Deadline – October 1st
  First entry $345
  Each additional entry $295
- GMM & Pillar Awards Presentation
  November 18, 2021

Entries with the highest point percentage in each of the 4 main categories receive the **Elite Pillar Awards**.

There are 4 Award Categories:

NEW This Year!

Advertising & Marketing Awards
- Best Logo
- Best Print Ad
- Best Showroom
- Best Website

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

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

Remodeling Project Achievement Awards
- Addition
- Aging-in-Place
- Basement Remodel
- Bathroom Remodel
- Commercial Project
- Exterior Project
- Interior Project
- Kitchen Remodel
- Outdoor Living Project
- Landscape/Hardscape Project
- Remodel — Aging-in-Place
- Restoration Project
- Specialty Project
- Whole House Remodel

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 11, 2021, 8:00 - 9:00 am
BIA Offices, 204 Butler Avenue, Suite 200, Lancaster
Are you using your membership to its fullest potential?
Be sure to attend this free event to learn about the abundance of benefits that membership offers, including discounts, networking and marketing opportunities, advocacy efforts and much more!
Cost: FREE

SAVE THE DATES

BIA GENERAL MEMBER MEETING & PILLAR AWARDS PRESENTATION
November 18, 2021, 5:30 - 8:30 am
The Inn at Leola Village
Description and cost
Cost: FREE

BIA SPRING HOME SHOW WYNDHAM

2300 Lincoln Highway East,
Lancaster, PA

BIA Spring Home Show
At the Wyndham Resort Expo Center!

We Hear You!

A Fall show does not suit the majority of our members, so we are back to Spring! Registration will open later this summer for the new Spring Home Show,

March 9, 10 and 11 of 2022

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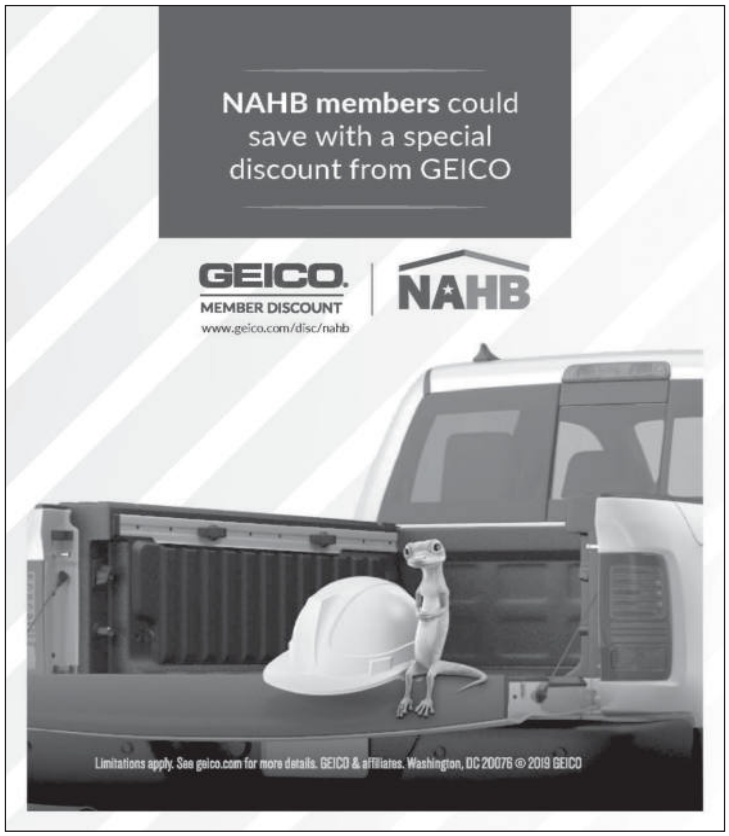
kathy@lancasterbuilders.org



Education

NAHB COURSES

NAHB CERTIFIED AGING IN PLACE (CAPS) AND UNIVERSAL DESIGN ESSENTIALS COURSES

Course and Description: Successful completion of CAPS 1, 2, and 3 are required to earn CAPS designation. Each course is provides 6 hours AOTA continuing education credits.

MARKETING AND COMMUNICATING WITH THE AGING IN PLACE CLIENT (CAPS I)

June 28, August 3, August 24 (select one date) 8:30am – 4:30pm

Millions of Americans are living longer and more active lives. Because they are embracing newly found and changing lifestyles, they need to revitalize their home environment. Identifying this burgeoning opportunity and then developing the skills to interact with this market can help you grow your business dramatically. The goal of the course is to equip course participants with the knowledge and tools to effectively market and sell services to the aging in place (AIP) market.

DESIGN CONCEPTS FOR LIVABLE HOMES AND AGING IN PLACE (CAPS II)

June 29, August 4, August 25 (select one date) 8:30am – 4:30pm

Design/Build Concepts for Aging in Place prepares you to take on the AIP market intentionally, by calibrating your business to address the unique challenges of providing successful solutions. The goal of this course is to enable participants to identify common challenges within the home and understand attractive design concepts that create a safe and comfortable environment for clients who want to age in place as well as identify with one or more of these groups:

- Individuals who are not experiencing health issues related to aging
- Individuals who have a progressive or other condition that requires home modifications or equipment
- Individuals who are dealing with an abrupt or traumatic health-related change

The course presents various methods and techniques for modifying home design, from the perspective of new construction and retrofitting.

DETAILS AND SOLUTIONS FOR LIVABLE HOMES AND AGING IN PLACE (CAPS III)

June 30, August 5, August 26 (select one date) 8:30am – 4:30pm

This course builds on the CAPS I & II courses (which are prerequisites for this course) by introducing design solution techniques, innovative products and best practices for product installation for CAPS professionals to utilize when creating livable homes in which to Age-In-Place. Participants will engage in hands-on activities from real case studies to apply material learned in all CAPS courses.

UNIVERSAL DESIGN ESSENTIALS

July1, August 6, August 27 (select one date) 8:30am – 4:30pm

Universal Design Essentials presents a shift in the approach to residential design and construction. Comfort and convenience regardless of age, stature or ability is the hallmark of inclusive design. Designers, suppliers, builders, remodelers, and health care professionals will benefit from the creative design concepts and practices presented to develop market-driven projects that are highly functional, yet integrated and aesthetically appealing. Certified Aging-in-Place Specialist (CAPS) courses are not a pre-requisite and CAPS graduates will find benefit by expanding into the broader spectrum of universal design that offers a much wider target audience.

COURSE FORMAT: *All courses will be live, held virtually on Zoom in Eastern Time (with extensions provided upon request in other time zones).*

REGISTRATION DEADLINE & CANCELLATION POLICY: *The deadline is two weeks prior to each course and no refund will be issued after that date.*

COURSE FEES: *Each course is one day. Fee for each day is $225 for NAHB members and $250 for nonmembers.*

- *Discounted rate of $625 members /$700 nonmembers who sign up for CAPS 1,2,3 at the same time.*
- *Discounted rate of $825 members/ $925 nonmembers who sign up for all 4 courses at the same time.*

For more important information on these courses and how to register, visit: https://ezwaytostay.com/upcoming-courses

ABC COURSES

OSHA 10-HOUR CONSTRUCTION (This is a 2-day course)

July 14, & 15, 2021 7:30am – 2:00pm each day

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
- Sell more in less time – gain balance and energy through focus, purpose and effectiveness
- Prevent fines by understanding what OSHA expects before they walk onto the jobsite
- Display a professional company image by managing workplace safety obligations

Cost: $175.00 per BIA Member. Price includes: Course materials and workbook, snacks and OSHA card. Register by July 5, 2021

To register or for more information, please contact Pauline Wilton.

TIME MANAGEMENT - PART OF THE PROFESSION DEVELOPMENT SERIES

Aug 4, 2021 8:00am – 11:00am

ABC Keystone, 135 Shellyland Road, Manheim

Learn to schedule your time more effectively, stay on track and keep important goals top or mind so you can stay in balance and be more effective and productive each day.

Benefits of Attending:

- Identify causes of procrastination and indecision
- Pinpoint personal timewasters
- Increase your concentration and focus
- Schedule your time more effectively
- Stay on track and keep important goals top of mind
- Learn to stay in balance and be more effective and productive.

Cost: $165.00 per BIA Member. Register by July 27, 2021

Price includes: three hours of instruction, hands-on activities and course materials. To register, or for more information, please contact Pauline Wilton.

CONFLICT MANAGEMENT - PART OF THE PROFESSION DEVELOPMENT SERIES

Sep 1, 2021 8:00am – 11:00am

ABC Keystone, 135 Shellyland Road, Manheim

Discover how to choose and execute the strategy that best fits your situation to successfully handle conflict while developing cooperation with co-workers and organizations.

Benefits of Attending:

- Assess your skills in dealing with conflict
- Discover ways to sense conflict before it escalates
- Establish ground rules for resolving conflict
- Receive positive benefits from conflict & reduce the negative
- Personal, professional and organizational growth
- Practice conflict resolution skills and receive feedback

Cost: $165.00 per BIA Member. Register by Aug 24, 2021

Price includes: three hours of instruction, hands-on activities and course materials. To register, or for more information, please contact Pauline Wilton.

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****.*

Got some job openings? Got some great offers?

Boost your visibility!

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.

Exclusive Business Platinum Card® Offer for NAHB Members





Apply for the Business Platinum Card® and you can **earn 125,000 Membership Rewards® points** within the first 3 months of Card Membership after you spend $30,000 on qualifying purchases on the Card. Annual fee is $595.

Platinum Card not right for your business?
Explore our suite of Cards for businesses of all shapes and sizes.

Visit **NAHB.org/Amex** to learn more

Terms apply

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Update on PA Senate Bill 208

Legislation that Affects Your Business

At time of printing, PA Senate Bill 208 — currently in the Senate Local Government Committee — aims to clarify the Municipalities Planning Code to specifically clarify Section 509 regarding final plat approval and the retention of posted financial security for improvements.

While the law's intent is to ensure developers have sufficient funds to complete all required property improvements, the current language can be misinterpreted to withhold excess funds that greatly restrict a builder's ability to get bonded for other on-going projects.

Instead of only retaining a bond of 110% of the value of remaining improvements, some municipalities have interpreted the law to retain 10% of the entire original project amount in addition to the cost of remaining improvements.

For example, if the original bond amount was $1 million and there was only $75,000 in remaining work the current planning code enables a municipality to retain $75,000 in outstanding improvement costs plus a $100,000 contingency—or 10% of the original posted security. Under this scenario a municipality is requiring bonding of $175,000 or about 2.5 times the cost of the outstanding work.

Under this example, the proposed legislation allows a municipality to retain the $75,000 in outstanding improvement cost plus a



$7,500 (10%) contingency for a total of $82,500. This proposal balances the interests of municipalities with the Commonwealth's construction and development needs.

Your PBA Staff has met with Senators/Staff that sit on the Senate Local Government Committee to discuss and emphasize the importance of this bill.

SB 208 passed with no negative votes!

Note: This language is supported by both the Pennsylvania State Association of Township Supervisors and the Pennsylvania Builders Association.



2021 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+
John Bear

Keystone Club: $750+
Randy Hess

Century Club: $500+
Kevin Kozo Mark Stanley
Erik Seuring

Chairman's Club: $100+
Scott Frick Nate Van Name
Steve Black

New Members

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

ASSOCIATE

All American Gutter Protection
Josh Elliott

975 JAYMOR ROAD
SOUTHAMPTON, PA 18966
PHONE: (888) 323-8090
BUSINESS ACTIVITIES: GUTTERS & DOWNSPOUTS
EMAIL:
JOSH@ALLAMERICANGUTTERPROTECTION.COM

Boise Cascade Engineered Wood
Joshua Edmondson
432 NEVIN STREET
LANCASTER, PA 17603
PHONE: (443) 992-1928
BUSINESS ACTIVITIES: DESIGN & DRAFTING
EMAIL: JOSHUAEDMONDSON@BC.COM

BUILDERS

Ridge Contracting Service LLC
Zachery McFetridge

6 WOODCHUCK LANE
STEVENS, PA 17578
PHONE: (717) 615-6399
BUSINESS ACTIVITIES: CARPENTRY
EMAIL: RIDGECONTRACTINGSERVICE@GMAIL.COM

Foggy Ridge Interiors
John Kauffman

3 TOWNSHIP DRIVE
PARADISE, PA 17562
PHONE: (717) 431-7090
BUSINESS ACTIVITIES: REMODELING CONTRACTOR
EMAIL: FOGGYRIDGEINTERIORS@GMAIL.COM

Exclusive Entertainment Discounts!

NAHB National Association of Home Builders

Members have access to huge savings on nationwide entertainment through MemberDeals. Find exclusive discounts, special offers, preferred seating, and tickets to top attractions, theme parks, shows, sporting events, hotels, and much more.

- Save up to 40% on Top Theme Parks Nationwide
- Save up to 60% on Hotels Worldwide
- Save up to 40% on Top Las Vegas & Broadway Show Tickets
- Huge Savings on Disney & Universal Studios Tickets
- Preferred Access Tickets™ Find great seats to your favorite concerts, sports and more!

Please visit https://memberdeals.com/nahb/?login=1



Membership Renewals

Thank you for your continued commitment to the industry!

Abel Construction Co., Inc.
Advanced Trim & Kitchens
Andersen Windows, Inc.
Barley Snyder
BCF Group
Belmont Solar
Brentwood Builders, Inc.
Brown Schultz Sheridan & Fritz
C. Moyer Building & Remodeling, Inc.
CB Burkholder, Inc.
CCS Building Group
Cedar Knoll Builders
Charter Homes & Neighborhoods
CLZ Concrete & Construction, LLC
Concrete Authority
Costello Builders
Dombach Builders, Inc.
DreamMaker Bath & Kitchen of Elizabethtown
EGStoltzfus Homes, LLC
EZMarketing
Fulton Bank
Goody's Home Design, Inc.
Grande Construction
Harvey Achey Construction, LLC
Home Grown Outdoor Finishes, Inc.
Iddings Electric Inc
Kilgore Electric, Inc.
King Construction Co., LLC
Kingsway Realty
Kreider and Diller Builders, Inc.
Lanco Mechanicals, Inc.
LeafFilter North of Pennsylvania, LLC
Lezzer Lumber
Martindale Propane
Mid-Atlantic Geothermal
Nolt Companies, LLC
Northwest Bank
Oak Tree Development Group
Overhead Door Co. of Lancaster
Precision Wall & Truss
Premier Settlements, Inc.
Quality Central Vac & Electric
Red Rose Cabinetry, Inc.
Renovations by Garman LLC
Rettew Associates, Inc.
Rohrer's Quarry, Inc.
SDR Mechanical, Inc.
Select Carpentry, LLC
Shank Door Company
Swartz Kitchens and Baths
TCS Construction LLC
Thaddeus Stevens College of Technology
The Hess Agency
The Spa and Pool Place
Twin Mar Construction, LLC
UGI Heating, Cooling & Plumbing
Univest Bank and Trust Co.
Walters Services Inc.
Weiler Walls, Inc.
Whitetail Homes
Wyndham Lancaster Resort & Convention Center
Zephyr Thomas Home Improvement Company

Cancellations

Certified Carpet
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M & T Bank
Garland Construction
Paul Davis Mid-Atlantic
Eden Resort & Suites
AWE-Tech LLC
LeafFilter
Pickering, Corts & Summerson, Inc.
Stable Hollow Construction
Conestoga Buildings/CB Structures
Bath Fitter
K/S Renewal Systems, LLC
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DCS Quality Carpentry, LLC
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R&A
RENOVATIONS ADDITIONS
MAGAZINE®
Lancaster County's
Home Improvement Guide™

teaming with you
in stimulating Lancaster County's
home improvement industry
since 2007

in addition to our printed magazine, R&A is now available in a DIGITAL edition! RandAMagazine.com

advertising that doesn't get thrown out with the mail

Locally owned. **Locally** operated. Promoting **local** home improvement professionals and **local** suppliers...showcasing their **local** projects.

R&A Magazine...seriously LOCAL!



Because R&A Magazine is not mailed to homes, readers actually have to make an effort to obtain a copy...yes, R&A readers are motivated! And because of the valuable information we publish (thanks to our advertisers), many readers have told me that they keep every issue for reference. Want more proof that R&A advertising works? Ask our long list of regular advertisers.

Isn't it time you target your marketing to serious home improvement consumers?

ask me about our
BIA Discount

Patrick Kiely, Publisher
717.519.7986
info@RandAMagazine.com

www.RandAMagazine.com

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

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Jason Herr, Trout CPA
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2021 Association Event Partner
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