Volume 38, Number 3, Fall, 2022

# Lancaster Builder

A publication of the Building Industry Association of Lancaster County



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MARTIN'S FLOORING INC.
We Install Confidence!
More info on page 4.


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THE DREAM HOMES EDITION
PANTONE COLOR OF THE YEAR DECOR

# At Our Best When There Is Robust Member Involvement

*by Jordan Metzler, Metzler Home Builders, Inc.*



What a great year it has been so far for the BIA and our builders and associate members. We know many of you are still very busy and doing all you can to keep up.

I would like to take a few moments of your time to keep you informed of all the exciting things happening at the BIA as Summer turns to Fall.

The membership committee and staff have been hard at work preparing for our brand-new workforce development event, BIA Building Futures: A Construction Career Day, on October 5th. We have been working with local school districts and trade schools to bring them into this event and give you all an opportunity to showcase the building trades as a viable and legitimate career path. We know that workforce development is a major issue facing our industry and we are working hard to ensure that our students and future workforce have the opportunities to connect directly with you, our member companies.

In other exciting news, we are well underway on construction of our updated office space. As a reminder, we are reducing our current office footprint by roughly half, so that we can remain financially responsible and best serve you, our members, for the long term.

Demolition and framing of the new space are 100% complete and we are now onto the mechanical stage of the project. Electricians, plumbers and HVAC technicians are hard at work. We have had many member companies step up to the plate and provide volunteer labor and discounted materials. However, there are still many opportunities to help and donate to this cause. Please see page 13 for a comprehensive list of companies who have become partners in this project. I personally ask you to consider joining them as a way to give back to the association that does so much to ensure that your business is protected and promoted.

While we are constantly working to provide the best member services we can for you, we are equally as focused on keeping the Building Industry Association sustainable. As part of our Strategic Plan, we have identified 3 main pillars, or functions of our work – Strength and Sustainability, Promotion & Advocacy. In terms of strength and sustainability – we are at our best as an association when we have robust involvement from our membership. Please consider some practical ways to get involved and give back to the association that does so much for companies like yours and mine. Thank you!

# Calendar of Events

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

## Events

| | | |
|---|---|---|
| Sept | 13 | End of Summer Social benefiting the BIA PAC<br>@ the home of Frank & Vicki Vargish 6:00pm–8:00pm |
| | 22 | BIA Morning Mingle sponsored by Barley Snyder @ Eden Resort |
| | 30 | BIA Pillar Awards final entry deadline |
| Oct | 5 | BIA Building Futures: A Construction Career Day<br>@ Wyndham Lancaster Resort 10am – 7pm |
| | 21 & 22 | PBA Committee and State Board Meetings, Hershey, PA |
| | 27 | Breakfast with the County Commissioners<br>@ Inn at Leola Village - Bella Banquet Room 7:30–9:30am |
| Nov | 2 | BIA–The Whole Picture @ BIA Office, 8am – 9am |
| | 10 | GMM & BIA Pillar Awards Presentation @ The Inn at Leola Village |
| | | —SAVE THE DATE— |
| Dec | 15 | BIA Holiday Social hosted by The Remodelers Council<br>More details to come. |


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.

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Immediate Past President: Steve Cook

*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.*

**BIA STAFF**
*Executive Officer:*
Karen Watkins

*Director of Member Services:*
Pauline Wilton

*Administrative Coordinator:*
Tara Cook



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# Cover Sponsor: MARTIN'S FLOORING INC.

## WE INSTALL CONFIDENCE – IT'S A PROMISE AND A COMMITMENT



Whatever your flooring or window treatment needs are, we are here to make your dreams a reality. Since homeowners are spending more time in their homes, they are interested in making improvements to suit their lifestyle and needs. Relocators moving into the area have caused a boom in new home construction. Martin's Flooring has an experienced team, who work with local builders, contractors, and commercial contractors throughout Southeast Pa. The Martin's Flooring Team works within the budgets, while still providing the homeowner with professional and award-winning installations.

Luxury Vinyl continues to be the flooring of choice for many remodeling and new home construction projects. Homeowners, builders, and commercial businesses are using Luxury Vinyl in kitchens, living rooms, bathrooms, and in heavy traffic areas often found in commercial businesses. Why? Luxury Vinyl is durable and easy to maintain. It is also waterproof making it ideal for kitchens, baths, basements, and laundry rooms. These products are popular not just for their waterproof and durability benefits, but it's because these products are fashionable and realistic looking. Luxury Vinyl is a great choice for open living spaces.

Martin's Flooring has one of the area's largest assortment of quality flooring, tiles, and window treatment products. They offer free design consultation, shop from anywhere service, guarantee installation, and a cleaning division. They now offer free service for you to shop from your business or workplace. You can schedule an appointment online and they will bring the showroom to you! Also available as part of any new floor installation is Neutralize system which eliminates mold, mildew, germs, and 99.9% of viruses.

Patterned tiles come in all sizes, shapes, styles, and colors, offering unlimited design options to add a pop of color or texture to your space. Emily Foltz, design consultant for Martin's Flooring says "the farmhouse style, with plain tiles, was popular for a while, but now there is a shift to a more modern style using patterned tiles as accent pieces."

Martin's Flooring was voted #1 Floor Covering Store in the LNP Reader's Choice Awards. They have been serving the area since 1985, by living their brand, We Install Confidence.

"We are thankful for the confidence that people have placed in us for their flooring, window treatments, and floor cleaning and maintenance needs," said Michael Martin, owner and president. "Installing Confidence starts the moment the customer walks into one of our showrooms, visits our website, or calls our store," he said. "It does not end until we have completed the project to the customer's satisfaction, not ours. That is how we install confidence."

Barb and Mike Martin attribute their growth to their unwavering commitment to exceed customers' expectations. "From day one our goal has always been doing whatever it takes to satisfy customers. Our employees have learned over the years that we take our Mission Statement seriously. They in-turn make it their mantra also, so that this principle that Barb and I started with, continues each and every day," Mike says.

To find out more about how **Martin's Flooring Team** of flooring specialists can partner with you on your next project, call 717.445.7799 or visit martinsflooring.com.

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# Why You Need a Plan B (and Maybe a Plan C)

From **PRO**BUILDER, July/August 2022

By Tony Callahan

*With rising interest rates, unmet demand, and record-high sales prices, a backup plan (or two) hedges against a housing market in flux.*

There's turbulence in the housing market. Rising mortgage interest rates are destined to go higher to fend off overall inflation, putting more potential homebuyers on the sidelines and increasing contract cancellation rates.

With that, new-home prices remain at record-high levels, also causing homebuyers to hesitate—either because they can't afford to buy, don't want to buy at what they think may be the peak, or they know they'll suffer a higher interest rate (perhaps double their current rate) on a new purchase. In any case, sitting on the sidelines keeps them from selling their current home, thus further reducing overall housing inventory in a market characterized by hyper-demand.

It's a cycle that makes housing less and less affordable, especially for first-time buyers. I remember buying my first home and how the monthly payment was a significant determining factor of how much (if any) home I could afford. The same is true now, even with mortgage rates still low by historical comparison.

**The Housing Price-Mortgage Rate Dynamic** Home prices and mortgage rates go hand in hand; you can't fully evaluate one without considering the other. Higher mortgage rates mean higher monthly payments,which shrinks the pool of potential homebuyers. We can have historically high home prices if mortgage rates are historically low and still enjoy an active market, but when both are on the rise, demand slows.

Mortgage rates also affect housing supply and demand in a different way. As rates rise, contract cancellations and unsold spec inventory increase the supply of new homes available for sale, tempering prices and boosting affordability, which, in turn, boosts demand. At least that's the theory (and the track record) in our industry.

**Is There Really a Supply Issue?** Some folks who are overly bullish on housing are quick to point out that the U.S. has a housing supply deficit. You could argue that, but it really doesn't matter whether we have a housing shortage or not if affordability concerns are keeping many potential buyers stuck on the sidelines, unable to afford a home, which is the sad reality.

While I don't feel especially bullish about our current place in the housing cycle, I'm also not one of those doomsday YouTubers who predict an ocean of foreclosures in our near future, and certainly not on the scale of what we experienced during the depths of the Great Recession.

Foreclosures will indeed increase slightly from their near historic lows thanks to other economic factors (overall inflation being one of them), but people have more options to fend off foreclosure than they did during the Great Recession; most have equity in their homes that's not driven by speculation or risky loans and they have the option to sell to a hungry market ...and, in turn, increase supply.

**Controlling Costs With Spec Homes** Another item that will affect housing supply is the significant amount of new-home inventory under construction that has yet to be offered for sale.

That's because many builders started more spec homes than usual as a hedge against rising materials costs and supply uncertainty, instead of being forced to ask buyers for an inflationary increase in the price of their new homes or eating the

increase themselves.

By waiting until these spec homes were substantially completed—or at least were through the framing stage—before offering them for sale, builders were able to better understand and manage their costs.

A lot of that new-home inventory will hit the market during the second half of this year, helping to close the supply gap, ease affordability, and somewhat counter the impact of higher interest rates on demand.

**Have a Plan B**

So, what are you as a home builder going to do during this transitional time? Prepare.

Think about it: Even if I'm wrong and the market continues to go up and up from here instead of easing off a bit, wouldn't it be wise to have a Plan B? (Personally, I like having a Plan C, too.)

One of the best ways to prepare for a market shift is to engage your most strategic resources; that is, your team. Start by asking them to answer the following three questions, as they relate to a 20% to 30% drop in the market, specifically:

1. What should we start doing now to prepare?

2. What should we continue doing even if the market corrects?

3. What should we stop doing if the market corrects?

Consider setting up cross-functional teams to develop ideas that span departments. Look for ways to in crease efficiencies without sacrificing effectiveness. (It doesn't matter how fast or efficient you are at doing something if you're doing it wrong; chances are any time saved will be spent doing it over.) Watch your expenses. Maintain a cash balance. Focus on improving your competitive advantage. Finally, look for the positives in everything.

Downturns are challenging, but cycles are inevitable. Be agile and adapt as we approach the next housing cycle.



**Tony Callahan**, CPSM, CSCP, has worked in the building industry for two-plus decades and is an expert in purchasing and supply chain management.

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

## NEW HIRES

**David Miller/Associates, Inc. (DM/A)** of Lancaster welcomed **Rosa Malloy** as a CAD Designer and Environmental Scientist in May 2022.

Rosa is a graduate of Kutztown University of Pennsylvania with a Bachelor's Degree in Environmental Science with a Biology concentration. She also successfully completed PennDOT's Phase 1 Environmental Site Assessment PUB 281 Training, and has received Erosion & Sedimentation Control and Portable Nuclear Gauge Certifications in the State of Maryland.


*Rosa Malloy*

DM/A provides services to public and private sector clients in civil engineering, landscape architecture, municipal services, planning, geology, and surveying. Please visit our website at www.dmai.com for more information.

**GR Mitchell, INC.** is pleased to announce that **Tom Kelley** has been hired to be a part of our business development team. He brings 13 years of sales experience to GR Mitchells business development team. We welcome him with open arms to the GR Mitchell family. He's a bright self-starter with lots of love for our community. In his early time here, he has proven to be a good fit.


*Michael Mixell*

Tom shares a core value with GR Mitchell, community. He grew up in Lancaster and graduated from Lampeter Strasburg. Tom knows our county inside and out, and maintains a commitment to better Lancaster in any way he can. He said" I am eager to watch my work come into effect in the very own place I grew up in."

Tom worked in automotive sales and finance for 13 years before starting his career at GR Mitchell. These jobs have provided him with extensive knowledge and customer service needed for his role. He has all the tools needed to bring value to our customers all while following the GR Mitchell core values. These are tools he has been sharpening for some time, now we work.

He is adjusting well to his new role at GR Mitchell and isn't affected at all by the differences from his former roles. "Everyone has been incredibly kind and helpful through-out the onboarding, there is a lot to take in." He was impressed with how tight knit our staff is. Come say "hi" to Tom and help us welcome him to the team.

**Quarry View Building Group** is pleased to announce that **Brooke Hall** has been promoted to the role of Chief Operations Officer. As COO, Brooke will provide company-wide leadership, management, and vision as she helps guide Quarry View the focused execution of strategic growth. Brooke earned her Bachelor of Science in Economics from West Chester University and her Masters of Business Administration from Louisiana State University. Her education, as well as her experience working for large General Contracting firms made her the ideal candidate to lead our team. Outside of her career, Brooke enjoys spending her time with her family and staying involved in the equestrian world.


*Brooke Hall*

**Jeff Reimold**, our beloved Chief of Operations, is following his calling into the men's ministry, Men of Iron. This ministry provides the resources to equip men and grow Godly leaders. To learn more about the ministry, you can visit the website: menofiron.org


*Jeff Reimold*

We will surely miss him, but we know he will use his gifts to make a positive impact within the ministry!

## HONORS

**Barley Snyder** announces that partner **Shawn M. Long** was recently confirmed by the Pennsylvania Senate to fill a judicial vacancy on the Lancaster County Court of Common Pleas. Shawn was unanimously recommended by the Pennsylvania Senate Judiciary Committee to fill the vacancy.


*Shawn Long*

"Shawn's leadership skills and commitment to service in his personal and professional life will fit perfectly in his new role as a Lancaster County Court of Common Pleas Judge," Barley Snyder managing partner Jeff Lobach said. "We will miss Shawn as a friend and as a colleague at Barley Snyder, but we are pleased that one of our partners has been honored with this appointment."

Prior to joining Barley Snyder, Long spent six years in the U.S. Marine Corps, and was a counselor in York County's juvenile justice system. At Barley Snyder, Long focused his law practice on creditor's rights, litigation, and real estate.

Long earned his B.S. at York College of Pennsylvania, graduating cum laude. He earned his J.D. at the Dickinson School of Law where he was a member of the Woolsack Honor Society. In 2021 he was named "Lawyer of the Year" for Bankruptcy and Creditor Debtor Rights/Insolvency and Reorganization Law by Best Lawyers in America.

**Barley Snyder** announces that their attorney **Jennifer Craighead Carey** has been named to the Law Power 100 by City & State PA as one of the most powerful people in the legal profession in Pennsylvania.


*Jennifer Craighead Carey*

Craighead Carey was profiled in a special issue on June 27 along with other top-ranking partners in Pennsylvania's leading law firms, law schools, the judiciary, government and advocacy groups. The award honors established leaders with proven track records of community service and business accomplishments, and who influence others through their personal successes and achievements.

A partner in Barley Snyder's Employment Practice Group, Craighead Carey concentrates her practice in the areas of labor and employment law and associated litigation, and serves on the Management Committee, as Crisis Management Service Team Chair and as Diversity & Inclusion Committee Chair at Barley Snyder. In her practice, she serves as both counselor and litigator and has handled cases at both the administrative level and in state and federal court for clients of all sizes and in all industries.

Additionally, Craighead Carey is devoted to community service and serves on the board of directors for several corporations. She also has been recognized in Savoy Magazine's Most Influential Black Corporate Directors and as a Pennsylvania Super Lawyer for the past 13 years in a row.

Craighead Carey graduated magna cum laude from Millersville University. She received her J.D. from the Dickinson School of Law where she graduated cum laude and was a member of the Dickinson Law Review, a member of the Woolsack Honor Society.



**& MORE HONORS**

# EGS Receives the 2022 Ethics in Business Award

from the Samaritan Counseling Center of Lancaster

**EGStoltzfus** is honored to be named the 2022 recipient of the Ethics in Business Award, presented by the Samaritan Counseling Center of Lancaster.



EGS, along with fellow nominees Evolution Power Yoga, Joyland Roofing, and Zoetropolis Cinema Stillhouse were recognized in this year's program.

After accepting their Ethics in Business nomination, each organization undergoes an ethics audit that includes production of documents, an employee survey, and a half-day site visit and interviews.

ETHICS IN BUSINESS
Beyond the Expected
2022 AWARD RECIPIENT

The process culminates in an in-depth report presented to an anonymous selection committee comprised of local business leaders.

The committee uses these reports and their professional experience to select the award recipient based on five criteria — *Integrity, Fairness and Justice, Stewardship, Life-Enhancing,* and *Transparency*.

The awards banquet was held at Lancaster Country Club on July 21st. Andy Dula, President of EGStoltzfus, and fellow nominees participated in a panel discussion about practicing ethics in their organizations.

EGStoltzfus
BUILDING ONE STORY AT A TIME

# PBA Community Service Project of the Year Award

Quarry View Building Group — Schwenkfelder Historic Barn Restoration



For years, the Seipt family dreamed of donating their barn, originally built in 1826, to the Schwenkfelder Library and Heritage Center. The project required a builder that would have the expertise and ability to take the utmost care in handling the complex barn move & restoration work. Chris King and the team at Quarry View Building Group stepped up to the challenge.

The barn was not in the best shape, so there was quite a bit that had to be replaced. Every "new" piece that was brought in was reclaimed wood from around the same time period. Based on Patrick's expert recommendations and pictures, stalls were added to the first floor of the barn. The stalls were all built out of reclaimed lumber. The rods from the hay manger were bought from an old barn in Millerstown, PA.

The barn was labeled and deconstructed and then traveled around 20 miles to its new home at the SLHC. The Quarry View team, along with Henry Stolzfus & his team, built the barn back together, incorporating its "new" additions seamlessly. Shawn Stoltzfus & the team at Prestige Painting played a big part in the restorative efforts.

This project brings cultural value into the community. The level of care and attention required for the barn restoration makes it an attractive neighborhood to move into and brings caring people into the community.

PBA PENNSYLVANIA BUILDERS ASSOCIATION®
QUARRY VIEW® BUILDING GROUP




## The BIA is Soliciting Nominations For:

# 2023 Officer and Board Director Positions.

If you are interested in serving or know of another BIA member who would be a valued addition to leadership, please contact: EO Karen Watkins at (717) 569-2674.

Voting will take place at the **General Membership Meeting** on November 10th at the **Inn at Leola Village** (see page 18).

# Builder Spotlight:

## Andrew Szalay
## Lancaster Lebanon Habitat for Humanity



**When was your company started?**
Lancaster Area Habitat for Humanity was established in 1986 and Habitat of Greater Lebanon was established in 1990. We merged in 2016 as Lancaster Lebanon Habitat for Humanity. Both were started by local business leaders compelled to make an impact on poverty.

**What does your company do?**
We rely on volunteer labor to make our projects affordable for our low-income first-time home-buyers who have a need for housing (their rental is not safe, warm, dry, or affordable). They will contribute at least 250 sweat equity hours and will buy the home with a zero-interest mortgage. So we are a nonprofit, a home builder, and a mortgage company.

**What makes your company special?**
The result of our work since 1986 in two counties has been over 300 lives changed through becoming first-time homeowners because of our global 501(c)(3) brand!

**Why do you enjoy your job?**
First-time home-buyers! There is nothing like seeing the pride of people coming into their own home, plus the feeling of impact given our volunteers and donors, and all of it meeting a basic need that — in our country's system — is actually wealth building.

**Why are you a member of the BIA?**
We are home builders and believe in creating new housing opportunities. The demand for homes is hard to quench, not to mention that home builders change lives through honest jobs, and home buyers improve their place in life, making their lives function better for their families.

I also enjoy explaining to our contributors, as homebuilders will understand, that our raised funds help develop homes, and our home-buyers help subsidize the next project. Homes transform lives and if you haven't seen a low-income family coming into a home they own, not having to move again when the rent is raised, then you really don't understand how good homeownership is in America.

**Tell us about yourself and your family.**
My wife and our two children moved to Lancaster to work for Lancaster Lebanon Habitat for Humanity in 2017 after 15 years of being supported by jobs in housing policy in Washington, DC. Now we have a lateral home with a setback and a lawn to mow that I like playing catch on regularly. We had a beloved hermit crab during the pandemic that didn't end so well; we really should try that again.

**What are your hobbies?**
I love mountain climbing and write a blog called The Suburban Mountaineer at SuburbanMountaineer.com. I mostly, but not exclusively, write about mountain literature. However, since the pandemic, golf has taken more and more of the time I once devoted to mountain lit.

**What other organizations** I am Co-Chair of the Policy Committee at Lancaster's Coalition for Sustainable Housing. I am also Vice President of Lancaster Equity Community Development Corporation.

# Associate Spotlight:

## Jason Rhoads, COO
## Rhoads Creative, Inc.



**When was your company started?**
Rhoads Creative was founded in 1992 (Celebrating 30 years!). We began as a full-service advertising agency and transitioned to a fully digital advertising firm nine years ago.

**What does your company do?**
We create and implement high-performance online advertising strategies for builders and their associate companies. We work for many developers, builders and municipalities in Central Pennsylvania and Northern Maryland in the residential, industrial, commercial, and heavy/highway sectors.

**What makes your company special?**
In a word — RESULTS. We pride ourselves in the significant results we get for our homebuilders. Our digital programs consistently deliver substantial increases in leads (and prospects in the door) as well as having a direct impact on our clients' sales. Our case studies say it best -- Check out our website to read a few (rhoadscreative.com).

**Why do you enjoy your job?**
Three main reasons: 1) It's very gratifying to see the strong return builders get from our programs and how our work directly affects their growth. 2) I love digging into data and am obsessed with uncovering the insights and answers within it. 3) I thrive on the fast pace of the digital industry and its ever-changing nature—which drives my company to always be on the cutting edge.

**Why are you a member of the BIA?**
To connect and partner with builder and associate members to hopefully have the opportunity to bring them better digital marketing solutions.

**Tell us about yourself and your family.**
I am happily married for 9 years and live in Exton, PA. We have 4 children—3 boys and a girl– ages 1 through 7 (yes, we are very busy!) and a crazy (but terrific) dog.

**What are your hobbies?**
I enjoy coaching youth sports (baseball, soccer and football). I also spend time at the gym power lifting.

**What other organizations are you a part of, if any?**
I am a member of the HBA of Chester and Delaware Counties, and the HBA of Bucks and Montgomery Counties along with NAHB, PBA and 55 Plus Council. On the personal side, I sit on the board at my children's preschool.

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in stimulating Lancaster County's
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**Whether you are a home improvement professional, a supplier, or a home service tech company, if your business is in Lancaster County and you advertise, why wouldn't you want to be part of the only publication in the area dedicated exclusively to promoting your industry? Together, let's continue to stimulate the local home improvement market!**

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# 2022 Building Industry Association PILLAR AWARDS

## GMM & Pillar Awards Presentation
## November 10, 2022

5:30–8:30 at
The Inn at Leola Village
**38 Deborah Dr, Leola, PA 17540**

Cost to attend: $70.00 per person

***EVENT SPONSORS***

Presentation Sponsor — UGI Energy to do more®

Reception Sponsor — 95 Years Lezzer Lumber

Friend of the Industry Sponsors — Members 1st Federal Credit Union; Rhoads Energy; Trout Accounting | Tax | Advisory; Douple Agency, Inc. Insurance

**HURRY!**
**FINAL DEADLINE:**
**SEPTEMBER 30, 2022**

*— Entry Fees —*

First entry $345 Each additional $295

## 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

### REMODELING PROJECT ACHIEVEMENT AWARDS
- Addition
- Basement Remodel
- Bathroom Remodel
- Commercial Project
- Exterior Project
- Interior Project
- Kitchen Remodel
- Landscape/Hardscape Project
- Outdoor Living Project
- Restoration Project
- Senior Living /Aging-in-Place
- 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

Building Industry Association
BUILDING FUTURES
Construction Career Day

# BIA Building Futures: A Construction Career Day

## October 5th, 2022

**10:00 am - 7:00 pm**

**Wyndham Lancaster Convention Center**




**An event to promote industry careers and connect you, BIA members, to your future workforce!**

**Open to the public**

**Extensive marketing campaign**

**Presentations & Q & A**

**Demonstrations**

Event Sponsor:

95 YEARS 1927 2022 Lezzer Lumber

Kids Construction Corner Sponsor:

Landmark Homes

Workforce Sponsor:

UCH HEATING COOLING PLUMBING

Building Futures Student Sponsors:

tk BUILDING & DESIGN LLC

EGStoltzfus BUILDING ONE STORY AT A TIME

RE·BATH

Trade Ambassador:

GRMitchell BUILDING SUPPLIES & HOME CENTER

Industry Support Sponsors:

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## REGISTRATION IS OPEN!

### ✓ Reserve a Booth

Speak with attendees looking for industry jobs, including local students. Promote the benefits of careers in the building industry!

### ✓ Be a Sponsor

Help support the event and promote your business! Many options are available, see registration flyer.

### ✓ Support the Industry

Promote the industry and the many benefits by being a presenter, hosting a demonstration, volunteering at the event, or donating give-a-ways and raffle prizes!

**For more information, questions and registration forms:**

Contact: Pauline Wilton
Pauline@lancasterbuilders.org or 717-569-2674

Lancaster Building Industry FOUNDATION

# Reflecting Our Local Values For Helping

## The LBI Foundation recently granted funds to Good Samaritan Services in Ephrata.

+Good Sam provides a full continuum of care from emergency shelters to permanent housing to over 400 men, women and children every year. After the acquisition of the Locust Street, Ephrata, property, renovations began on the 9-bedroom home. Construction challenges were significant, but the finished project will provide safe, comfortable, affordable housing to participants transitioning out of shelter programs.

Funds from the LBI Foundation were specifically used to purchase a vinyl railing system through BIA member **Elite Vinyl Railings**. Good Sam volunteers completed the installation and the final result is safe, attractive and functional.

It is always a privilege for the LBI Foundation to participate in a worthy project!



Good Samaritan Services
*Restoring hope. Transforming lives.*

For more information about Good Samaritan Services check out www.goodsamservices.org.




## Phil Shatto Legacy Scholarship Recipient

Pictured here are Thaddeus Stevens Carpentry Technology student **Tyler Lamb** with Tara Cook of the BIA and Shawn Garman of Garman Builders.

Tyler is the recipient of the *Phil Shatto Legacy Scholarship*, an award contributed by Garman Builders in honor of a Garman team member. Congratulations to Tyler and all our scholarship award recipients; we wish you the best in your continued education and future employment!

**The LBI Foundation** could not provide funds to worthy students and industry causes without YOUR help.

***Thank you!*** to all those who have contributed to the Foundation in 2022!

*Century Home Improvements*
*Douple Agency*
*Ebersole Brothers Construction*
*ELA Group*
*Five Point Renovation*
*GR Mitchell*
*Hall Media Solutions*
*Hess Home Builders*
*Indoor City of Lancaster*
*Jemson Cabinetry*
*Jim Martin Design*
*Kieffer's Appliances*
*Kreider and Diller Builders*
*Merv Miller Builder*
*Metzler Home Builders*
*Penway Construction*
*RGS Associates*
*TK Building & Design*
*Mitch Nye of Abel Construction*
*James Graybill of Alden Homes*
*Scott Frick of Bertz Hess*
*Jared Erb of Custom Home Group*
*Reuben Stoltzfus of EWBN*

If you or your company would like to contribute to the future of local students and worthwhile local projects contact staff@lancasterbuilders.org today.

# BIA Renovation Update

The BIA is Renovating!

**Building permits were approved** and the renovation to the BIA office space has begun! Unneeded cabinets, doors and furniture were donated to various BIA members and to the Lancaster Habitat Re-Store. We are pleased that these items can be better used elsewhere.

## *WE NEED THE SUPPORT OF OUR MEMBERS!*

Demo and framing started in late July; many thanks to our volunteer crews from **TK Building and Design**, **Hess Home Builders**, **Dutch Quality**, **Heartland Builders**, **Alden Homes**, **Blakinger Thomas** and **Metzler Home Builders**.
Hard to believe that the shell of the new office space will soon be functional and fabulous, but this is what you folks do!

We thank our BIA member suppliers who have provided favorable pricing for materials up to this point in the project – **GR Mitchell** and **Lezzer Lumber** —and we look forward to working with BIA members **J.G. Graybill Plumbing**, **Keener Insulating & Supply**, **Iddings Electric**, **EZSolution** and **Ville Painters**, the plumbing, insulation, electric, technology and painting bid winners.

## *WE UNDERSTAND EVERYONE IS EXTREMELY BUSY!*

If you are unable to donate time or materials, please consider a **monetary contribution**. Working from a smaller, more efficient space will ultimately save the association money as we strive to further the industry interests that help YOU do business.

**Capital Campaign requests are coming and we hope you will be a part of this effort.**

Check out the renovation calendar @
event Calendar | BIA of Lancaster County
https://lancasterbuilders.org/events

Make contribution online @
https://members.lancasterbuilders.org/store/

We are excited to soon be serving the Association from an office space that reflects what our members do so well!







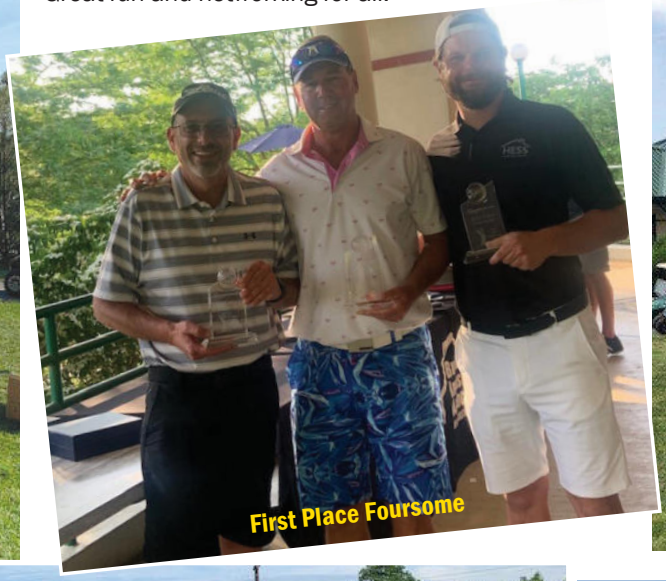
**Questions?** Contact staff@lancasterbuilders.org

# The 2022 Annual BIA Golf Outing!

*A perfect day for networking and all-round fun*

June 21st started out grey but ended with sunshine for the Annual BIA Scramble Golf Outing sponsored by Martin's Flooring. 140 golfers enjoyed playing the Crossgates Golf Club course, ending the evening with dinner – and of course — prizes and awards for the tournament winners. Great fun and networking for all!





First Place Foursome




## 2022 Golf Outing Winners

**First place foursome :**
Mike Viozzi
Phil Sensenig
Rick Wise
Thatcher Book

**Longest Drive (men):**
Dave Long

**Longest Drive (women):**
Stacy Nass

**Longest Putt:**
Dave Long

**Closest to the Pin:**
Rob Lukowski

**Straightest Drive:**
Enis Reiff

**Sponsor Scavenger Hunt:**
Tim Severe






## Thank You, Sponsors!

**Tournament Sponsor**
Martin's Flooring
**Beverage Sponsor**
GR Mitchell
**Bag of Tricks Sponsor**
Bertz, Hess
**Mulligan Sponsor**
Members 1st FCU
**Cigar Sponsor**
Mirus Financial Partners
**Water Sponsor**
Miller & Sons
**Beverage Hole Sponsors**
My Benefit Advisors
Rhoads Creative
Rhoads Energy
**Premium Hole Sponsors**
Ephrata National Bank
Jemson Cabinetry
Compleat Restorations

Building Industry Association
OF LANCASTER COUNTY

# 2023 Partnership Packages Available!

## Get Your Message In Front of the Right Crowd!




☑ Feature your company throughout the year with BIA partnership packages.
*Don't miss the opportunity to promote your company through event sponsorships, advertising, and contributions.*

☑ The BIA has a wide variety of events and activities planned for 2023.
*These could not be successful without the support of our members! Thank you to our current Partners and those who chose to continue in 2023!*

☑ We have a wide range of packages to fit your marketing needs and budget.
*For more information and to reserve your partnership, please contact Pauline Wilton at* (717) 569-2674 or pauline@lancasterbuilders.org.

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## BIA Sponsor Appreciation Breakfast

***Thank you*** to our 2022 BIA partners and Sponsors! Our events, awards programs, advocacy efforts and workforce development programs could not happen without your support. To show our appreciation, the BIA said "Thank You" with a breakfast at the Lancaster County Club on August 9th. We appreciate the support of our members, and look forward to a successful 2023!



## 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**

2023 Building Industry Association PARADE OF HOMES

# News About Our Annual Parade of Homes!

The **BIA Parade of Homes**, sponsored by **Fulton Bank** and **UGI Utilities**, has been celebrating the work of our Association home builders for over 30 years.

The public is always eager for the chance to view these beautiful homes in-person and at no cost. For the past few years we have added to this excitement by including the opportunity to explore these homes virtually, as well.

Both experiences are terrific and we want keep the excitement going!

What we often hear from you, our Parade builders, is that you have the perfect home for the Parade, but...

- It sold earlier than anticipated.
- The custom-build clients would rather not have thousands of folks in for a tour.
- Delays are holding you back, it won't be done until after the June in-person Parade is over.

Fulton Bank

UGI Energy to do more

**You can still participate!** We will be opening registration for the 2023 Parade next month. We can capture your beautiful home via Matterport video (yours for your use) and feature it as a virtual entry in the 2023 event. Judging can be accommodated to suit your client's comfort level with either an in-person judging or virtually. We count on the support of you, our builders to make this event entertaining and informative for the public and competitively exciting for you!

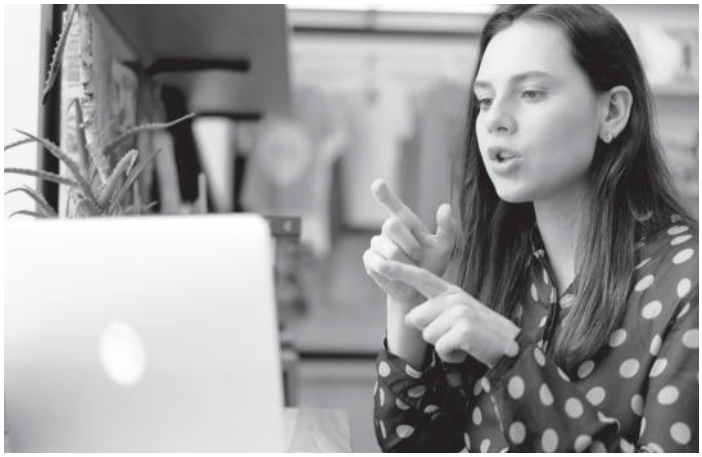
BIA and Parade Committee members will be connecting with our builders to take advantage of this expanded Parade opportunity.






# MY BENEFIT ADVISOR

## TECHNOLOGICAL ADVANCES HELP EMPLOYEES TO GET MORE VALUE FROM BENEFITS



Since the widespread shift toward remote and hybrid work began a little over two years ago, a rapidly increasing number of employers have implemented and expanded their use of benefit administration technology. And as the technologies involved have continued to advance, employees have enjoyed greater access to their employee benefit program information and administrative functionalities.

For many individuals working from home, there is less opportunity to learn about employee benefit details through in-person meetings, bulletin board postings and other more traditional means. The benefit administration platforms remedy this by improving access to data, including detailed benefit descriptions, plan comparisons, cost illustrations, provider network information and prescription drug details and other decision-support tools, allowing workers to make more informed choices regarding benefit selections and changes. The employer benefits as well since these same technology enhancements will allow human resource staff the ability to better perform their responsibilities from remote work locations and with less opportunity for human error.

Although these platforms have already been in use for some time by larger companies, the technology has now made its way down to small groups as well, eliminating obstacles for just about any company to employ digital benefit administration capabilities for the benefit of their employees.

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 REMODELERS COUNCIL

SAVE the DATE!

## BIA Holiday Social

December 15, 2022

Join us for networking, drinks, and light fare.

**More Details to Come!**

Hosted by the

**REMODELERS COUNCIL**

Thanks to our sponsor

GRMitchell
BUILDING SUPPLIES & HOME CENTER

## Got some job openings?

JOB POSTINGS

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

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

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

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 Tara Cook at tara@lancasterbuilders.org.

# BIA Events and Education

## EVENTS

2022 Building Industry Association PILLAR AWARDS

### GMM & Pillar Awards Presentation Dinner

**November 10, 2022**

5:30–8:30 at The Inn at Leola Village
Cost to attend–$70 per person

### Join us!

- ▶Take advantage of a networking reception
- ▶Cast your vote for our nominated 2023 leaders
- ▶Enjoy a delicious dinner
- ▶Witness the presentation of the 2022 Pillar Award Winners!
- ▶Contribute to the strength of our industry by being on had to give honor to the excellence and achievement of BIA Members!

Presentation sponsor

UGI Energy to do more

*Hurry!*
*Final award entry deadline is September 30, 2022*

### 4 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

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

### — Entry Fees —

First entry $345 Each additional $295

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

**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

**END OF SUMMER SOCIAL BENEFITTING THE BIA PAC**
**September 13, 2022**
**at the home of Frank & Vicki Vargish**
Enjoy a cigar friendly evening of catered fare, soft drinks, fine scotch, and raffle prizes while supporting your BIA's advocacy program!
*Contact staff@lancasterbuilders.org to register.*

**BIA MORNING MINGLE: WHAT RESIDENTIAL BUILDERS NEED TO KNOW ABOUT CONSTRUCTION AND LAND DEVELOPMENT**
**September 22, 2022, 8:00–10:00am**
**The Eden Resort, 222 Eden Rd, Lancaster, PA 17601**
Join Barley Snyder attorneys Maria Elliott and Reilly Noetzel as they discuss hot topics surrounding the residential construction industry. Homebuilders and developers face a variety of challenges throughout a construction project. Maria and Reilly will help identify key issues, how to navigate them, and how to bring your project to a successful close. Topics will include:
- Updating your construction contracts
- The importance of escalation clauses
- Environmental challenges such as NPDES and stormwater permits
- Land development matters like zoning and subdivision

Come out and join us for breakfast and an informative presentation by Barley Snyder!
*Cost: FREE* but registration is required. Breakfast is included.

**BIA BUILDING FUTURES: A CONSTRUCTION CAREER DAY**
**October 5, 2022 10:00am - 7:00pm**
**Wyndham Lancaster Resort**
**2300 Lincoln Hwy E, Lancaster, PA 17602**
Open to the public and welcoming students, parents, veterans, underemployed, unemployed, and those looking for a new career.
This event will educate and promote industry careers and connect you, BIA members, to your future workforce!
Get involved—
- Reserve a booth
- Be a sponsor
- Support the Industry

See page 12 for details. For questions and registration forms, contact Pauline Wilton: pauline@lancasterbuilders.org or 717-569-2674

**BREAKFAST WITH THE COUNTY COMMISSIONERS**
**October 27, 2022, 7:30 - 9:30 am**
**Inn at Leola Village - Bella Banquet Room**
**38 Deborah Dr, Leola, PA**
Join us for a breakfast meeting with the Lancaster County Commissioners. Discuss the issues important to our industry!
Registration information coming soon!
*Cost: $25 per person*
Contact: staff@lancasterbuilders.org

**BIA—THE WHOLE PICTURE**
**November 2, 2022, 8:00 - 9:00 am**
**Location TBD**
Membership may be *THE* most important tool in your tool belt!
Attend to learn what the association can offer you and your business. Get the whole picture of what the BIA is all about:
- Association Information
- Upcoming Events
- Ways to get involved
- Member Discounts
- Networking and Targeted Marketing Opportunities
- Industry Education and MORE!

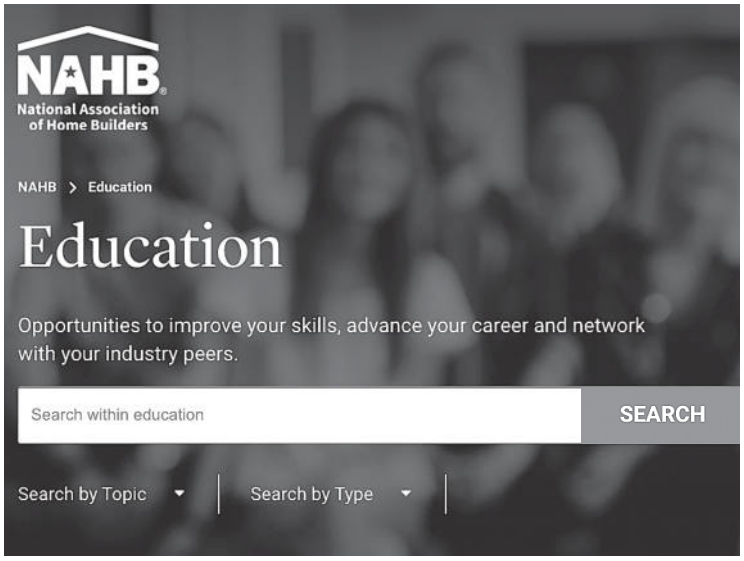
*Cost: FREE* but registration is required.
Contact: staff@lancasterbuilders.org

## SAVE THE DATE

**BIA HOLIDAY SOCIAL**
**hosted by THE REMODELERS COUNCIL**
**December 15th**
Sponsored by GR Mitchell
Join us for our annual holiday social.
Enjoy networking, drinks, and light fare.
More details to come!

Sponsored by GRMitchell BUILDING SUPPLIES & HOME CENTER

# EDUCATION




**Check out NAHB's new online learning portal. You will find and access:**




...and more.

You can also track your online education via your online learning transcript. If you are looking for live, in-person courses, please visit **www.nahb.org/education-and-events/education** for a complete list of events.

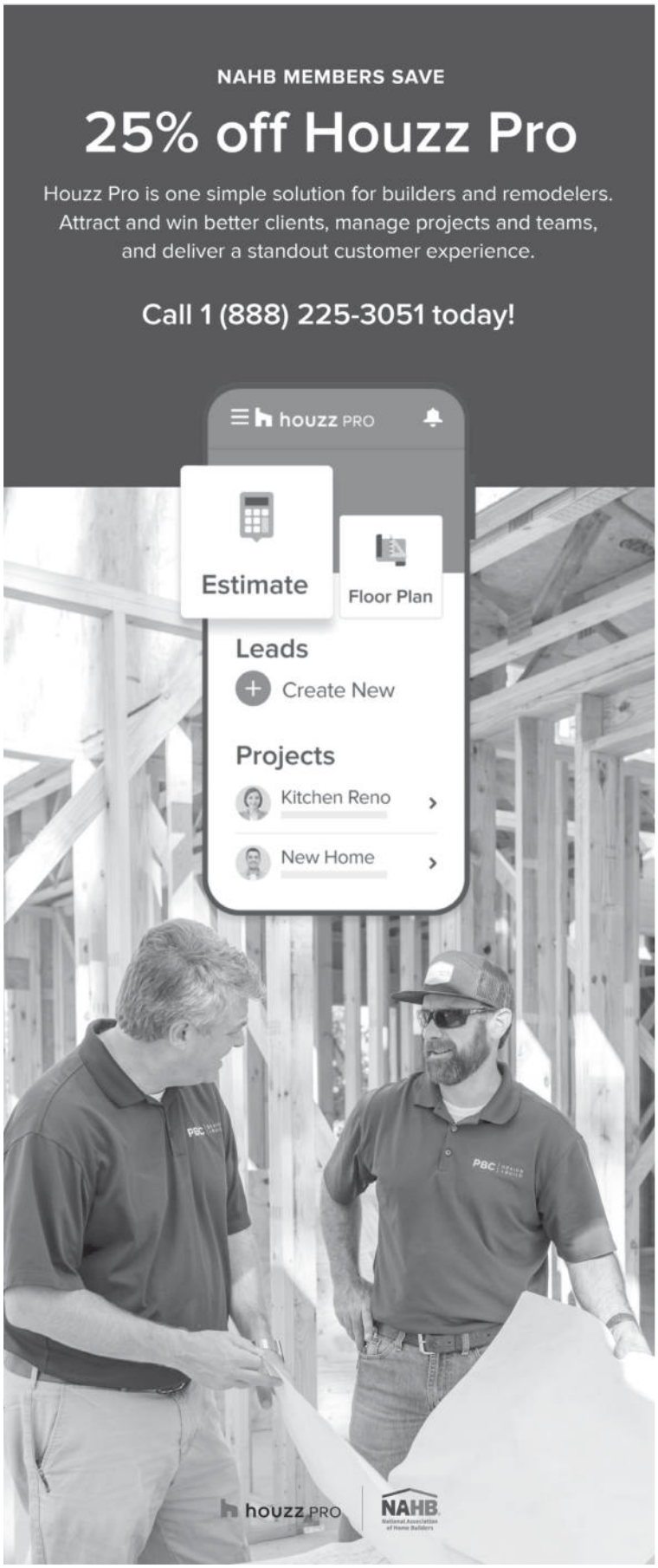
ABC Keystone
Associated Builders and Contractors
Events, Education & Training Calendar

## Are you looking for a particular education class?

Did you know that the BIA partners with ABC Keystone, and ABC offers its classes at a discounted rate to BIA members? All you need to do is let Pauline Wilton, BIA's Director of Member Services, know which ABC class you would like to attend, and she will get you registered.

Email **Pauline@lancasterbuilders.org** Or call **717-569-2674**

Be sure to check out the complete list of classes at **www.abckeystone.org/calendar**



# Tracking Our Recent PA Legislative Wins…and Losses

## The Association is tirelessly advocating for the industry position that enables you to do business. Acts 43 and 58 of 2022 supported by your BIA and PBA are now law!

**PA House Bill 581, now Act 58 of 2022** *The Affordable Housing Unit Tax Exemption Act,* will authorize local taxing authorities to provide for tax exemptions for improvements to deteriorated areas and dwellings to incentivize the creation and improvement of affordable housing units. The bill gives local
authorities a menu of options to pass tax abatements or exemptions for the creation or improvements of affordable housing, including rental units. Use of these abatements is entirely up to local policymakers, and in some cases, offers various exemption schedules to tailor the tax relief to the needs and budgetary constraints they face.

**Senate Bill 635, now Act 43 of 2022**: This bill amends the Commercial Property Assessed Clean Energy (C-PACE) program, a mechanism to finance energy efficiency (EE) construction and retrofits to include multifamily commercial construction. Proponents of these bills state that using C-PACE loans for multifamily commercial construction presents major opportunities for property owners, and for energy efficiency companies. Due to the public health risk posed by airborne transmission of illnesses such as COVID-19, this bill further expands the use of C-PACE financing to include ventilation projects that reduce exposure to indoor airborne contaminants.

**We are, however, very disappointed that although PA Senate Bill 275 was passed by both the Senate and the House (testified to by PBA, excerpted below) it was vetoed by Governor Wolf.** It is an accomplishment to get a bill through legislature and to the Governor's desk, this was a bill that would have greatly helped our association members. While our efforts may not succeed every time, these efforts are being made on your behalf every day.

*Excerpted Testimony to PA Senate:*

The Pennsylvania Builders Association (PBA) strongly supports Senate Bill 275. As policymakers look for ways to curtail the use of fossil fuels, new initiatives are being proposed to address not just how much energy is consumed but also how energy is generated, and the types of equipment and appliances installed in a home. For residential buildings, proposed electrification strategies typically include replacing gas furnaces with air source heat pumps or ground source heat pumps; replacing gas water heaters with heat pump water heaters; replacing gas ranges with induction or conventional electric ranges; the addition of electric vehicle charging capabilities to the building or parking spaces; and replacing gas dryers with electric counterparts (conventional or heat pump).

**Although electrification may provide benefits in certain applications, electrification mandates can be costly and infeasible in some areas of Pennsylvania, limit consumer choice and create challenges for builders, homeowners, and consumers.** While Senate Bill 275 prohibits local governments from adopting electrification policies, we remain concerned with the current ability to "backdoor" electrification mandates in new and existing residential homes through the adoption of the triennial International Energy Conservation Code in Pennsylvania. Currently the Department of Labor and Industry's Review and Advisory Council is tasked with reviewing thousands of model code provisions for adoption into Pennsylvania's Uniform Construction Code.

PBA urges any governmental entity considering an electrification policy to 1. Ensure the existing housing stock is considered – the vast majority of Pennsylvania's homes are far less energy efficient than any new home; 2. Weigh consumer acceptance of an all-electric home – many consumers may opt for the cheaper and less energy efficient alternative of modifying an existing home; and 3. Develop economic incentives to offset the costs of electrifying buildings through methods such as rebates, tax incentives, favorable mortgage financing terms, and utility rate structure.

As always, the BIA GA Committee wants to hear from YOU regarding industry concerns that affect your business!

# BIA "End of Summer" Social

*Benefitting the BIA PAC!*

## September 13th, 6:00 - 8:00 pm

(Rain Date - September 14th)

**Home of Frank and Vicki Vargish: 8 Southview Lane, Lititz, PA**

Building Industry Association POLITICAL ACTION COMMITTEE

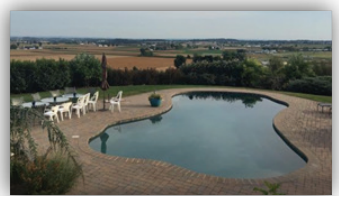
**Join Us!**

**Suggested Contribution: $100 Per Person**

**Enjoy a relaxed, cigar-friendly evening of hot & cold fare, fine liquor, beer, and soft drinks.**



Play to win great raffle prizes while supporting your BIA's advocacy program!



***Dinner compliments of: Frank and Vicki Vargish, Blakinger Thomas***

**Event brought to you by our BIA Advocacy Partners:**

McNees RETTEW rkl ADVISORS for WHAT'S NEXT Snavely's Lumber • Millwork • Building Materials

**Contact staff@lancasterbuilders.org to register.**

## 2022 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
David Costello
Jason Garman
Shawn Garman
Randy Hess
Kevin Kozo
Herbert Miller
Mike O'Brien

### Century Club: $500+

Brian Campbell
Darby Graybill
Jay Provanzo
Chad Stoltzfus
Brent Stoltzfus

### Chairman's Club: $100+

Steve Cook
Lisa Cooper
Scott Frick
Jon Hill
Craig Horning
Jordan Metzler
Claudia Shank
Joel Young
Karen Watkins

## Breakfast with the County Commissioners

County of Lancaster ~ Pennsylvania ~ Founded May 10, 1729

*Come out to discuss the issues important to our industry*

# Join us!

**Thursday Oct 27, 2022**
7:30 AM - 9:30 AM.

**The Inn at Leola Village - Bella Banquet Room**
38 Deborah Dr, Leola

Cost: $25.00 per person
Registration information coming soon!

**Event Sponsor**

UGI Energy to do more

**Advocacy Support Sponsors**

McNees RETTEW rkl Snavely's Lumber • Millwork • Building Materials

# New Members

*Join us in welcoming these companies into the BIA, and in thanking our recruiters!*

## ASSOCIATES

**AIA, Alera Group**
**Patrick, Welsh**
4550 Lena Drive
Mechanicsburg, PA 17055
Phone: (717) 823-2684
Business Activities: Insurance Services
Email: patrick.welsh@aleragroup.com

**Kautz Construction and KC Green Energy**
**Diliana Villamar**
1262 Loop Road
Lancaster, PA 17601
Phone: (717) 290-7077
Business Activities: Roofing Contractor & Solar Energy
Email: dvillamar@kautzconstruction.com
Sponsor: Frank J. Vargish, III, Blakinger Thomas

## BUILDER

**Advantage Building Concepts, LLC**
**Derwin Sensenig**
350 West Church Road
Ephrata, PA 17522
Phone: (717) 847-5514
Business Activities: Remodeling Contractor
Email: derwinabc@gmail.com







**Acquire nearly anything for your business:**

NAHB association members have access to streamlined financing to acquire nearly anything for their business. Take advantage of our expertise in the construction industry to customize payments.

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**Call:** 844.340.9019

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1 Financing and instant decisions subject to credit parameters. Minimum 1 year time in business required. Neither Ascentium Capital nor National Association of Home Builders is the agent of the other. Ascentium not being the manufacturer, seller or distributor of the property being financed, makes no representation or warranty concerning it.

# Membership Renewals

*Thank you for your continued commitment to the industry!*

Adams Drywall, Inc.
Amish Country Gazebos
Blakinger Thomas
Bomberger's Store, Inc.
Boyd Wilson LLC
Charles E. Groff & Sons, Inc.
Charles R. Eckert Signs, Inc.
Creative Financial Group
D. R. Horton
David Miller/Associates, Inc.
Daylight Basements, Inc.
Douple Agency, Inc.
DreamMaker Bath & Kitchen
Ebersole Brothers Construction, Inc.
Greystone Construction, Inc.
Groffdale Concrete Walls, Inc.
Groff's Heating AC & Plumbing, Inc.
Home Grown Outdoor Finishes, Inc.
Indoor City
Ironstone Homes, LLC
Jemson Cabinetry, Inc.
Kieffer's Appliances
Kitchens by Eileen
Lancaster County Magazine
Lancaster Paint & Glass Co.
MBC Building & Remodeling, LLC
Miller & Sons Salt & Water Conditioning, Inc.
MIRUS Financial Partners
NextPhase Business Planning
Orrstown Bank
Quality Design & Drafting Svcs., Ltd.
R & L Siding LLC
Renewal By Andersen
Rhoads Energy Corporation
Stevens & Lee/Griffin
Superior Walls of America, Ltd.
Swartz Kitchens and Baths
Traditions Mortgage
Ville Painters, Inc.
Walters Services Inc.
Weinstein Supply
Zephyr Thomas Home Improvement Company

# Cancellation

Boise Cascade Engineered Wood
Complete Property Solutions
Cooper Custom Homes
Gateway Realty
U.S. Bank

*Sorry to see you go!*
*We'll be here if you choose to come back.*

LANCASTER COUNTY MAGAZINE

# Celebrating Lancaster County's Style, Creative Spirit and Talented Craftspeople 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.

LCM
LANCASTER
COUNTY MAGAZINE

INTERESTED IN ADVERTISING?

To obtain a media kit, contact advertising@lancastercountymag.com

LancasterCountyMag.com

Building Industry Association
OF LANCASTER COUNTY
Your Community. Your Builders.
204 Butler Ave, Suite 200, Lancaster, PA 17601

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## 2022 BIA Board Of Directors

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**VICE PRESIDENT**
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95 YEARS Lezzer Lumber
2022 Pinnacle Partner

UGI Energy to do more
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2022 Association Event Partner

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