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Lancaster Builder

A publication of the Building Industry Association of Lancaster County



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Cover image provided by:

MARTINS FLOORING

More info on page 4.

LANCASTER COUNTY MAGAZINE

Celebrating Lancaster County's Style, Creative Spirit and Talented Craftspeople Since 1987.



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Interior Design: Kathy Shenk, Interior Fancies
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Photo by Nick Gould

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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A Word of Thanks



Calendar of Events

For more information on these BIA events, see page 18.

Events

Sept	15	Pillar Awards Earlybird Entry Deadline
	12	6–8pm BIA End of Summer Social benefiting the BIA PAC @ the home of Frank and Vicki Vargish (Rain date 9/13)
	29	Pillar Awards Final Entry Deadline
Oct	5	7:30–9:00am Breakfast with the County Commissioners
	12	10:00am–6:00pm BIA Building Futures: Construction Career Day
	12	4:00–6:00pm Silent Auction Happy Hour benefiting the Lancaster Building Industry Foundation (held in conjunction with the BIA Building Futures: Construction Career Day event)
Nov	9	General Membership Meeting & Pillar Awards

Building Industry Association of Lancaster County

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

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

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

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

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Administrative Coordinator:
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Cover Sponsor: MARTINS FLOORING

We install confidence – it's a promise and a commitment



Whatever your flooring or window treatment needs, 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 create spaces to suit their lifestyle and needs. Also, people are relocating to this area, so new home construction is booming. The Builder/Contractor Team and the Commercial Team at Martins Flooring is ready to work with local builders, contractors, and commercial contractors throughout Southeast PA. The Martins Flooring Team works within budgets, while still providing the homeowner with professional and award-winning installations.

Luxury Vinyl continues to be the flooring of choice for many remodeling projects and new home construction. 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 because they are fashionable and realistic looking. Luxury Vinyl is a great choice for open living spaces.

Martins Flooring has one of the area's largest assortment of quality flooring, tiles, and window treatment products. They offer free design consultation, free estimates, free financing, free shop from anywhere service, guaranteed installation, and a cleaning division. Also available as part of any new floor installation is the Healthier Living Installation 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 Martins 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."

Martins Flooring was voted again in 2023 as the #1 Floor Covering Store and Carpet Cleaner 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."

To find out more about how Martins 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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Pregnant Workers Fairness Act: What It Means

By S. Whitney Rahmen, Esq.
Blakinger Thomas

Employers need to be aware of new protections provided for pregnant workers under the Pregnant Workers Fairness Act (PWFA).

The PWFA, which went into effect on June 27, 2023, applies to private employers with 15 or more employees and to public employers. Reasonable accommodations must be made to all qualified employees with known limitations due to pregnancy, childbirth, or related medical conditions. A "qualified employee" can perform the essential functions of the job with or without accommodation. A "known limitation" is broader than a "disability" under the Americans with Disabilities Act (ADA), and encompasses limitations on lifting, sitting, standing, or strenuous activity limitations, increased need for bathroom breaks, access to water, or other limitations that could affect the health of the employee and/or the pregnancy.

Depending on the employee's situation, reasonable accommodations may include accommodating sitting or standing limitations, providing access to water, allowing closer parking, flexible hours, a modified work schedule, appropriately sized uniforms and safety apparel, additional break time to use the bathroom or to rest, and excusing the employee from strenuous activities or exposure to dangerous compounds. A reasonable accommodation also may include taking leave, but employers cannot require an employee to take leave if another reasonable accommodation can be provided.

An employer may defend against a claim for failure to accommodate by demonstrating that the accommodation would impose an undue hardship on the employer's business, which requires a showing that the accommodation would impose a significant cost on the employer.

The PWFA also prohibits requiring qualified employees to accept an accommodation other than a reasonable accommodation arrived at through an interactive process between the employer and the employee; denying employment opportunities to a qualified employee based on the need for reasonable accommodations; taking adverse action against a qualified employee because the employee requested or used reasonable accommodations; and coercing or intimidating an employee in the exercise of their rights under the PWFA.

Both the PUMP Act and the PWFA prohibit retaliation against employees for opposing an employer's unlawful behavior or for the employees' involvement in proceedings to enforce these laws.

What This Means For You

To comply with the PWFA, employers must work with pregnant employees to find suitable accommodations that will allow the employee to continue to work and maintain a healthy pregnancy. For most employers, this process will be familiar from providing reasonable accommodations to disabled employees. Employers need to be aware of the differences between the ADA and the PWFA, and should train supervisors to recognize requests for reasonable accommodations by pregnant workers.



Photo by Christina Morillo: https://www.pexels.com

Employers should update employee handbooks by making sure pregnancy is a covered status in any equal employment opportunity policy, and by updating reasonable accommodation policies to make sure they cover pregnant employees.



S. Whitney Rahman is a shareholder at Blakinger Thomas and the Chair of the Employment and Labor group and also a member of the Civil Litigation and Real Estate groups. She advises employers on all aspects of employment and labor law.

2024 BIA Partnership Packages Available
See page 10.

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

NEW HIRES

David Miller/Associates, Inc. (DM/A) welcomed **Jasmine Lee**, A.S.L.A. Associate as a Landscape Architectural Designer in June 2023.



Jasmine Lee

She received a Master of Landscape Architecture in 2023 from Tyler School of Art and Architecture at Temple University in Philadelphia, Pennsylvania. In 2005, she acquired a Bachelor's Degree in Interior Architecture, Retail Merchandising, and a minor in Business, Magna Cum Laude from Ohio University in Athens, Ohio. Jasmine is certified in Archeworks Alternative Design (2006.) She is an Associate member of the American Society of Landscape Architects.

She volunteers for Revolution Lancaster – a non-profit group providing "a supportive community and supplemental income to women experiencing homelessness in Lancaster."

David Miller/Associates, Inc also welcomed **Esther Landis** as a Landscape Architectural Intern. She



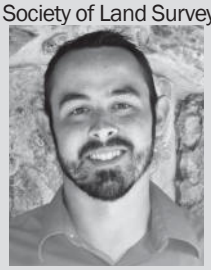
Esther Landis

graduated from Lampeter-Strasburg High School in 2019 and is currently completing her undergraduate at Temple University for Landscape Architecture with a Concentration in Horticulture.

Esther volunteers for Temple Theaters Side Stage - a student run group - and joins the annual Temple Honors Appalachia service trip to Kentucky organized by the Temple Honors Program.

ACCOMPLISHMENTS

David Miller/Associates, Inc. (DM/A), of Centerville Road, Lancaster, is pleased to announce **Zachary D. Beyler**, PLS is a Professional Licensed Surveyor. Zach joined the firm in 2014. A native of Lancaster County, he holds a Bachelor of Science in Surveying Engineering from Penn State University. He is a member of the National Society of Professional Surveyors and the Pennsylvania Society of Land Surveyors. He was licensed as a Professional Land Surveyor (PLS) in March of this year.



Zachary Beyler

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.

HONORS

Barley Snyder is pleased to announce that the Pennsylvania Dutch Council of the Boy Scouts of America (BSA) has elected Partner **Jill Sebest Welch** as its Council President. Since 1971, the Pennsylvania Dutch Council BSA has served Lancaster and Lebanon counties, providing an educational program for youth and young adults to build character, develop personal fitness and learn the responsibilities of citizenship, according to its website. The Pennsylvania Dutch Council serves more than 5,300 youth, offering programs including Cub Scouts, Scouts BSA, ScoutReach, and Venturing.



Stacy MacNeal

"I am honored to be elected by such a distinguished group of Scout leaders to guide the organization over the next two years. As the mom of two Eagle Scouts, I know the leadership skills that my sons developed in Scouts and Troop 99 will serve them for the rest of their lives," said Welch.

Welch has served on the board of directors of the Pennsylvania Dutch Council BSA since 2018. Before becoming Council President, she served as its Executive Vice President and Vice President of Leadership and Governance.

"We are thrilled that Jill Welch has accepted the position of Council President for the Pennsylvania Dutch Council. As a mother of two Eagle Scouts, she has seen firsthand the value of what scouting can do for young people," said CEO and Scout Executive Matthew Adams. "Jill's leadership, passion for the program, and resources in the Lancaster and Lebanon community make her a natural choice to lead our organization. She is an excellent role model for our youth, especially our females who are now participating in all levels of the scouting program."

Barley Snyder is also pleased to announce that Attorney **Reilly S. Noetzel** has been appointed to new roles with the Pennsylvania Bar



Reilly Noetzel

Association (PBA) and the Penn Manor Education Foundation (PMEF). Noetzel was elected to a three-year term with the PBA House of Delegates and has been named to the board of directors of PMEF.

The PBA is a voluntary bar association consisting of lawyers and law students in Pennsylvania, offering member benefits such as practice support, networking opportunities and continuing education. As a delegate, Noetzel will assist with setting the policy of the PBA and vote on matters affecting the substance and administration of PBA policy, as noted on its website. The House of Delegates also has the authority to judge the election and qualifications of its own members, controls all membership dues and approves increases. Noetzel is also a council member of PBA's Real Property, Probate, and Trust Law Section.

The PMEF is a nonprofit community-based organization that provides educational opportunities for Penn Manor School District students. Noetzel is a 2009 graduate of Penn Manor High School.

"I am thrilled to begin these two new roles with the Pennsylvania Bar Association's House of Delegates and the Penn Manor Education Foundation," said Noetzel. "It is an honor to contribute to these impactful organizations – one of which I can pay my success forward, stemming from the outstanding staff at Penn Manor which paved my education path."

MERGER

WTM Digital and **YDOP Digital Marketing**, two award-winning digital marketing agencies, are proud to announce the merger of the firms. By joining forces, the companies combine their deep digital marketing expertise and passionate teams to bring their client partners an even higher level of value and service.

Mike Canarelli, CEO and founder of WTM Digital and owner of YDOP will serve as CEO. YDOP founder, Steve Wolgemuth, will continue to be part of the team for the next two years.

"I've known Steve for many years and have always respected him and the work he's done to grow YDOP into a leading agency here in Lancaster," Canarelli said. "Now, as we bring our agencies together, I couldn't be more excited to welcome him and everyone at YDOP to the WTM team."

WTM Digital has supported national and regional brands with its extensive knowledge of and expertise in SEO and paid search since its founding in 2008. YDOP is best known for its deep expertise in localized digital marketing efforts, helping hundreds of businesses grow with their unique approach to Near-User Marketing. Together as a combined team of 31 employees, the partnership creates one of Central Pennsylvania's largest and most experienced digital marketing agencies.

"I'm extremely excited about what our partnership with YDOP means for our client partners," Canarelli continued. "While both agencies bring exceptional knowledge of the latest digital strategies, together we bring an unmatched level of digital expertise that will benefit every business we serve."

For YDOP, the merger is the mark of a new chapter in the agency's 17-year journey.

"I've spent much of my career building YDOP into an award-winning digital agency that's done exceptional work for businesses," Wolgemuth said. "Today, I'm proud to turn over the reins to Mike and his team to lead YDOP into the future. WTM is the best at what they do and I know the future is bright..."

A Reason to Celebrate

by Ben King | Friday July 7, 2023 | Team Focus



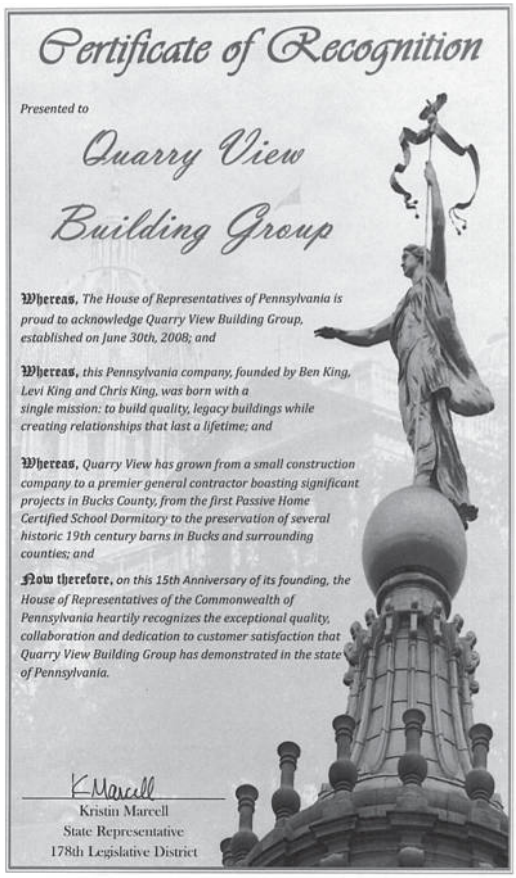
In July, we celebrated Quarry View's 15 years of business!

Quarry View Building Group was founded in 2008, with little resources beyond the strong work ethic of its founders. In the early years, projects included pole barns and sheds, but have now evolved into complex construction projects that highlight our strengths; attention to detail and our commitment to quality.

The owners of Quarry View Building Group would like to thank our clients and trade partners for fifteen years of quality construction and relationships. As a general contractor, Quarry View is able to service a wide range of clients while constructing legacy buildings utilizing old world craftsmanship and modern sustainable building methods and materials. This includes timber framing and mass timber construction, all while building lifelong relationships with clients and trade partners.

Our gratitude is also extended to our employees; we've made it fifteen years because of the team we've been blessed to be surrounded by. The vision and ambition of our team is an integral part of the next chapter, and we are grateful for the employees who have many choices of where to work, but choose to put their faith in our business.

In the beginning, we realized one of the purposes behind our company was to give back to the communities where we live and work. Through both volunteer efforts and construction projects, we're achieving this. Our team has spent countless hours being involved in direct volunteering opportunities, including The National Center for Healthy Veterans, Adopt-A-Highway, and Leg Up Farm. Being of service to our community isn't just through volunteer hours, but also our construction projects. The renovation, restoration and adaptive reuse of buildings is not only sustainable, but also breathes new life into the communities they serve. Our own campus is a great example of this; we've painstakingly renovated an iconic landmark; restoring it from dilapidation into a beautiful campus.



Certificate of Recognition

Presented to

Quarry View Building Group

Whereas, *The House of Representatives of Pennsylvania is proud to acknowledge Quarry View Building Group, established on June 30th, 2008; and*

Whereas, *this Pennsylvania company, founded by Ben King, Levi King and Chris King, was born with a single mission: to build quality, legacy buildings while creating relationships that last a lifetime; and*

Whereas, *Quarry View has grown from a small construction company to a premier general contractor boasting significant projects in Bucks County, from the first Passive Home Certified School Dormitory to the preservation of several historic 19th century barns in Bucks and surrounding counties; and*

Now therefore, *on this 15th Anniversary of its founding, the House of Representatives of the Commonwealth of Pennsylvania heartily recognizes the exceptional quality, collaboration and dedication to customer satisfaction that Quarry View Building Group has demonstrated in the state of Pennsylvania.*

K Marcell

Kristin Marcell
State Representative
178th Legislative District

The Pennsylvania House of Representatives honored Quarry View's 15th anniversary with a special certificate presented by Jane DelBianco.



Associate Spotlight:

Joel Young, RLA, Market Lead, Development, RETTEW

When was your company started? RETTEW was founded in Lancaster in 1969.

What does your company do? RETTEW's expertise is wide and varied: We offer more than 600 engineering, environmental, surveying, planning, safety, and related consulting services in a range of markets in 10 offices across three states. Our experience in the housing market ranges from schematic land planning and landscape architectural services to land development, civil engineering, stormwater design, NPDES permitting, transportation design, surveying, soil and geotechnical analysis services.

What makes your company special)? I believe that one thing that sets RETTEW apart is that we strive to completely understand our client's vision for any project—and their business as a whole. This big-picture understanding allows us to anticipate our client's needs and stay ahead of emerging trends. Our innovative approach means discovering solutions that may not have been thought of before — and finding more effective, efficient ways to put them into action.

Why do you enjoy your job? I love working with our clients to take their project from an early vision and, with our expertise, make it a reality. It is a great experience to see the project that we helped design and entitle become a new community where people work and play.



Why are you a member of the BIA? I feel strongly that we all need to support the home building industry in Lancaster County. It is imperative that we ensure that this industry continues to grow to create strong communities for residents of our county and also to sustain good employment opportunities without overly burdensome regulations.

Tell us about yourself and your family. My wife, Kristin and I have been married for 22 years and have lived in Willow Street for 18 years. We have three wonderful sons, Will, who is 19, Nate, 17 and Ian, 12. We also have our family dog, Nellie.

What are your hobbies? I enjoy fly fishing & fishing, hiking, backpacking, hunting, gardening, and biking.

What other organizations are you a part of, if any? Urban Land Institute, International Council of Shopping Centers, and Lancaster Coalition for Smart Growth.





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Building Industry Association
OF LANCASTER COUNTY

2024 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 2024.
These could not be successful without the support of our members! Thank you to our current Partners and those who chose to continue in 2024!

☑ 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.





BIA Sponsor Appreciation Breakfast

Thank you to our 2023 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 Cork Factory on August 29th. We appreciate the support of our members, and look forward to a successful 2024!



On August 10th, Remodelers Council (RC) members met at the BIA Office for networking, lunch, and a webinar presentation from BIA member ***Strella Social Media***. RC members learned about the importance of a social media presence and how to create a strategy to promote your business best. Rachel Strella, Founder & CEO, and Laney Goff, EVP, discussed strategies such as rich content sources, choosing the right platforms, and the importance of consistent brand messaging.

To view the complete webinar, please check out https://youtu.be/SI8lvaxxgAo

Stay tuned for more information regarding December's Remodelers Council Holiday Social!



Congratulations to Jane Englert of Ephrata our 2023 BIA Renovation Raffle winner! Jane won a CASH prize of over $10,000!

We want to thank everyone who supported and participated in our first-ever raffle - your contributions helped our workforce development initiatives.

We are eager to hit next year's ticket sales goal and give away a renovation prize or cash towards a new home completed by a BIA member!



Campaign Levels:
- Platinum - $5,000 +
- Gold - $2,500 +
- Silver - $1,000 +
- Bronze - $500 +
- Steel - $100 +

Thank You!

As you know, the BIA has reduced and updated its current office space. The BIA Board of Directors has appealed to the generosity of members to offset some of these costs through material and labor contributions and through financial contributions via our Capital Campaign.

We sincerely appreciate the contributions that have been made - $32,000 towards our $150,000 goal — and we have many member companies to thank!

TK Building and Design LLC *Platinum Contributor* **Hess Home Builders, Inc.** *Silver Contributor*

And we could not do it without our amazing team of Steel Contributors.

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The Capital Campaign runs through November of this year.
If you haven't yet, please consider a contribution.

Building Industry Association
BUILDING FUTURES
Construction Career Day



CONSTRUCTION CAREER DAY

October 12, 2023

10:00 am – 6:00 pm

Wyndham Lancaster Convention Center

More Students, Industry Demonstrations, Community Projects, Panel Discussions & More!

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- ☑ Be a sponsor
- ☑ Support the Industry

Scan for Event Details!

Event Sponsor:

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Build Your Future Workforce – Reserve Your Booth!

Building Industry Association of Lancaster County

For more information, questions and registration forms:
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Pauline@lancasterbuilders.org OR 717-569-2674

Lancaster Building Industry FOUNDATION

OCTOBER 12, 2023
4:00 - 6:00 PM

SILENT AUCTION
HAPPY HOUR

Benefitting the Lancaster Building Industry Foundation

Fee:
Suggested Contribution $50 per person

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Location:
Lancaster Wyndham EXPO Center
Event being held in conjunction with BIA Building Futures Event



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Building Industry Association of Lancaster County

The 2023 Annual BIA Golf Outing!

A perfect day for networking and all-round fun

June 22nd may have been cool and cloudy, but it was perfect for the Annual BIA Scramble Golf Outing sponsored by Martin's Flooring! 144 golfers enjoyed playing the Crossgates Golf Club course, ending the evening with dinner, prizes and awards for the tournament winners. Thanks to all who played, sponsored and supported this fun summer event!







2023 Golf Outing Winners

Second Place Foursome :
Jason Gerber
Tom Kaizar
Russ Gladfelter
Nolan Myers

Longest Drive (men):
Adam Steller

Longest Drive (women):
Katey Brubaker

Longest Putt:
Sean Molchany

Closest to the Pin:
Andrew Frank

Straightest Drive:
Tom Keller

Sponsor Scavenger Hunt:
Sean Molchany

Winner LH Brubaker Prize:
Sean Lafferty





Thank You, Sponsors!

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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:

JOSH ENDERS - Natural Gas and Fleet Fueling Sales

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- **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**
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THE AVERAGE REBATE PER BUILDER/REMODELER COMPANY WHO PARTICIPATED IN 2022 WAS:

$1,526.65

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Building Industry Association
PILLAR AWARDS

Call For Entries

Early Bird Deadline:
September 15, 2023

Entry Fees
First entry $295 Each additional $245

Final Deadline:
September 29, 2023

Entry Fees
First entry $345 Each additional $295

The highest scoring entry in each category will win an Elite Pillar Award!

Four Main Pillar Categories

Advertising & Marketing Awards
Professional Achievement Awards
Company Achievement Awards
Remodeling Project Achievement Awards

SUBMIT ENTRIES AT:
Awards.lancasterbuilders.org/pillar

General Membership Meeting & Pillar Awards Presentation

November 9, 2023
5:30 pm – 8:30 pm
The Inn at Leola Village

Cost to attend: $75 per person

Pillar Presentation Sponsor
UGI Energy to do more

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MY BENEFIT ADVISOR | EXPANDING MENTAL HEALTH BENEFITS



In the past couple years, many employers have expanded their company's mental health benefits as a show of support for potential jobseekers, employees and their families. The intention is to help promote employee wellbeing through better access and improved benefit levels for those feeling stressed about personal or work-life matters.

Workers seem to appreciate the efforts and are taking advantage of the services. Some of the changes business owners are making include:

- Increasing access to mental health services through methods like telehealth
- An expansion of access to in-network mental health providers
- Reduced cost sharing for mental healthcare visits
- The addition or expansion of employee assistance programs for mental health services
- Access to yoga, meditation and mindfulness sessions at the workplace or home
- Providing apps that support wellness, focusing on fitness, sleep and relaxation

By addressing issues like stress and anxiety in a more proactive fashion, employers can reduce or even eliminate costly treatment for conditions such as hypertension, diabetes, and cardiac problems. The small financial investment the employer makes now can often save substantial costs in the future.

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**.

PBA HAS UPDATED THE MODEL HOME CONTRACTS

AVAILABLE NOW

As an exclusive, member-only benefit, PBA has updated the model home contracts to help guide you with your business.

Please contact the BIA at *staff@lancasterbuilders.org*, and we will provide the following model contracts and guidance:

- Notes and Annotations to Model Home Improvement Contract (to be used with Model Home Improvement Contract)
- Model Home Improvement Contract
- Model Building Contract
- PBA UCC Offer to Install Sprinklers



The BIA is Soliciting Nominations For:

2024 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 9th at the **Inn at Leola Village** (see page 18).

BIA Events and Education

EVENTS

2023 Building Industry Association PILLAR AWARDS

GMM & Pillar Awards Presentation Dinner

November 9, 2023

5:30–8:30 at The Inn at Leola Village
Cost to attend–$75 per person

Join us!

- ▶ Take advantage of a networking reception
- ▶ Cast your vote for our nominated 2024 leaders
- ▶ Enjoy a delicious dinner
- ▶ Witness the presentation of the 2023 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

4 Pillar Award Categories:

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

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

Professional Achievement Awards
- Marketing Professional of the Year
- Mortgage Professional of the Year
- Project Manager of the Year
- Sales Person 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 Deadlines & Fees —

Early Bird Deadline	Final Deadline
September 15th	September 29th
Regular first entry–$295	Regular first entry–$345
Each Additional entry–$245	Each Additional entry–$295

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 12, 2023, 6:00–8:00 pm
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!
Suggested Contribution: $100
Contact staff@lancasterbuilders.org to register.

BREAKFAST WITH THE COUNTY COMMISSIONERS
October 5, 2023, 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 BUILDING FUTURES CONSTRUCTION CAREER DAY
October 12, 2023, 10:00 am – 6:00 pm
Wyndham Lancaster Convention Center
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

Event Sponsor
Lezzer Lumber Building Materials Centers

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

LANCASTER BUILDING INDUSTRY FOUNDATION SILENT AUCTION HAPPY HOUR
October 12, 2023, 4:00 – 6:00 pm
Wyndham Lancaster Convention Center
2300 Lincoln Hwy E, Lancaster, PA 17602
Event being held in conjunction with the BIA Building Futures: Construction Career Day event.
Join us for drinks, hors d'oeuvres, networking, and an opportunity to bid on various items. Proceeds benefitting The Lancaster Building Industry Foundation!
Cost: $50 suggested contribution

Stay in the loop! Connect with the BIA on:

facebook. YouTube in

www.lancasterbuilders.org

EDUCATION

Live Online Webinar Courses

ESTIMATING - THE FIRST LINE OF DEFENSE FOR PROFITS
Live Online 2023 - Tuesday, September 12, 1-4 pm
The ability to effectively prepare for a project is vital to your success. Project preparation consists of multiple processes that work together and, when performed effectively, increase your efficiency and profitability, improve client satisfaction and enhance team and vendor relationships. Come away with the knowledge and skills to perform one of the critical processes in project preparation: estimating costs.

Please note: *This live class is intended to be interactive. Please ensure you are in an environment that allows you to participate and that your camera and microphone are working. Due to the live, interactive nature of this course, no recordings will be available.*
By completing this course, participants will be able to:
- Illustrate how estimating and works to assist in effective project set up.
- Identify the fundamentals of estimating to identify the costs (not the selling price).
- Use spreadsheets and packaged estimating systems.
- Identify techniques for estimating in an ever changing market.

NAHB Credit: This class counts for 3 Continuing Education credits.
Cost: Non NAHB member, $174
You will have access to course materials, including the course test, for 30 days after the conclusion of the live sessions.

Please visit **https://www.nahb.org/education-and-events/education** for these and additional webinar events, to learn how to register for a course, the course cancellation & refund policy, and for additional important information regarding this and other courses.

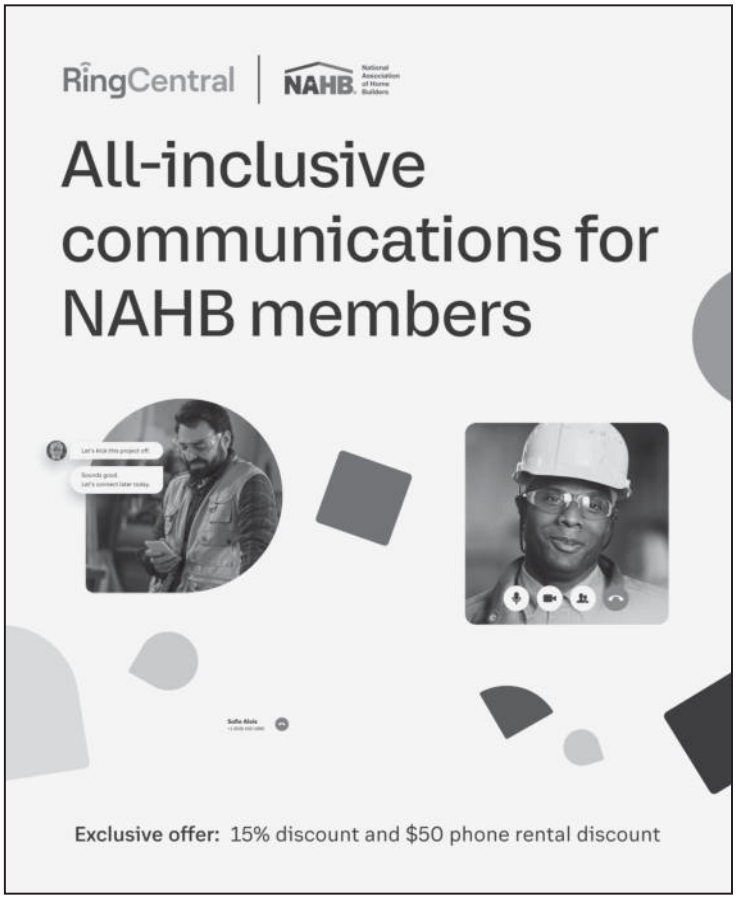
ABC Keystone
Associated Builders and Contractors
Events, Education & Training Calendar

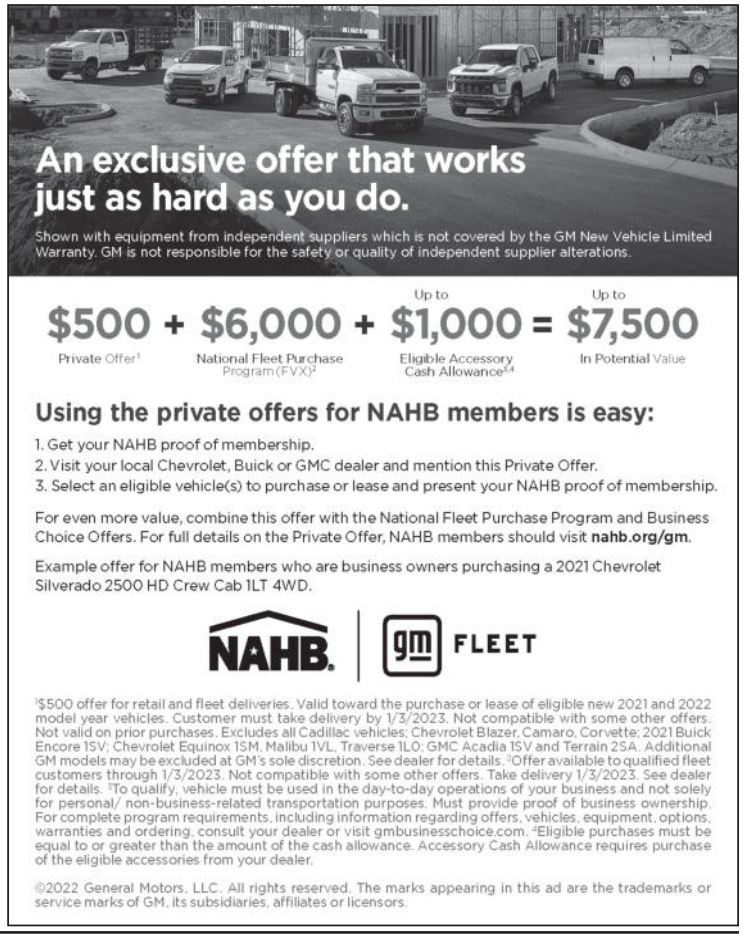
Are you looking for a particular education class?

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**





Housing Affordability

At NAHB's Urging, G7 Leaders Include Housing Affordability in Development Plans

A recent meeting of the housing leaders from Group of Seven (G7) countries included recommendations and principles regarding housing affordability, which included language to address housing costs using private sector investment aimed at lower- and middle-income households.

NAHB and the International Housing Association (IHA) worked to include principles for housing affordability in the agenda, which focused mainly on community resilience and green building.

Housing ministers from the G7 countries met in Japan in July to discuss a common framework and principles for urban development and rural housing. The United States was represented by Housing and Urban Development Secretary Marcia Fudge.

With the direction of two key Japanese industry associations — the Japanese Federation of Housing Organizations (JUDANREN) and the Japan International Association for the Industry of Building and Housing (JIBH) — NAHB and IHA pressed their countries' housing leaders to include statements on housing affordability as home prices are out of reach for so many residents of all the G7 countries.

Writing for the United States, NAHB CEO Jim Tobin said, "Safe, decent, affordable housing provides fundamental benefits that are essential to the well-being of families, communities, and the nation. Yet owning or renting a suitable home is increasingly out of financial reach for many U.S. households."

Kevin Lee, CEO of the Canadian Home Builders' Association, and Lars Jacob Hiim, CEO of the Norwegian Home Builders' Association, both noted the role local zoning rules and NIMBYism play in keeping housing supplies low.

The G7 countries agreed to include housing affordability as a key principle when discussing urban development. The official language in the meeting's communique read, in part: "We stress that issues surrounding housing affordability, namely the availability of affordable and adequate quality housing, need to be addressed through targeted investments from all levels of government, particularly through the provision of public and private housing for lower and middle income households. We recognise that the use of vacant housing should also be encouraged, according to national and local circumstances."

The statement is a huge achievement for NAHB and IHA. As world leaders are looking at their countries' development plans, most international cooperation is focused on energy efficiency and risks related to climate change. But all the housing leaders from G7 countries noted that housing affordability is at crisis levels and must be considered in housing plans.

The G7 is an intergovernmental political forum comprising Canada, France, Germany, Italy, Japan, the United Kingdom and the United States, with the European Union (EU) participating as a "non-enumerated member."

2023 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
Shawn Garman
Jason Garman
Randy Hess

Keystone Club: $750+

Jason Provanzo

Century Club: $500+

Louis & Sharon Hurst

Chairman's Club: $100+

Scott Frick
Michael Hockenberry
Tim Kotzmoyer
Nate Van Name
Karen Watkins
Joel Young

BIA "End of Summer" Social

Benefitting the BIA PAC!

September 12th, 6:00 - 8:00 pm

(Rain Date - September 13th)

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!



Event brought to you by our BIA Advocacy Partners:

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RSVP requested by September 7, 2023. Contact Tara@lancasterbuilders.org to register.

HOMEOWNERS PREFER NATURAL GAS OVER ELECTRIC FOUR TO ONE.*



Natural gas saves homeowners hundreds of dollars each year while providing a cleaner fuel. Add the convenience of natural gas cooking and amenities such as a fireplace or grill, and it's easy to see homeowners' natural choice.

*Source: Customer Preference Study conducted by Woodland, O'Brien & Scott 2011

Learn more at www.ugi.com

UGI Energy to do more

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!

Tuesday Oct 5, 2023
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!

Advocacy Partners

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New Members

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

ASSOCIATES

Cosentino
Evan Rineer
121 Green Tree Rd
Phoenixville, PA 19460
Phone: (610) 666-1328
Business Activities: Countertops
Email: erineer@cosentino.com

First Commonwealth Bank
Kristina Albright
22 East Roseville Road
Lancaster, PA 17601
Phone: (717) 371-2005
Business Activities: Financial Services/Investments
Email: kalbright@fcbanking.com

BUILDERS

CalCo Design LLC
Paul Roberts
618 Columbia Ave.
Lancaster, PA 17603
Phone: (717) 715-9686
Business Activities:
Remodeling Contractor
Email: Info@calcodesign.com

Hunter Creek Builders, LLC
Ben Hasson
302 S. Broad St.
Lititz, PA 17543
Phone: (717) 271-4364
Business Activities: Builder – Single Family
Email: ben@huntercreekbuilders.com

Millway Construction
Stephen Hurst
352 Royer Road
Lititz, PA 17543
Phone: (717) 598-1685
Business Activities: Framing Contractor
Email: millwaycon@emypeople.net



Membership Renewals

Thank you for your continued commitment to the industry!

Adams Drywall, Inc.
Amish Country Gazebos
Blakinger Thomas
Boyd Wilson LLC
CalCo Design LLC
Century Home Improvements By Century Spouting, Inc.
Charles E. Groff & Sons, Inc.
Charles R. Eckert Signs, Inc.
Creative Financial Group
D. R. Horton
D.K. Builder, LLC
David Miller/Associates, Inc.
Daylight Basements, Inc.
Douple Agency, Inc.
First Commonwealth Bank
Fravel Home Improvements & Remodeling, Inc
Groffdale Concrete Walls, Inc.
Heartland Builders, Inc.
Home Grown Outdoor Finishes, Inc.
Hunter Creek Builders, LLC
Ironstone Homes, LLC
Kautz Construction and KC Green Energy
Kitchens by Eileen
Lancaster County Career & Technology Center
Lancaster County Magazine
Lancaster Paint & Glass Co.
Leo Kob Co., Inc.
MBC Building & Remodeling, LLC
McLennan Contracting, Inc.
McNees Wallace & Nurick LLC
Merv Miller Builder, LLC
NextPhase Business Planning
Orrstown Bank
Quality Design & Drafting Svcs., Ltd.
R & L Siding LLC
Re-Bath Lancaster
Rhoads Energy Corporation
Scotty's Painting & Paper Hanging, Inc.
Smoker & Company LLC
Superior Walls of America, Ltd.
"To The Trades" Wholesale Floorcovering
Topline Heating & Air
Traditions Mortgage
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Ville Painters, Inc.
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Zephyr Thomas Home Improvement Company
Zimmerman Exteriors, Inc.

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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.

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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