Volume 39, Number 1, Spring, 2023

Lancaster Builder

A publication of the Building Industry Association of Lancaster County



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Cover image provided by:

Lezzer Lumber
BUILDING MATERIALS CENTERS

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We Want to Keep the BIA Driving Forward

by Tim Kotzmoyer, TK Building & Design, LLC



As the 2023 BIA President, I'd like to tell you how I became involved in the Association. Honestly, I am an outlier compared to most of you today. I have only been a member for about 6 years, I do not have a multi-generational company that has been involved for decades and I am a fairly young age. I learned about the BIA through our immediate past president, Jordan Metzler whom I had known as an industry peer.

Jordan contacted me prior to one of the Spring Home Shows and asked me to join/participate in the event. I was excited about the opportunity, and from there I started participating in the Remodelers Council, and attending association events. I even joined the Membership Committee. I joke that Jordan just wanted to pass along his volunteer commitments to me as he moved up the leadership ladder—whether true or not, it is because of his ask that I am here today.

Through my involvement in the BIA I have a different perspective on our industry. I have been able to hold involved conversations about business, sharing ideas and experience from pay scales to customer interaction processes—things I never thought one would discuss with other businesses offering like services. It is important not to lose sight that this association is filled with very smart, hardworking, driven and experienced individuals. Getting everyone together is one thing, but getting everyone together and collaborating for the greater good of our members and community is an awesome thing to witness and to be a part of.

What I hope to accomplish as the 2023 BIA President is to keep the creative juices flowing and keep the association driving forward. I became more involved on the board level in the turbulent year of 2020. Membership leveled off, we made the decision to not hold the Spring Home Show, we tightened up expenses, and just last year, we downsized the office space. Our major events like the Parade of Homes and the Pillar Awards continue to be tremendous opportunities to showcase the exceptional work we do. I encourage every member to submit an entry and enjoy some friendly competition. The work of our Government Affairs Committee continually impacts our members, improving their ability to do business. There will always be issues ahead and ensuring that our government affairs committee and our local representation remains strong is essential to the future of our industry.

Last October we launched our new workforce development event, Building Futures: Construction Career Day to address the need for skilled labor—a major challenge facing most of our member companies. Event plans are in the works and booth sales start soon, so I look forward to both member participation and attendance to grow this event.

An exciting program we have developed for 2023 is our BIA Renovation Raffle. You can win $75,000 towards a renovation project or towards the purchase of a newly constructed home completed by a BIA Member! Anyone can win (except those on the 2023 BIA Board of Directors and BIA staff). See page 15 for details. I'd like to challenge all of our members to buy AND sell tickets to achieve our goal of 1000 tickets sold.

In closing, I am thankful to be a part of such a great association. I look forward to our events ahead of us this year and to networking and collaborating with all of you.

Calendar of Events

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

Events

Apr	7	Parade of Homes Final Deadline
	13	BIA Member Morning Mingle with YDOP, 8:00–9:30am @ YDOP, 127 E Orange St, Lancaster, PA 17602
	21	BIA Legislative Roundtable Breakfast 7:30 – 9:30am Lancaster Country Club Oak Room
May	10	BIA–The Whole Picture @ BIA Office, 8am – 9am
	24	BIA May Mingle with GR Mitchell, 4:00 – 7:00pm @ GR Mitchell, 4 Beaver Valley Pike, Willow Street, PA 17584
Jun	16	Parade of Homes Gala @ Lancaster Country Club
	17-25	Parade of Homes Tour Dates
	22	Annual Golf Outing @ Crossgates
	30	BIA Renovation Raffle Winning Ticket Drawing
		—SAVE THE DATE—
Oct	12	BIA Building Futures: Construction Career Day

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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BIA OFFICERS

President: Tim Kotzmoyer

Vice President: Kevin Kozo

Secretary: Claudia Shank

Treasurer: Jason Herr

Associate Vice President: Frank J. Vargish III

Immediate Past President: Jordan Metzler

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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Website: www.lancasterbuilders.org

Cover Sponsor: Lezzer Lumber

MORE THAN JUST A SUPPLIER, LEZZER LUMBER PUTS THE CUSTOMER FIRST



Lezzer Lumber has been proudly serving the Lancaster area since 2007 when J.H. Brubaker was purchased by the company. Now, several years later, Lezzer Lumber in Lancaster has grown to be the area's number one building materials supplier and was recognized by the Lancaster BIA as the recipient of the 2022 Supply Company of the Year and the winner of the 2022 Elite Company & Professional Achievement Award.

Lezzer's Lancaster location is able to meet the needs of many customers through various departments right on site including our custom millwork shop and installed trim division, kitchen design center, commercial doors plant, along with a dedicated commercial sales staff.

As a whole, Lezzer Lumber is the 31st largest supplier of building materials in the United States and the 2nd largest in the state of Pennsylvania. Lezzer Lumber has 11 lumberyards, four commercial facilities, kitchen and bath design center, custom mill shop, and truss manufacturing plant are all located across Pennsylvania.

Lezzer Lumber sets itself apart from the rest. They have in-house labor dedicated to home construction, installing everything from doors to countertops. They also have an entire division devoted to turnkey solutions on medium-to-large-scale commercial projects.

Lezzer Lumber is not just a niche supplier. They offer a great balance of remodeling contractors, small-to-medium-sized home builders, larger production home builders, and commercial contractors. Finally, while Lezzer is geared towards professionals, they also have a great following with general consumers who appreciate a locally owned business with experienced personnel to help them with all stages of their projects.

Every company says they have good customer service, but Lezzer can prove it. They track every order for quality, completeness, and on-time delivery. Despite all of the challenges of the last few years, over 90 percent of Lezzer Lumber orders were delivered on time and in full.

Lezzer's salespeople are the face of the organization, but many more people work behind the scenes to help them offer great service to their customers. Lezzer's team of inside sales support provides quotes, orders materials in a timely manner, schedules deliveries, and operates the office that is always available to Lezzer's specialized estimators in framing, windows/doors, and custom millwork.

Speaking of custom millwork, Lezzer Lumber also has a fully functioning custom mill where they make custom doors and windows, curved stairways, custom molding, wainscoting and so much more. Lezzer also does historical restoration work, including a number of jobs in and around Lancaster.

Lezzer Lumber is very proud of its history and heritage, and prides itself on giving professional builders, contractors, and DIY'ers the very best experience when looking for a materials supplier.

To learn more, visit www.lezzerlumber.com, or call (717) 393-3605.

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What is the BIA's Industry Action Fund? And what is it for?



The BIA's Industry Action Fund, or IAF, was established for the purpose of making money available to BIA members, and to the association itself as the voice of our local industry. Funds can be used for assistance with legal cases that would benefit the residential construction industry as a whole, for issue education, and for technical assistance, studies, or polls. The fund was started with a grant from the BIA; the IAF has been funded by an optional assessment from BIA member companies at their renewal time, as well as from monies given as IAF contributions.

Who Can Apply for Funds? The IAF is only available to the BIA and BIA Member Companies. For example, a member may apply for funds to aid in the fight of a legal issue by submitting the IAF application in writing to the BIA Board of Directors. It is necessary for the applicant to demonstrate the impact (or potential impact) that said issue has on the housing industry and why the issue is of local or statewide significance.

The full guidelines and IAF Application can be accessed on the BIA website at *https://lancasterbuilders.org/membership/resources/*

Is There A Funds Match Component? Funds allocated from the Industry Action Fund must be matched by the member requesting such, unless otherwise exempted for cause shown. Consideration will be given to waiving this requirement only where it can be demonstrated that the BIA member lacks the necessary financial resources and the case or project is deemed to be of potential industry-wide significance. Requests for exceptions to this requirement will be reviewed by the BIA Board of

Directors and possibly by the BIA Governmental Affairs Committee if the BIA Board deems it prudent for the purpose of additional insight.

Questions on the application process and availability of funds should be directed to:

BIA of Lancaster County
Executive Officer Karen Watkins
204 Butler Avenue, Suite 200
Lancaster, PA 17601

Phone: 717-569-2674
Fax: 717-569-5187
www.lancasterbuilders.org
karen@lancasterbuilders.org



Who's in the News: Promotions & New Hires

PROMOTIONS & NEW HIRES

CCS Building Group announced the promotion of multiple employees and recent hire to execute strategic growth, by solidifying their position as a premier design-build firm while expanding their service offerings into other markets across Central and Eastern Pennsylvania.

Bill Koch Jr. was promoted to the position of Executive Vice President. In this new capacity, Koch Jr. will oversee project management and preconstruction teams, cultivate, and develop relationships with clients and partners, and implement new growth and business strategies. Since first joining CCS in 2011, Koch served as senior project manager and preconstruction manager.



Todd Shertzer was promoted to the position of Vice President of Finance and Administration. In this new capacity, Shertzer will be responsible for all the company's financial activities and give oversight to the company's HR, IT, and Business Development areas. Since first joining CCS in 2019, Shertzer served as the Business Manager.



Paige Geiger was promoted to Executive Assistant; her new responsibilities will include Accounts Payable and Payroll as well as supporting the executives of CCS. She began her career at CCS Building Group in June of 2015, after graduating college, serving as the Business Operations Assistant. When asked why she enjoys working for CCS, Geiger replied "The company culture and the excellent teamwork that makes the completion of complex projects possible - all while maintaining a pleasant work environment. I value working for a company that sincerely cares for its employees and shows true employee appreciation".



Ted Gallagher is hired as Director of Development. Prior to joining CCS, Ted owned EHC Associates which he sold to a private equity firm in 2021. Ted managed the estimating and marketing teams and oversaw business development. Ted brings his many years of experience with client relations and business development.



ELA Group, Inc., Engineers and Landscape Architects, of Lititz, State College and Butler, PA promotes **Thomas W. Devenney**, P.E. of Lancaster to Director: Water/ Wastewater Engineering. Devenney will be overseeing and coordinating the Water/Wastewater Engineering Department's efforts and continue his responsibilities for water and wastewater engineering design and project management.



Devenney completed a Water Resources Engineering Internship with ELA and then joined the firm in 2018 after graduating from The Pennsylvania State University in 2017 with a Bachelor of Science degree in Environmental Systems Engineering. He also received an Engineer-In-Training certification that same year. After becoming a licensed Professional Engineer in 2022, he was promoted to Project Manager.

We are honored to have him now serve us and our clients as Director: Water/Wastewater Engineering, and with his experience and leadership we look forward to Tom growing our Water/Wastewater Engineering team and department.

ELA Group, Inc. provides highly creative, technically competent, and fiscally-sound land planning, landscape architecture, traffic, municipal and civil engineering solutions to both public and private clients throughout Pennsylvania. The company's website (elagroup.com) contains more information.

Susquehanna Style Magazine announces the new hiring of **Madison Dewispelaere** to serve in the position of Marketing and Events Coordinator.



As a Lancaster native with more than 8 years of experience in creative strategy, graphic design, photography, and event management for local businesses around the Susquehanna Valley, Madison brings a wealth of knowledge to the Susquehanna Style team. Aside from her professional experience, Madison holds a degree in Leadership Studies from Villanova University, which she puts to use on two non-profit boards: Music for Everyone and the Red Rose Film Festival. During her free time, Madison enjoys working out, watching movies, spending time outdoors, and finding more ways to give back to her community.

Barley Snyder is pleased to announce the addition of four new partners to the firm's partnership group effective January 1st. The following attorneys were elected in September 2022.

Lindsey Cook works for the firm's Litigation Practice Group. She has represented some of the largest businesses in Maryland and Pennsylvania, both at a trial court level and before appellate courts. A Lancaster County native, Cook is devoted to residents and businesses and committed to resolving complex disputes. In 2022, she received the Rising Stars designation for Pennsylvania Super Lawyers.



"...I always envisioned my future in the local legal community. Being elected to the partnership at Barley Snyder is my greatest professional accomplishment and aligns with my lifetime goal of dedicating my career to serving legal needs," said Cook.

Christopher Naylor is a member of the firm's Real Estate and Business practice groups. As a real estate attorney, he handles a wide range of real estate matters including counseling residential and commercial landlords and tenants, drafting leases and contracts, resolving disputes, representing clients in disputes, and more.



"It is truly an honor to have been elected a partner at Barley Snyder," said Naylor.

Kevin Myhre is a patent attorney for the firm's Intellectual Property Practice Group. He is involved in patent application preparation and prosecution, trademark matters, litigation support, and research and strategy development. Myhre brings real-world experience working in the engineering community as a safety manufacturer for a Philadelphia-based airline department.



"I'm excited to join the partnership of such a well-run organization on an upward trajectory," said Myhre.

Alex Puskar is an attorney in Barley Snyder's Business and Tax practice groups. His practice includes vast experience with mergers and acquisitions including assisting clients with the establishment, use and operation of, and acquisitions involving employee stock ownership plans. A native of Lancaster County and former summer associate of Barley Snyder, Puskar is also the chair of the firm's summer associate program recruiting committee.



"I am excited and honored to have been elected into the partnership... and I look forward to this next chapter in my career," said Puskar.

NAHB Updates Its 2023 Housing Affordability Pyramid

National Association of Home Builders

National Association of Home Builders Evaluates the 2023 Housing Affordability Crisis

NAHB has updated its "housing affordability pyramid" for 2023, and the latest data show that 64.8 million households out of a total of 132.5 million are unable to afford a $250,000 home.

The pyramid is based on conventional underwriting standards that assume the cost of a mortgage, property taxes and property insurance should not exceed 28% of household income. Based on this methodology, NAHB economists have calculated how many households have enough income to afford a home at various price thresholds.

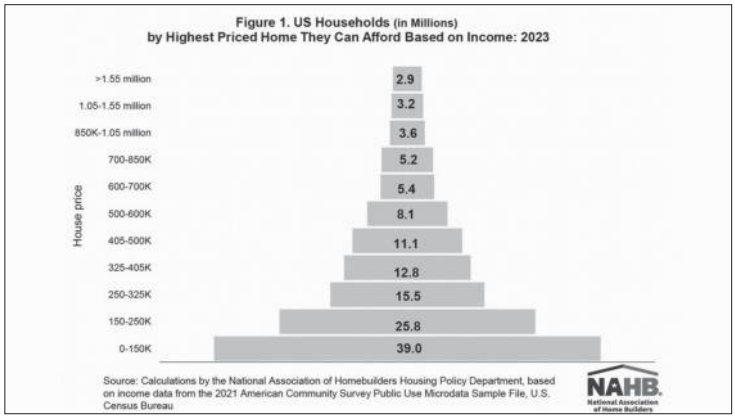
At the base of the pyramid are 39 million U.S. households with insufficient incomes to be able to afford a $150,000 home.

The pyramid's second step consists of 25.8 million with enough income to afford a top price somewhere between $150,000 and $250,000. Adding up the bottom two rungs shows that there are 64.8 million households who cannot afford a $250,000 home.

The nationwide median price of a new single-family home is $425,786, meaning half of all new homes sold in the U.S. cost more than this figure and half cost less. A total of 96.5 million households — roughly 73% of all U.S. households — cannot afford this median-priced new home.

This helps put affordability concerns into perspective and goes a long way toward explaining why housing affordability now stands at a more than 10-year low. Mirroring a steep rise in mortgage rates that began in the early part of 2022 and coupled with ongoing building material supply chain bottlenecks that increased construction costs, housing affordability posted three consecutive

NAHB 2023 Housing Affordability Pyramid



quarterly declines in 2022 and now stands at its lowest level since the National Association of Home Builders (NAHB) began tracking it on a consistent basis in 2012. However, a recent drop in mortgage rates over the past two months signals that declining affordability conditions may have reached their low point for this cycle.

The top of the pyramid shows that 9.7 million households have enough income to buy a $850,000 home (adding up the top three rungs), and 2.9 million even have enough for a home priced at $1.55 million. But market analysts should never focus on this to the exclusion of the wider steps that support the pyramid's base.

On March 2, NAHB released its new priced out estimates for 2023, which shows that a $1,000 increase in the price of a median-priced new home will price 140,436 U.S. households out of the market for the home.

Prospective home buyers also are adversely affected when interest rates rise. NAHB's priced-out estimates show that 1.28 million households are priced out of the market for a new median priced home at $425,786 when interest rates rise a quarter-point from 6.25% to 6.5%. An increase from 6.5% to 6.75% prices approximately 1.29 million households out of the market.



BIA
Installation Banquet
RECAP page 11

Builder Spotlight:

Josh Fravel, Fravel Home Improvements and Remodeling Inc.



When was your company started?
We have been in business since 2007.

What does your company do?
We are a design build company and do anything a client would want to do to their home from a new kitchen to an addition.

What makes your company special?
Our specialty is interior remodeling. Our main goal and our top priority, as we work within the clients home, is to do the job well and cleanly. I have always had an obsession for making things better than they already are. I love the challenge of having a problem and coming up with new ideas or solutions, and then build something to solve it—something that will last and function well. I believe my love of the challenge has spread to my team and that it also empowers them to think of solutions themselves while keeping our goals in mind. I think understanding not just what needs to happen to produce the finished product, but also how it needs to be done, and seeing the next 8-10 steps in my head keeps us moving forward quickly when a problem comes up. This has been especially helpful for us specifically in remodeling because you just never know what is behind the next sheet of drywall or under the next floor board.

Why do you enjoy your job?
I find it very rewarding to take an idea and figure out a solution, then figure out all the things that I need t to make it work—just like a puzzle with lots of different pieces that all function differently with no directions on how it all goes together—yet, still keeping the end goal in mind the entire time while figuring out how each piece will affect the next as we build it. In the end when it all works, it feels great.

Why are you a member of the BIA?
It's so easy to get caught up in the day-to-day grind and your own scope of responsibilities, but it's great to have connections in our community through BIA resources and to attend events where we can all come together to share information and connect with each other.

Tell us about yourself and your family.
I live in Ephrata with my wife, Mary, and our two boys Evan (13) and Austin (9) and our dog Daisy. Mary handles the office administration and financial parts of our company and keeps things running. We have made a great team over our last 16 years in business together, and she is always my biggest supporter as we continue with moving our company ahead for the future. She has also homeschooled our boys for the last 3 years and keeps everything together and moving forward.

What are your hobbies?
I enjoy spending time with my family, building and improving stuff for my personal enjoyment and I enjoy hunting. As a family, we love building new things and creating new spaces that we can enjoy around our home. I think our passion has rubbed off on our boys. With such a wide variety of tools and materials at their disposal, they can just build and create anything they think up. They have learned that all you need to build something is an idea and to get started on it. Then if it doesn't work quite right, to try again and again until they figure out the solution to make it better. It's always surprising to see what they come up with.

Associate Spotlight:

Michael & Kristin Hughes, Owners SERVPRO of Southern Lancaster County and SERVPRO of Lancaster East



When was your company started?
Kristin and I have just recently taken over SERVPRO of Lancaster East and Southern Lancaster County which have been in business since 2000. We are proud to add the additional franchises to our team consisting of SERVPRO of Kennett Square/Oxford and SERVPRO of Cecil County. We have been employees and owners in the SERVPRO system since 1998 bringing a combined 40 years plus of knowledge and experience in the mitigation industry.

What does your company do?
SERVPRO provides emergency service response for fire and water cleanup services for both commercial and residential customers. We are part of SERVPRO's Large Loss Response Team which travels to help customers affected by storm related events such as hurricanes and flooding.

What makes your company special?
Our company takes pride in being the premiere brand in the restoration industry helping our communities in times of need. We can handle any size project and can provide "full service" restoration, meaning after the clean up is complete, our Construction division will take the project over and brig the property back to a pre-loss condition. We also carry the ability to handle commercial air duct cleaning which our franchise has been successfully performing since 2000. We are one of a select few in the SERVPRO system that have taken this service on. We travel throughout the U.S. handling projects for fellow SERVPRO's when the project is beyond their capacity.

Why do you enjoy your job?
We have always enjoyed being part of our community and helping people in general. All our customers are faced with an unexpected challenge that was not planned. Families and business are displaced at the worst possible times, and we have the opportunity to help put their lives back together. That is a wonderful feeling that never gets old.

Why are you a member of the BIA?
With our recently purchasing the Lancaster SERVPRO franchises, the BIA is actually a new affiliation for us. We look forward to growing our presence and networking with the many outstanding members of the association.

Tell us about yourself and your family.
Kristin and I will be married 23 years in May. We have three children, Avory (19), Evan (16), and David (14). Our two additional family members are dogs which are Hudson our GSP, and Artie our beagle.

Tell us about your hobbies:
Hobbies are tough to have while managing our companies, but we do enjoy spending time together outside of our busy schedules.

LANCASTER COUNTY MAGAZINE

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



FIRST-FLOOR REMODEL
General Contractor: TK Building & Design
Interior Design: Kathy Shenk, Interior Fancies
Cabinetry: Quality Custom Cabinetry
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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BUILDERS– DON'T MISS THIS!

JUNE 17-25, 2023

Take advantage of this excellent membership benefit! We have an extensive marketing plan which includes: television commercials, billboards, our dedicated Parade website, magazine ads, online and social media promotion, direct mailing of 100,000+ Parade of Homes guidebooks, and more!

For over 30 years, the BIA has produced the exciting and successful Parade of Homes, promoting you, our BIA members. We look forward to your participation in this terrific event!

PARADE OF HOMES Gala
JUNE 16

Honor the 2023 Parade winners & entries at our annual Gala!

Join us at the Lancaster Country Club, June 16th at 6:30 pm.

Cost: $85 per person

Be a part of the biggest, most anticipated home event of the year!

Entry Types
New and Custom Homes
Townhomes/Duplexes
Apartments
Whole House Remodels (80%)

Remodeling Projects*
Kitchen, Bath, Addition,
Outdoor Living, Basement
and more!
*Remodeling Projects subject to approval on a case by case basis

Deadline & Fee
Final Deadline:
April 7th – $3250

Contact Melanie Capanelli for more information: (717) 490-0547 or parade@lancasterbuilders.org

Sponsored by: Fulton Bank *and* UGI Energy to do more

2023 BIA Installation Banquet







The Building Industry Association of Lancaster County officially installed its 2023 Board of Directors at the Annual Installation Banquet on January 12th, hosted at the Eden Resort and Suites. Local builders, contractors, government officials, and other BIA guests were in attendance.

Lancaster County Commissioners Chairman Ray D'Agostino performed the installation duties for the BIA Officers, Directors, and Presidential Advisors. Incoming President Tim Kotzmoyer with TK Building & Design was installed by the outgoing BIA President, Jordan Metzler of Metzler Home Builders. The complete list of the 2023 BIA Leadership Team is listed on the back cover.

Newly installed BIA President Tim Kotzmoyer commented, "I am thankful to be a part of such a great association. I look forward to serving as your 2023 president and continuing to drive the BIA towards maintaining our strength and sustainability in the future." Kotzmoyer completed a residential carpentry program at Lancaster County CTC and worked for a custom builder and remodeler. Tim started his construction company, founding TK Building & Design in 2015. (See more from Tim Kotzmoyer on page 3.)

BIA Annual Award Recognitions



BIA BUILDING AWARD
Mike Viozzi
Lezzer Lumber
Recognizing a member who contributes to the creation of quality homes, strengthens relationships in our local community and provides business opportunities for those that support the industry.



BIA INDUSTRY AWARD
Joel Young
Rettew Associates
Recognizing a member who has strongly advocated for the industry position on issues that influence our members' ability to do business.



BIA ASSOCIATION AWARD
Frank J. Vargish, III
Blakinger Thomas
Recognizes a member who has represented the BIA as an ambassador, volunteer and leader promoting the association and its member companies.



BIA YOUNG PROFESSIONAL AWARD
Amanda Voloshin
Invision Designs
Recognizing a young professional who demonstrates commitment and contributes to their profession and industry while representing and advocating for the BIA.



BIA PRESIDENT'S AWARD
Keith Petrisek
Dutch Quality
Recognizing a member who stood out during the 2022 BIA President, Jordan Metzler's (Metzler Home Builders) term.

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BIA Building Futures: A Construction Career Day

Building Industry Association
BUILDING FUTURES
Construction Career Day

October 12th, 2023 10:00 am - 6:00 pm

Wyndham Lancaster Convention Center

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!

- BIA members representing their companies, careers, and current job openings
- Trade presentations, demonstrations, and Q&A sessions
- Local schools & students invited to attend and to highlight their schools
- Construction Corner: Activities and demonstrations for kids of all ages
- Extensive marketing campaign to promote the event

BIA Members - Ways To Get Involved:

✓ 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!



✓ 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!



Stay Tuned - Event and Registration Information Coming Out Soon!

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

Lancaster Building Industry FOUNDATION

Providing Community Grants & Scholarships

Hands-on HOUSE CHILDREN'S MUSEUM OF LANCASTER

Play Passes Available!





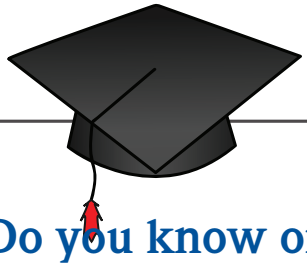




As you know, the LBI Foundation partners with Hands-on House Children's Museum in Lancaster. The Construction Co. exhibit that we help to sponsor is super fun for kiddos, but there is so much more to enjoy.

We have Play Passes available for pick up at the BIA, or we can happily mail a few out.

Have some Hands-on fun!

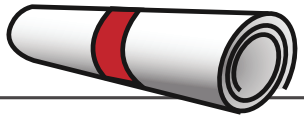


Do you know of a worthy student pursuing secondary education in the trades?

The Lancaster Building Industry Foundation provides scholarships for students pursuing secondary education in the trades!

Contact the BIA staff@lancasterbuilders.org or call Tara at 717-569-2674 for information.

Visit the Foundation website: https://lancasterbuilders.org/community/foundation/



Building Industry Association REMODELERS COUNCIL

Remodelers Council Presents Panel Discussion

Common Building Code Issues





A panel discussion on common building code issues was hosted by the BIA Remodelers Council on February 16th at the Manheim Township Library. Presenters included Don Forry, (retired) Master Code Official, Tim Stoltzfus, Manheim Township Director of Code Compliance and Steve Brandvold, East Hempfield Township Building Code Official.

The discussion was facilitated by Tim Zehr of Metzler Home Builders and focused on key elements to ensure a smooth compliance and inspection process. Electronic permit submittal, plan requirements & plan review were touched on. Specific examples regarding tempered glass, handrails, guards at exterior doors, changes in foundation block sizes, air sealing and insulation were detailed as these are common issues that inspectors face before issuing certificates of use and occupancy.

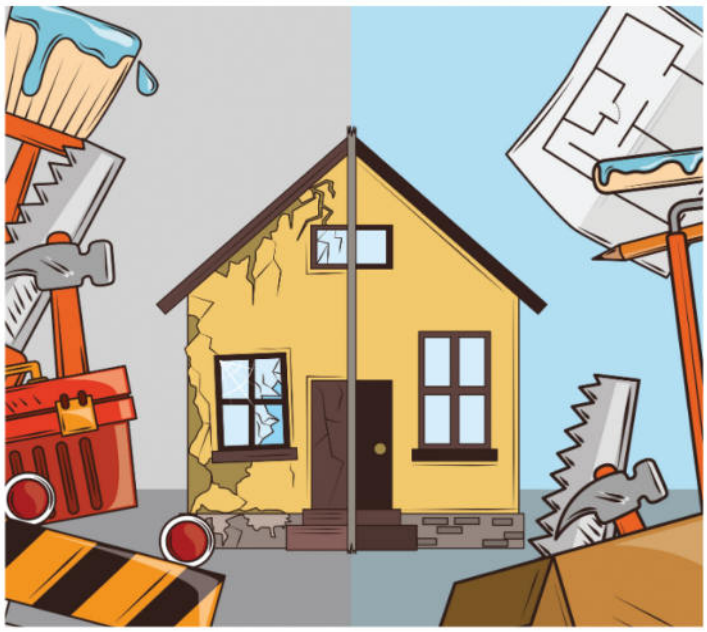
Tension points will always be there with inconsistencies between our many municipalities and interpretations by officials. However, initiating contact with the Code Department/Official prior to the project, scheduling preliminary site visits for questions, submission of revisions before scheduling inspection, and, of course communication with Code Officials are part of the cooperative effort that can smooth the inspection and approval process.





New!

Winner can now choose a renovation OR money towards a newly constructed home!



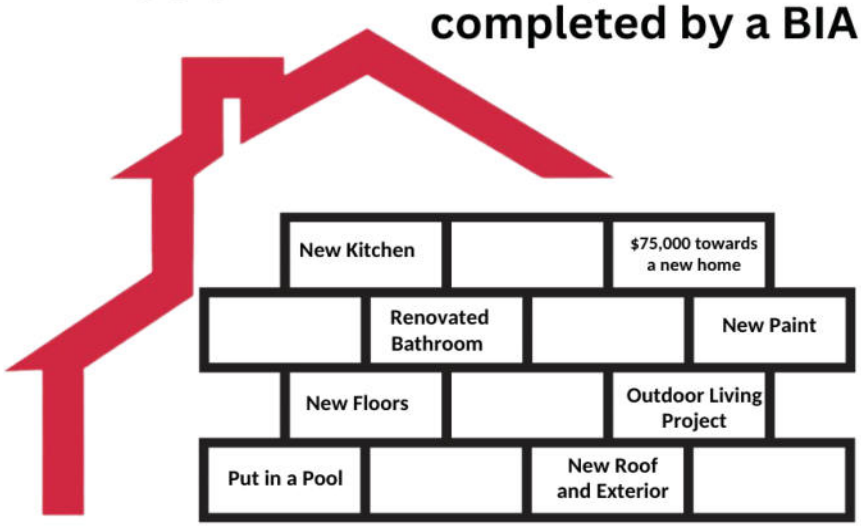
Building Industry Association

RENOVATION RAFFLE

Win $75,000 Towards a Renovation Project OR the Purchase of a Newly Constructed Home

Completed by a BIA member!
Or opt for a $35,000 cash prize!

You can do one big renovation, a few different remodeling projects, or apply $75,000 to the purchase of a newly constructed home completed by a BIA member!



Our sales goal is 1,000 tickets, with a cap of 2,000. So, your odds of winning are great!

Ticket Donation $150

Drawing held 12:00 pm on June 30, 2023

Proceeds benefit the non-profit BIA and the BIA's workforce development initiatives.

For contest details and a full list of participating BIA Professionals:

lancasterbuilders.org

Small Games of Chance License 20220411
Special Raffle Permit 2022S0012

Call For Entries!

2023 Building Industry Association PILLAR AWARDS

4 Pillar Categories

Advertising & Marketing Awards

Company Achievement Awards

Professional Achievement Awards

Remodeling Project Achievement Awards

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

Save the Date:

Early Bird Deadline: September 1, 2023

Final Deadline: September 29, 2023

SUBMIT ENTRIES AT:
Awards.lancasterbuilders.org/pillar



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**

MY BENEFIT ADVISOR 2023 WILL SEE PUSH FOR FINANCIAL WELLNESS



Soaring inflationary pressures and mounting recession fears have combined with pandemic and employment concerns to create a heightened level of financial stress among employees. For employers, this represents both a dilemma and an opportunity. The employee benefit portfolio that may have worked well in the past may not adequately address these needs going forward. By investing in planning and some resources, however, business owners can both demonstrate their concern for employees and solidify if not increase worker morale and productivity at the same time. Here are a few programs employers can implement to show their support:

Emergency Savings Accounts

By creating an emergency savings account (ESA) for employees, business owners can help workers save for financial emergencies by allowing deposits of after-tax dollars from their paycheck into a savings account. Workers can then withdraw the funds as needed via a debit card or electronic transfer. An ESA eliminates the need for workers to have the discipline and time to manually save the money. As a bonus, employers can offer incentives to employees, such as a matching deposit (up to specified limits).

Lifestyle Spending Accounts

Lifestyle Spending Accounts (LSA) provide a method for employers to assist their employees in paying for health, wellness expenses and even other costs that are not typically covered under a group health insurance program. Many business owners like LSAs since they can decide which expenses are reimbursable and how much each employee receives. Unlike flexible spending accounts, employers fund the LSA with money that is taxable to the employee after it is spent.

Student Loan Assistance

Companies can design programs to either make tuition payments to the loan servicer or directly to the employee. Eligible candidates can be required to have been working for the company for a specified minimum period of time or have successfully completed a degree. Typically, an employer matches annual payments made by the student and can set a lifetime cap. As an example, a company can match annual payments up to $2500 per year and/or a lifetime cap of $10,000.

Financial Guidance Resources

These programs, sponsored by an employer, can provide access to resources and tools focusing on assisting employees in their effort to gain financial literacy. The business owner may utilize a wide range of options, including a partnership with financial consultants that can provide workplace seminars, speaking with employees concerning their financial needs and educating the staff on budgeting, saving, investing and managing debt.

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**.

Thank you for having the BIA!





On February 23rd, **Lezzer** invited the BIA of Lancaster to participate in their 2023 Lancaster Product EXPO. Attendees enjoyed a night out perusing the latest innovations in products and materials. The BIA staff had the opportunity to share current happenings at the association with those that attended, including several BIA members



BIA staff attended **Martin's Flooring** Grand Reopening at their Lancaster showroom on Columbia Ave. The event had light refreshments, giveaways, door prizes, and a ribbon-cutting ceremony.

BIA Events and Education

EVENTS

PARADE OF HOMES FINAL DEADLINE
April 7, 2023

BIA MEMBER MORNING MINGLE WITH YDOP
April 13, 2023, 8:00–9:30am
YDOP, 127 E Orange St, Lancaster, PA 17602
Is your company set up to reach its sales goals in the future? Some owners get more involved in solving this challenge, while others prefer to delegate these types of responsibilities. What role should the owner or CEO play in a company's marketing?
In this session, Steve Wolgemuth, author and CEO (YDOP) will unpack key insights from his award-winning book, The Crucial 12: Powerful Insights For Marketing Leadership. Filled with real stories and practical advice, this session will help owners find clarity around their essential role in marketing. This session will help you:
• Get perspective on why marketing is so complicated these days
• Get clarity around your role as an owner/CEO in marketing and the type of marketing you should prioritize in 2023
• Get some practical advice on managing your marketing stakeholders - and avoiding common pitfalls with your team and your vendors.

Join us at YDOP, a fellow BIA member, for networking, coffee, light breakfast, and an informative presentation.

Cost: No fee to attend, but registration is required.
Email: Pauline Wilton at pauline@lancasterbuilders.org

BIA LEGISLATIVE ROUNDTABLE BREAKFAST
April 21, 2023, 7:30 - 9:30 am
The Lancaster Country Club Oak Room
Valuable facetime visiting with local legislators in a circuit format.
Cost: $20.00 per person
Contact: staff@lancasterbuilders.org

BIA—THE WHOLE PICTURE
May 10, 2023, 8:00 - 9:00 am
BIA Office, 204 Butler Ave., Suite 200, Lancaster
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

BIA MAY MINGLE WITH GR MITCHELL
May, 24 2023, 4:00–7:00pm
GR Mitchell, 14 Beaver Valley Pike, Willow Street, PA
Kick off the long holiday weekend by joining the BIA & GR Mitchell for a fun afternoon of food, drinks, and games!
Join us for:
• Hatchet Throwing
• Corn Hole Games
• Walk-O-Taco Food Truck
• Networking

Hosted by GRMitchell BUILDING SUPPLIES & HOME CENTER

Cost FREE to attend, but registration is required
More Details to Come!

2023 ANNUAL GOLF OUTING
Crossgates, 1 Crossland Ps, Millersville, PA 17551
Registration 12:00pm, Shotgun start 1:00pm
Dinner 5:30pm
Enjoy an afternoon on the links with your employees, customers, BIA peers and community leaders while supporting the industry and building relationships! See ad on the next page.
More information to come.
Cost: Registration for the event by May 31st - $95.00 per golfer
Registration after May 31st - $110.00 per golfer

BIA RENOVATION RAFFLE WINNING TICKET DRAWING
June, 30 2023, 12:00pm
See page 15.

2023 Lancaster and Lebanon Counties PARADE OF HOMES

June 17–25

Builders, Don't Miss This!

Enter now to be a part of the biggest, most anticipated home event of the year – the Lancaster/Lebanon Parade of Homes!

It's a 9-day event including the June 16th **Parade of Homes Gala** held at the Lancaster Country Club.

We have an extensive marketing plan including television, magazine ads, billboards, online promotion, social media, direct mailing of the guidebook to over 100,000 people, and more.

The Parade of Homes is an outstanding benefit of BIA membership; it is one builders and realtors should not miss.

Contact Parade Liaison Melanie Capanelli for more information at Parade@lancasterbuilders.org.

SEE PAGE 10.

Final deadline is April 7.

event sponsors Fulton Bank UGI Energy to do more®

SAVE THE DATE

BIA BUILDING FUTURES CONSTRUCTION CAREER DAY
October 12, 2023, 10:00 am – 6:00 pm
Wyndham Lancaster Convention Center
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! Even registration coming soon.
SEE PAGE 12 for details.

Stay in the loop! Connect with the BIA on:

facebook. YouTube in

www.lancasterbuilders.org

EDUCATION

Live Online Webinar Courses

PROJECT MANAGEMENT
Multiple Live Events Online March 14, 21, 28 2023, 1:00-3:00pm
We often hear, "Good project managers are hard to find." Increase your professional value by learning the tips and tricks that make a successful project manager. Explore the tools needed to get those projects completed on budget and on time!
Instructor: Vince Butler, GMR, GMB, CAPS, President, Butler Brothers Corporation
NAHB Credit: This class counts for 6 continuing education credits.
Cost: Non NAHB member, $299; Member, $199; Council, $199
You will have access to course materials, including the course test, for 30 days after the conclusion of the live sessions.

THE NEW HOME PROFESSIONAL
Two Live Events Online March 16, 23, 2023, 1:00-4:00 pm
Are you in a sales rut? If you find yourself doing the same thing at every open house and losing your edge, it's time for a refresh. Increase your professional value by improving your confidence and sharpening your skills to make that sale!
NAHB Credit: This class counts for 6 continuing education credits.
Cost: Non NAHB member, $349; Member, $249; Council, $249
You will have access to course materials, including the course test, for 30 days after the conclusion of the live sessions.

Please visit **https://elearning.nahb.org/catalog** for these and additional webinar events, to learn how to register for a course, the course cancellation & refund policy, and for important information.

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**

Have fun.
Build relationships.
Perfect your swing.
Enjoy the sunshine.
Support your association.

Do it all June 22st at Crossgates.



Door prizes needed!

Want to get on someone's leaderboard? Consider contributing a door prize to add to our always-impressive collection!

Golf novelties, grilling gear, tech gadgets, clothing and accessories, gift certificates…the options abound!

Your company logo and information is welcome on or with any of the prizes to help your name stick with the winner long after the final score is tallied.

Questions? Contact staff@lancasterbuilders.org

Get a better shot at new business with a sponsorship!

Tournament Sponsor - $1,500 **SOLD**
Dinner Sponsor - $750 **SOLD**
Beverage Sponsor - $650 **SOLD**
Beverage Hole Sponsor - $500
Hole Sponsor (Premium) - $350
Hole Sponsor (Standard) - $200
Mulligan Sponsor - $150 **SOLD**
Bag of Tricks Sponsor - $150
Donate a Door Prize

To Assess or Not to Assess?

Temporary Tax Exemption for New Residential Construction

Over the course of 2022, rising interest rates and inflation slowed the housing market frenzy. As a result, for the first time since the early days of the COVID-19 pandemic, residential homebuilders may find themselves with excess inventory. If your company is in this situation, it is important to understand when real estate taxes can be assessed against new construction, including model and spec homes (even when they are being used temporarily as a sales or leasing office), or even partially leased multi-family buildings. It may be later than you think!

Under Pennsylvania law, all real estate, save for a few exceptions, is to be valued and assessed at annual rates. However, the Consolidated County Assessment Law, 53 Pa. C.S. § 8813, et seq., which applies to all counties except for Philadelphia and Allegheny, contains a notable exception that protects residential builders. Section 8813 of the Consolidated County Assessment Law states that new single and multi-family residential dwellings are not permitted to be valued or assessed for taxing purposes until one of the following three things occur: 1) the dwelling is occupied; 2) the dwelling is conveyed to a bona fide purchaser; or 3) the dwelling remains vacant for a period of 30 months. In situations where a building permit is required, the 30-month period runs from the first day of the month in which the building permit was issued. The exemption also applies to improvements to unoccupied dwellings and dwelling unit conversions, so if a building permit was not required for the construction, the 30-month period begins on the day that construction commences.

Additionally, the exemption covers partially occupied new multi-family dwellings. Specifically, the assessment of any multi-family dwelling because of occupancy is only to be on "the proportion which the value of the occupied portion bears to the entire multiple dwelling." In other words, your company may be entitled to a reduced tax assessment on a newly-constructed multi-family building prior to reaching full occupancy.

Claudia Shank, Esq.
McNees
McNees Wallace & Nurick LLC

Tailored Solutions
for Your Shipping Needs.



NAHB members can save at least 75% on less-than-truckload (LTL) shipments over 150 lbs.

The NAHB Freight Shipment Program offers exclusive access to low cost, customized inbound and outbound LTL rates for air, ground, international LTL, truckload, rail and intermodal freight services with world-class freight carriers. From a single shipment to your complete supply chain, our freight experts will find a way to make it happen. With decades of experience and an international network at their fingertips, your dedicated freight team will make the complex simple.

To start savings, simply:

Call: 1-800-MEMBERS (636-2377) | **Visit: www.1800member.com/nahb**
M-F, 8 a.m.- 5 p.m. ET

NAHB National Association of Home Builders | YRC FREIGHT | ups

Make sure you're at the table.

BIA
Government Affairs
Breakfast & Roundtable Discussion

Friday, April 21st, 7:30 - 9:30 am

The Lancaster Country Club - Oak Room

***Sponsored by*:**

2023 BIA Advocacy Partners

Valuable face time with your legislators

Registration cost: $20 per person

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

Your BIA...



Your BIA of Lancaster County was awarded by PBA for meeting the PaCAH (PBA's Political Action Committee) goal for the '21-'22 cycle.

Pictured (from left) are Jay Provanzo, Karen Watkins, Frank J. Vargish,III, Kevin Kozo and John Bear. Thank you to all who contributed!

Building Industry Association of Lancaster County

New Member

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

ASSOCIATES

IJ Tech Mechanical Services
Eric Stickler
402 S. Chiques Road
Manheim, PA 17545
Phone: (717) 412-7330
Business Activities:
Mechanical Contractor
Email: estickler@ijtechmechanical.com
Sponsor: Elise Gibson, BCF Group

SM Gutters Lancaster
Meral Kurun
1052 Valley Crossing Dr.
Lititz, PA 17543
Phone: (717) 823-8600
Business Activities:
Gutters and Downspouts
Email: Kurunmeral@gmail.com



Membership Renewals

Thank you for your continued commitment to the industry!

Alden Homes
Alside Supply Co.
Associated Insurance Management, Inc.
B & F Partners
B&G Glass Service Inc
B.R. Kreider & Son, Inc.
Bauman Brothers Concrete
BCF Group
Berks Homes
Bertz, Hess & Co., LLP
Bollinger Builders
Broderick's Landscape Contracting, LLC
Brubaker Drywall, Inc.
C & F Contracting
Cedar Knoll Builders
Clyde Stumpf & Son, Inc.
Compleat Restorations
Dutch Quality, Inc.
ELA Group, Inc.
Elm Renovations & Construction LLC
Ephrata National Bank
Evergreen Custom Carpentry
Five Point Renovation and Remodel
Fleming Tile & Marble
Fred Metzler Construction
Garman Builders, Inc.
Garman Builders, Renovations
Garrety Glass, Inc.
George J. Grove & Son, Inc.
Gingrich Builders
Glenn H. Gingrich, Inc.
Good Brothers Builders, LLC
GR Mitchell
H2, LLC
Haldeman Mechanical, Inc.
Henry H. Ross & Son, Inc.
Heritage Floors, Inc.
Houtman Construction Management LLC
IJ Tech Mechanical Services
IMPACT! Missions
J. L. Swope Construction, Inc.
Keener Insulating & Supply, Inc.
Kenneth Homes
Keystone Custom Homes
King Construction Co., LLC
King Painting & Wallpapering, Inc.
Kingdom Construction Services LLC
Lancaster County Conservation District
Landis Wood Works
Landmark Homes
Martin Paving, Inc.
Martin's Plumbing & Heating
Members 1st FCU
Middle Creek Builders, Inc.
Milestone Construction, LLC
Musselman Lumber
Myers Bros. Drilling Contractors
Oak Tree Development Group
Pine Hill Building Co. LLC
Pioneer Management, LLC
Ressler Propane
RGS Associates, Inc.
Rhoads Creative
Rigidply Rafters, Inc.
Robert Weaver Masonry and Lancaster ICF Builders
Rohrer's Construction
Shank Door Company
Simeral Construction Company
Snavely's, J.C. Snavely & Sons, Inc.
Susquehanna Style Magazine/IDP Publications
The AZEK Company
TK Building & Design LLC
Trademark Contractors, Inc.
Trout CPA
Truist
UGI Heating, Cooling & Plumbing
Walter & Jackson, Inc.
Walz Group
Weaver Construction & Roofing
Weaver Energy, Inc.
Weaver Superior Walls, LLC
Wyndham Lancaster Resort & Convention Center
Zeiset Homes & Renovations LLC
Zimmerman's Construction, LLC
Zook Home Builders

Cancellations

B & E Roofing and Remodeling LLC
Belmont Solar
Berkshire Hathaway HomeServices Homesale Realty
H.L. Wiker
LeafFilter North of Pennsylvania
RL Livingston, Inc.
Signal Control, Inc.
Tomlinson Bomberger Lawn Care, Landscape & Pest Control

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



REACH THE **MOST *AFFLUENT* HOMEOWNERS** IN THE **SUSQUEHANNA VALLEY**

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OF LANCASTER COUNTY
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204 Butler Ave, Suite 200, Lancaster, PA 17601

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Rhoads Energy
2023 Friend of the Industry Partner

Trout CPA — Accounting | Tax | Advisory
2023 Friend of the Industry Partner

HBA · Building Industry Association of Lancaster County · CFA Certified Contractor · Concrete Foundations Association · NAHB National Association of Home Builders



- Flexible Design Options
- Drier Basement
- Convenient Process
- BulkTread™ Poured Steps
- Quality Workmanship

Weiler Walls inc
717.336.8877 • Lititz, PA
info@weilerwalls.com • www.weilerwalls.com

Weiler Walls is here to serve the foundation needs of building professionals. Our energetic team is ready to construct your next poured wall. For foundations done right, and on time, give us a call!