Volume 39, Number 2, Summer, 2023

Lancaster Builder

A publication of the Building Industry Association of Lancaster County



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New Programs & New Events Create New Opportunities

by Tim Kotzmoyer, TK Building & Design, LLC



I hope everyone is having a great year so far. It's hard to believe that we are reaching the halfway point of 2023 as everyone is getting into the busy summer months of construction. We are wrapping up some great events from the first half of the year and gearing up for the events yet to come for the second half of 2023.

We had another wonderful Parade of Homes event with twenty entries for this year. I hope everyone got a chance to check out the homes either in person or online. I'd like to thank everyone that made the event possible and especially thank those that were able to participate. Also, a special thanks to our main sponsors Fulton Bank and UGI for their continued support.

We are enthusiastic about our new program –*The BIA Renovation Raffle*. This was an exciting initial effort and we look to build on this first year of the program for the years to come. Thank you to everyone that participated and helped sell tickets.

As we look forward to the second half of the year, we have two great events with the Building Futures: Construction Career Day workforce development event and the BIA Pillar Awards. Registration is now open and both events are a great way to help your business as well as support the BIA. There are also several other events and happenings as well, so be on the lookout for event notifications.

While everyone is busy with their day time jobs, I encourage everyone to try and get involved in the BIA. There are so many great opportunities to volunteer and participate. The more you get involved the more you will benefit from everything the BIA has to offer. Outside of programs and events there are so many great people to connect and network with.

Enjoy your summer and I look forward to seeing everyone at the events coming up.

Calendar of Events

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

Events

Jul	28-29	PBA State Board Meetings, Gettysburg
Aug	10	Social Media Webinar with Strella
	17	BIA–The Whole Picture @ BIA Office, 8am – 9am
Sept	1	Pillar Awards Earlybird Entry Deadline
	12	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
		—SAVE THE DATES—
Oct	12	BIA Building Futures: Construction Career Day
Nov	9	GMM & 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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Residential Construction Workers Discuss Housing Issues

More than 700 builders, remodelers and associates engaged in all facets of residential construction marched on Capitol Hill today [June 7, 2023] to call on Congress to take steps to ease the nation's housing affordability crisis and make housing and homeownership a national priority.



"From coast to coast, members of the housing community have come to Washington for the **National Association of Home Builders (NAHB)** 2023 Legislative Conference to deliver a simple message to lawmakers: 'As housing goes, so goes the economy,'" said NAHB Chairman Alicia Huey, a custom home builder and developer from Birmingham, Ala.

With a nationwide shortage of 1.5 million housing units, Huey noted that "building more homes is the only way to tame inflation, satisfy unmet demand, achieve a healthy supply-demand balance in the for-sale and rental markets, and ease the nation's housing affordability crisis."

In more than 250 individual meetings with their representatives and senators, housing advocates urged lawmakers to act on the following three issues to help keep housing affordable and spur the production of attainable housing:

• Transformers.

A shortage of distribution transformers is delaying housing projects across the nation and the cost of transformers has soared by more than 70% over the past three years. NAHB is urging Congress to:

1) Utilize the Defense Production Act to boost output at existing facilities to address the growing supply chain crisis for distribution transformers, and

2) Oppose efforts by the Department of Energy to increase the energy conservation standards for the production of distribution transformers because it will severely exacerbate the current supply shortage.

• Energy codes.

NAHB is urging the Senate to introduce and advance legislation which includes the provision in House-passed bill H.R. 1 that would repeal $1 billion in grants provided to state and local governments to adopt updated energy codes that are more costly and restrictive. Forcing the adoption of more stringent energy codes to qualify for these grants will exacerbate the current housing affordability crisis and limit energy choices for consumers.

• Workforce development funding.

There is a shortage of more than 400,000 workers in the construction industry, and this is resulting in housing construction delays and higher home building costs. NAHB is urging Congress to reauthorize the Workplace Innovation and Opportunity Act to help meet the residential construction industry's severe workforce needs and to fully fund the Job Corps program, which is a vital source of skilled labor for our industry.



Who's in the News: Accomplishments & Honors

ACCOMPLISHMENTS

David Miller/Associates, Inc. (DM/A), of Centerville Road, Lancaster, is pleased to announce **Charity L. Hain**, RLA, LEED AP, SEO, and **Douglas S. Cwienk**, PG, SEO were certified as a Sewage Enforcement Office (SEO) by the Pennsylvania Department of Environmental Protection.

Charity is a member of our Municipal Services Group. She earned a Bachelor's in Landscape Architecture from Penn State University.



Charity Hain

Doug acquired a Bachelor of Arts in both Geology and Marine Science from Kutztown University. He also completed a Master of Science in Oceanography at the University of Rhode Island.



Doug Cwienk

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 Partner **Stacey R. MacNeal** has been named to Central Penn Business Journal's (CPBJ) 2023 "Women of Influence Circle of Excellence" list.

CPBJ's Women of Influence recognizes high-achieving women for their career accomplishments. The Circle of Excellence award is given to women who have demonstrated sustained achievement, longstanding and notable success in the community, and are leading the way for other women. The judges, consisting of CPBJ's publisher and editors, are asked to be extremely selective at this stage.

"I have always felt that giving back to my community and my profession was important," said MacNeal. "I am honored and humbled to be included on this prestigious list with so many accomplished female professionals forging the way for other young women."

MacNeal is a member of Barley Snyder's Real Estate Practice Group and chairs the firm's Land Use practice. She has been practicing law for more than 25 years, regularly representing property owners and developers in all stages of real estate acquisition, financing, operations, development and divestment. An avid volunteer, MacNeal currently serves on the board of directors of the York Symphony Orchestra, its governance committee as well as chairs its strategic planning, marketing and audience development task force. She also currently serves on the executive leadership committee for York's Walk to End Alzheimer's and the fund development committee for the DreamWrights Center for Community Arts.



Stacy MacNeal

"Prior to joining Barley Snyder, I had the pleasure of working with Stacey at my first firm out of law school. She immediately took me under her wing and guided me on how to handle various real estate matters, but more importantly, on what it meant to be a professional woman in the legal workforce," said Barley Snyder Attorney Jayne R. Katherman. "I believe her contributions to our firm and to the community make her a standout example of what this award stands for."

MacNeal and other honorees will be recognized at a celebration on June 27 at the Sheraton Harrisburg Hershey Hotel in Harrisburg.

Barley Snyder is also pleased to announce Fourteen Barley Snyder attorneys have been recognized by Super Lawyers as Pennsylvania Super Lawyers and Pennsylvania Rising Stars for 2023.

Super Lawyers is a rating service of outstanding lawyers from more than 70 practice areas. The prestigious, annual list highlights attorneys who have distinguished themselves in their legal practices. Attorneys are selected based on a high degree of peer recognition and professional achievement for their designations. A research committee makes the final determination through a rigorous process that includes independent research, peer nominations and peer evaluations.

The organization named five Barley Snyder attorneys to its 2023 Pennsylvania Super Lawyers list:

Lauralee B. Baker (Lancaster)

Jennifer Craighead Carey (Lancaster)

Thomas A. French (Harrisburg)

Latisha Bernard Schuenemann (Wyomissing/Reading)

Jill Sebest Welch (Lancaster)

Super Lawyers named nine attorneys to its Pennsylvania Rising Stars list:

Lauren D. Berkowitz (Lancaster)

Derek P. Dissinger (Lancaster)

Matthew M. Hennesy (Lancaster)

Elizabeth L. Melamed (Lancaster)

Kevin C. Myhre (Malvern)

Reilly S. Noetzel (Lancaster)

Alexander Puskar (Lancaster)

Justin A. Tomevi (York)

Paul F. Troisi (Wyomissing)

The organization also recognized Partner **Justin Tomevi** as a Thomson Reuters Stand-out Lawyer. Tomevi was nominated by in-house counsel at a large construction company who stated "Justin has great practical responses and produces good work product."

BIA Spring Morning Mixer



If you had an extra $100,000 in your marketing budget, would you know how to spend it to get a worthwhile return? That question kicked off the marketing discussion at the BIA mixer hosted and sponsored by YDOP Digital Marketing this Spring on April 13th. Attendees considered the various stages of the buyer's journey and the ever-evolving nature of marketing strategy. YDOP's CEO, Steve Wolgemuth encouraged audience members to drill down on the location-sensitive aspect of Google's algorithm, ensure they get accurate data from 3rd party vendors, and double down on conversion optimization on key web pages.
(Also see YDOP on page 17)

Builder Spotlight:

Alison McLennan, McLennan Contracting



When was your company started?
We founded McLennan Contracting in 2003, so we're celebrating our 20th year in business this year!

What does your company do?
We are a Design-Build remodeler specializing in residential interior remodeling. The majority of our projects are kitchens, bathrooms, and basements, though we also offer whole home remodeling services and additions. Our home repair and handyman service is available to existing clients and select new clients.

What makes your company special?
We generally work in owner-occupied homes, so it's essential that we implement systems and processes that cultivate a low-stress, family-friendly experience for our clients. Our company mission is to "enrich life at home," not only by designing and building beautiful, functional spaces for our clients and their families to enjoy, but also by prioritizing open, consistent communication, keeping clients apprised of schedule, and ensuring that the jobsite is kept clean and orderly each day. We are an empathic team of remodeling professionals dedicated to client comfort and satisfaction from beginning to end.

Why do you enjoy your job?
As president of McLennan, I enjoy developing the strategic vision for our company and seeing that strategy turn into opportunities for our team. Our mission to "enrich life at home" extends to our team members, and through strategic growth, we are able to enrich their lives just as they are working hard to enrich the lives of our clients. We emphasize collaboration, innovation, and continual learning, because we believe that every person on our team can thrive when they are invited and empowered to invest in their passions. Strategic growth allows us to create jobs and provide paths for professional and personal development, along with excellent compensation and benefits.

Why are you a member of the BIA?
It's easy to get lost in the daily grind of running a business, and unintentionally wind up feeling isolated. Over the last few years I've experienced how beneficial and fulfilling it is to network with like-minded business owners who face shared questions and challenges. There's both a giving and receiving that happens in these circles—we all need help, and we all have something to contribute. I want to be part of that synergy with local builders and remodelers in my beloved Lancaster community.

Tell us about yourself and your family.
I have been married to my husband, Tim (with whom I co-own McLennan Contracting), for 21 years. We live in Manheim Township with our three homeschooled teenagers and two very spoiled dogs.

What are your hobbies?
As a family, we enjoy taking RV trips in our 38-foot travel trailer. I am also an avid reader, blogger, and still maintain my childhood love of video games.

What other organizations are you a part of, if any?
Tim and I are members of Remodeler's Advantage, and we participate in the Remodeler's Advantage Roundtables program. McLennan Contracting is also a member of the National Kitchen & Bath Association (NKBA).

Associate Spotlight:

Mike McCurdy, General Manager
Brian Beal, Regional Sales Manager
Leffler/Patriot Propane



When was your company started?
The Carlos R. Leffler company was formed in 1941 when 17 year old Carlos borrowed $380 from his father to buy a truck to transport fertilizer, coal and milk for farmers throughout Lebanon County, Pennsylvania. Since then, Leffler Energy has grown into one of the most recognizable energy companies in Pennsylvania. Leffler later branched out into the propane business under the name Patriot Propane and has been providing propane to Central Pennsylvania for the last two decades.

What does your company do?
Throughout the years, we've been helping our neighbors manage all of their home services – all designed with you as our #1 priority. Leffler Energy is the only local company you need to know for hassle-free heating, cooling and other home comfort services, all year round. Patriot Propane provides 24/7 service and support and offers a range of services and benefits that no other company can match. We provide expert service you need to keep your family warm and comfortable through the coldest winters. Propane is the ideal choice for summer fun too – pools, spas and fire pits can be enjoyed longer into the night, or into extra seasons, with the quick-heating advantages of propane.

What makes your company special?
Our company is our family. We operate honestly and with the highest integrity – always doing the right thing the right way for everyone including our customers, our communities, associates, suppliers and family members. You can count on Leffler Energy/Patriot Propane for a range of services and benefits that no other company can match, all created with your comfort and savings in mind. Providing total home comfort, agricultural and industrial services along with total customer service and satisfaction 24/7, in any weather, every day of the year.

What's an interesting fact about your business most people don't know?
We are much more than just a fuel delivery company. We offer a wide range of products and services that can accommodate a wide range of customers and businesses. Not only do we provide timely deliveries for oil and propane, we can also provide diesel fuel, gasoline, kerosene and even bio fuels. Additionally, we are a full HVAC service and installation company for all fuel types. We provide a one stop shop for both residential consumers as well as industrial companies allowing all of your heating and cooling needs to be handled under one roof.

Why are you a member of the BIA?
The biggest reason is community involvement. We want to be active leaders in our community when it comes to growing our industry and supporting our local community. We are also passionate about developing young talent that can grow into future leaders within our industry. Most importantly, we feel that there are essential services Leffler/Patriot can provide to other members of the BIA to support growth within the association.

Tell us about your team.
The individual members of our team here at Leffler/Patriot are the lifeblood of our success. We have a diverse group of experienced individuals who are dedicated to their craft. Our team cares about the impact we have within our local community and we are driven to provide top quality customer service.

2023 BIA May Mingle

A big shout out to GR Mitchell *for hosting the BIA May Mingle on May 24th!*







What a fun night of hatchet throwing with **Hatchet & Axe**, corn hole, and great company. A special thank you to **Marvin Windows** for being a sponsor of this event. Over a hundred attendees enjoyed food by **Walk O Taco** and beer from **Wacker's Brewery**. Thank you to all that attended!

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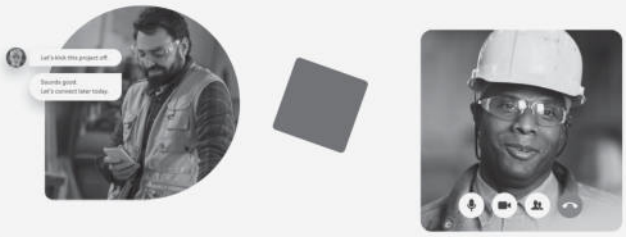

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ask me about our **BIA Discount**

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TK Building & Design and Garman Buiders Take Top Parade Honors

The two most coveted local honors in home building were recently announced, recognizing all Parade of Homes entries and the winning homes. Sponsored by **Fulton Bank** and **UGI Utilities** and presented by the **Building Industry Association of Lancaster County** (BIA), the Lancaster/Lebanon Parade of Homes opened the area's best new homes for touring both in-person and virtually. This year's Parade featured 20 single-family homes and townhomes/duplexes from 12 different builders, ranging in price from $369,990 to over $1,000,000.

The 2023 Parade of Homes *Fulton Bank Award for Best Single Family Home* was bestowed on **TK Building & Design** (Entry #20). This beautiful 2,680 sq. ft. home can be toured virtually and features two bedrooms, two and a half baths, as well as the following:



- 9' ceilings throughout with cathedral ceilings in the great room and owner's suite
- Screened in rear porch with wood burning stone fireplace
- Wood burning stone fireplace in great room
- Wood ceiling detail in great room and foyer
- Wall accents in powder room, office, and owner's bathroom
- Zero entry shower with heated floors in owner's bathroom
- Custom cabinetry throughout the house featuring a walnut island and hutch
- Kitchen features a breakfast nook area with plenty of natural light and views of farmland
- Cedar impressions, clapboard vinyl siding, stone veneer & standing seam metal roof accents
- Building materials supplied by GR Mitchell

The 2023 Parade of Homes *Fulton Bank Award for Best Townhome/Duplex* was presented to **Garman Builders** for their entry at 415 Mayapple Drive, Annville (Entry #1). The three-bedroom home offers:

- Wallpaper in family room
- Farmhouse trim in dining and staircase
- Hardwood throughout the first floor
- Shiplap with accent paint in powder room
- High-end accent tile in owner's bath
- Modern hexagon floor tile in powder room
- Glass and tile shower in the owner's bath
- Decorative ceiling trim in owner's bedroom
- Modern lighting throughout
- White and grey painted cabinetry with Quartz countertops in kitchen



The 2023 Parade of Homes *Honorable Mention* for the Fulton Bank Awards went to **Alden Homes**' entry at 1090 Alden Way, Lebanon (Entry #10) and **Millfield Construction Co.** for their entry at 4317 Heather Lane, Columbia (Entry #4).

The 2023 Parade of Homes *Alpha Award*. Each year when new builders participate in the Parade, we recognize the highest point scorer with the Alpha Award. This year we had two new builders in our Parade and the highest point scorer and winner is **TK Building & Design**.



The Parade entries were separated into 8 divisions according to the price and type (single-family home and townhome/semi-detached). Along with the Fulton Bank Awards, one home in each division earned a "Best of Show" Award, with additional awards for "Best" in: Exterior, Interior Design, Kitchen, Bath, Decorated, and Landscaping. The entries were judged on June 13th & 14th by industry professionals from outside the area, using a numerical scoring system.

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

- Townhome, Division 1 ($369,990 - $$375,000): **Garman Builders**, Entry #1 (415 Mayapple Drive, Annville)
- Townhome, Division 2 ($499,998 - $511,264): **Millfield Construction Co**. Entry #4 (4317 Heather Lane, Columbia)
- Single-Family Home, Division 1 ($506,900 - $524,900): **Garman Builders**, Entry #6 (62 Monticello Drive, Lebanon)
- Single-Family Home, Division 2 ($568,600 – $616,203): **Alden Homes**, Entry #10 (1090 Alden Way, Lebanon)
- Single-Family Home, Division 3 ($689,900 – $696,700 & unpublished): **Landmark Homes**, Entry #13 (30 Grand Summit Drive)
- Single-Family Home, Division 4 ($779,500 - $795,500): **Landmark Homes**, Entry #14 (104 Morning Drive)
- Single-Family Home, Division 5 ($949,000 - $959,700): **Landmark Homes**, Entry #17 (500 Sunset Blvd., Annville)
- Single-Family Home, Division 6 ($1,000,000 & unpublished): **TK Building & Design**, Entry #20 (Virtual Entry)

Detailed information on all of the home entries is available at www.lancasterparadeofhomes.com.

Sponsored by: Fulton Bank and UGI Energy to do more



The 2023 Parade of Homes *Gala*

The two most coveted local honors in home building were presented at the Lancaster/Lebanon Parade of Homes Gala on June 16 at the Lancaster Country Club. This annual Gala officially kicked off the Parade of Homes, recognizing all entries and announcing the winners. Returning as emcee this year was WGAL's Anne Shannon. Our talented Builder and Associate Members gathered for this special evening along with community and industry leaders.











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Building Industry Association
BUILDING FUTURES
Construction Career Day

BIA Building Futures: A Construction Career Day

October 12th, 2023 10:00 am - 7:00 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, see registration flyer.



✓ Support the Industry

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



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



Building Futures Event Sponsor - SOLD

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Construction Corner Sponsor - $3500 (1 Available)

- Company featured on all promotional pieces and on BIA website
- Signage and representation at the event, specifically the Construction Corner
- Company logo on promotional items for participants in the Construction Corner Competitions
- Copies of the children's book "The House That She Built" given to attendees compliments of your company
- Ad in the event's Building Futures Career Guide
- Booth at the event

Building Futures Presentation Sponsor - SOLD

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3 SOLD

- Signage and representation at the event
- Logo on all student/school meal vouchers
- Company listed as sponsor on BIA website
- Ad in the Building Futures Career Guide
- Booth at the event

TK BUILDING & DESIGN

Landmark Homes

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Trade Ambassador - $1250

- Company listed as an ambassador on BIA website
- Company provided banner displayed during the event
- Booth at the event
- Signage and representation at the event
- Ad in the event's Building Futures Career Guide
- Web carousel ad on BIA's website homepage for one month, leading up to the event

Workforce Sponsor- $750

- Company listed as a sponsor on BIA website
- Ad in the Building Futures Career Guide
- Company provided banner displayed during the event
- Web carousel ad on BIA's website homepage for one month, leading up to the event

Industry Support Sponsor- $500

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- Ad in the Building Futures Career Guide
- Company provided banner displayed during the event

Friend of the Industry Sponsor- $350

- Company listed as a sponsor on BIA website
- Company provided banner displayed during the event

Building Futures Career Guide Ad- $200

- Ad in the Building Futures Career Guide

Contact Staff@lancasterbuilders.org to reserve your sponsorship!



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- **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**

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2. Submit a Rebate Claim
3. Receive a Rebate Check

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

$1,526.65

HBArebates.com
info@HBArebates.com
866.849.8400
@MemberRebateProgram

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Lancaster Building Industry FOUNDATION

Investments to Future Generations

2023 LBI FOUNDATION SCHOLARSHIP AWARDS

The Lancaster Building Industry Foundation continues to fulfill its mission to provide community-based opportunities, education and service related to the building industry. The Foundation received a record number of scholarship applications this year, and awards were decided for the following 14 students:

The Foundation is also distributing funds for a special $1,000 scholarship award, the ***Phil Shatto Legacy Scholarship*** contributed by Garman Builders in memory of a Garman team member.



The recipient this year is **Matthew Bear** from Lititz, who will be studying Carpentry Technology at Thaddeus Stevens College of Technology.

Congratulations to all our scholarship award recipients, we wish you the best in your continued education and future employment!

- **Noah Berrios** – Cabinet Making & Wood Technology at Thaddeus Stevens College of Technology
- **Grant Matthew Decker** – Architectural Technology at Thaddeus Stevens College of Technology
- **Ryan Alexander Findlay** – Electrical Technology at Thaddeus Stevens College of Technology
- **Meghan Glick** – Architectural Technology at Thaddeus Stevens College of Technology
- **Seth David Graybill** – Finance & Business Administration at Messiah University
- **Yanmanuel Gutierrez** – Residential Remodeling Technology at Thaddeus Stevens College of Technology
- **Aden Christian Herr** – Electrical Technology at Thaddeus Stevens College of Technology
- **Ibrahim Adam Issa** – Cabinet Making & Wood Technology at Thaddeus Stevens College of Technology
- **Madison Louise Martin** - Residential Remodeling Technology at Thaddeus Stevens College of Technology
- **Kieran C. McEvoy** – Electro-Mechanical Engineering at Thaddeus Stevens College of Technology
- **Nicole Peffley** – Bachelor of Architectural Engineering at Pennsylvania State University
- **Ayden Umholtz** – Carpentry Technology at Thaddeus Stevens College of Technology
- **Thomas Stork** – Architecture, Associate in Applied Science at Harrisburg Area Community College

Please support the LBI Foundation!

Our next fundraising event will be a **Silent Auction** held at our BIA Building Futures Event on October 12th at the WYNDHAM Lancaster. Details to come!

Consider making a tax-deductible contribution (make check payable LBI Foundation, mail to BIA) or contribute online https://members.lancasterbuilders.org/store/.

Call For Entries!

2023 Building Industry Association PILLAR AWARDS

Celebrating Professional Excellence

Entry Deadlines & Fees

Early Bird Deadline:
September 1st
Early bird first entry - $295;
Each additional entry - $245

Final Deadline:
September 29th
Regular first entry - $345;
Each additional entry - $295

4 Pillar Award Categories:

Advertising & Marketing Awards

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

Professional Achievement Awards

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

Company Achievement Awards

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

To Enter/For More Information:
awards.lancasterbuilders.org/pillar

SAVE THE date

GMM & Pillar Award Presentation

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

Questions? Contact Pauline@lancasterbuilders.org; 717-569-2674

MY BENEFIT ADVISOR LONG TERM DISABILITY BENEFITS REVIEW



Although long term disability (LTD) benefits may lack the appeal of other more often utilized programs in a company's benefit portfolio, for an employee who becomes disabled due to an accident, injury or illness, it becomes a critical and much appreciated safety net.

Designed to replace lost income when an employee is unable to work for an extended period of time, business owners have a choice to provide coverage to all employees as part of an employer-paid core benefit or make the program optional and employee paid, often as part of the company's voluntary benefits portfolio. However, most insurance companies require a minimum level of participation when underwriting an LTD plan, providing an incentive for employers to automatically enroll all employees in the plan and make it a 100% employer paid benefit.

It should be noted that the upside for employees paying for the program with after-tax dollars or paying through a voluntary program is that if they become disabled and receive benefits, the payments will be tax-free.

LTD plans typically have a waiting period of 90 or 180 days, pay 50-60% of the disabled employee's monthly income up to a stated maximum length of time, based on a very specific definition of "disability". The carrier may or may not include commissions and bonuses in an employee's income. Of particular importance is the carrier's definition of disability. The most liberal definition of the term is "own occupation", which allows the employee to collect benefits if they are unable to work due to illness or injury, in their current profession. On the other end of the spectrum is a definition requiring an inability to work in "any occupation", making it much more difficult for the employee to collect benefits.

The pricing for the benefit program is based on the level of benefits provided, and the demographics of the company's workforce, among other factors. Larger companies and those with prior coverage will usually be required to submit past rate history or utilization information.

For the business owner, it is worth shopping carriers on a regular basis to compare not only pricing but the specific benefits offered by each insurance company, including any exclusions and limitations. Brokers and benefit consultants typically know the best carriers in each region for various industries and can more effectively shop and compare programs for the business owner or designated benefit manager.

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**.

Ready For The New Google Analytics?



For years, Google Analytics has been the choice for measuring important metrics about your website - who is visiting, where they come from, and what pages they visit on your site. But after June 30, 2023, Google Analytics will stop working.

Don't worry, Google has rolled out a new analytics tool: GA4. It's got plenty of new features and will allow marketers to better understand how the website is performing, as well as help business owners make better decisions about their marketing.

However, GA4 does require some setup and configuration to work properly. It also handles data differently than the current version of Analytics, so you will be limited in comparing data year over year. And the dashboard has a different layout, so there is a steep learning curve - even for experienced marketers.

Hopefully your marketing team or outsourced marketing partner has already set up GA4 for you. If not, feel free to reach out to YDOP for help implementing the new GA4 on your website.

—

ydop

YDOP is a digital marketing agency in Lancaster, PA. For two decades, YDOP has helped companies in the construction industry grow their business online. You can connect with YDOP at contact@ydop.com or 717-397-1212

BIA Events and Education

EVENTS



Celebrating Professional Excellence

Entry Deadlines & Fees

Early Bird Deadline	Final Deadline
September 1st	September 29th
Regular first entry–$295	Regular first entry–$3455
Each Additional entry–$245	Each Additional entry–$295

4 Pillar Award Categories:

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

Remodeling Project Achievement Awards
- Addition
- Basement Remodel
- Bathroom Remodel
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- Landscape/Hardscape Project
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- Community Impact Award

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

To Enter/For More Information:
awards.lancasterbuilders.org/pillar

SAVE THE DATE!

GMM & Pillar Awards Presentation

November 9, 2023, 5:30 - 8:30 at The Inn at Leola Village
38 Deborah Dr, Leola, PA 17540

Questions?
Contact Pauline@lancasterbuilders.org; 717-569-2674

PBA STATE COMMITTEE & BOARD MEETINGS
July 28-29, 2023
Gettysburg Hotel, Gettysburg, PA
Join your fellow PBA members for Committee and Board Meetings, and celebrate PBA Annual Awards.

END OF SUMMER SOCIAL BENEFITING THE BIA PAC
September 12, 2023 (rain date September 13th)
at the home of Frank and Vicki Vargish. Enjoy a cigar-friendly evening of catered fare, soft drinks, fine scotch and raffle prizes while supporting your BIA's advocacy program!

BIA—THE WHOLE PICTURE
August 17, 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

PILLAR AWARDS EARLYBIRD ENTRY DEADLINE
September 1, 2023

PILLAR AWARDS FINAL ENTRY DEADLINE
September 29, 2023

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!
SEE PAGES 12-13 for details.

General Membership Meeting & BIA PILLAR AWARDS Dinner
November 9, 2023, 5:30–8:30 pm
Inn at Leola Village
$75 per person

Stay in the loop! Connect with the BIA on:

facebook. YouTube in

www.lancasterbuilders.org

EDUCATION

Live Online Webinar Courses

RISK MANAGEMENT FOR BUILDERS AND REMODELERS
Live Online 2023 - Thursdays, July 11 & 18, 1-4 pm
Taking risks is part of the job. However, you can learn to minimize and manage them. Explore ways to calculate and mitigate your exposure to ensure you are in control when the worst happens.
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:

- Define and explain the purpose and use of Risk Management
- Identify and address potential sources of business risks
- Discuss industry-specific methodologies for assessing and managing risk, such as use of insurance and contractual risk-shifting mechanisms
- Select and employ appropriate risk mitigation solutions
- Distinguish and report on risks for both internal and external audiences
- Practice basic insurance claims processes
- Evaluate and modify existing organizational Risk Management and Business Continuity processes.

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 additional important information regarding this course.

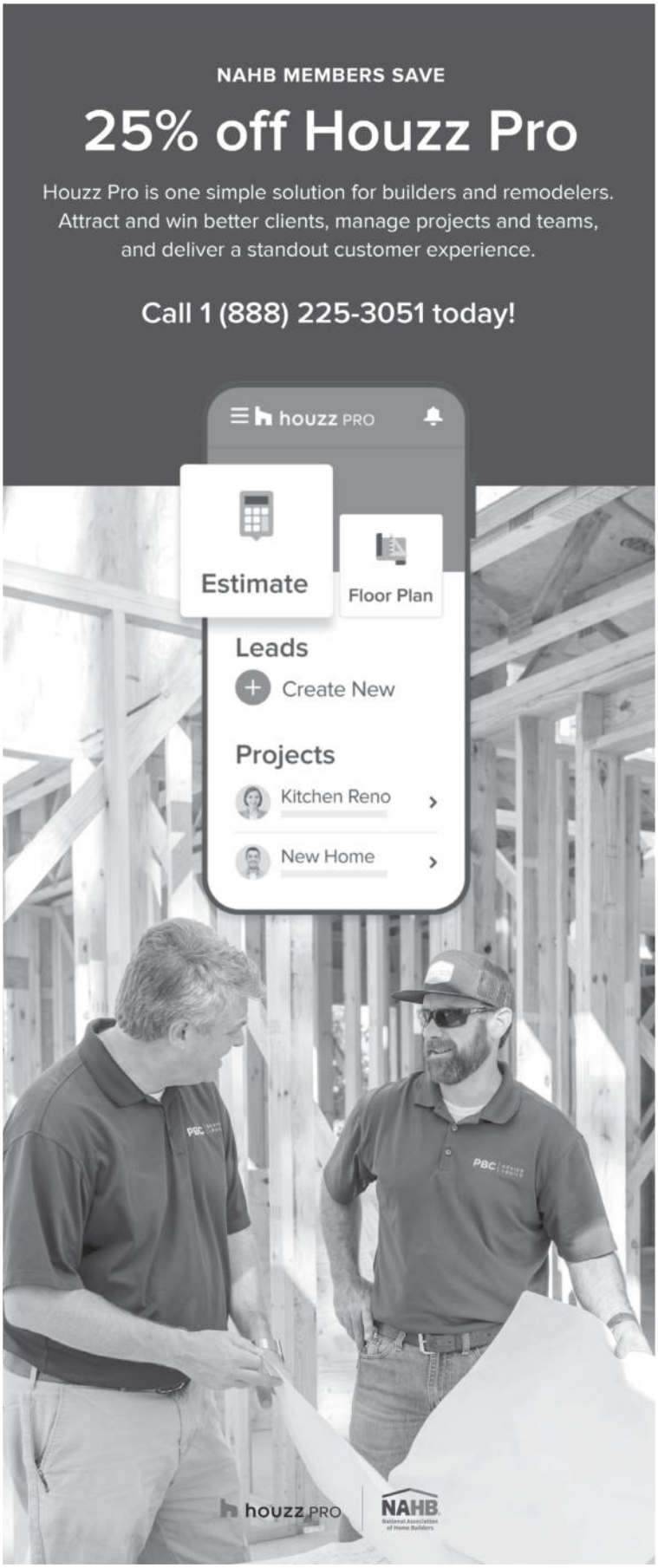
ABC Keystone
Associated Builders and Contractors
Events, Education & Training Calendar

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**



Legislative Roundtable Breakfast 2023 Recap

Recent legislative wins, new bills we support, and proposed bills we must defend against.

The BIA held its annual Legislative Roundtable Breakfast on April 21st at the Lancaster Country Club. Members met with Senators Ryan Aument and Chris Gebhard as well as Representatives Bryan Cutler, Keith Greiner, and Brett Miller in a rotating circuit format, allowing for face-time and conversations with each legislator.

Topics included recent "wins", current legislation that we support and other proposed bills that we need to defend against, and future industry opportunities in this new administration.

RECENT LEGAL WIN WILL NEED A LEGISLATIVE FIX:

PBA filed a lawsuit against L&I challenging the legality of the 2021 accessibility regulations. PBA was SUCCESSFUL in their court challenge. Currently PBA Members must build to the 2018 accessibility provisions. PBA anticipates participating in a legislative fix to the UCC to allow for the legal adoption of future accessibility provisions.

REINTRODUCTION OF LEGISLATION WE SUPPORT:

We are pushing for a new package of the Municipal Engineering bills as well as the NPDES Permit Program that were introduced in the 2021/2021 session and must be reintroduced int eh 2022/2023 session.

LEGISLATION THAT IS IMPORTANT TO DEFEND AGAINST:

HB 417 – New Home Construction Consumer Protection Act

HB 761 - Contractor Bonding for Adjoining Properties and HB 693 – Adjacent Neighbors' Bill of Rights

HB 952 - Adopting zero-emission standards for space and water heaters

AN OPPORTUNITY FOR OUR INDUSTRY:

New Pennsylvania Office of Transformation and Opportunity – PBA supports the Governor's creation of a 'one-stop-shop' to help move the backlog of permitting forward in a timely manner; however, we recommend that the following policies also be adopted to help get new projects permitted:

1. Limiting the scope of review for permit challenges that are able to go before the Environmental Hearing Board.
2. Allowing for Third Party review of permits.
3. Changing PA's NPDES permit trigger for earth disturbance from one acre to the Federal waiver program of five acres.
4. Hold state agencies accountable for missing permit decision deadlines (deemed approval).
5. Pass legislation mandating permit reforms to stop a future Governor from rescinding progress made.

This event was brought to our members by these our Advocacy Partners.

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RETTEW

rkl ADVISORS for WHAT'S NEXT

UGI Energy to do more

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+

Shawn Garman Jason Garman
Randy Hess

Keystone Club: $750+

Jason Provanzo

Chairman's Club: $100+

Scott Frick Michael Hockenberry
Tim Kotzmoyer Nate Van Name
Karen Watkins

Lake Coulson Named Chief Lobbyist for NAHB



The National Association of Home Builders (NAHB) has announced that Lake Coulson has been named as its new senior vice president for government affairs and chief lobbyist, taking over for Jim Tobin who was recently appointed CEO of the association. A dedicated government affairs professional with more than 20 years of policy and management experience, Coulson will serve as the association's lead lobbyist and oversee its federal, state and local lobbying, as well as guiding the activities of NAHB's political action committee, BUILD-PAC, and its grassroots network.

"Having worked closely with Lake for more than the past decade, I know he is the right person to lead NAHB's government affairs team forward as our industry faces a number of challenging issues," said NAHB CEO Jim Tobin.

"I am certain he will do an outstanding job in promoting and advancing NAHB's political, legislative and strategic objectives."

For the past 11 years, Coulson has represented NAHB on Capitol Hill in a senior management position as vice president of government affairs. Before joining NAHB in 2012, he was the executive director of government affairs for the National Electrical Contractors Association.

"Lake's extensive housing policy background, which includes tax, energy, environmental and appropriations issues, along with his proven leadership and management skills working previously as NAHB's vice president of government affairs, makes him the perfect candidate to lead one of the premier lobbying shops in Washington," said NAHB Chairman Alicia Huey, a custom home builder and developer from Birmingham, AL.





New Members

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

ASSOCIATES

Builders First Source
John Gormley
3382 Lincoln Highway East
Paradise, PA 17562
Phone: (223) 366-4044
Business Activities: Lumber & Millwork
Email: john.gormley@bldr.com

Durrell's Estate Maintenance, Inc.
Durrell Moyer
1042 Dry Tavern Rd.
Denver, PA 17517
Phone: (717) 445-8252
Business Activities: Lawn Care Service
Email: dmoyer@durrells.net

Lancaster Kitchens and Baths
Nick Colatosti
136 Main Street
Landisville, PA 17538
Phone: (717) 984-4922
Business Activities: Remodeling Contractor
Email: info@lancasterkitchensandbaths.com

Leffler/Patriot Propane
Mike McCurdy
669 E. Ross St.
Lancaster, PA 17602
Phone: (877) 827-9317
Business Activities: Heating & Cooling
Email: mmccurdy@petroheat.com

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

BUILDER

EC Custom Homes, LLC
Evan Costello
1215 Pennsy Rd
Pequea, PA 17565
Phone: (717) 875-2209
Business Activities: Builder – Single Family
Email: evan@eccustomhome.com



Membership Renewals

Thank you for your continued commitment to the industry!

84 Lumber Company Store 0295
Abel Construction Co., Inc.
Advanced Trim & Kitchens
Advantage Building Concepts, LLC
Andersen Windows, Inc.
Bareville Kitchens & Design
Barley Snyder
Bomberger's Store, Inc.
Brentwood Builders, Inc.
Brown Schultz Sheridan & Fritz
C. Moyer Building & Remodeling, Inc.
CB Burkholder, Inc.
CCS Building Group
Charter Homes & Neighborhoods
Choice Home Remodeling, Inc.
CLZ Concrete & Construction, LLC
Concrete Authority
Costello Builders
Dombach Builders, Inc.
EGStoltzfus Homes, LLC
EWBN, LLC
EZSolution
Fulton Bank
Good Electric, LLC
Goody's Home Design, Inc.
Grande Construction
Greystone Construction, Inc.
Groff's Heating AC & Plumbing, Inc.
Hajoca Corporation
Harvey Achey Construction, LLC
Iddings Electric Inc
Kilgore Electric, Inc.
Kingsway Realty
Kreider and Diller Builders, Inc.
Lanco Mechanicals, Inc.
Lapp Electrical Service, Inc.
Lezzer Lumber
M.R. Sterling Productions LLC
Magnolia Lane Properties
Martin Appliance
Martindale Propane
Martin's Flooring Inc.
Millfield Construction Co.
Nolt Companies, LLC
Overhead Door Co. of Lancaster
PAsunrooms, Inc.
Penn Stone
Precision Wall & Truss
Premier Settlements, Inc.
Quarry View Building Group
Red Rose Cabinetry, Inc.
Rettew Associates, Inc.
RKL LLP
Rohrer's Quarry, Inc.
SERVPRO of Lancaster East & Southern Lancaster County
Speedwell Construction
Swartz Kitchens and Baths
TCS Construction LLC
The Hess Agency
The Spa and Pool Place
Twin Mar Construction, LLC
Univest Bank and Trust Co.
Weiler Walls, Inc.
YDOP

Cancellations

Lancaster Home Builders
LMC Home Loans
MDB Construction LLC
Northwest Bank
SDR Mechanical
Timber Ridge Homes, LLC

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

LANCASTER COUNTY MAGAZINE

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



PRIMARY SUITE 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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LancasterCountyMag.com

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Chase Martin, Alden Homes
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2023 Executive Industry & Advocacy Partner

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GRMitchell — BUILDING SUPPLIES & HOME CENTER
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