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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

More info on page 4.

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



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Cabinetry: Choice Home Remodeling
Flooring: D&S Flooring, Lititz
Electric: Iddings Electric, New Holland
Quartz Counters: Lapp Tops, New Holland
Plumbing: JM Lapp Plumbing & Heating, New Holland
Photography: Taylor Ann Photography

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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BIA's Focus This Year Is NETWORKING

by Kevin Kozo, Turnberry Construction Group

Some of you know that I was a past Home Builders Association president in Berks County, where I currently live. Why did I join the BIA of Lancaster? I saw an opportunity to expand my company to a growing and vibrant area; I also quickly learned that Lancaster county has *SMART* people! Not that other counties don't, but I have found value in getting out of my area, listening to others around here and beyond. I have enjoyed meeting all sorts of people in the business and *LEARNING* about how they do what they do.

I am fortunate to follow in the footsteps of predecessors who committed whole-heartedly to the BIA, advocating for our industry position, working on initiatives that reduced expenses, increasing non-dues revenue and community awareness, streamlining systems within the association to maximize efficiency and expanding our committees for maximum involvement.

Building on these initiatives, my mission and focus this year for the BIA is *NETWORKING*. We have all joined this association for different reasons but at the end of the day we want

1)To meet other like-minded people and increase our own bottom line and

2) To support our industry – the industry that provides food on our tables and roofs over our heads. Whether we are supplying it, installing it, or fixing it – Construction is simply what we do. I'm eager to foster more engagement within the association and more outreach beyond!

That reach includes our workforce development initiatives, happy hours to engage both members and soon-to-be members, arranged business introductions, and new council and fundraising opportunities. There is strength in numbers, and an expanded and engaged association has the numbers needed to fight the excessive regulation that directly attributes to increased costs of our developments, homes and apartments.

These efforts will not only expand our scope but keep us true to the BIA mission to ***promote our member companies while advocating for the advancement of the residential construction industry***.

Calendar of Events

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

Events

Mar	15-16	PBA Committee & Board Meetings, Cranberry Township, PA
	20	Happy Hour—details to come
Apr	5	2024 Parade Of Homes Final Deadline, $3,395
	11	BIA Morning Mingle@ Eden Resort & Suites, 8:00-10:00am
	17	Happy Hour—details to come
May	15	BIA the Whole Picture, BIA Office, 8:00-9:00am
	22	BIA Happy Hour hosted by Penn Stone, 4:30-6:30pm
Jun	14	2024 Parade Of Homes Gala, Lancaster Country Club
	15-16, 19-23	2024 Parade Of Homes, weekdays 5-8pm, weekends 12-6pm
	19	BIA Annual Golf Outings, AM & PM Fields, Crossgates

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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Pauline Wilton

Administrative Coordinator:
Tara Cook

BIA of Lancaster County
204 Butler Ave, Suite 200
Lancaster, PA 17601
Tel: (717) 569-2674; Fax: (717) 569-5187
E-mail: staff@lancasterbuilders.org
Website: www.lancasterbuilders.org

Cover Sponsor: Lezzer Lumber

LEZZER LUMBER'S PRO SHOW CONTINUES TO HELP ADVANCE THE BUILDING INDUSTRY IN LANCASTER COUNTY

Lezzer Lumber's Pro Show which was held on February 15th at The Spooky Nook in Manheim once again proved to be a resounding success this year, attracting over 900 industry professionals from around the area. The event, renowned for its growing popularity, showcased the latest innovations and products from 47 vendors, including household names like Andersen Windows, Wellborn Cabinet, Marvin Windows + Doors, and Reeb Millwork.

For attendees, the show offered more than just a chance to peruse new products; it provided a unique opportunity to engage directly with representatives from top manufacturers. John Lowe, Reeb Millwork's vendor representative, emphasized the importance of such events for vendors, noting that they allow for invaluable face-to-face interactions with both current and potential customers. "These shows are a great opportunity for us to get to talk firsthand with current and prospective customers," Lowe explained. "We're able to get our products in front of building professionals, which in turn delivers innovation and helps them keep up with emerging trends around the industry."

The sentiment was echoed by industry professionals like Bill Lastinger, of Benchmark Construction, who praised the convenience of having multiple vendor representatives gathered in one location. "It gets tough with our busy schedule to be able to keep up with everything that's new and changing," Lastinger remarked. "The shows have given us a great opportunity to get in touch with our vendor reps all in one spot and discuss our needs and challenges firsthand."

Indeed, the Lezzer Lumber Pro Show serves as a hub for networking, education, and collaboration within the Lancaster County building industry.

Beyond the impressive array of products on display, attendees also enjoyed a catered buffet, cocktails, and desserts, enhancing the overall experience of the event.

From builders and contractors to architects and designers, the show caters to a diverse range of professionals, fostering an environment conducive to learning and growth. By facilitating direct communication between vendors and customers, the event encourages the exchange of ideas and insights, ultimately driving innovation and progress within the local building community.

The show's continued growth in attendance reflects the industry's enthusiasm for such gatherings. As the demand for high-quality building materials and innovative solutions continues to rise, events like the Lezzer Lumber Pro Show play an increasingly vital role in connecting industry stakeholders and driving forward momentum.

"We're honored to bring everyone together for a night like this," Mike Viozzi Lezzer Lumber Lancaster manager said. "As Lancaster County continues to grow, we believe it's critically important to host this event every year."

Looking ahead, organizers are already gearing up for next year's show, with plans to expand upon its success and further solidify its status as a cornerstone event for the Lancaster County building industry. The Pro Show continues to prove its value, not only as a showcase of products but as a catalyst for collaboration, knowledge-sharing, and collective advancement within the vibrant and dynamic world of construction and design.

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

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Solid Economic Data Indicate A Promising Outlook for Housing

Robert Dietz
NAHB Chief Economist

The economy continues to post solid gains.



The economy continues to post solid gains, leading the bond market to reverse earlier bets that the Federal Reserve would begin cutting the benchmark federal funds interest rate as early as March. Better-than-expected economic performance will reduce the rate of improvement for inflation data, meaning the Fed will need to maintain its long-stated monetary policy of higher rates for longer. In January, the Consumer Price Index increased by 3.1%, following a 3.4% increase in December.

Improved expectations for macroeconomic conditions led the 10-year Treasury to test a 4.3% rate this week, after starting the year just below 3.8%. This has led the 30-year fixed-rate mortgage to rise, albeit by a smaller amount, from 6.6% to approximately 6.8% over the same period. Nonetheless, the NAHB forecast continues to call for mortgage rates to move moderately lower over the course of 2024 and 2025 before settling in the high-5% range.

Ongoing elevated interest rates left the NAHB/Wells Fargo Housing Opportunity Index (HOI) at a 37.7 reading, meaning only 37.7% of new and existing home sales during the fourth quarter of 2023 were affordable for a median-income household. (This was the final edition of the HOI, which will be replaced in May by a new affordability index: the Cost of Housing Index.) The final read of the HOI was near a multidecade low for housing affordability because of both high interest rates and limited housing inventory.

Despite the recent uptick for interest rates, a combination of several key factors — including expectations that mortgage rates will continue to moderate in the coming months, the prospect of future rate cuts by the Federal Reserve later this year, and a protracted lack of existing inventory — provided a boost to builder sentiment for the third straight month. Builder confidence in the market for newly built single-family homes climbed four points to 48 in February, according to the NAHB/Wells Fargo Housing Market Index. This is the highest level since August 2023, and it suggests gains for single-family starts ahead.

January construction data suggest competing directions for multifamily and single-family construction volume in 2024. For the first month of the year, single-family construction starts decreased 4.7% to an annual rate of 1 million. However, single-family starts are up 22% compared to a year ago, and single-family permits have increased 1.6% to an annual rate of 1.02 million — the highest since May 2022. Meanwhile, multifamily construction starts decreased 35.6% to an annualized 327,000 pace in January, and multifamily permits decreased 7.9% to an annualized 455,000 pace — their lowest since April 2020.

Residential building material costs may heat up in 2024 as single-family construction volume increases. The latest Producer Price Index indicated that prices of residential building materials increased 1.28% between December 2023 and January 2024. This was the largest monthly change for the index since March 2022.

Finally, new data indicate that the long-run demand for home construction may be larger than many analysts expect. The Congressional Budget Office released new 30-year population growth projections that include substantial upward revisions. The latest estimates include an additional 8.9 million people in 2053, a 2.4% increase from its previous forecast. A faster growing population will undoubtedly increase demand for housing (including both for-sale and for-rent multifamily and single-family), creating added pressure on the persistently underbuilt housing market.

2024 Lancaster and Lebanon Counties PARADE OF HOMES

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

See page 13.

Who's in the News: Promotions & Accomplishment

PROMOTIONS

RKL LLP Welcomes Four New Members to Firm Partnership as of January 1, 2024.



Walter Goodfield, joining RKL in 2014, serves as Chief Business Officer for RKL eSolutions. He is responsible for driving customer success and revenue growth through new customer acquisition while managing strategic partner alliances.

For nearly thirty years, Goodfield has helped business leaders solve challenges through automation and optimization. Before RKL, he managed sales and delivery teams at three of the world's largest mid-market software publishers. Goodfield holds a B.S. in Business Administration from Cleveland State University and resides in northeast Ohio with his wife, family and pets.



Cliff Horst is the Sage X3 Practice Director with RKL eSolutions and oversees X3 consulting support activities, implementations, and customizations. He also holds expertise in various platforms, including SQL Server, Crystal Reports, Sage 500, Salesforce and Slack.

With over 25 years of IT consulting experience, Horst is dedicated to building relationships with clients and finding better ways to achieve their organizational goals. He attended Messiah University with a B.S. in Business Information Systems. Horst resides in Lancaster with his wife and three children.



As a partner in the Tax Services Group, **Thomas Kaizar, CPA, MST** has developed a skillset in tax planning and compliance services that lends itself well to working with clients across various industries. He has recently specialized in working with health care industry clients to refine financial and operational processes.

Joining RKL as an associate in 2015, Kaizar also works with companies in the real estate and manufacturing and distribution industries. He holds a B.S. in Accounting from York College of Pennsylvania and a M.S. in Taxation from Villanova University. Kaizar lives in Lancaster with his wife and son.



Stephane Smith, SPHR, SHRM-SCP, as Vice President of Workforce Strategies for RKL Virtual Management Solutions, directs the firm's comprehensive suite of outsourced HR, payroll and compensation analysis services. She leads a team of HR advisors who fill key roles for employers, including payroll processing, compensation analysis, performance management, compliance, recruitment and complete outsourcing of the HR function.

For over two decades, Smith has helped employers effectively manage their workforce, drive growth and achieve organizational goals. She graduated from Millersville University with a B.A. in Psychology. Smith lives in Lancaster with her husband, two children and her dog.

Barley Snyder has announced changes to its management committee as of January 1, 2024.

The firm's management committee, which is responsible for the leadership of the firm and the achievement of its long-range goals, is led by **Jennifer Craighead Carey** who has been a member of the committee since January 2021 and became the firm's managing partner effective January 1. Partners and incumbent management committee members **Kimberly J. Decker** and **Troy B. Rider** will serve alongside Craighead Carey and newly elected management committee members **John T. Reed** and **Jeremy D. Frey**. Partner Paul W. Minnich cycled off the committee on December 31 after four years of service.

"As managing partner, I look forward to working alongside these dedicated and talented professionals in leading our exceptional firm," said Craighead Carey. "It is an exciting time, and I have full confidence that we will continue the firm's success into the coming years."

Jeff Lobach, who was the firm's managing partner through the end of 2023, added "I am grateful for the invaluable contributions of our management committee and for the support of our entire team during my ten years as managing partner. I have no doubt that Barley Snyder will continue to grow and thrive under our capable and energetic new leadership."

ACCOMPLISHMENT

Barley Snyder is proud to share that the firm has been ranked as one of the largest law firms in Pennsylvania by *The Legal Intelligencer*.

PaLaw, a recent supplement published by the daily law journal, reported that Barley Snyder ranks 17th out of 100 law firms in its Annual Report on the Legal Profession based on the number of full-time attorneys. In 2022, the firm previously ranked as the 23rd largest firm in the Commonwealth. The firm's net gain of 16 additional attorneys in 2023 placed Barley Snyder as the 9th fastest-growing firm in the state based on its increase in the number of attorneys.

"Beyond the numbers, this annual ranking underscores our firm's commitment to strategic evolution and selecting dedicated colleagues who share our ethos of hard work," said managing partner **Jennifer Craighead Carey**. "Our success is driven by the exceptional individuals who form our team. Looking ahead, we're excited to extend our services to new horizons, broadening our impact across diverse clients and regions."

In 2023, the firm experienced significant growth. In April, the firm expanded its services through its affiliation with the Lebanon-based law practice Reilly Wolfson. With the transaction, eight attorneys, three paralegals and 15 staff members joined Barley Snyder. During the fall, the firm completed renovations to its Gettysburg, Malvern and Reading offices. The renovations resulted in expanded space for internal and external visitors from across the firm's footprint. Overall, the firm experienced a 15.5% increase in growth based on the number of new hires in 2023 compared to the previous year.

Weaver Superior Walls and Northeast Superior Walls Announce Transition to Employee Stock Ownership Plan (ESOP)

Weaver Superior Walls and Northeast Superior Walls announced a significant milestone in their corporate organization, as they transition to a 100% Employee Stock Ownership Plan (ESOP), providing all current and future employees full ownership.

The transition to an ESOP marks a strategic decision by the companies' previous ownership group, Trendline Capital, to empower its workforce and align their interests with the long-term success of the business. The move reflects the firms' commitment to fostering a culture of shared ownership and empowerment among all employees. President & CEO Douglas Pfautz expressed his enthusiasm about the transition stating: "We believe that transitioning to an ESOP is a positive step for both our employees and the companies as awhole. It aligns everyone's interests and fosters a collaborative and ownership-driven culture that will propel us into a successful future." Pfautz provides ongoing leadership and strategic direction for both the Weaver Superior Walls and the Northeast Superior Walls division.

Weaver Superior Walls and Northeast Superior Walls sell and install precast concrete foundation systems manufactured in their Ephrata, PA production facilities. Custom foundations are constructed and installed for homes and commercial applications in southeastern Pennsylvania, along with parts of Maryland, the District of Columbia, and Northern Virginia. In 2012, Weaver expanded into parts of New York, Connecticut, Rhode Island, Massachusetts, Vermont, and Maine through an acquisition.

"We're proud that Weaver/Northeast Superior Walls is the first Licensee to transition into employeeownership.

This strategic move confirms their beliefs about putting their employees first," says Andrew Zimmerman, Superior Walls of America CEO. "Weaver Superior Walls and Northeast Superior Walls have a long history of excellence in the manufacture and installation of our patented foundation systems. We look forward to the continued growth and success of both firms."

Weaver Precast was Founded in 1985.

2024 Building Industry Association PILLAR AWARDS

Entry Deadlines:

Save the Date: November 21, 2024 Pillar Award Winners Announced

Early Bird Deadline: August 2, 2024
First Entry: $295
Each Additional Entry: $245

Final Deadline: August 30, 2024
First Entry: $345
Each Additional Entry: $295

You can submit entries starting May 1st at: Awards.lancasterbuilders.org/pillar

Pillar Award Categories:

Advertising & Marketing Awards

- Best Logo
- Best Print Ad
- Best Showroom
- Best Social Media Campaign
- Best Website

Professional Achievement Awards

- Accountant of the Year
- Attorney of the Year
- Marketing Professional of the Year
- Project Manager of the Year
- Sales Person of the Year

Remodeling Project Achievement Awards

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

Company Achievement Awards

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

NEW! **Associate Partner of the Year: Nominated by BIA Builder Members***

*Builder Members who submit a Pillar Award Entry can nominate an Associate Member for the Associate Partner Award. The nominated company will be responsible for completing the entry form. All nominees and the winner will be announced at the Pillar Awards Reception. There is no fee charged for the nomination and entry.

Questions: Contact staff@lancasterbuilders.org

Associate Spotlight:

Keith T. D'Ambrosio, PE, LSRP, Vice President
Whitestone Associates



When was your company started?
Whitestone Associates was founded in 1994.

What does your company do?
Environmental and Geotechnical Engineering and Consulting. We provide Environmental, Geotechnical, Construction Inspection, Hazardous Building Materials, and Facility Inspection and Assessment Services.

What makes your company special?
Our staff and managers specialize in delivering comprehensive and innovative solutions to your environmental and geotechnical needs. We are your environmental and geotechnical evaluation, remediation, and development partner from initial due diligence through construction and remediation. Quality, customer service, and integrity define our professionals, exemplify our work product, and ensure the success of your project.

Why do you enjoy your job?
Getting to work with clients on moving their development project forward with innovative solutions that will save them time and money.

Why are you a member of the BIA?
To build relationships with people within our industry and to be able to help move projects forward.

Tell us about yourself and your family.
My wife and I have four kids and one dog. Only one of the kids is at home and the others are spread out across the country.

What are your hobbies?
Love the beach, working out, and classic cars.

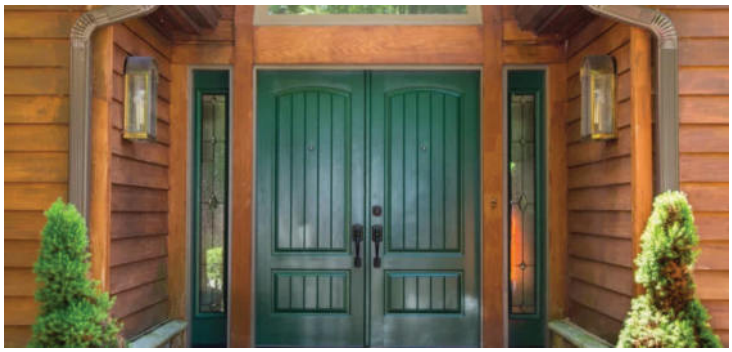
What other organizations are you a part of?
ULI, NIAOP, CREW, ICSC



7 Popular Door Style Trends of 2024

Contributed by Zephyr Thomas Home Improvement Co.

Whether you need to replace your door for structural reasons or are looking to upgrade it and increase your home value, there are a lot of options and styles to choose from. If you need to replace your door, here are some popular door style trends of 2024 to inspire you:



1. Unique Design Details

Unique design details can elevate your entry door and continue to be a popular door style trend of 2024. Built-in details, like inlaid panels, unique glass panels, geometrics structures, and more, are popular as well as bright colors to help a door stand out. Going bright if you want to experiment or opting for a subtler color to better match your home exterior are some tips for choosing the best front door color.

2. Dutch Doors

Another option is going for a unique door structure. Dutch doors that open at the top and bottom separately are one of the types of doors that are becoming more popular. Although an older door design, Dutch doors are making a comeback thanks to the ability to open the top of the door while the bottom stays in place to keep children, dogs, and other pets inside. They can also be useful for letting in some air on a nice day and creating some airflow inside your home.

3. More Glass For More Light

Allowing more natural light into your home can help make it feel brighter and more open, which is why more glass is showing up in door style trends to provide more light. This trend is showing up in more window options for entry doors like glass panels, transom windows, sidelights, and more to allow more light in without exposing a full view of the inside of the home.

For patio doors or doors where the interior of the home would not be on full display, full glass doors are a popular choice. The view, natural light, and more are some of the benefits of installing sliding glass patio doors.

Transom windows and side lites are popular types of custom windows for doors.

4. Good Use of Moulding

Another one of the popular door style trends that continues to be popular in 2024 is making good use of moulding to add an interesting aesthetic to your new front door. Bold or unique moulding is consistently one of the interior design trends and it's one you can apply to your home exterior too.

In addition to inlaid panels and glass panels, you can also add muntins or moulding to the glass panels in and around your door for an interesting look. Decorative muntins and grid work are some of the window style trends you can apply to the glass panels of your door. Outside of the door itself, you can also get creative with moulding in the door frame to complement your door and enhance the look of your exterior entryway.

5. More Door Options to Make Your Entryway Stand Out

Another one of the popular door style trends of 2024 is to make your entryway stand out and make the front door a focal point for your home. You can do this with design details and entryway decor trends, but this style trend borders more on going all out with maximalism.

This door style trend is showing up in complete entryway overhauls that feature unique doors that stand out in addition to a lot of details and also construction. This could also be upgrading your door and entry to feature bigger, taller, or wider doors than what is the standard.

For some homes, this could mean upgrading and widening the entryways to make space for a bigger door and bigger impact. These are some exterior home remodeling ideas that could extend a little to the interior and make a big difference in overall curb appeal and home value.

6. Double Doors

When it comes to bigger entryways that make a statement, it's hard to ignore double doors. Instead of sticking with a single entry door, a door style trend gaining in popularity is to go with larger, oversized doors or double doors for the entryway.

Stylishness and ease of access are some benefits of French doors that can make them a good choice for a double door installation where you want a lot of natural light. Take a look at this French door installation for double doors that let in a lot of light!

7. Mixed Textures

In addition to making a statement and adding unique design details, another one of the popular door style trends is to continue to mix and match textures and materials. This is one of the curb appeal trends that pops up in doors, siding, and a variety of other places.

Adding glass panels is one of the most popular ways to add another material and texture to doors, and with moulding and other options, you have a lot of flexibility when it comes to getting creative and creating the look you want.

Get a New Door That Suits Your Home

There are many reasons to replace your doors and these are just a few popular door style trends of 2024 to inspire you and help you get started with options for your new door.

If you need new doors for your home, contact Zephyr Thomas at 717-399-4708 to start your free quote!

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

BIA 2024 AM&PM Golf Outings

Wednesday, June 19th
Crossgates Golf Club

AM FIELD

Registration - 6:30 am
AM Shotgun Start - 7:00 am
Includes Coffee/Pastries, post play lunch with both AM and PM golfers and AM Field Awards.

LUNCH

11:30 am - 12:30 pm

PM FIELD

Registration - 12:30 pm
PM Shotgun Start - 1:00 pm
Includes lunch with both AM and PM golfers, post play Happy Hour and PM Field Awards.

GOLFERS, SIGN UP NOW!

Early bird event registration by May 1st - $150.00 per golfer
Registration after May 1st - $175.00 per golfer

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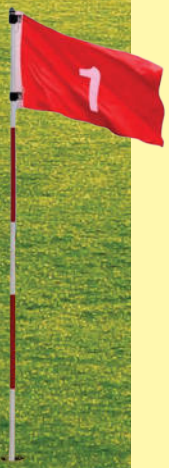

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- AM Field Coffee & Pastries Sponsor - $750 SOLD
- PM Field Happy Hour Keg Sponsor - $750

Contact Karen@lancasterbuilders.org today for more information.

Enjoy a morning OR afternoon on the links with your employees, customers, BIA peers, and community leaders while supporting the industry and building relationships!

2024 BIA Installation Reception







The Building Industry Association of Lancaster County officially installed its 2024 Board of Directors at the Annual Installation Reception on January 11, hosted at the Inn at Leola Village. Local builders, contractors, government officials, and other BIA guests were in attendance.

BIA's Executive Officer, Karen Watkins, performed the installation duties for the BIA Officers, Directors, and Presidential Advisors. Incoming President Kevin Kozo with Turnberry Construction Group was installed by Frank J. Vargish, III, Blakinger Thomas (retired).

Newly installed BIA President Kevin Kozo commented, "Building on my predecessors' initiatives, my mission and focus this year for the BIA is NETWORKING. We have all joined this association for different reasons, but at the end of the day, we want to meet other industry professionals, increase our own bottom line, and support our industry – the industry that provides food on our tables and roofs over our heads. Whether we are supplying it, installing it, or fixing it – Construction is simply what we do". (See more from Keven Kozo on page 3).

BIA Annual Award Recognitions



BIA BUILDING AWARD
Jordan Metzler
Metzler Home Builders
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
Randy Hess
Hess Home Builders
Recognizing a member who has strongly advocated for the industry position on issues that influence our members' ability to do business.



BIA ASSOCIATION AWARD
Janell L Moser
Ephrata National Bank
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
Tim Kotzmoyer
TK Building & Design
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
Mike Viozzi
Lezzer Lumber
Recognizing a member who stood out during the 2023 BIA President, Tim Kotzmoyer's (TK Building & Design) term.

SPECIAL THANKS TO OUR GENEROUS SPONSORS:

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SAVE THE DATE!

October 17, 2024
10:00 am – 3:00 pm

Building Industry Association
BUILDING FUTURES
Construction Career Day

Event Sponsor:
Lezzer Lumber
BUILDING MATERIALS CENTERS



CONSTRUCTION CAREER DAY

Wyndham Lancaster Convention Center

Reserve a Booth: $250 for BIA Members

- ✓ Encourage students to pursue a career in the trades.
- ✓ Share your internships and job opportunities.
- ✓ Help secure the industry's future workforce!

Registration Packets Coming Soon!

For More Information Contact: Staff @lancasterbuilders.org

- Industry Demonstrations & Activities
- Presentations & Panel Discussions
- Giveaways for Students
- Student Made Community Projects



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

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For more information or to sign up today, contact:

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BUILDERS– DON'T MISS THIS!

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 14

Honor the 2024 Parade winners & entries at our annual Gala!

Join us at the Lancaster Country Club, June 14th 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 5th – $3395

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

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

Lancaster Building Industry FOUNDATION



We would be honored to partner with your company and provide a named scholarship through the LBI Foundation.

ABOUT US

In 1993, the Lancaster Building Industry Foundation was established as a 501(c)(3) charitable organization to provide funds for education and service related to the residential construction industry.

WHY CHOOSE US?

The LBI Foundation has awarded over $300,000 in scholarships to students studying industry-related trades. Creating a scholarship through the LBIF allows your company to avoid the cost & complexity of establishing a separate scholarship entity.

MEMORIALIZE
a founding company member or valued employee

HONOR
a uniquely skilled individual who has helped your business to succeed

CELEBRATE
a legacy of talent vital to your company's vision

SUPPORT
the industry that supports your business

Options for Scholarships in your Company's Name:

$1,000, $1,500, or $2,000
for a one time named scholarship for the 2024-2025 school year

$3,000 to $6,000
for an extended scholarship for the next three years

Questions? Want More Information? Please contact the BIA of Lancaster County

717-569-2674 or staff@lancasterbuilders.org



Win $25,000 Towards a Renovation or New Build Completed by a BIA Member!

Ticket Donation $50

Small Games of Chance License 20230424 / Special Raffle Permit 2023S0012

Build Your Dream Details:

The $25,000 Prize will be paid by the BIA of Lancaster County to the BIA member(s) completing the renovation project or new home build.

Previous BIA member completed projects or newly constructed homes are eligible for the $25,000 prize if the project was either started or completed in 2024.

The Prize winner must sign a remodeling or new home construction contract within a year of the raffle prize drawing which is on July 15, 2024.

The BIA Member selected by raffle winner will have the winning project or new build promoted through BIA's website & magazine, press releases, social media and more!

Why members should support the raffle:

- Purchasing and selling raffle tickets benefits BIA's Workforce Development initiatives including *BIA Building Futures: Construction Career Day*.
- Use the raffle as a marketing tool: Be listed as a participating member. Gift tickets to customers. Maybe you'll be picked to do the winner's project or new build!
- The seller of the *winning* ticket and seller of the *most* tickets each receive a $1,000 cash prize!

A complete list of details can be found at lancasterbuilders.org



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*The Propane Education & Research Council will pay up to $1,500 per home completed within the calendar year if including qualifying propane appliances. Funding is limited. Additional terms, conditions and restrictions may apply. ©2023 Patriot Propane. ACQ_23025

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Want To Start Getting Money Back For Products You Already Use?

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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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MY BENEFIT ADVISOR

ID THEFT AND MITIGATION OF RISK


Photo by Bermix Studio on Unsplash

With the widespread acceptance of the remote work environment, identity theft has become a greater concern than perhaps ever before. In spite of heightened levels of awareness and implementation of improved technologies aimed at prevention and protection, identity theft continues to increase at an alarming rate, putting both employees and employers at significant risk.

The issue has become serious enough that many employers are including an identity theft protection program in their employee benefit package. A quality ID protection program will include credit monitoring and credit change notifications, unauthorized account access alerts, compromised password warnings and communication regarding address changes, fund transfers, public record alerts and more.

The following represent some of the more commonly utilized methods whereby criminals seek to gain access to an individual's personal information and what someone can do to mitigate the risk:

• **Lost Wallet or Purse:** Logins, passwords, Social Security cards and excess credit cards should not be kept in a wallet or purse. Copies of the front and back of all credit cards should be made and card issuers should be called as soon as possible after a loss.

• **Mailbox Theft:** Secure mailbox, pick up mail promptly and sign up for USPS Informed Delivery which will provide an email containing images of the items that should be delivered so the recipient will know if anything is missing.

• **Through Public Wi-Fi:** Avoid using public Wi-Fi for anything where personal information may be used, like for shopping, banking, or other sensitive transactions. VPNs (virtual private networks) can create a secure connection.

• **Database Breaches:** Assume that personal data has already been accessed and take appropriate precautions. Monitor credit scores and reports routinely, watch for unexpected changes, and read financial and insurance statements carefully.

• **Phishing:** Don't give out personal data in response to an email or call but instead look up contact information from a trusted source, such as the institution's website to verify the legitimacy of the call or email.

• **Gas Pump Skimming:** Use credit cards with chip protection or pay inside the station to decrease risk. Detect fraudulent activity early by setting email or text alerts that let you know when your credit cards are used. If a card is used without your authorization, call the issuer immediately.

• **Phone Scams:** Be alert for scams…don't give personal information to callers over the phone. Most legitimate institutions will not ask for personal information on the phone.

• **Eying Code/Pin Entry:** To avoid having someone watch you enter a password or pin, be aware of surroundings and block others from seeing sensitive data. Don't leave information where others can view or access it.

• **Malware:** Caution should be used when visiting websites, and before clicking on attachments or links in emails. Use of a password manager is a good idea.

MY BENEFIT ADVISOR

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

PBA PENNSYLVANIA BUILDERS ASSOCIATION®

A LETTER TO MUNICIPALITIES ON BUILDING PERMIT ISSUANCE:

Municipalities across the state have been refusing to approve or deny residential building permits (residential as defined in the UCC) within the regulatory timeframes (either 5 or 15 business days) as required by law; stating that all other required permits be issued prior to the issuance of a building permit.

As a member service, a demand letter on PBA letterhead and signed by PBA's CEO is available for members to use to notify municipalities of their obligation to issue a building permit according to the law.

While this may not be a "fix' for all circumstances, this letter is now available to members to utilize the influence of the Pennsylvania Builders Association.

Contact BIA Executive Officer Karen Watkins for details ***karen@lancasterbuilders.org***

BIA Events and Education

EVENTS

PBA COMMITTEE & BOARD MEETINGS
March 15-16, 2024, Cranberry Township, PA
(March 15th Installation of 2024 PBA President Tom McCosby)

HAPPY HOUR
March 20, 2024, 4:30pm (ish)
—more details to come

BIA MORNING MINGLE: Guilty BY ASSOCIATION
April 11, 2024, 8:00-10:00 am
Eden Resort & Suites
Tips for Avoiding Pitfalls in the Formation and Operation of HOAs.
Presented by Reilly S. Noetzel, Barley Snyder, Attorney
Topics include:
- Practical pointers and provisions to include in your HOA governing documents;
- Considerations for structuring your community;
- Developer tips to make turnover as seamless as possible and
- New case law and updates to the Planned Community and Condo Acts

Cost: The event is free to attend, but registration is required.

HAPPY HOUR
April 17, 2024, 4:30pm (ish)
—more details to come

BIA—THE WHOLE PICTURE
May 15, 2024, 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 HAPPY HOUR, Hosted by Penn Stone
May 22, 2024, 4:30 -6:30
190 W Ross Street, Lancaster, PA 17601
Join us for a fun networking happy hour at Penn Stone's beautiful outdoor patio!

2024 ANNUAL GOLF OUTINGS
Morning AND Afternoon Golf!
Crossgates, 1 Crossland Pass, Millersville, PA 17551
June 19, 2024 AM Field Shotgun start at 7:00 AM followed by lunch with all golfers and AM Awards. PM Field Begins with all players lunch then Shotgun start at 1:00 PM followed by PM Awards.
Enjoy a morning or afternoon on the links with your employees, customers, BIA peers and community leaders while supporting the industry and building relationships! See our ad on page 10. More information to come!
Cost: Registration for the event by May 1st - $150.00 per golfer / Registration after May 1st - $175.00 per golfer

2024 Lancaster and Lebanon Counties PARADE OF HOMES

June 15 & 16 and 19-23
Final deadline is April 5.

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! This event includes the ***June 14th 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; one that builders and realtors should not miss!
See page 13 for more information.

Sponsors
Fulton Bank
UGI Energy to do more®

FINAL DEADLINE
April 5, 2024, registration fee $3,395

Contact Parade Liaison Melanie Capanelli: parade@lancasterbuilders.org.

SAVE THE DATE

2024 PILLAR AWARDS EARLY BIRD DEADLINE
August 2, 2024
First Entry: $295
Each Additional Entry: $245
Submit entries starting May 1st at:
Awards.lancasterbuilders.org/pillar

2024 PILLAR AWARDS FINAL DEADLINE
August 30, 2024
First Entry: $345
Each Additional Entry: $295

BIA Building Futures: Construction Career Day
October 17, 2024

Stay in the loop! Connect with the BIA on:
facebook. YouTube in
www.lancasterbuilders.org

EDUCATION



Live and recorded webinar courses are available through the NAHB website. Some are free and others have a cost.

To explore the offerings through NAHB, visit their website at: ***www.nahb.org/education-and-events/education*** and ***www.nahb.org/education-and-events/education/upcoming-webinars***

Currently scheduled courses are listed and there are links to their *Free Webinar Replay Library, Shop Talks* and more. Some resources are available to only to registered users.

For yet more recourses for educational content see: ***https://storefront.nahb.org/Product-Search***

Here is one course among many:

PROJECT MANAGMENT - Live Online 2024 - June 18, 25, 1:00-4:00PM ET
Cost for Non-members is $379.00

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.

As a graduate of this course, participants will be able to:

- Explain the basics of successful project management
- Execute the pre-construction project management functions and responsibilities
- Implement the tools available for efficient project management
- Manage trade contractors effectively
- Perform project management duties during the project
- Complete the duties and responsibilities of post-project management
- NAHB Credit: This class counts for 6 continuing education credits.

Additional Credit Information:

6 AIA/CES LU: NAHB is a Registered Provider with the American Institute of Architects (AIA) Continuing Education Systems. Credit earned on completion of this course will be reported to CES Records for AIA members by NAHB. Certificates of Completion for non-AIA members are available upon request.

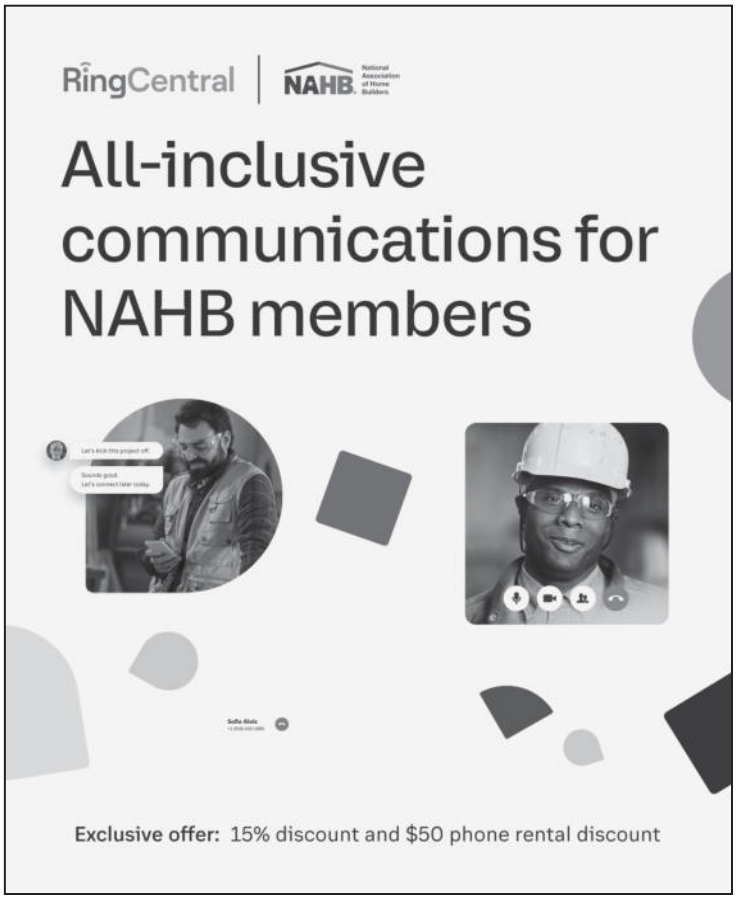
Important Registration Details:

This course is non-transferable. Do not use another individual's login information to register for this course. You must login to *nahb.org* as yourself to receive your certificate of completion and credit for this course. If you are not registered on *nahb.org*, create your login now. If you are having issues with your login, please contact our help desk at *nahbsupport@nahb.org* or call 202.266.8313

You will have access to course materials, including the course test, for 30 days after the conclusion of the live sessions.

Cancellation and Refund Policy: You may cancel your registration and request a refund by emailing *elearninghelp@nahb.org* until the day of the scheduled live class. If requested after the class has begun a fee will be charged ($25 for a 3-hour class, $50 for a 6-hour class).

Please contact ***elearninghelp@nahb.org*** with questions.





NAHB's Government Affairs Team Posts Key Wins for Our Members in 2023

In a year of hyper-partisan gridlock that produced less than two dozen bills enacted into law (the fewest number in decades), NAHB was able to establish a formidable presence on Capitol Hill and move the ball forward on a number of high-priority legislative objectives.

Congressional Hearings: A Quick Start Out of the Gate

In a sign of NAHB's clout, the association was front and center at two congressional hearings at the start of the new Congress. NAHB Chairman Alicia Huey on Feb. 8 testified before House lawmakers on the Biden administration's new waters of the U.S. (WOTUS) rule, calling it "fatally flawed" and urging lawmakers to direct the Environmental Protection Agency to implement a new durable and practical definition of WOTUS. Texas builder Frank Murphy testified before the House Small Business Committee against the WOTUS rule on March 8, and these efforts led to both the House and Senate using a rarely used Congressional Review Act to pass a joint resolution of disapproval calling on Biden to rescind the WOTUS rule.

On Feb. 9, Chief Economist Robert Dietz testified before the Senate Banking Committee on the barriers the industry faces to increase the production of quality, affordable housing. Dietz said that boosting housing production is the best way to ease the affordability crisis and called on Congress to pass legislation to alleviate supply-side bottlenecks, ease burdensome federal regulations and promote careers in the skilled trades.

From February through November, NAHB testified before Congress six times on a host of issues of importance to the housing industry, including the need to:

- **Help builders boost the housing supply to ease growing housing affordability challenges;**
- **Repeal inefficient regulatory rules; and**
- **Speed up permit approval times.**

Legislative Conference Yields Key Wins

On June 7, more than 700 NAHB members participated in our annual Legislative Conference and went to Capitol Hill to discuss critical housing issues with their lawmakers. At the top of the agenda was the need to:

- Increase the production of distribution transformers and oppose efforts by the Department of Energy (DOE) to increase the energy conservation standards for the production of transformers because it will severely exacerbate the current supply shortage.
- Curb excessive regulations that are harming housing affordability.
- Take a stand against excessive energy codes and repeal $1 billion in grants provided to state and local governments to adopt updated energy codes that are more costly and restrictive.
- Support job training programs to help ease the construction industry's severe workforce shortage and to fully fund the Job Corps program, which is a vital source of skilled labor for our industry. It is no coincidence that one week after the Legislative Conference, the House approved the REINS Act. The legislation would restore meaningful congressional oversight to regulatory rulemaking by requiring Congress to approve all federal agency regulations that have an annual economic impact of $100 million or more.

Gas Stoves

- Again, days after the Legislative Conference, the House approved two NAHB-supported gas stove bills that would defend consumer access to gas stoves and ensure that Americans have the option of using natural gas to fuel their homes.

Transformers

- On June 15, Rep. Richard Hudson introduced the Protecting America's Distribution Transformer Supply Chain Act (H.R. 4167), which would repeal the DOE's authority to implement or enforce any energy efficiency standards for distribution transformers for the next five years. Thanks to NAHB's efforts, the House Energy and Commerce Committee passed H.R. 4167 in December.
- The Senate Appropriations Committee in July passed language that includes $1.2 billion in supplemental funding to boost the production of distribution transformers. • And at NAHB's urging, 47 bipartisan senators on June 1 sent a letter to DOE Secretary Jennifer Granholm that called on the DOE not to move forward on its proposed transformer rule because it will exacerbate an already acute supply chain shortage.

Codes

- NAHB was able to get two bills passed in the House — the Lower Energy Costs Act (H.R. 1) and the Limit, Save, Grow Act of 2023 (H.R. 2811) — that would repeal the $1 billion energy code grant program. Companion legislation to H.R. 2811 (the Homeowner Energy Freedom Act, S. 2806) was introduced in the Senate in late summer.
- At NAHB's urging, the House on Dec. 11 passed the Promoting Resilient Buildings Act (H.R. 5473), which would allow FEMA to consider whether a jurisdiction has adopted one of the two latest editions of building codes, rather than just the single latest edition, when awarding funds from its pre-disaster mitigation program.
- NAHB continues to pursue legislative solutions to prevent a proposed rule that sets the 2021 IECC as the minimum energy standard for HUD- and USDA-financed new construction housing. Twenty-six senators sent a letter to HUD Sec. Marcia Fudge and USDA Sec. Tom Vilsack urging them to reconsider this proposal, and legislation to prevent implementation of this rule was narrowly defeated in the Senate.

Tax Policy

- The House and Senate on May 11 introduced the Affordable Housing Credit Improvement Act, legislation that would improve the Low-Income Housing Tax Credit and allow builders to increase production of badly needed affordable housing. This bill garnered the most bipartisan support of any tax bill in this current session of Congress.

Workforce/Labor

- The House Committee on Education and the Workforce on Dec. 12 approved NAHB supported legislation (A Stronger Workforce for America Act, H.R. 6655) that would reaffirm congressional support for Job Corps and help address the nation's skilled labor shortage. NAHB also fought for Job Corps funding through the appropriations process.

BUILD-PAC

BUILD-PAC, NAHB's political action committee, helps elect the most qualified pro-housing, pro business candidates to Congress. By supporting Democratic and Republican candidates, BUILD PAC opens doors on Capitol Hill and ensures housing remains a top priority in Washington. As we look to the pivotal 2024 November elections, BUILD-PAC at the end of 2023 was more than halfway to its goal of raising $3.25 million for pro-housing candidates in this election cycle.

2024 Annual BIA Legislative Roundtable Breakfast

Building Industry Association POLITICAL ACTION COMMITTEE





The BIA held its annual Legislative Roundtable Breakfast on March 5th at the Lancaster Country Club. BIA Members met with Representatives Bryan Cutler, Mindy Fee, Keith Greiner, Tom Jones, Mike Sturla and Dave Zimmerman as well as Senator Ryan Aument and 48th Senate District Director Dan Bost.

Discussions focused on industry concerns regarding stormwater management approval processes, housing affordability through land use and local zoning reforms, and on House and Senate bills that amend the municipalities Planning Code to broaden the legalization of accessory dwelling units, cap minimum lot sizes and setbacks, reform parking mandates, increase allowable density, cap impact fees and expand manufactured housing.

We appreciate the willingness of our local delegation to hear our industry concerns!

Thank you to our BIA Advocacy Partners

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2024 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:

Keystone Club: $750+

Jay Provanzo

Century Club: $500+

Claudia Shank

Chairman's Club: $100+

Karen Watkins

New Members

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

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Bryan Warren
245 Fetterville Road
East Earl, PA 17519
Phone: (727) 515-9523
Business Activities: Framing Contractor
Email: bryan@fettervillesales.com

RFO Contracting LLC
Russell Orth
Blossom Hill Drive
Lancaster, PA 17601
Phone: (717) 435-3837
Business Activities: General Contractor
Email: rfocontracting@gmail.com

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1000 N. Prince St.
Lancaster, PA 17603
Phone: (717) 606-8254
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Email: beachy.amy1@gmail.com

Eberly Systems
Andrew Jensen
25 Stevens Ave., #A1
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Phone: (610) 374-4049
Business Activities: Computer Services
Email: andrewj@eberlysystems.com
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423 Weaver Road
Strasburg, PA 17579
Phone: (717) 455-7123
Business Activities: Real Estate
Email: trey@narrowgateinvest.com

Smoker Door Sales LLC
Mike Castor
87 N Kinzer Rd.
Kinzers, PA 17535
Phone: (717) 442-5070
Business Activities: Garage Doors
Email: mike.castor@smokerdoorsales.com

Whitestone Associates, Inc.
Stephanie Sussman
1600 Manor Drive
Chalfont, PA 18914
Phone: (215) 712-2700
Business Activities: Environmental Consultant
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Whether you are a home improvement professional, a supplier, or a home service tech company, if your business is in Lancaster County and you advertise, why wouldn't you want to be part of the only publication in the area dedicated exclusively to promoting your industry? Together, let's continue to stimulate the local home improvement market!

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

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