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Lancaster Builder

A publication of the Building Industry Association of Lancaster County



Cover image provided by:

Lezzer Lumber
BUILDING MATERIALS CENTERS

More information on page 4.

How to Implement a Modern Benefits Strategy

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From the Office of PA Attorney General

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LCM
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COUNTY MAGAZINE
Celebrating LANCASTER COUNTY'S STYLE, CREATIVE SPIRIT & TALENTED CRAFTSPEOPLE SINCE 1987.
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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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Let's Continue 2025 With Momentum Going Forward

by Claudia Shank, McNees Wallace & Nurick

Dear BIA Members,

As summer draws to a close, I am looking forward to several exciting events and initiatives that the BIA will be hosting and undertaking this fall.

FIRST, I want to draw your attention to our ***Building Futures Construction Career Day***, which will take place at the Wyndham Lancaster Convention Center from 10:00 am to 3:00 pm on October 16. Hundreds of students are scheduled to attend the event, which provides a forum for learning more about careers in the trades and connecting with local employers. Workforce needs continue to be a principal area of concern for builders in our region, and participating in this event is a great way to meet and interact with prospective employees. In addition, we will be drawing our winning raffle ticket number for the ***2025 Build Your Dreams Raffle*** at the event, with proceeds benefiting the BIA Foundation's workforce development initiatives. The winner of the raffle will receive a guaranteed prize amount of $25,000 to apply to a new home purchase, a renovation project, or the purchase of supplies or materials from a BIA member. Space at the event is limited, so if your company is interested in participating, please contact Pauline Wilton as soon as possible to reserve your spot.

SECOND, I would like to update you on our strategic planning process, which continues to progress with a goal of adopting a new strategic plan for the organization at the end of 2025. Through these efforts, we have identified four new core values that will serve as the basis for our work moving forward:

Built on Trust
We lead with reliability, integrity, and a commitment to supporting BIA members and the community.

Member-Centered
We deliver value through mentorship, education, and opportunities that promote the success and advancement of our members.

Community-Minded
We strengthen relationships and foster collaboration across the industry network.

Future-Focused
We advocate for our industry, invest in workforce development, and promote stewardship to ensure a strong future.

I know that mission statements and core values can sometimes just feel like words on paper, but they are critical to all decisions we make as an organization. With this strong foundation, I look forward to preparing and refining a strategic plan that helps us put these values into action.

Claudia Shank
BIA President

Fall Calendar of Events

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

Events

Sept	15	PBA SouthCentral/MidEast Regional Meeting, 5:30PM @ HBA of Metro Harrisburg Office
	16	BIA PAC End of Summer Social, 6:00 – 8:00 PM @ the home of Frank and Vicki Vargish. (Rain date: Thursday, Sept. 18.)
	17	BIA Happy Hour, 4:30PM @ Tellus360 Rooftop Bar
	24	Structure & Style Event, 3:00–6:00PM @ Cloister's Flooring America, Ephrata, PA
Oct	9	BIA Breakfast with the Commissioners, 7:30 – 9:30AM @ Cork Factory Assembly Room
	16	BIA Building Futures: Construction Career Day @ Wyndham Lancaster Convention Center, 10:00AM – 3:00PM
	16	BIA Build Your Dream Raffle Drawing, 1:30PM @ BIA Building Futures: Construction Career Day Event
	18	PBA Board of Directors Meeting, 10:00AM @ Hershey Lodge, Hershey, PA
	22	BIA Happy Hour October, 4:30PM @ BierHall Brewing Company
Nov	4	BIA the Whole Picture, 8:00AM @ BIA Office
	6	NextGen Meet Up, 4:30PM, @ Decades, 438 N Queen St., Lancaster, PA
	20	General Membership Meeting and Pillar Awards Dinner, 5:30 – 8:30 @ The Inn at Leola Village
Dec	11	Holiday Social & Silent Auction, 4:30 – 6:30PM @ Penn Medicine Park, Silverball Room

Photo by laura adai on Unsplash

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.

POSTMASTER
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BIA OFFICERS
President: Claudia Shank

Vice President: Mike Hockenberry

Secretary: Mike Viozzi

Treasurer: Jason Gerber

Associate Vice President: Frank J. Vargish III

Immediate Past President: Kevin Kozo

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

BIA STAFF
Executive Officer:
Karen Quinn

Director of Member Services:
Pauline Wilton

Administrative Coordinator:
Tara Cook

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Cover Sponsor:

Lezzer Lumber Lancaster: A Trusted Partner in Building



For almost a century, Lezzer Lumber has supported Pennsylvania's builders, remodelers, and homeowners with quality materials, competitive pricing, and knowledgeable service. At the Lancaster location, that commitment comes to life through a mix of product expertise, specialized services, and strong connections to the local community.

Lezzer Lumber Lancaster works alongside area contractors, commercial clients, and tradespeople to help projects run smoothly from start to finish. "Our goal is to be more than just a supplier," says Store Manager Mike Viozzi. "We want to be a resource our customers can count on—whether that's finding the right product, helping with design details, or connecting them with new ideas and solutions."

The Lancaster location carries a full range of building materials for both residential and commercial projects, including decking, roofing, siding, windows, doors, kitchen cabinetry, countertops, and flooring. They also offer a complete selection of framing lumber, engineered wood products, and a full line of Milwaukee tools. This broad inventory makes it possible to supply everything from small home repairs to large-scale commercial builds, backed by on-time delivery and expert guidance.

The Lancaster store features a Kitchen & Bath showroom led by an in-house Certified Kitchen & Bath Designer, providing professional planning for remodels and new builds. An on-site millshop produces custom millwork to match exact specifications, from historic restoration pieces to unique design features.

Each spring, the location hosts its annual Pro Show, a one-day event highlighting the latest in building materials and technology. Last year's show welcomed more than 700 attendees, offering networking, product demos, and insights from top manufacturers.

Customers know they can rely on the Lancaster team for personalized, above-and-beyond service from industry experts who take the time to understand each project's needs. From solving jobsite challenges to sourcing specialized materials, Lezzer Lumber delivers the kind of attention that builds trust and keeps projects on budget.

The team also gives back through *Lezzer Lumber CORE*, an initiative that connects employees, vendors, and customers with volunteer opportunities, donation drives, and scholarships for students entering the trades.

Lezzer Lumber Lancaster is located at 2008 Marietta Avenue in Lancaster, PA. Lezzer also has retail locations throughout Pennsylvania. For more information, call **717-393-3605** or visit **lezzerlumber.com**.

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Who's in the News:

PBA Associate of the Year – Frank J. Vargish III, BIA of Lancaster County



Hurley Kane (right), last year's PBA Associate of the Year, presented the award to Frank Vargish (center).

Frank J. Vargish III has been a member of the BIA of Lancaster County for nearly 40 years. During that time, Frank has served as PBA Associate Vice President, PBA Regional Legislative Officer South Central region, Associate VP of Lancaster County BIA; Board Member Lancaster County BIA; Chair of Lancaster County BIA Governmental Affairs committee among many other positions.

He is a PBA Life Director and has received honors from the BIA of Lancaster County including the Industry Award, President's Award, and the Association Award.

As a retired attorney from Blakinger Thomas, Frank has championed causes for the home building industry and advocated for issues such as the overreaching DEP regulatory requirements in Lancaster County, County Comprehensive plans and proposed zoning ordinance rewrites.

Frank worked alongside Hap Campbell on the impact fee lawsuit that ultimately resulted in an amendment to the MPC on transportation impact fee regulations. And so much more.

Frank J. Vargish III has been an asset to the home building industry.



The BIA is Soliciting Nominations for:

2026 BIA Officer & Board Director Positions

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



Voting will take place at the General Membership Meeting on November 20th at the Inn at Leola Village (see page 15).



Have Some News to Share?

Send us your Press Release to be included in our next issue of the Lancaster Builder Magazine!

Send it to
tara@lancasterbuilders.org

Associate Spotlight:

Hyland Engineering, Inc.
Conor Surgeoner, P.E., Project Manager



When was your company started?
Hyland Engineering was founded in 2022.

What does your company do?
Hyland Engineering is a civil engineering firm specializing in land development and site design services. We work throughout Pennsylvania and are also licensed in Delaware. A large area of our focus is stormwater management design and permitting. This can be at local level for a smaller scale stormwater permit, to standard E&S and NPDES permitting, up to Chapter 105 permitting for waterways/wetland encroachments and all the items in between. We work closely with survey, environmental, geotechnical, traffic, and other associated engineering services to obtain full land development entitlement for our clients.

What makes your company special?
Hyland takes pride in building lasting relationships with the people we come across. We focus on being responsive and attentive to the client, while delivering a successful project design/permit approvals in a timely manner. The team at Hyland has an extremely diverse background with land development projects of various sizes and sectors. If there are ever questions on potential development, chances are we have come across it and would be happy to share our thoughts.

Why do you enjoy your job?
I enjoy my job because I get to see a potential development start as an idea, make it into a concept plan, fine-tune the plan throughout the design and permitting phases, and oversee the project to construction completion. Seeing something come to life that started on paper is a fulfilling feeling and what keeps me going.

Why are you a member of the BIA?
I am a member of the BIA to be involved in the local Lancaster County community. It is no secret that Lancaster County and the area surrounding downtown areas are flourishing. The housing market in this area is extremely competitive and being a part of the BIA is fulfilling to see all the moving pieces come together to complete a home. From the early development and concept stages, to a renovation, all the way down to the last interior finishes or paint, each part is extremely important.

Tell us about yourself and your family.
I live in Manheim Township with my wife, Sarah, dog, Sadie, and we are soon to have a baby daughter in November.

What are your hobbies?
I enjoy getting down to the beach during the summertime between the Jersey Shore and Lewes, DE. My wife and I take our dog on hikes/walks to explore the area. You can also find us trying new restaurants almost every Friday.

Builder Spotlight:

Eby Exteriors
Joel Zeiset, GM/Sales



When was your company started?
Eby Exteriors was started in 1997 by Phil Eby. I joined the team in 2003 as an installer and then started operating in a sales role in 2008 before becoming GM in 2020.

What does your company do?
Eby Exteriors has historically done exterior remodeling. Windows, doors, siding, decks, roofing have been the main staple of Eby since its inception. When I first joined the team in 2003, we were working for local builders installing siding on new construction homes. A few years later, we started working on the remodeling side doing work directly with homeowners. In 2024, we also started a renovations division where we started doing bathrooms, kitchens, basements, and small additions. We look to grow that division moving forward.

What makes your company special?
We really enjoy connecting with our clients on a personal level. When we partner with a client, we are doing a custom job each time because each client wants to make their home their own. So we start that personal feel when we meet with them to help them design whatever project they may be looking to do. We use design software to help them envision what their home could look like. We also use our showroom to display many different colors, styles, and features of whatever product they may be looking for. But perhaps the most important part of having that personal relationship with our clients is our people. Our technicians are skilled at making sure that our clients are well taken care of and making sure that they are included while the installation is taking place. It can be inconvenient to have a project done in your personal living space, so we try and eliminate as much of the inconvenience as possible. We are proud of how many of our clients keep calling us to have us do more projects at their home!

Why do you enjoy your job?
I enjoy interacting with people, so being around the team we have assembled is one of the highlights of my job. I am really proud of the team we have here at Eby. I also enjoy interacting with out clients as well. Having so many good clients does make the job much easier. So team and client relationships make my job enjoyable!

Why are you a member of the BIA?
The BIA has always been important to us In fact, the founder of the company served on the board and was president of the BIA. I appreciate all the work that the staff at the BIA does to help the construction industry. But the friendships and relationships that are formed between members of the BIA is invaluable as well. The BIA does provide help for the construction industry here in Lancaster County, but I do believe that the staff and other members are invaluable to each member of the BIA

Tell us about yourself and your family.
My wife and I live in Narvon with our 5 (yes five!) children. Our oldest daughter is 17 and our youngest is 10, so we have five in those ages. We had the opportunity this past summer to travel out west in an RV for 4 weeks! So not only did we get to see our amazing country, but we also got the opportunity to learn how to live with each other in close quarters for 4 weeks. It was a lot of fun and made for some great memories

What are your hobbies?
I enjoy traveling with my wife and kids, but that doesn't happen too often. But I also enjoy golf, hunting with my son, and spending time with my family in whatever space is provided.

GET MORE WITH PA BUILDING SUPPLY!



You may have already heard the exciting news:

US LBM sister companies, **Musselman Lumber**, **Myers Building Product Specialists,** and **Shelly's Building Supply,--** have strategically aligned to become **PA Building Supply**!

This decision was an easy one. Jason Blair, PA Building Supply President, shares, *"These companies have had a strong partnership for years, and this merger is a strategic business decision designed to enhance the products and services we offer.*



Jason Blair

"As part of this transition, we're also investing in upgraded showrooms and expanding our kitchen design services—giving our local pro builders and remodelers even more tools, resources, and support to deliver exceptional results for their clients."

One example of this commitment is our Ephrata showroom, which has become a valuable resource for local pros. It's designed to support builders and remodelers with hands-on access to products, up-to-date displays, and a collaborative space to work with clients. Our kitchen and bath design team is on-site to provide expert guidance, layout support, and tailored solutions to help you execute your projects with confidence—on time and on budget.

Whether you're managing a custom build or a kitchen remodel, having the right design support can make all the difference. In the fast-paced world of construction and remodeling, time is money—and reputation is everything. That's where our kitchen designers come in. More than just product experts, they're strategic partners who help streamline your process, avoid costly mistakes, and deliver results your clients will love.

HERE'S WHY WORKING WITH A DESIGNER IN A PROFESSIONAL SHOWROOM IS A SMART MOVE FOR PROS:

Streamlined Workflow & Fewer Headaches - Kitchen designers bring order to chaos. From layout planning to material selection, they streamline decisions that often bog down projects. Paired with a showroom, pros and clients can see, touch, and compare products in one place—making decisions faster and with greater confidence. This combination saves you from mid-project redesigns, costly mistakes, and endless back-and-forth that eats up valuable time.

Precision Planning = Fewer Jobsite Delays - Designers think five steps ahead. They catch critical details like cabinet clearances, appliance specs, plumbing and electrical requirements, and how finishes flow into adjoining spaces. A showroom reinforces this by offering real-world displays and spec resources that ensure what you choose is practical, accurate, and install-ready. Together, they lead to fewer surprises, delays, or product returns that derail timelines.

Maximized Budget & Smarter Product Selection - Designers excel at aligning budgets with client goals. They know which upgrades offer the most impact and how to stretch dollars wisely across cabinetry, countertops, hardware, and more. A showroom makes this even easier, giving clients the chance to evaluate product options side by side—helping avoid regrets and unnecessary change orders that cut into profit margins.

Built-In Client Support - Homeowners often arrive with inspiration overload and unrealistic expectations. A kitchen designer acts as a trusted advisor, on your behalf, to guide them through style options, product finishes, and functionality trade-offs, while the showroom gives them a space to explore options firsthand and visualize the finished result. This dual approach provides reassurance, reduces second-guessing, and frees you from wearing every hat—contractor, designer, and therapist.

A Competitive Edge in the Market - Builders who leverage both professional designers and modern showrooms stand out. Whether it's spec homes, custom builds, or remodels, being able to showcase a design experience and product selection process adds tremendous value. It creates a higher-end client experience, helps you command stronger pricing, and results in photo-worthy kitchens that elevate your portfolio.

Better End Results and More Referrals - A showroom plus a designer equals a winning formula: stunning kitchens that look as good as they function. Clients leave thrilled, callbacks are minimized, and word-of-mouth referrals naturally grow. And let's face it—everyone loves a "wow" reveal that makes your work shine.

In Short: A professional showroom and designer make you look good! When you partner with a kitchen designer, you're not handing off control, you're gaining a collaborator who helps you work smarter, faster, and more profitably. They make it beautiful. You build it. Together, you deliver the dream.

WANT TO ELEVATE YOUR NEXT KITCHEN PROJECT?

Connect with a designer and visit our showroom today!

Holly Ore: 717-690-4827
Holly.Ore@PABuildingSupply.com

Maureen Livesay: 717-472-3951
Maureen.Livesay@PABuildingSupply.com

1120 South State Street, Ephrata, PA 17522 | 717-733-2241
PABuildingSupply.com



Building Industry Association of Lancaster County

September is Associate Appreciation Month

We want to thank and celebrate our Associate Members for their contributions to the BIA, PBA, NAHB, and the entire home-building industry!

Associates are our industry's suppliers, service providers, and product manufacturers—a vital component of home building and essential to our industry. We value the unique contributions Associate Members make to the BIA—*let's thank them with member-to-member business!*

84 Lumber Company Store 0295
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California Closets of Central PA
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Choice Home Remodeling, Inc.
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Lancaster County Conservation District
Lancaster County Magazine
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PremierGarage of Lancaster
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Wyndham Lancaster Resort & Convention Center
Yale Lighting Concepts & Design
Your Estate Service, Inc.
Zephyr Thomas Home Improvement Company
Zimmerman Exteriors, Inc.
Zimmerman's Construction, LLC
Zome Smart Home Systems

Building Industry Association
BUILDING FUTURES
Construction Career Day



October 16, 2025
10:00 am - 3:00 pm
Wyndham Lancaster Convention Center

- ✓ Encourage students to pursue a career in the trades.
- ✓ Share your internships and job opportunities.
- ✓ Support the industry and its future workforce!

Event Sponsor:

Lezzer Lumber
BUILDING MATERIALS CENTERS

Reserve a Booth:
$250 for BIA Members

$350 for Non-Members

Variety of Sponsorships Available!

Give-a-ways for Students



550+ Students attended last year!

Presentations & Panel Discussions



Industry Demonstrations



Event open to the public.

Student Made Community Projects



Contact staff@lancasterbuilders.org to reserve your booth!

BUILDING INDUSTRY ASSOCIATION

BUILD YOUR DREAM RAFFLE

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TOWARDS A RENOVATION, NEW BUILD OR SUPPLIES & SERVICES PROVIDED BY A BIA MEMBER

TICKET $75

$25,000 GUARANTEED!

DRAWING: OCTOBER 16TH - 1:30 PM

At BIA Building Futures: Construction Career Day

(Wyndham Lancaster Convention Center)

BIA Members - Here's How YOU Benefit:

THE BUILD YOUR DREAM RAFFLE.....

- ✓ Supports BIA's workforce development initiatives.
- ✓ Expands your visibility through raffle promotion and winner projects.
- ✓ Builds greater public awareness of BIA and its members.

What You Can Do:

- ✓ **Buy a Ticket(s)** - *you're eligible to win!*
- ✓ **Sell Tickets** - *to your customers, colleagues, friends & family!*
- ✓ **Promote the Raffle -** *at your company, social media, email, etc.!*

Raffle Details

The ticket sales goal is 1,300. If less than 1,300 tickets are purchased, the raffle winner will receive $25,000 towards a BIA Member renovation project(s), newly constructed home, supplies/services OR opt for a cash prize of $10,000.

Lancasterbuilders.org

Small Games of Chance License 20250003
Special Raffle Permit 2025S0001

Become a Build Your Dream Raffle Partner!

SUPPORT & PARTICIPATE TO MAKE A DIFFERENCE!

Purchase a set number of tickets and receive special recognition in event materials, social media, and email campaigns.

PARTNER PARTICIPATION LEVELS:

Diamond - 100+ Purchased Tickets (Exclusive)
Platinum – 75+ Purchased Tickets
Gold – 50+ Purchased Tickets
Silver – 25+ Purchased Tickets
Bronze – 10+ Purchased Tickets

THANK YOU TO OUR PARTNERS - JOIN THEM!

BUILDING INDUSTRY ASSOCIATION BUILD YOUR DREAM RAFFLE

BIA Build Your Dream Raffle Partners

THANK YOU VERY MUCH

Platinum - 75+ Tickets
Pine Hill Building Co.

Gold - 50+ Tickets
EGStoltzfus Homes

Silver- 25+ Tickets
Landmark Homes
TK Building & Design LLC

Bronze - 10+ Tickets
Alden Homes
Claudia Shank - McNees, Wallace & Nurick
Douple Agency
Jim Walton - Wm. Murry & Son, Inc.
Lexi Sauder - Premier Settlements, Inc.
Luke Quickel - Hess Home Builders
Metzler Home Builders, Inc.
Mike Viozzi - Lezzer Lumber
Nathan Van Name - J.C. Snavely & Sons
Rob Hess - Kingsway Realty
Trout CPA



Contact BIA Staff:
717-569-2674 OR
staff@lancasterbuilders.org



Lancaster Building Industry FOUNDATION

2025 LBI Foundation Scholarship Awards

Congratulations!

Scholarship awards were distributed to our special Legacy Scholarship Winners!

Again, we congratulate:



Savannah Hagen from Mountville who received the Garman Builders Phil Shatto Legacy Scholarship



Hannah Martin from Stevens who received the Maurice Lezzer Legacy Scholarship



Brady DaCosta from Lancaster who received the Kenneth Lezzer Legacy Scholarship

Garman BUILDERS

Lezzer Lumber BUILDING MATERIALS CENTERS



Matthew Bear from Lititz who received the EGStoltzfus Neil Lamborn Scholarship



Colin Rilatt from Elizabethtown who also received the EGStoltzfus Neil Lamborn Scholarship

EGStoltzfus BUILDING ONE STORY AT A TIME

Don't miss the FOUNDATION's

Holiday Social & Silent Auction

...described on the adjacent page.

HOLIDAY SOCIAL & SILENT AUCTION

Benefitting the Lancaster Building Industry FOUNDATION

DECEMBER 11, 2025 FROM 4:30 - 6:30 PM
PENN MEDICINE PARK - SILVERBALL ROOM
650 N PRINCE ST., LANCASTER
REGISTRATION FEE: $45 PER PERSON

Event Co-Sponsors:
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For hors d'oeuvres, drinks, and great company! Peruse the many auction items all while supporting a worthy cause!

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Your favorite auction items! Find that perfect gift for someone or something special for yourself!

Support the.....
LBI Foundation which grants scholarships for students entering the building trades and grants monies to local non-profits & More!

Questions? Want to register? Contact: staff@lancasterbuilders.org ~ 717-569-2674

Penn Stone® MASONRY · HARDSCAPING · OUTDOOR LIVING

Happy Hour Highlights





BIA's monthly Happy Hours have become a favorite way for members and prospective members to connect, build relationships, and experience the value of BIA networking firsthand. These informal gatherings are perfect for making new industry connections and strengthening existing ones—and each month they continue to grow!

Our August 20th Happy Hour, hosted by **Penn Stone**, was no exception. Despite a little rain, over 40 attendees gathered to explore Penn Stone's beautiful showroom and enjoy the covered patio. Guests mingled while enjoying pizza, wings, beer, and wine, creating an energetic atmosphere filled with great conversation and new connections.
Thank you to Penn Stone for hosting and providing such a wonderful space for this event.

Looking ahead, we're excited to keep the momentum going with upcoming Happy Hours:
• September 17–Tellus360 Rooftop Bar • October 22 – BierHall Brewing Company • November - TBD

We hope to see You there! Come on out, bring a colleague and Check-it-Out!

BIA NextGen: Building the Future Together







On August 14th, BIA NextGen hosted Foundations of Success: Insights & Connections for the Next Generation at Lezzer Lumber. The event began with a tour of Lezzer's facility before attendees heard from company leaders KC Lezzer, Mike Viozzi, and Andy Reich. They shared their career paths, how they entered the industry, and highlighted the need to grow the future workforce. Attendees also had the opportunity to ask questions and take part in open discussion. The program concluded with networking and refreshments, sponsored by Hyland Engineering & Quality Buildings.

NextGen continues to support BIA's workforce development efforts. On **October 16th**, members of the NextGen Steering Committee will serve as panelists at the BIA Building Futures: Construction Career Day. The group will also host a booth where volunteers can speak with students about career opportunities in construction. If you are interested in volunteering, please contact Pauline Wilton at **pauline@lancasterbuilders.org** or **717-569-2674**.

LOOKING AHEAD, join us for the **NextGen Meet-Up** on **November 6th at Decades (438 N Queen St., Lancaster)** from **4:30 – 6:30 PM**. This event is designed for networking and building connections with other emerging professionals in the industry.

BIA NextGen is focused on providing opportunities for young professionals to connect, learn, and grow their careers while strengthening the future of our industry.



GR Mitchell's Annual Crab Feast

BIA Staff Had a Great Time Attending GR Mitchell's Annual Crab Feast on August 7th, enjoying an evening of networking with members and guests. The event featured delicious catered BBQ, plenty of crabs to pick, craft brews from a local brewery, and live music that set the perfect backdrop for connecting with the building community.

A big ***thank you*** to **GRMitchell** for inviting us to be part of such a fun and memorable event!

HOMEOWNERS PREFER NATURAL GAS OVER ELECTRIC FOUR TO ONE.*



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

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

Learn more at www.ugi.com

UGI Energy to do more

Annual General Membership Meeting & BIA Pillar Awards Dinner

November 20th, 5:30 - 8:30 pm

The Inn at Leola Village

38 Deborah Dr., Leola

Cost: $85 per person

Take advantage of a networking reception

Cast your vote for our nominated 2026 leaders

Enjoy the presentation of the
2025 Pillar Award Winners

Available Sponsorships

Exclusive – **Pillar Presentation Sponsor: $2500**
Dinner Sponsor: $600 - 1 of 2 SOLD
Friend of the Industry Sponsor - $300
Event Brochure Sponsor - $150

Contact staff@lancasterbuilders.org for sponsorship details

Thank you to our Sponsors!

Reception Sponsor:
Lezzer Lumber
BUILDING MATERIALS CENTERS

Centerpiece Sponsor:
GRMitchell
BUILDING SUPPLIES & HOME CENTER

Dinner Sponsor:
SERVPRO
Cleaning. Restoration. Construction.
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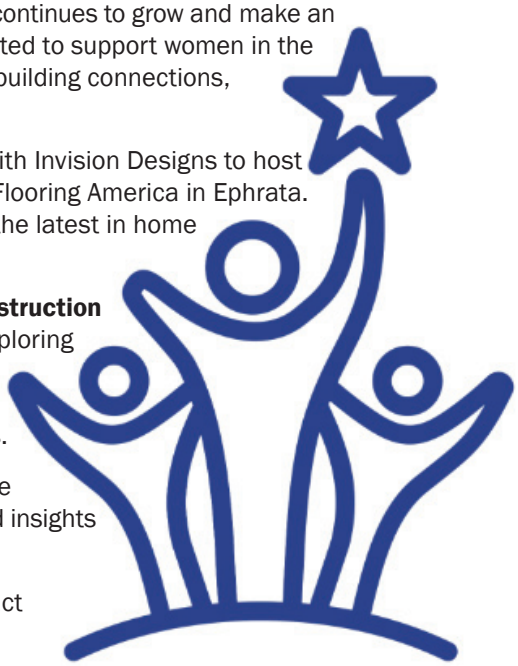
Learning, Growing, Involved

The **BIA**'s ***Building Empowerment: Women of the BIA*** group continues to grow and make an impact by providing opportunities for education, networking, and mentoring. Created to support women in the residential construction industry, the group focuses on learning from one another, building connections, and mentoring the next generation of professionals.



As part of their ongoing education series, Building Empowerment is partnering with Invision Designs to host **Structure & Style: The Luxe Build Collective** on **September 24th** at Cloister's Flooring America in Ephrata. This event will feature networking, refreshments, and a special presentation on the latest in home design trends.

Looking ahead, the group will also play a key role in the **BIA Building Futures Construction Career Day** on **October 16th**. They will host a booth to connect with students exploring careers in the building trades and offer scheduled roundtable discussions. These sessions will give students—particularly young women—the chance to talk directly with women in the industry and hear firsthand about their experiences.

We are currently seeking volunteers to help staff the booth and lead roundtable discussions, especially women working in construction roles who can share candid insights about the field.

If you are interested in volunteering or would like more information, please contact **Pauline Wilton** at *Pauline@lancasterbuilders.org*, or call *717-569-2674*.



Building Industry Association of Lancaster County

Be a 2026 BIA Partner!

Connect. Collaborate. Grow.



Ready to showcase your company in front of the people who matter most? BIA's 2026 Partnership Packages are designed to maximize your visibility and strengthen your impact in the residential building industry all year long.

✔***Shine all year long*** – Your brand featured across BIA events, programs, and promotions.

✔***Be part of the action*** – With a packed calendar of events in 2026, there are countless opportunities to connect with members, leaders, and the future workforce.

✔***Options that work for you*** – From premium exposure to budget-friendly opportunities, there's a package tailored to meet your marketing goals.

Don't just attend—stand out! Partnerships are more than recognition; they're your chance to stay top-of-mind, build strong connections, and support the growth of our industry.

Contact **Pauline Wilton at (717) 569-2674** or **pauline@lancasterbuilders.org** to secure your 2026 partnership today.

MY BENEFIT ADVISOR

HOW TO IMPLEMENT A MODERN BENEFITS STRATEGY



Photo by Christian Lendl on Unsplash

To design a benefits package that truly meets the needs of younger employees, organizations must first gather insights from their workforce. Conducting anonymous employee benefits surveys provides valuable data on what employees value the most. Regular pulse checks every six months ensure that the company stays aligned with evolving expectations.

Once a company understands what its employees want, the next step is to offer a flexible benefits platform. Modern HR technology allows employees to personalize their benefits by choosing from a variety of options that fit their lifestyles. A growing number of organizations are adopting a "choose-your-own-benefits" approach, where employees receive an allowance to allocate toward the benefits that matter most to them.

Communication is key to ensuring employees take full advantage of the benefits available to them. Many companies find success by hosting webinars, sending internal newsletters, and holding HR-led meetings to explain benefit offerings. Creating clear, easy-to-read guides helps employees maximize the value of their benefits.

Employers should also track how well their benefits programs are working by analyzing utilization rates. Using HR analytics, companies can measure employee engagement with different benefits and make necessary adjustments based on real-time data. Regularly updating offerings based on feedback and industry trends ensures that benefits remain competitive and effective in retaining talent.

MY BENEFIT ADVISOR

The **Building Industry Association of Lancaster County** offers 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**.

BIA Events

2025 Building Industry Association PILLAR AWARDS

GMM & Pillar Awards Presentation Dinner

November 20, 2025

5:30–8:30 at The Inn at Leola Village,
38 Deborah Drive, Leola, PA
Cost to attend–$85 per person

Join us!

►Take advantage of a networking reception
►Cast your vote for our nominated 2026 leaders
►Enjoy a delicious dinner
►Witness the presentation of the 2025 Pillar Award Winners!
►Contribute to the strength of our industry by being on had to give honor to the excellence and achievement of BIA Members!

4 Pillar Award Categories:

Advertising & Marketing Awards
- Best Showroom
- Best Logo
- Best Website
- Best Print Ad
- Best Social Media Campaign

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

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

Associate Partner of the Year:
Nominated by BIA Builder Members

Registration:
Contact staff@lancasterbuilders.org or 717-569-2674.

2025 END OF SUMMER SOCIAL BENEFITING THE BIA PAC
September 16, 2025, 6:00–8:00pm
The home of Frank and Vicki Vargish, 8 Southview Lane, Lititz, PA
Enjoy a relaxed, cigar friendly evening of prizes, catered fare, fine liquor, beer and soft drinks while supporting your BIA's Advocacy Program. Suggested contribution $100, but all contributions welcomed. Contact: staff@lancasterbuilders.org to register.

BIA HAPPY HOUR
September 17, 2025, 4:30–6:30pm
Tellus 360 Rooftop Bar, 24 E King St., Lancaster, PA
Join us for networking, conversation, and connection with fellow professionals.

STRUCTURE & STYLE: THE LUXE BUILD COLLECTIVE
September 24, 2025, 3:00 – 6:00 pm
Cloister's Flooring America, 100 Durlach Rd., Ephrata, PA
Join us for an engaging afternoon featuring hors d'oeuvres, coffee, and an Italian soda bar while you connect with designers, remodelers, and builders. Discover innovative home solutions, explore the latest design trends, and gain inspiration to elevate your next project.
Cost: Free to attend, registration required. See page 16 for details.

BREAKFAST WITH THE COUNTY COMMISSIONERS
October 9, 2025, 7:30 – 9:30am
Cork Factory Hotel Assembly Room, 480 New Holland Ave, Lancaster, PA
Join us for a breakfast meeting with the Lancaster County Commissioners. Discuss the county issues important to our industry!
Cost $35 per person. Contact: staff@lancasterbuilders.org to register

BIA BUILDING FUTURES: CONSTRUCTION CAREER DAY
October 16, 2025, 10:00 am – 3:00pm
Wyndham Lancaster Convention Center, 2300 Lincoln Hwy E, Lancaster, PA
Join us for a day dedicated to inspiring the next generation of construction professionals. With industry demonstrations, panel discussions, student-led community projects, and networking opportunities, this event connects students with career pathways in the trades. Open to the public, Building Futures is your chance to support the industry's future workforce and showcase job and internship opportunities.
Get involved – Reserve a booth – Be a sponsor – Support the Industry See page 9 for details.
For questions and registration forms, contact Pauline Wilton at pauline@lancasterbuilders.org or call 717-569-2674.

BIA BUILD YOUR DREAM RAFFLE DRAWING
October 16, 2025, 1:30pm at the BIA Building Futures: Construction Career Day Event at the Wyndham Lancaster Convention Center, 2300 Lincoln Hwy E, Lancaster.
Join us as we draw the winning ticket for the BIA Build Your Dream Raffle! Don't miss the excitement as we announce the lucky winner, all in support of scholarships and community programs through the Lancaster Building Industry Foundation.

PBA BOARD OF DIRECTORS MEETING
October 18, 2025, 10:00am, Hershey Lodge, Hershey PA

BIA HAPPY HOUR
October 22, 2025, 4:30 – 6:30pm
BierHall Brewing Company, 1703 New Holland Pike, Lancaster, PA
Join us for networking, conversation, and connection with fellow professionals.

BIA—THE WHOLE PICTURE
November 4, 2025, 8:00 - 9:00am
BIA Office, 204 Butler Ave., Suite 200, Lancaster, PA 17601
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 NextGen Meet-Up
November 6, 2025, 4:30pm
Decades, 438 N Queen St., Lancaster, PA
Join fellow young professionals in the building industry for an evening of networking, collaboration, and connection. The NextGen Meet-Up offers a relaxed setting to build relationships, share ideas, and grow your professional community.

HOLIDAY SOCIAL & SILENT AUCTION
December 11, 2025, 4:30 – 6:30pm
Penn Medicine Park SilverBall Room, 650 N. Prince St., Lancaster
Celebrate the season with the BIA at our Holiday Social & Silent Auction!
Enjoy hors d'oeuvres, drinks, and great company while browsing unique auction items—the perfect chance to find gifts for others or something special for yourself. Proceeds benefit the Lancaster Building Industry Foundation, which provides scholarships for students entering the trades and supports local nonprofits. Join us for an evening of fun, networking, and giving back to a worthy cause. (See Page 13.)
Cost: $45 per person. To register: Contact staff@lancasterbuilders.org or call 717-569-2674.

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

Two currently scheduled Webinars:

Emerging Income & Asset Verification Challenges for LIHTC Properties

Sept 17, 2025, 2:00–3:00pm

Join us for a dynamic webinar exploring the latest challenges regarding income and asset verifications for residents of Low-Income Housing Tax Credit (LIHTC) properties. Gain fresh insights from experts as they unpack key issues and trends and present clear solutions for you to apply to your resident file processing. You will learn about emerging types of income and assets, the latest verification challenges, and the realized impacts of Housing Opportunities Through Modernization Act (HOTMA) regulations on income and asset verifications.

Non-Member Fee: $39.00

The Role of ADUs in Age-Friendly Housing

Instructor: Shannon Guzman

Sept 24, 2025, 3:00pm

Accessory Dwelling Units (ADUs) are gaining momentum as a smart housing solution that supports older adults who want to stay in their communities, near family, or in a caregiver-supported environment. In this session, join Shannon Guzman, Director of Housing and Livable Communities, Family, Home and Community at AARP, for a deep dive into how ADUs can help builders, remodelers, and housing professionals meet the evolving needs of today's U.S. household. Learn how ADUs fit in the broader landscape of age-friendly housing and explore the demographic trends, policy developments, and consumer needs that are shaping the role of ADUs.

IMPORTANT:
For many more details and important additional info on these and other webinars, and to register online, please visit the NAHB website as listed above.





From the Office of the PA Attorney General

August 22, 2025

UPDATES: Remedies in Place for Home Improvement Contractor Resources and Main Office of Attorney General Phone Line, as System Comes Online

HARRISBURG — Attorney General Dave Sunday offered several updates on progress in response to the outside interruption earlier this month that caused outages on Office of Attorney General servers.

Most Office of Attorney General staffers now have access to email, so anyone needing to communicate on those channels is encouraged to do so.

Callers can reach our Constituent Services team at **(717) 787-3391**.

Pennsylvanians may also file complaints via our website, www.attorneygeneral.gov. Complaints are being received, however, there may be delays in processing.

Regarding the Home Improvement Consumer Protection Act, contractors are currently unable to access online their registration, renew their registration, or submit a new registration.

However, remedies have recently been put in place:

An application which can be printed and mailed, as well as instructions are available on the Home Improvement Contractor resource webpage: (https://www.attorneygeneral.gov/resources/home-improvement-contractor-registration/)

For contractors who started a new business after August 8, 2025, and for existing contractors whose registrations expired after August 8, 2025, the Office of Attorney General will allow a grace period for these contractors to register or renew using the online system. This grace period will extend 30 days beyond the online system being back up. Contractors whose registrations have expired will be notified by email once the system is ready to accept online renewals again.

Anyone with questions regarding the Home Improvement Consumer Protection Act can call **(717) 772-2425**.

At this time, consumers are not able to access confirmation of a contractor's registration status.

"We will continue to provide updates on developments with operations. The matter is an active investigation, so we will be limited in details we can provide about the incident," Attorney General Sunday said. "We are proceeding with the utmost caution and consideration to ensure our mission to protect and represent Pennsylvanians is carried out fully and securely."

NAHB Chief Economist Calls for a Rate Cut as Homebuilder Despondence Persists

The Housing Market Index remains stuck at historically low levels

Author: Luke Baynes, Scotsman Guide News Editor

After showing miniscule improvement last month, home builder confidence is back in the doldrums, with August's Housing Market Index (HMI) reading of 32 tying its third-lowest mark since 2012.

The HMI measures builder sentiment on current single-family home sales and expectations for the next six months on a scale of 0 to 100. Based on a survey conducted by the National Association of Home Builders (NAHB) and Wells Fargo, any HMI result under 50 indicates a general lack of builder confidence.

The HMI has now been tipped toward the pessimistic side of the scale for 16 straight months. For NAHB Chief Economist Robert Dietz, the malady is housing unaffordability, and the antidote is a Federal Reserve rate cut.

"Housing affordability is central to the outlook for economic growth and inflation," Dietz said in a press release. "Given a slowing housing market and other recent economic data, the Fed's monetary policy committee should return to lowering the federal funds rate, which will reduce financing costs for housing construction and indirectly help mortgage interest rates."

NAHB Chairman Buddy Hughes agreed that affordability is the "top challenge" for the housing market, with many prospective homebuyers waiting for lower mortgage rates before proceeding with a home purchase. He added that builders are "also grappling with supply-side headwinds, including ongoing frustrations with regulatory policies connected to developing land and building homes."

To help combat the affordability headwinds, 66% of builders used sales incentives in August, the HMI survey found. That's up from 62% in July and represents the highest percentage of the post-pandemic era.

About 37% of builders reported cutting prices in August, down slightly from July's 38% mark, with the average price reduction holding steady at 5%.

Regionally, builders in the Midwest are the most optimistic, posting an August HMI reading of 43. The HMI for the Northeast region clocked in at 39, followed by the South at 29 and the West at 26.

NAHB National Association of Home Builders

2025 BIA End of Summer Social

Building Industry Association POLITICAL ACTION COMMITTEE

BIA "End of Summer" Social

Benefitting the BIA PAC!

September 16th, 6:00 - 8:00 pm

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

Building Industry Association POLITICAL ACTION COMMITTEE

Join Us!

Suggested Contribution: $100 Per Person

Enjoy a cigar friendly evening of catered fare, soft drinks, fine scotch, wine and prizes while supporting your BIA's advocacy program!

Event brought to you by our BIA Advocacy Partners:

GSL Public Strategies Group A STEVENS & LEE COMPANY · J.C. Snavely Est. 1870 PROFESSIONAL BUILDING SUPPLY · McNees · RETTEW · rkl ADVISORS for WHAT'S NEXT

2025 BIA-PAC Contributors

The BIA Political Action Committee provides funds to candidates & causes that are friendly to our industry. Thank you to the following individuals who have contributed this year:

President's Club: $1,000+

John Bear Jason Garman
Shawn Garman Jay Provanzo
Randy Hess

Century Club: $500+

Claudia Shank Bruce Gingrich

Chairman's Club: $100+

Scott Frick Lexi Sauder
Nate Van Name Karen Quinn

Breakfast with the County Commissioners

County of Lancaster – Pennsylvania · Founded May 10, 1729

October 9, 2025
7:30 - 9:30 am
Cork Factory Hotel: Assembly Room
480 New Holland Ave., Lanaster

Join Us!

Come out to discuss the issues important to our industry!

Cost: $35 per person

To register contact: staff@lancasterbuilders.org
717-569-2674

Sponsored by our Advocacy Partners

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Building Industry Association of Lancaster County

New Members

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

ASSOCIATES

LINKBANK
Patty Heagy
2010 Fruitville Pike
Lancaster, PA 17601
Phone: 717-475-4399
Business Activities: Banking & Lending Services
Email: pheagy@linkbank.com

Simon Lever
Audrey Landis
147 W Airport Road
Lititz, PA 17543
Phone: 717-519-1227
Business Activities: Accounting
Email: alandis@simonlever.com

Willow Valley Roofing
Jacob Esh
1261 Millwood Road
Willow Street, PA 17584
Phone: (717) 844-0002
Business Activities: Roofing Contractor
Email: jake@willowvalleyroofing.com

BUILDER

Ebersole Builders LLC
Gary Zimmerman
12 S. Market Street
Mount Joy, PA 17552
Phone: (717) 951-5001
Business Activities: Builder-Commercial
Email: garyz@ebersolebuilders.com



Membership Renewals

Thank you for your continued commitment to the industry!

Adams Drywall, Inc.
Azek TimberTech
Blakinger Thomas
Charles R. Eckert Signs, Inc.
Creative Financial Group
D. R. Horton
D.K. Builder, LLC
David Miller/Associates, Inc.
Daylight Basements, Inc.
Douple Agency, Inc.
Greystone Construction, Inc.
Groffdale Concrete Walls, Inc.
GSL Public Strategies Group
Hench General Contracting, LLC
High Real Estate Group, LLC
Indoor City
Ironstone Homes, LLC
Kautz Construction and KC Green Energy
Kitchens by Eileen
Lancaster County Magazine
Lancaster Kitchens and Baths
Lancaster Paint & Glass Co.
Magnolia Lane Properties
Martins Flooring
Merv Miller Builder, LLC
Orrstown Bank
Personal Wealth Advisory
Quality Design & Drafting Svcs., Ltd.
R & L Siding LLC
Re-Bath Lancaster
Scotty's Painting & Paper Hanging, Inc.
Site Prep
Speedwell Construction
"To The Trades" Wholesale Floorcovering
UGI Heating, Cooling & Plumbing
Zephyr Thomas Home Improvement Company

Cancellations

Amish Country Gazebos
Cosentino
MIRUS Financial Partners

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

R&A RENOVATIONS ADDITIONS MAGAZINE®
Lancaster County's Home Improvement Guide™

teaming with you
in stimulating Lancaster County's home improvement industry
since 2007

in addition to our printed magazine, R&A is now available in a DIGITAL edition! RandAMagazine.com

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Because R&A Magazine is not mailed to homes, readers actually have to make an effort to obtain a copy...yes, R&A readers are motivated! And because of the valuable information we publish (thanks to our advertisers), many readers have told me that they keep every issue for reference. Want more proof that R&A advertising works? Ask our long list of regular advertisers.

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

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

R&A Magazine...seriously LOCAL!

ask me about our **BIA Discount**

Patrick Kiely, Publisher
717.519.7986
info@RandAMagazine.com

www.RandAMagazine.com

Building Industry Association of Lancaster County

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