



**Builders Association
of Northwestern Pennsylvania**

P.O. Box 9549

Erie, PA 16505

Phone: 814.833.3999

Fax: 814.833.2636

Email: banwpa@gmail.com

Website: www.banwpa.com

Summer 2011 Newsletter

We would like to thank everyone that participated as a vendor and was in attendance for our 51st Annual Home Show – we are very proud of the success we had!! Be sure to save the date for our next Home Show – March 29th-April 1st, 2012. Look in subsequent pages for this year's Builder Buck winners, as you may or may not be aware we choose three names a day for Builder Bucks totaling \$7,000. The winners received vouchers which are as good as cash paid directly to their choice of vending company for their next project.

Our golf outing is fast approaching – be sure to see the following page for details on golfing and sponsorship. We look forward to a great event and a fun time. Also the 5th Annual Clay Shoot will be coming up soon, September 16th at the Busted Flush in Titusville.

Sprinklers have been defeated!! On Monday, April 25 Governor Tom Corbett signed H.B. 377, making it Act 1 of 2011 and of his term as Governor of Pennsylvania! This is a huge success for our members, and will bolster the construction industry across Pennsylvania.

Be sure to listen for our radio commercials running year round on z102.3, Classy 100, Country 98, & ESPN 1260AM. We are driving your next customer to view our website or contact the Builders Association office where we refer member companies.

Our building search continues. The proceeds from the sale of our property on West Grandview are in a reserve account until the right new location comes along. If you have a location for sale that you feel would be fitting for our operations be sure to contact the office.

Sincerely,

Jason Hewitt
Executive Officer

A PROUD MEMBER OF:



BUILDERS ASSOCIATION ANNUAL GOLF OUTING

VENANGO VALLEY INN & GOLF COURSE – RT 19 VENANGO

FRIDAY JUNE 3rd, 2011

REGISTRATION AT NOON, SHOTGUN START AT 1:00 PM

ENJOY VARIOUS CONTESTS AND GAMES!!

SPONSORSHIP OPPORTUNITIES ARE AVAILABLE

To reserve your day of fun, golf, & dinner – and/or sponsorship –

Submit your completed form with payment to the Builders Association Office

by May 27th, 2011 - P.O. Box 9549 Erie, PA 16505 OR fax: (814) 833-2636

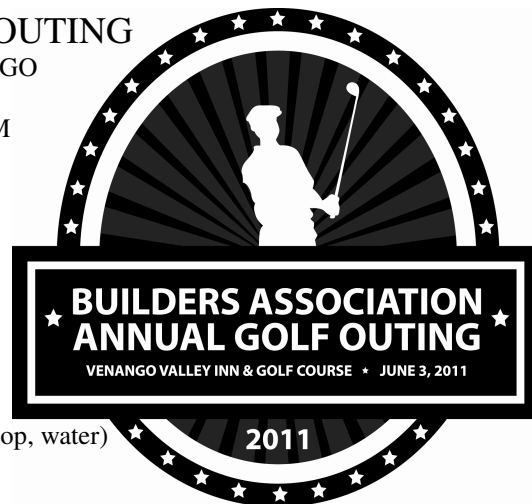
Format: 4-person scramble

Cost: \$85 person golfer – includes golf with cart, lunch, snacks, beverages on course (beer, pop, water)
\$25 for just dinner.

Dinner: Steak dinner at the Pavilion

Halfway House: Unlimited hot dogs, and snacks

19th Hole: appetizers, beer, pop, and steak dinner



SPONSORSHIP	AVAILABLE	COST	INCLUDES
Gold - Event Sponsor	1	\$1,000	Large logo on signage and newsletter, name mentioned at dinner, includes one foursome
Silver - Shirt Sponsor	1	\$750	Logo on shirt and newsletter, name mentioned at dinner, includes golf for two
Bronze - Beverage Sponsor	1	\$500	Logo on beverage carts and in newsletter, name mentioned at dinner, includes golf for one
Hole-in-One	1	Call BA	Signage at hole-in-one location
Putting Contest	1	\$100	Sign at putting green and opportunity to interface with all golfers
Long Drive	1	\$250 + prize	Sign at contest location
Long Putt	1	\$250 + prize	Sign at contest location
Lunch Sponsor (1st, 9th, 18th Tee)	1	\$500	Signage at each location, logo in newsletter, name mentioned at dinner, opportunity to show off product, includes 1 golfer
Tee Sponsor	18	\$100	Sign on tee
Green Sponsor	18	\$100	Sign on green
Par 3 Sponsor	4	\$500	Tee off with every foursome, show your product, logo in newsletter, mentioned at dinner, includes golf for one
19th Hole	1	\$500	Receive incoming golfers, logo newsletter, name mentioned at dinner, show off product, includes golf for one

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ANNUAL GOLF OUTING REGISTRATION FORM (COMPLETE AND RETURN BY MAY 27TH, 2011)

	NAME	PHONE	COMPANY
Player 1			
Player 2			
Player 3			
Player 4			
Dinner Only			

Indicate Sponsorship:

Invoice Address:

Submit to Builders Association, P.O. Box 9549 Erie, PA 16505 OR fax: (814) 833-2636



Pennsylvania Builders Association

To best serve our membership, we are partnered with JRG Advisors to provide quality health insurance, dental, and vision options.

For more information, complete the form below and fax this page to JRG Advisors at 1-866-722-0519, or call us at 1-888-333-7526.



www.jrgadvisors.net



YES! I am interested in obtaining information on the PBA Insurance program.

Company: _____

Contact: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

Email: _____

Number of Full-Time Employees: _____ Number of Part-Time Employees: _____

Do you currently provide employee benefits? _____

If Yes, through which carrier(s): _____

Save the dates:



- Builders Association Board Meeting, third Thursday of every month (want something on the board's agenda? – contact the office)
- June 4th, 2011 – Annual Golf Outing, Venango Valley Inn & G.C.
- July 28th-30th, 2011 – PBA Board Meeting, State College
- September 16th, 2011 – 5th Annual Sporting Clay Shoot, Titusville
- November 17th-19th, 2011 – PBA Board Meeting, Cranberry Woods
- March 29th – April 1st, 2012 – 52nd Annual Home Show



MetLife Bank

Close more sales with
your senior clients

MetLife



With a **Home Equity Conversion Mortgage (HECM) for Purchase*** from MetLife Bank, you may be able to close more transactions with your senior clients—because they'll be able to safely afford the new primary residence they want and deserve. And we make it easy for you, with no additional forms for you to fill out.

What it means for you:

- May help you sell more homes to your senior clients
- No additional forms
- We do all the paperwork

How your senior clients benefit:

- They can be qualified, regardless of income or credit history
- They purchase a new primary residence using the proceeds from a reverse mortgage on that property
- One transaction with one closing simplifies the process
- They own the home and make no monthly mortgage payments



Help your business—and your clients—by calling your
MetLife Bank reverse mortgage consultant today.

Rick Proctor
rproctor@metlife.com
814-431-1278

*For reverse distribution only. Not for customer or other business-to-business distribution.
All loans are subject to property appraisal. Certain restrictions and fees apply. *Only available
for the purchase of a 1- to 4-family unit. Existing reverse mortgage on principal residence.
Mortgage financing provided by MetLife Bank, N.A., Equal Housing Lender.
© 2009 MetLife, Inc. L550915081 (exp 12/31/11) (AFL) (Rev 05/07)
PBA/ML/11-02 United Fidelity, Syracuse, NY.



For the **if in life:**

Association Membership Benefit of the Month

Verizon Wireless 22% off – all Builder Members eligible!

Contact: Joseph P Berardi

Mgr – Business Sales

Warrendale, PA 15086

Mobile: 412.860.9782

Email: Joseph.BerardiJr@VerizonWireless.com



Builder Buck Winners:

Thursday \$250: Barbara Ferguson

Thursday \$500: Lou Cannarozzi

Thursday \$1000: Bob Sossey

Friday \$250: Bonnie Finney

Friday \$500: Yavette Miller

Friday \$1000: Mary Allen

Saturday \$250: Conrad Raber

Saturday \$500: Kelly Brocias

Saturday \$1000: Paul Fiscus

Sunday \$250: John Jackson

Sunday \$500: Sandra Jacobs

Sunday \$1000: Sarah Wozniak



It is never too early to be thinking about the Awards of Excellence

Our annual schedule is as follows:

Summer – we send out the contract and entry forms

3rd Friday in September – Landscape Entries Due

2nd Friday in October – Building & Remodeling Entries Due

1st Saturday in October – Landscape Entry Judging

Last Saturday in October – Building/Remodeling Entry Judging

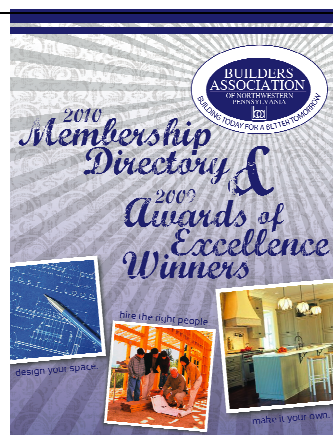
Mid December – Deadline for selection of categories and reserving advertising in the directory

By 12/31 - The directory and awards winners are ready for print

First Saturday in February – Awards of Excellence Banquet

First Sunday in February – Awards of Excellence / Membership Directory published in Erie Times-News

Rest of the year – Awards of Excellence / Membership Directory (80,000 printed) are distributed at BA events





Pennsylvania Housing Research Center
219 Sackett Building
University Park, PA 16802
phrc@psu.edu
(814) 865-2341



Traditional Framing



Advanced Framing Techniques

DATE: June 16, 2011
WHERE: PSATS Educational Center, Enola
TIME: 8:30—11:30 am
COST: \$65 Non-member
\$45 PHRC member

3 CEU's will be awarded

Advanced Framing: Reducing Costs and Improving Energy Performance

Advanced framing is a series of techniques that can significantly reduce the amount of lumber used in a home while significantly improving its energy efficiency. It achieves this without compromising its quality or durability. This half-day session will provide an overview of various advanced framing techniques, including

- 24" o.c. stud spacing,
- two-stud corners,
- single top plates,
- right-sized and insulated headers,
- foam sheathing, and more.

The presentation will also discuss code acceptance of advanced framing techniques under the International Residential Code (IRC).

****Light refreshments will be provided****

For more information and to REGISTER
Go to: www.engr.psu.edu/phrc



On Friday, March 25, during the PBA Board of Directors meeting at the Gettysburg Wyndham, Eastern Alliance Insurance Group, McConkey & Co and the Pennsylvania Builders Association presented a check to Builders Services, Inc. for \$500,000. This workers' compensation fund dividend represents dividends from the 2002-2003 actual program results. We are pleased to announce that the dividends will be distributed to policyholders that were participants during 2002-2003.

Dividends are paid from the fund surplus, which is created from operational efficiencies and investment portfolio performance. These dividends reward loyal policyholders who share our commitment to workplace safety. We believe these dividends are a significant benefit of program participation, and in conjunction with competitive rates, will

continue to foster loyalty in the program. The dividend can also be used as an incentive when marketing the program to non-participants at the local association level.

180 businesses/PBA members will receive a portion of the \$500,000 dividend. Thank you for your continued support of the workers' compensation program, which is a critical part of this shared success.

This is a sample contract from PBA on verbiage you should be using when in discussion with your customer when building a new house – you MUST offer an option for sprinklers whether or not they are interested is up to the customer on an individual basis.

**Offer to Install Automatic Fire Sprinkler System in One- or Two-Family Home
Version 2 – 05/02/2011 – Pennsylvania Builders Association 2011©**

My builder has given me the option of having an automatic fire sprinkler installed in my new home in accordance with the provisions of section R313.2.1 of the 2009 International Residential Code.

My builder has provided to me information on the initial and ongoing costs of installation and maintenance of the system. I understand that my cost to have an automatic fire sprinkler system installed in my new home will be \$_____. I understand that certain additional costs may be required in the future to maintain the system.

My builder has provided to me information as made available by the Office of the Pennsylvania State Fire Commissioner about the possible benefits of installing an automatic sprinkler system in my home. My builder has informed me that the information may also be found at the Pennsylvania State Fire Commissioner's website, www.osfc.state.pa.us

After considering both the costs and the benefits of installing an automatic fire sprinkler system in my new home, I have elected to:

() Accept the offer for the installation of an automatic sprinkler system in my home for the price specified above.

() Not have an automatic fire sprinkler system installed in my home.

Buyer

Location of New Home PLEASE PRINT CLEARLY

Buyer

Witness

Builder

Date

Date

Buyer Information PLEASE PRINT CLEARLY

Builder Information PLEASE PRINT CLEARLY

Name _____

Name _____

Address _____

Address _____

City/Zip _____

City/Zip _____

Telephone _____

Telephone _____

E-mail _____

E-mail _____

A copy of this form may be filed with the building code enforcement office.

Governmental Affairs of PBA – Glace Ahead

Data Quality (Chair - Bill Mullray) – Senate Bill 263, prime sponsor Sen. Edwin Erickson (R-Delaware), amends the Regulatory Review Act to make sure state agencies use acceptable data in developing new regulations. On April 12, the Senate State Government Committee reported SB 263 to the full Senate without objection, and task force chairman Bill Mullray testified on the need for a “Data Quality Act” at a hearing on regulatory reform held April 26 by the Pennsylvania House Majority Policy Committee. This legislation has been on our priority watch list for the past 3 sessions. It passed the Senate in both of those sessions and is looking to do so this session. However, it never made it through the House because Gov. Rendell had threatened to veto. Hopefully Gov. Corbett will be more supportive.

Home Improvement Contractor Fix-it legislation (Chair – Jim Conner) – HB 1336 (Rep. Godshall). This legislation has been introduced. This is identical to Sen. Tomlinson’s legislation from last session – which would improve the act for retailers, contractor and consumers. The act became law in 2008 – and requires all contractors who perform at least \$5,000 in home improvements each year, register with the Attorney General’s office. This bill (HB 1336) would make 3 major changes – it would require that the fees that are collected by the Attorney General for registration, be placed into a dedicated fund to administer and enforce the act (currently it goes to the general fund). It would also set the one-third maximum deposit for contracts valued at \$5,000 (an increase from \$1,000) which has been proven to be unreasonably low. Finally the legislation defines “home improvement retailer” in order to allow retail installers of all sizes, the option to opt out of the 1/3 partial pay – and allow them to collect 100% of the cost if they post a letter of credit in the amount of \$100,000 per store location. A vote is scheduled in the House Consumer Affairs Committee on May 4. PBA has done a memo to the House requesting co-sponsors and to the committee members in support of passage in the committee.

A BIG THANK YOU TO THIS YEAR’S HOME SHOW SPONSORS:



The following 2 pages are our membership application. We encourage all of our members to aide in recruiting other potential members. Our voice is loudest in numbers and we need your help! As a reminder, any Board member who recruits at least one new member will have his or her name printed in the PBA *Keystone Builder* Publication.

Builders Association of NWPA
1131 West 26th Street
Erie, PA 16508
(814) 833-3999
www.banwpa.com

Membership Application

Company Name: _____

Company Representative: _____ Title: _____

Address: _____ City: _____ State: _____ Zip _____

Type of Business: _____

Phone Number: _____ Fax Number: _____

Federal ID# _____ # of Years In Business (2 yr min.) _____

E-Mail Address: _____ Web Site: _____

Please complete this section using the listing below – this is used by the National Association of Home Builders for tracking how to best serve our members

Business Activities

of Employees

--	--	--	--

Other Business Activities (please specify)

[illegible]

<u>Builder Member Classification</u>	<u>Associate Member Classification</u>	<u>Subcontractors and/or Specialty Trade</u>	<u>Wholesale Dealers/Distributors</u>
A - Single Family Spec/Tract Building	L - Accounting	W1 - Carpentry Work	X1 - Appliances
B1 - Single Family General Contracting	M1 - Architecture	W2 - Electrical Work	X2 - Building Materials / Lumber
B2 - Single Family Custom Building	M2 - Engineering	W3 - Masonry, Stone Work, Tile Setting, Plastering	X3 - Floor Covering
C - Multifamily Building (Condo/Coop Units)	M3 - Planner or Designer	W4 - Landscaping	X4 - Paint / Wall Coverings
D - Multifamily Building/ Ownership (Rental)	N - Legal Services	W5 - Plumbing, Heating and Air Conditioning	X5 - Other Wholesale Dealership (<i>Specify</i>)
E - Multifamily General Contracting	O - Computer Products and Services	W6 - Roofing, Siding and Sheet Metal Work	
F - Remodeling - Residential	P1 - Commercial Banking/Thrift Institution	W7 - Painting and Paper Hanging	<u>Retail Dealers / Distributors</u>
G - Remodeling - Commercial	P2 - Mortgage Banking	W8 - Floor Laying and Other Floor Work	V1 - Appliances
H - Commercial Building (Own Account)	Q - Insurance or Title Company	W9 - Concrete Work	V2 - Building Materials / Lumber
I - Commercial General Contracting	R - Marketing, Advertising or Public Relations	WA - Excavation Work	V3 - Floor Coverings
J - Land Development	S - Building Material Manufacturing	WC - Land Surveyor	V4 - Paint / Wall Coverings
K - Manufacturing of Modular/Panelized/ Log Homes	T - Property Management	WD - Security Systems	V5 - Other Retail Dealership (<i>Specify</i>)
	U - Real Estate	WZ - Other Subcontractor (specify)	
	Y - Utilities		
	Z - Other (<i>Specify</i>)		

All Builders Association Members are listed on our website: www.banwpa.com

Please circle all categories that you would like to be listed in – consumers are able to search our website by the category they are looking for

Advertising	Developers	Insurance Agencies	Roofing Contractors
Apartment Management	Doors – Commercial	Internet Providers	Sand and Gravel
Architects	Doors – Electric	Kitchen Contractors	Security Systems
Banks	Doors – Garage	Landscape Supplies	Siding Contractors
Basement Systems	Doors – Residential	Landscaping/Lawn care	Siding Products
Bathroom Remodelers	Drywall Contractors	Legal Services	Signs
Brick Products	Electrical Contractors	Lumber	Steel
Building Materials	Electrical Supplies	Marketing Services	Stucco Contractors
Cabinets – Custom	Equipment Rental & Sales	Manufactured Housing	Sun Rooms
Cabinets – Kitchen	Excavating Contractors	Masonry Contractors	Surveyors
Carpentry	Financial Services	Media	Swimming Pools & Spas
Ceramic Tile Contractors	Fireplaces	Mortgages & Loans	Trade Associations
Cleaning Services	Floor – Hardwood	Painting Contractors	Trusses/Roof Floor
Closet Shelving & Organizers	Floor Covering Products	Pet Containment	Utilities
Commercial/Industrial Builders	General Contractors	Plastering & Stucco Contractors	Vacuum Cleaner Systems
Concrete – Contractors	Glass – Mirrors	Plumbing Contractors	Water Conditioning
Concrete – Ready Mix	Glass Blocks	Plumbing Fixtures-Supplies	Waterproofing
Concrete Blocks	Gutter Contractors	Radon Mitigation & Testing	Waterproofing (Basement)
Construction Power Tools &	Hardware Supplies	Real Estate Sales	Windows – Replacement
Equipment	Heating and Cooling Contractors	Refuse Disposal	Windows – Sales
Countertops	Home Design	Remodelers	Woodstoves – Sales & Installation
Custom Blueprints & Designs	Insulation Contractors	Residential Builders	

Membership Classification: please circle one: **Builder** or **Associate**

☐☐

BUILDER memberships are available to any person who is, or has been in the business of building or rebuilding homes, apartments, schools, commercial, industrial, or other structures normally related and appurtenant to a community or in land development, and who subscribes to the BANWPA Code of Ethics and is of good character and business reputation, and who has been continuously in the current business for a minimum of 2 years.

ASSOCIATE memberships are available to any person engaged in a trade, industry, or profession related to housing and not inconsistent with the objectives of NAHB or any of its affiliates; and who subscribes to the BANWPA Code of Ethics and is of good character, and who has been continuously in the current business for a minimum of 2 years.

PA HIC #: (IF APPLICABLE) _____

EPA RRP TRAINING: (IF APPLICABLE – HAVE YOU COMPLETED? YES OR NO) _____

REFERENCES:

Bank:

Name: _____ Phone Number: _____

Address: _____

Material Suppliers (3 required):

Name: _____ Phone Number: _____

Address: _____

Name: _____ Phone Number: _____

Address: _____

Name: _____ Phone Number: _____

Address: _____

Customers Served (Builder Members ONLY):

Name: _____ Phone Number: _____

Address: _____

Name: _____ Phone Number: _____

Address: _____

Name: _____ Phone Number: _____

Address: _____

The following documents must be returned to address above:

- ☐ Completed Application for Membership
 - ☐ Dues Payment of \$500.00 plus a \$25 application fee (Made payable to BANWPA)
 - ☐ Copy of Liability Insurance Certificate, (minimum \$100,000 individual, \$300,000 property)
 - ☐ Workmen's Compensation Insurance Certificate, if you have employees
-

By signing this membership application, I agree to abide by the constitution, by-laws and code of ethics of the Builders Association of NWPB (BANWPA), the Pennsylvania Builders Association (PBA), and the National Association of Home Builders (NAHB).

Sponsor's Signature

Applicant's Signature

Date

BUILDERS ASSOCIATION 4th ANNUAL SPORTING CLAY SHOOT

BUSTED FLUSH – RD#3 Shreve Rd, Titusville, PA 16354 – (814) 827-4030

FRIDAY SEPTEMBER 10th, 2010

Registration at noon, shooting at 1, dinner and social to follow

SPONSORSHIP OPPORTUNITIES ARE AVAILABLE!!

To reserve your team – and/or sponsorship – please submit your completed form with payment to the Builders Association Office by September 1st, 2010 - 2415 West Grandview Blvd, Erie PA 16506 OR fax: (814) 833-2636

Cost: \$90 / Shooter OR \$30 for just dinner

Includes: 100 Sporting Clay targets and all trap fees, 4 boxes of shells (12ga. or 20ga.), Steak dinner, unlimited snacks, unlimited beer and pop following shooting.

Be sure to bring: Gun, Eye and Ear protection, satchel or something to carry shells

Sponsorship	# Available	\$ Amount	Includes
Gold - Event Sponsor	0	\$1,500	Large Signage, name & picture in newsletter, 5 shooters
Silver - Drink Sponsor	1	\$300	Signage at Dinner
Bronze - Snack Sponsor	1	\$150	Signage at Dinner
Sign Sponsor	20	\$100	Sign at one shooting location

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4th Annual Gun Shoot Registration Form – Due by September 1st, 2010 to the Builders Assoc Office

Team Name:		Indicate 12g or 20g
Shooter 1		
Shooter 2		
Shooter 3		
Shooter 4		
Shooter 5		
Dinner Only		

Indicate Sponsorship: _____

Total Due on invoice: _____

Invoice Address and Phone #: _____

Submit to Builders Association, 1131 West 26th Street Erie, PA 16508 OR fax: (814) 833-2636



52nd Annual Home Show

March 29th – April 1st, 2012

Exhibit Space Application – Contract

With the intent to be legally bound, the undersigned requests exhibit space, as stated below, in the 52st Annual Home Show March 29th – April 1st, 2012 at the Family First Sports Park in Erie, PA. Exhibit space will be allocated on a first come first served basis. Although it is the intent of the Builders Association of Northwestern PA (BANWPA) to fulfill the exhibitor's request, specific booth location is **not guaranteed** until deposit and signed contract is returned. Furthermore, the BANWPA is the sole and final authority on all issues and reserves the right to alter the floor plan and/or reassign any exhibit space location without notice.

Space requested (Please indicate the number of booths requested in each category):

____ 10' X 9' booth space Perimeter of soccer fields) @ **\$500** each (BANWPA Members) **\$775** each (Non- Member)

____ 10' X 10' booth space (Non-corner) @ **\$550** each (BANWPA Members) **\$825** each (Non- Member)

____ 10' X 10' booth space (Corner) @ **\$600** each (BANWPA Members) **\$875** each (Non-Member)

TOTAL: \$____ (BANWPA Members) **\$**____ (Non-Member)

Preferred Locations: 1.____ 2.____ 3.____

Non-Refundable Deposit Enclosed: ____ booths at **\$200** each = **\$**____

Please print or type:

Exhibitor Name:_____

Contact:_____ Title:_____

Address:_____

City:_____ State:_____ Zip:_____

Phone:_____ Fax:_____ **E-mail:**_____

By signing this application, we agree to the above, as well as any attached, terms and conditions. Furthermore, the undersigned agrees to hold BANWPA harmless against any and all claims arising out of Exhibitor's participation in the 52nd Annual Home Show. Exhibitor agrees to abide by the Rules & Regulations for exhibiting as set forth by the BANWPA and agrees that there will be no refunds or cancellations at any time. BANWPA reserves the right to reject any application.

Signature of authorized agent of exhibitor_____ **Date**_____

Payment Method:

____ Check make checks payable to the Builders Association of Northwestern Pennsylvania

____ Credit Card (MC/Visa Only) #_____ Exp. Date_____

Cardholder's signature_____ security code _____ (3 digits on back of card)

Please return to: P.O. Box 9549 • Erie, PA 16505
Phone #: 814.833.3999