

The Wayne Builder

An Official Publication of the Wayne County Builders Association

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THE PRESIDENT'S POST

Ethel Schmitt, WCBA President

Hello everyone;

Welcome to my first "post" as the incoming president of the WCBA.

One of my goals this year, is to provide educational opportunities to members of the Wayne County Builders Association that will assist in their personal and professional development. We have developed the Professional Development Series and Seminars and have kicked it off with our social media classes, featuring Constant Contact for e-mail marketing and Facebook for business. Our next educational class will be on May 24th, and we will be holding a QuickBooks Training Session. Also, do not forget about our extensive Resource Library. Right now we have a great book by David Cottrell called Monday Morning Leadership. This popular book offers unique encouragement and direction that will help you become a better manager, employee and person. We have two copies and a waiting list for this book!

It is fundamental to the growth of this organization, to make prospective members realize what the value of becoming a member is. Equally important is making the consumer aware of the "Why Choose a Member" campaign, which was launched at the last membership meeting by committee member Jerry Tambasco. This simple but cohesive concept has already been implemented and we have received much enthusiasm from new and old members alike. Thank you so much to Jerry for his energy and great communication skills.

Remember, the stronger we are as a local organization, the stronger our voices are on a state and national level. We especially need to have a solid presence on Capitol Hill because governmental affairs are challenging right now and directly affect our trade.

I welcome any feedback from our members.



2011 Home & Garden Festival Saturday, April 30 & Sunday, May 1

For details visit our website at
www.WayneCountyBuilders.com



INDUSTRY NEWS

LATEST ON SPRINKLER MANDATE IN PA: On March 7, 2011 the PA House of Representatives voted to remove the sprinkler mandate! Next the legislation will move on to the Senate. Please urge your Senator to vote yes to HB 377 and protect consumer choice!

The International Residential Code was adopted and went into effect in Pennsylvania on January 1, 2010. This code requires that all townhomes have automatic fire sprinklers installed, effective January 1, 2010. The requirement for the installation of fire sprinklers in one and two family homes went into effect on January 1, 2011.

PBA has been involved in fighting the Sprinkler mandate for residential homes found in the 2009 International Residential Code (IRC) through HB 1196, which the Senate recently supported with a 37-12 vote. However, due to failure of the PA House Democratic leadership to schedule a vote on the legislation to delay the mandate, sprinklers are now required in all new homes.

PBA is strongly opposed to the mandate, as it should be a consumer option and not government mandated. Pennsylvania code has required hard-wired smoke detectors in new homes for years which provide a better than 99% chance of surviving a home fire. The consumer should decide if they want the additional protection and are willing to pay for it. Residential sprinklers cost thousands of dollars per home, and the cost can vary dramatically depending on the water flow and pressure available to the home. PBA members have always been willing to install sprinklers for consumers who request them, but few consumers choose this option.

The good news is the Builders Association continues to fight on behalf of new home buyers.

WCBA MEMBER APPOINTED BY NAHB RESEARCH CENTER: Pete Vargo was recently appointed by the NAHB Research Center to serve on a Task Group for the 2012 Update of the National Green Building Standard. Task Groups will perform an important role in reviewing and developing proposed changes to the Standard and making recommendations to the Consensus Committee. Congratulations Peter!

MEMBER BENEFITS AND SERVICES

Announcing the Choose a Member Campaign!



As Ethel introduced in her President's Post, Jerry Tambasco, an active member and owner of AAI, Inc. and United Northern Co., has developed a Choose a Member Campaign that will be launched at the 2011 Home & Garden Festival on April 30th and May 1st. The HGF committee will be educating homeowners on the benefits of working with a member for their homebuilding and remodeling projects during the Festival, as well as distributing a Membership Guide booklet listing all our members with an outline of the benefits of choosing a member and articles on how to choose

a contractor. The campaign is also being used to remind members that when the need arises to work with other companies, to please try to always choose a member of the builders association or if the company you choose to work with is not a member encourage them to join their local builders association.

PA ONE-CALL PROGRAM: When builders use the PA One-Call service before digging for the first time each year, they normally pay a \$100 fee. For PBA members, that cost is waived. **A \$100 savings!** Every Year! Simply don't pay the invoice, send it to the WCBA Office for verification of your membership and we will forward to PBA for payment.

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PBA WORKERS COMP PROGRAM - NO CHARGE FOR SUBCONTRACTORS: With many insurance carriers, unless you can clearly prove that a subcontractor is covered under another workers comp policy, they consider him an employee. What do you do if the subcontractor is a one-man sole proprietor who cannot legally carry workers compensation? With other programs YOU have to pay for the coverage. Not with the PBA Workers Comp program. With their program, there is no charge for subcontractors as long as they have a general liability policy of \$300,000 for the duration of their contract with you. This is just another reason to check out the PBA Workers Compensation program. Contact McConkey Insurance & Benefits for a quote. Tisha O'Donnell, CPIA at 717.505.3153 or todonnell@ekmconkey.com.



The 2011 WCBA Reference & Membership Guide is now available. If you would like a copy of the Guide please contact the office at 226-4941 or info@waynecountybuilders.com

ANOTHER GREAT MEMBER BENEFIT: SUNOCO SUNTRAK FLEET MANAGEMENT PROGRAM: PBA and Sunoco have partnered together to bring you the SunTrak program. Not only does the program offer significant rebates on fuel (2.25 percent minimum, up to 3 percent), it also provides fleet management tools that could save your business thousands of dollars per year! Sounds too good to be true? Let's take a look at what this program means for a company with five vehicles:

5 vehicles X 125 gallons per month
X \$3.30 per gallon = \$2,062.51
monthly fuel expenditure

\$2,062.51 X 2.25% rebate =
\$51.56 savings per month X 12
months = \$618.75 per year

Using the free controls and reports that are provided to prevent one unauthorized purchase per month, you can save another \$600 per year (\$50 average fill). That's over \$1,200 in your pocket that would have been out the door without the program. The free management tools will save you countless hours of back office administration time.

Visit www.PaBuilders.org and click on the Sunoco link for more information, or contact Ben Hickenbotham to discuss the needs of your business. He can be reached at 484.753.1969 or ben_hickenbotham@wrightexpress.com.

The image is a promotional graphic for the National Association of Home Builders (NAHB). It features a blue background with a white silhouette of a house roofline. At the top, it says 'National Association of Home Builders'. Below that, the text reads 'Put your membership to work now.' followed by 'Money-saving discounts that benefit your business, your employees, and your family'. The website address 'www.nahb.org/MA' is prominently displayed. At the bottom, there is a collection of logos for various partner companies, including GM, Lowes, FedEx, Budget, Dell, Hertz, Liberty Mutual, HP, Avis, Solveras, Wyndham, and Office Depot.

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QuickBooks Focus Group

Industry Specific

One-on-One Learning

All Sessions Held at the WCBA Office

Route 6, Hawley



Tuesday, May 24, 2011 from 4:00-7:00 pm

Intro to QuickBooks/ Chart of Accounts/ Managing Customers, Vendors, and Employees

Tuesday, May 31, 2011 from 4:00-7:00 pm

Invoices & Credit Memos/Sales Receipts & Customer Payments/Purchase Orders

Tuesday, June 7, 2011 from 4:00-7:00 pm

Banking & Billing Activities/Introduction to Payroll

Thursday, June 14, 2011 from 4:00-7:00 pm

Working with Reports & Budgets/Protecting and Backing up Data

Fee: \$250.00 for all 4 sessions

Each Session Includes:

Instruction Manual - 2 Hours of Training - 1 Hour of Q & A/Individual Consultation

Limited Group Size for Personal Interaction - Don't Miss Out – Register Today!

****A laptop with QuickBooks 2008 Pro/Premier Edition or later is required for each session****

Wayne County Builders Association, Inc.

QuickBooks Focus Group Reservation Form

Payment must be received with registration.

Company Name: _____

Phone: _____

Name Attending: _____

Total Amount \$ _____

Your Version of QuickBooks: _____

What QuickBooks topic would you most like to learn about?

Credit Card Payments:

Name: _____

Credit Card #: _____

Exp. Date: _____ CVS: _____

Make checks payable to:

Wayne County Builders Association

P.O. Box 378, Hawley, PA 18428

Questions and Information: (570) 226-4941 or info@waynecountybuilders.com

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Wayne County Builders Association's

Women's Network Group

Presents

Golf Lessons at Woodloch Springs County Club



For women golfers at all skill levels, such as beginners who are just learning golf etiquette and the basics. The team of PGA and LPGA golf instructors at Woodloch Springs Country Club are dedicated to helping women get more enjoyment out of golf.

We welcome and encourage the women of the Wayne County Builders Association to learn, play and enjoy the game of golf!

Fee: \$125.00 for 6 one-hour lessons

Lessons: Thursday Evenings from 5-6 pm
May 26, June 2, June 9, June 16, June 23 and June 30, 2011

Limited to 10 participants

Payment must be received with reservation to confirm you spot.

Company: _____ Name: _____

Phone: _____ Cell Phone: _____

Make checks payable to: Wayne County Builders Association
P.O. Box 378, Hawley, PA 18428
Info: (570) 226-4941 or info@waynecountybuilders.com

This Issue Compliments of. . . Thank you for your support.

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Explosive Services, Inc.
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Bethany, PA 18431
(570) 253-5252

Home Depot
721 Old Willow Avenue
Honesdale, PA 18431
(570) 251-7602

❧ **UPCOMING MEETINGS & EVENTS SCHEDULE** ❧

NOTE: There are no membership meetings held in January, February, June, July, August and November

April

13	Board Meeting	5:00pm	WCBA Office, Hawley
30	Membership - Summer Night BBQ	6:30pm	Waymart Hotel, Waymart

Home & Garden Festival - Ladore Camp Retreat & Conference Center, Waymart, PA
Saturday, April 30th and Sunday, May 1st

May

11	Board Meeting	4:30pm	The Riverview, Honesdale
11	General Membership Meeting	6:00pm	The Riverview, Honesdale

June

8	Board Meeting	5:00pm	WCBA Office, Hawley
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July

13	Board Meeting	5:00pm	WCBA Office, Hawley
TBA	Golf Tournament	1:00pm	Cricket Hill Golf Club, Hawley

August

10	Board Meeting	5:00pm	WCBA Office, Hawley
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September

14	Board Meeting	4:30pm	Lukan's Farm Resort, Hawley
14	General Membership Meeting	6:00pm	Lukan's Farm Resort, Hawley

October

12	Board Meeting	4:30pm	The Settlers Inn, Hawley
12	General Membership Meeting	6:00pm	The Settlers Inn, Hawley

November

9	Board Meeting	5:00pm	WCBA Office, Hawley
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December

14	Board Meeting	4:30pm	Woodloch Springs, Hawley
14	General Membership Meeting	6:00pm	Woodloch Springs, Hawley

Reservations: (570) 226-4941 or info@waynecountybuilders.com

The Wayne Builder

Summer Night BBQ
Waymart Hotel
Saturday, April 30th at 6:30pm

Join the Wayne County Builders Association for a warm summer night barbeque to celebrate the kick-off of our Home and Garden Festival!



THE MENU – all you can eat

- BBQ Ribs and Chicken
- Baked Ziti
- Roasted Red Potatoes
- Classic Cole Slaw
- Baked Beans
- Sweet Corn
- Pasta and Macaroni Salad
- Hard Rolls & Butter
- Assorted Beverages

Great time for the whole family!

COST

\$25.00 per person

Reservations are Required

RESERVATIONS

Make your reservations by:

Monday, April 25th

Limited to 100 seats

Make your reservations today
(570) 226-4941

info@waynecountybuilders.com

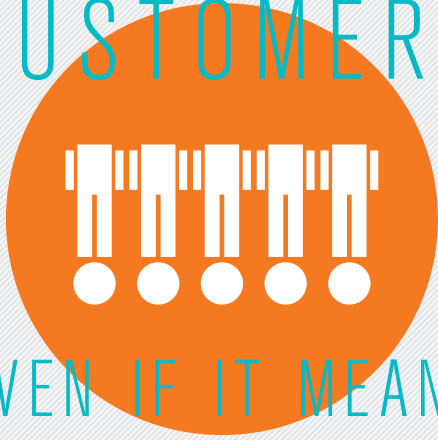


Waymart Hotel

205 Carbondale Road
Waymart, PA

The Wayne Builder

WE HAPPILY GO TO ANY
LENGTH FOR OUR
CUSTOMERS



EVEN IF IT MEANS
STANDING
ON OUR HEADS

WE'RE SERIOUS ABOUT CUSTOMER SERVICE.

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