

The Wayne Builder

An Official Publication of the Wayne County Builders Association

Inside This Issue

WCBA Resource Library: Featured Book	2
Industry News	2-3
Journey to Professional Excellence Seminar	4
Member Benefits	5-6
Builder's Bookcase	7



Join us for a Summer Night Social

Hosted by Wayne County Builders Association, Inc.

Please join us along with other reputable industry professionals for an evening of social networking. Gain years of experience and hindsight through networking with these industry leaders including: Bankers, Attorneys, Builders, Developers, Agents, State Representatives and Financial Planners. Take this opportunity to come and see the recently opened Ledges Hotel perched over the Wallenpaupack Creek while enjoying the spectacular views of the river gorge falls and bluestone ledges.

Thursday, August 25th

6:00PM – 8:00PM

Glass Wine Bar & Bistro at Ledges Hotel

Hawley, PA

\$25.00 *advanced payment*

\$30.00 *at the door*

*Price includes exceptional gourmet appetizers and one drink ticket,
cash bar also available.*

Reservations:

570 226-4941 or info@waynecountybuilders.com

**Limited tickets available so be sure to make
your reservations early.**

Participate in the Balloon Raffle for a chance to win fantastic prizes
from local area businesses.

WCBA RESOURCE LIBRARY FEATURED BOOK



The Paper Trail: Systems & Forms for a Well-Run Remodeling Company

by: William Asdal & Wendy A. Jordan

About This Book:

Are you ready to make your business work for you? The path to a thriving business starts with a map that puts you in control. If you don't plot your course to success, you'll just end up spinning your wheels. *The Paper Trail: Systems and Forms for a Well-Run Remodeling Company, Second Edition*, explains the difference between busyness and business success. It's your map to creating a profitable business that will help you fulfill your dreams! These 160 customizable letters, checklists, forms, contracts, spreadsheets, budgets, and other tools will help you:

- *establish goals and monitor progress
- * market your company
- * sell more profitable jobs
- * communicate with clients
- * protect your business assets
- * manage construction efficiently

Save time and earn more by applying the lessons you'll learn in *The Paper Trail*.

Contact the WCBA office to purchase or borrow this book and to review our full list of books available to our members.

2012 HOME & GARDEN FESTIVAL



Reserve your booth today for the 2012 Home & Garden Festival to be held on Saturday, April 28th and Sunday, April 29th at Camp Ladore & Conference Center in Waymart

More Information: (570) 226-4941

INDUSTRY NEWS

PBA GOVERNMENTAL AFFAIRS WORKING HARD FOR OUR MEMBERS - It is official; the first 6 months of 2011 have become PBA's most successful legislative session to date. This record is largely due to committed members and leaders, consistent giving to PBA's PaCAH fund, concentrated grassroots planning and efforts, and dedicated staff work.

As of June 29, three of our legislative priorities have passed: Act 1 of 2011 (HB 377), Act 60 of 2011 (SB 263) and Act 52 of 2011 (HB 1336).

INDUSTRY NEWS - Continued

HB 377 SPRINKLER MANDATE - Act 1 of 2011 removes the sprinkler mandate for newly-built, single-family homes from Pennsylvania's building code. This costly mandate took choice out of the hands of consumers and had the potential to seriously stunt contractors' businesses. The new law states that builders must offer customers information on sprinklers, but leaves the choice up to them. PBA has drafted a consumer option form that is available exclusively to members which members can access on the PBA website at www.pabuilders.org.

SB 263 DATA QUALITY ACT - Act 60 of 2011 is the Data Quality Act, which amends the Regulatory Review Act to ensure that state agencies describe the data a new regulation is based on, explain how the data was obtained and show why the data is acceptable. PBA firmly believes that enacting the Data Quality Act will help improve Pennsylvania's business climate, create jobs and stimulate long-term economic growth by reducing the cost of regulatory compliance for businesses and individuals. This bill passed through the Pennsylvania House of Representatives on Monday, June 27, and the Senate on Tuesday, June 28. The bill was signed by Pennsylvania Governor Tom Corbett on Thursday, July 7 and will take effect in 60 days.

HB 1336 HOME IMPROVEMENT CONTRACTOR FIX IT LEGISLATION - Act 52 of 2011 (HB 1336) improves the Home Improvement Contractor Act for retailers, contractors and consumers by making three major changes. First, it requires 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 into a general fund). It also increases the amount that a home improvement contract must reach before requiring that only a one-third deposit can be accepted by a home improvement contractor. The current threshold is \$1,000 and the bill will increase that amount to \$5,000. 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, allowing them to collect 100 percent of the cost if they post a letter of credit in the amount of \$100,000 per store location. Act 52 of 2011 was signed by Gov. Corbett on Thursday, July 7 and took effect immediately.

Thanks again to all members and leadership who helped make these successes possible. True to PBA President Ray Venema's 2011 theme "*One team. One Voice.*" PBA members have shown strength in numbers and have worked together to achieve legislative success at its finest.

PRIVATE TRANSFER FEES BANNED - On Wednesday, June 15, 2011 the Pennsylvania House of Representatives voted in concurrence with the Senate to pass House Bill 442, prime sponsor Representative Sue Helm (R-Dauphin), which will ban the practice of Private Transfer Fees (PTFs) throughout the Commonwealth. When Governor Corbett signs the legislation into law on Friday Pennsylvania will become the 36th state to have restricted PTFs.

The Pennsylvania Land Title Association has worked for over a year with the Pennsylvania Association of Realtors to prohibit private transfer fees. Sen. Wayne Fontana (D-Allegheny) and Rep. Sue Helm (R-Dauphin) introduced legislation to prohibit private transfer fees in the commonwealth. The legislation also creates reporting and disclosure requirements on the administrators of the private transfer fees that already exist and if those requirements aren't met, the PTF is null and void.

IMPORTANT INFORMATION ON OSHA FALL PROTECTION REGULATIONS - OSHA announced a 90 day phase-in for fall protection regulations. For more information, visit: www.osha.gov/doc/residential_fall_protection.html

Your Journey to Personal and Professional Excellence

Leadership

How to become a good leader

Working-Thinking-Learning Styles Model

Motivation

Communication

Time Management

How to manage the use of your time

Establish your purpose

Setting priorities & goals

Organization

Customer Service

Communicating with customers

Dealing with difficult situations

"And then some" mentality

Handle disputes

Instructor: Ellen Chorba, MBA

As Director of Finance & Business Development for Clemleddy Construction, Ellen directs the business office and finances including budgeting, financial analysis, payroll, and select administrative functions. She is involved with the strategic development of the company, as well. She has been a Clemleddy team member since 1998. A graduate of Penn State University, Ellen earned a Bachelor's degree in Finance, and earned an M.B.A. degree at Wilkes University with a concentration in Organizational Leadership and Development. Additionally, Ellen has taught courses focusing on QuickBooks, Microsoft Excel and Efficiency with Flowcharts.



Tuesday, August 30, 2011
8:00 am to 11:00 am

Palmyra Prof. Complex
(above WCBA office)
106 Shook Road
Suite #2
Hawley, PA 18428



Pre-Paid Registration Fee:

\$50 Member

\$75 Non-member

To register contact:

Wayne County Builders Association

Phone: 570.226.4941

Email: info@waynecountybuilders.com



GENERAL MEMBERSHIP MEETING

Wednesday, September 14th
Lukan's Farm Resort

Sponsored by:



The Honesdale National Bank
800-HNB-9515 www.hnbbank.com
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MEMBER BENEFITS



Solveras offers complete credit card processing solutions to retail, wholesale, mail/phone order, commercial and Internet businesses. Accept credit, debit and gift cards quickly and easily. Competitive rates, real personal service, and no hassle!

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As the exclusive automotive manufacturer of the National Association of Home Builders (NAHB), we're pleased to extend this private offer of **\$500** toward the purchase or lease of most new GM vehicles to association members.

For more information, go to www.gmfleet.com or contact Christy Ronaldson at 800-368-5242 x8273 or via e-mail at cronaldson@nahb.org.



Member Rebate Program - Do not leave your money on the table! No one likes to leave money on the table. So, what would you think if you could get a rebate for your loyalty to many of the nation's leading housing industry product suppliers? Well, now you can! PBA's Member Rebate Program increases your bottom line. For the minimal effort of informing us about the home construction products you use and when you close on a home or project, you'll be putting money back in your pocket. Both Builder and Remodeler companies, no matter how large or small, qualify for the program, and you are not required to use products from every Manufacturer.

Benefit of participating

The biggest perk? Money. And all for just remaining loyal to many of the country's leading Manufacturers you already use in all of your homes. Rebate checks are mailed quarterly.

No change needed in your business practices

Besides the money, the next-best part of the program is that it doesn't change the way you do business. You are not required to submit receipts and you do not have to change how you purchase products. We do the paperwork, collect the money and mail you the quarterly rebate checks directly! For more information and to register go to: <http://www.hbarebates.com/pba.html>



PBA WORKERS' COMP PROGRAM provides stable, competitively priced coverage through Eastern Alliance.

Benefits to PBA Members Include:

- Stable rates and competitive pricing. Protection from large cyclical rate fluctuations of the traditional insurance market.
- Aggressive claims handling and medical cost management, high quality loss control and risk management services.
- No charge for subcontractors who carry a General Liability policy of at least \$300,000 (evidence of that coverage must be provided to Eastern Alliance through a certificate of insurance)
- Parallel-Pay "pay-as-you-go" billing option.

Can this program save YOU money? Find out today by contacting Olsommer Clarke Insurance Agency at (570) 689-9600.

MEMBER BENEFITS - Continued



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.



The Pennsylvania Builders Association is now offering insurance through Blue Cross of Northeastern PA. To apply members will need to complete employee questionnaires and company information to obtain a plan of benefits and premium quote. In addition to the health insurance, PBA also offers United Concordia Dental benefits and Highmark Vision benefits. Please call the Builders Insurance Hotline, JRG Advisors at 1-888-333-7526 with questions.

Contact the Wayne County Builders Association for a list of benefits and services available to your company.

(570) 226-4941

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



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1453 Purdytown Turnpike
Hawley, PA 18428
(570) 226-9684

Citizens Savings Bank
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Honesdale, PA 18431
(570) 253-2560

Hoffmann Builders, LLC
512B Purdytown Turnpike
Lakeville, PA 18438
(570) 226-6511

The Wayne Builder



Builder's Bookcase

The WCBA Resource Library

It is time to add new publications to our popular Resource Library that is available exclusively to our members.

As part of the Wayne County Builders Association's plan to provide our members with educational opportunities for professional development we will be adding to our Builder's Bookcase (*the WCBA resource library*). The library contains building industry related books, digital materials, audio books pertaining to business management, business related forms, human resources; green building and much, much more. The books and reference materials are available to our members to sign out and borrow much like any other library. All the books and materials will be listed on a special Builder's Bookcase home page on our website for members to review periodically. In order to purchase the many books we would like to add to our resource center, as well as an additional bookcase, we will need help from supporting members through participation in the donor program detailed below. Newly purchased publications will be featured in our upcoming newsletters.

Builder's Bookcase Partner

Donation: \$100.00

- The Builder's Bookcase Partners will be listed on the donor plaque
- Recognized in The Wayne Builder as a Donor

Builder's Bookcase Donor

Donation: Determined by Donor

- Book donors will have a special recognition label placed in the inside cover of the book donated by their company
- Recognized in The Wayne Builder as a Donor



You pick the book and the amount you would like to spend. If you are interested in being a book donor we will give you a NAHB Builder Books catalog to browse and choose the book(s) you would like the Association to order.



Bookcase Partner
\$100.00



Builder's Bookcase Donor
Determined by the Donor

Company or name as to appear on plaque: _____

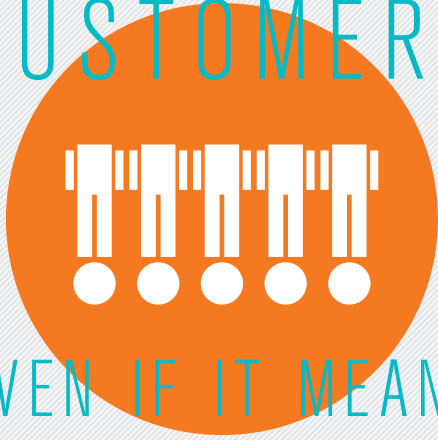
Fax completed form to the WCBA Office at: (570) 226-4990
An invoice will be sent upon receipt of the form.

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

Thank you for your consideration and support!

The Wayne Builder

WE HAPPILY GO TO ANY
LENGTH FOR OUR
CUSTOMERS



EVEN IF IT MEANS
STANDING
ON OUR HEADS

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To: