



# Membership Committee Meeting Agenda

BIA of Lancaster County Boardroom

1. Welcome, Roll Call & Introductions
2. Minutes Approval –September
3. Recruitment & Retention Efforts
  - a. Monthly Membership Report
  - b. New Members
  - c. Retention Efforts – Review & Distribute Call Sheets
4. Additional Information (FYI)
  - Past Due Membership Report
  - Cancelled Memberships Report
  - Association Calendar
5. Other Business
  - a. Event Recaps
    - Code Seminars
    - Member EXPO
    - Marketing Seminars
  - b. Membership Drive and Competition Update
    - Follow Up
  - c. General Membership Meeting
  - d. New Member Benefit
  - e. Membership Brainstorming
6. Next Meeting: December 11<sup>th</sup>

Membership Goal/Status:		<b>Goal Status</b>	
New & Reinstated Builder & Associate Members:	50	31	(62% of Goal)
Retention Efforts:	90%	90.8%	(as of 09/30)



## Membership Committee Meeting Minute September 11

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**Committee Member Attendance:** Greg Ebersole, Andrew Barninger, Jason Herr, Thomas Barnhart

**Staff:** Pauline Wilton, Kathy Baugus

### August Minutes

The committee reviewed the minutes from the August 14<sup>th</sup> meeting. A motion and second was made to approve the minutes. The motion passed without comment.

### Monthly Membership Report

The committee reviewed the Membership Summary.

Membership Goal/Status:

	Goal	Status
New & Reinstated Builder & Associate Members:	50	17 (34% of goal)
Retention Efforts:	90.0%	90.3% (as of 07/31)

### New Members

No New Members for approval this month.

### Retention Efforts

Committee members reviewed the list of calls to be made to members coming due in November, for retention purposes.

### Additional Information

The following information was attached to the agenda for the committee to review:

- 30, 60, 90 day Past Due report review
- Cancelled members
- 12 Month Events Calendar

### Building Code Seminar

We have 128 people registered for the seminar. A PA Alternative Residential Energy Provisions Update has been scheduled for November 12<sup>th</sup> at the BIA Office. Two time slots will be available, 10am – 11am and 11:30am – 12:30pm.

### Membership EXPO

Staff updated the committee regarding registrations and sponsorships. We currently have 4 Member Tabletop sponsors, a lunch sponsor and several people registered to attend including non-members.

**Membership Drive**

A sign-up sheet for the Phone-a-thon was passed around. The group also reviewed the call sheet that will be used during the phone-a-thon. It will be emailed to the entire committee.

We currently have one Board member and one Membership Committee team member that are bringing a non-member to the event.

**Next Meeting** – September 11<sup>th</sup>

Respectfully submitted,

Pauline Wilton  
Director of Member Services

## Membership Summary For Pennsylvania

As of: 9/30

Rank	Assn No.	Local Name	Bldrs	Assoc	Affil	Bld+Asc	Total	Dec-	Gain (Loss)	Gain (Loss)	Annual Retn	Cancellations		Reinstatement**		New Members	
			(a)	(b)	(c)	(a+b)	(a+b+c)	Total	YTD	YTD %	Rate***	Month	Y-T-D	Month	Y-T-D	Month	Y-T-D
1	3972	York BA	140	254	14	394	408	387	21	5.4%	87.2%	8	37	0	3	4	55
2	3936	BIA of Lancaster Co	117	275	27	392	419	420	-1	-0.2%	90.8%	2	33	1	8	2	24
3	3944	BA of Metro Pittsburgh	147	243	43	390	433	508	-75	-14.8%	58.8%	8	163	0	0	6	88
4	3924	HBA of Metro Harrisburg	118	236	0	354	354	371	-17	-4.6%	68.5%	5	102	2	20	13	65
5	3945	HBA of Bucks & Montgomery Co	52	223	69	275	344	319	25	7.8%	68.1%	4	99	1	16	8	108
6	3946	BIA of Philadelphia	94	174	22	268	290	233	57	24.5%	74.7%	6	81	2	40	7	98
7	3904	Lehigh Valley BA	93	161	0	254	254	252	2	0.8%	80.0%	4	45	3	15	2	32
8	3941	HBA of Chester & Delaware Co	51	148	70	199	269	289	-20	-6.9%	67.8%	5	82	0	8	3	54
9	3948	HBA of Berks Co	73	112	24	185	209	218	-9	-4.1%	79.1%	4	46	0	4	4	33
10	3968	West Branch-Susquehanna BA	58	103	74	161	235	239	-4	-1.7%	81.5%	0	55	0	22	3	29
11	3938	Lebanon Co BA	68	77	4	145	149	154	-5	-3.2%	71.5%	4	42	0	4	4	28
11	3914	Indiana- Armstrong BA	57	88	0	145	145	127	18	14.2%	94.4%	0	17	0	11	3	24
13	3939	Pocono BA	26	105	0	131	131	135	-4	-3.0%	86.5%	1	27	2	12	0	11
14	3908	Blair-Bedford BA	56	73	5	129	134	138	-4	-2.9%	91.2%	2	14	0	3	3	7
15	3952	BA of Central PA	65	60	0	125	125	135	-10	-7.4%	78.1%	2	36	1	11	0	15
16	3965	Wayne Pike BIA	49	72	0	121	121	134	-13	-9.7%	82.7%	3	43	2	18	2	12
17	3916	BA of Northwestern PA	46	64	0	110	110	113	-3	-2.7%	87.9%	1	13	0	4	0	6
18	3932	HBA of Northeastern PA	45	46	0	91	91	100	-9	-9.0%	75.7%	0	26	1	9	0	8
19	3956	Central Susquehanna BA	37	44	6	81	87	81	6	7.4%	77.6%	0	23	0	12	2	17
20	3912	Franklin Co BA	22	47	0	69	69	74	-5	-6.8%	82.4%	2	13	0	1	1	7
21	3922	Carbon BA	32	25	2	57	59	66	-7	-10.6%	68.8%	3	21	0	1	0	13
21	3920	HBA of Adams Co	26	31	0	57	57	56	1	1.8%	90.0%	1	6	1	5	0	2
23	3937	Lawrence Co BA	16	40	0	56	56	56	0	0.0%	92.9%	0	5	1	2	0	3
24	3958	Somerset Co BA	20	26	0	46	46	56	-10	-17.9%	74.6%	0	17	0	5	0	2
25	3954	Schuylkill BA	18	24	0	42	42	49	-7	-14.3%	83.7%	1	10	0	3	0	0
26	3928	HBA of the Alleghenies (Cambria)	25	14	0	39	39	43	-4	-9.3%	84.8%	0	6	1	2	0	0
27	3942	Mercer Co BA	17	14	0	31	31	37	-6	-16.2%	85.3%	3	9	0	2	0	1
28	3961	BA of Fayette Co	14	13	0	27	27	30	-3	-10.0%	80.6%	2	6	0	1	0	2
29	3959	BA of Greater Dubois Area	10	3	0	13	13	24	-11	-45.8%	42.9%	3	16	1	3	1	2
30	3962	Tri-County BA	8	3	0	11	11	15	-4	-26.7%	100.0%	3	4	0	0	0	0
31	3930	Bradford Co BA	5	3	0	8	8	6	2	33.3%	100.0%	0	3	0	1	0	4
32	3903	Clearfield Co Chapter	1	5	0	6	6	6	0	0.0%	100.0%	0	0	0	0	0	0
33	3917	Raystown BA	1	3	0	4	4	23	-19	-82.6%	16.7%	0	21	0	2	0	0
34	3980	Clinton Co BA	0	0	0	0	0	2	-2	-100.0%	0.0%	0	2	0	0	0	0
<b>3900</b>	<b>PENNSYLVANIA BA</b>		<b>1607</b>	<b>2809</b>	<b>360</b>	<b>4416</b>	<b>4776</b>	<b>4896</b>	<b>-120</b>	<b>-2.5%</b>	<b>76.9%</b>	<b>77</b>	<b>1123</b>	<b>19</b>	<b>248</b>	<b>68</b>	<b>750</b>

\* Please note Affiliate Members are included in all counts except for (a), (b), and (ab)

10/15

\*\* Reinstatement is the count of members previously cancelled and payment is received within 120 days of Expiration Date.

\*\*\* Annualized Retention shows the percentage of members retained and reduces the current membership total by the number of New Members for the most recent 12 months. That number is then divided by Active Members at the beginning of the period.



## MEMORANDUM

TO: Board of Directors

FROM: Andrew Barninger, Chair  
BIA Membership Committee

SUBJECT: Prospective Members for Review

DATE: November

The following are application(s) for approval:

**Associate**

**Full Effect Lawn & Landscape Services, LLC**

**Rob Carroll**

100 W. Boehms Road

Willow Street, PA 17584

Phone: (717) 464-7230

Email:fells1@comcast.net

Business Activities: Landscaping Services & Tree/Plant Care

Sponsor: Jay Provanzo

**Associate**

**Crouse Concrete**

**Eric Crouse**

111 South King Street

Stevens, PA 17578

Phone: (717) 598-7077

Email:eric@crouseconcretepa.com

Business Activities: Concrete Work

Sponsor: Shawn Garman

**Associate**

**Pickering, Corts & Summerson, Inc.**

**Mark Havers**

3425 Simpson Ferry Road

Camp Hill, PA 17011

Phone: (215) 968-9300

Email:mhavers@pcs-civil.com

Business Activities: Engineers - Civil

**Retention Calls - Due in January  
November**

<b>Company Name</b>	<b>Contact First Name</b>	<b>Contact Last Name</b>	<b>Caller</b>	<b>Notes</b>
Alside Supply Co.	Rock	Nelson		
CertaPro Painters of Lancaster	Tim	Meade		
Concrete Walls Unlimited Co.	Lowell	Martin		
Custom Home Group, Inc	Daniel	Siegrist		
Duff Builders	Melissa	Sharpe		
Eagle Building Solutions LLC	Marlin	Martin		
Eden Resort & Suites	Michael	Ritter		
Edgell Home Solutions LLC	Justus	Edgell		
ELA Group, Inc.	Rick	Jackson, RLA		
Engle Hambright & Davies, Inc.	Kyle	Wimer		
Henry H. Ross & Son, Inc.	Michael	Ross		
Herr & Low, PC	Matthew	Grosh		
Horst & Son	Kyle	Horst		
INTERIORS HOME	Todd	Lehman		
Jaydor Co.	John	Cifelli		
Kautz Construction	Gordon	Kautz		
Keener Insulating & Supply, Inc.	Tim	Keener		
Lancaster County Housewrights LLC	Jeff	Troyer		
Lancaster Lebanon Habitat for Humanity	Bill	Dewan		
Landmark Homes	Clair	Weaver		
McCarren Supply	Steve	McCarren		
McLennan Contracting, Inc.	Alison	McLennan		
Milestone Construction, LLC	Doug	Sensenig		

**Retention Calls - Due in January  
November**

Myers Bros. Drilling Contractors	Roger	Myers		
Natural Stoneworks	Don	Senft		
Nikolaus & Hohenadel, LLP	Matthew	Creme		
Oak Tree Development Group	Aaron	Hughes		
Paul Davis Mid-Atlantic	Mike	Oster		
Simon Lever	Rebecca	Laufer		
The AZEK Company	Robert	Gentile		
Total Package Landscape, LLC	Todd	Paparo		
Walz Group	Lisa	Diem		
Wind and Solar LLC	Ray	Heisey		
Zimmerman's Roofing, LLC	Heather	Younger		

**Past Due November**

<b>Due</b>	<b>Company</b>	<b>Contact</b>	<b>Phone</b>	<b>Joined</b>	<b>Caller/Notes</b>
8/1/	Centric Bank	Dragan Dodik	(717) 614-6856	8/1/2017	
8/1/	CAF Cabinetry	Robert Martino	(484) 772-0507	8/1/2017	
9/1/	King Conservation Group, LLC	Casey King	(717) 205-3610	10/1/2014	
9/1/	Lancaster Barnstormers	Leanne Beaghan	(717) 419-7971	10/1/2016	

### Cancelled Member Report

Month	Type	Company	First	Last	Membership Lapse Reason
<b>January</b>	1 Associate	Country Floor Store DBA Florhaus	Steve	Stoltzfus	No Response
	2 Associate	Fish Window Cleaning	Quin	Hartman	He currently does not need to business and he is cutting costs. He is hoping to rejoin once he can hire more staff.
<b>February</b>	1 Associate	University Painters	Jonathan	Frank	He decided to pay the non-member price for the SHS instead of renewing his membership.
	2 Associate	Country Lane Gazebo's	Dave	Stoltzfus	No reason given
	3 Associate	Bathcrest Associates	Shawn	Moore	Downsizing and only doing commercial work
	4 Associate	Hackman Smartroof	Clint	Huber	They do not take advantage of any benefits or discounts and they do not attend events
	5 Associate	S&T Bank	Brandy D.	Martin	No longer active in the association and they requested to be cancelled
	6 Associate	Delta Glass, Inc.	Ann	Siripaul	No reason given
	7 Associate	Keystone Seeding & Landscapes LLC	Aaron	Fisher	No response
	8 Associate	Susquehanna Closet & Garage Design	Jon	Witmer	Keeping their other membership. Cutting costs
	9 Associate	To the Trades Wholesale Floorcovering	Christian	Helf	No response
	10 Associate	Varner Systems, Inc. DBA R.S. Martin	Gary	Varner	No response
<b>March</b>	1 Associate	DS Stoves, LLC	Jonas	Stoltzfus	They are not participating in the Spring Home Show - this is the reason they joined
	2 Associate	The Exterior Company	Dave	Barnes	They are not participating in the Spring Home Show
	3 Associate	Parksite	Paul	Calvanelli	Paul has taken another position within the company and there is no one at this point to replace him.
	4 Associate	MT Weatherization	Dan	Rodichok	They are not participating in the Spring Home Show
	5 Associate	Delta Glass	Ann	Siripaul	Did not continue on the payment plan
<b>April</b>	1 Associate	LandStudies, Inc.	Mark	Gutshall	Sent in written notice stating they would not be renewing
	2 Associate	York Building Products	Dan	Longenderfer	There focus is no longer residential building.
<b>May</b>	1 Associate	Berkshire Hathaway Home Services	Rick	Hallgren	Passed away
	2 Builder	Woods Edge Builders, Inc.	Jeff	Fry	Under William Murry Company
<b>June</b>	1 Associate	Lancaster Plumbing Heating Cooling	Scott	Peppler	No response
	2 Associate	BB&T Bank	Mike	Cole	No response
	3 Associate	Kitchen Refacers	Tina	Lynn	No response
	4 Builder	Highmark Construction, LLC	Doug	Martin	No response
<b>July</b>		No cancellations this month			
<b>August</b>	1 Associate	New Enterprise Stone & Lime Co., Inc.	Jeff	Detwiler	No response
	2 Builder	Grande Construction Company	Laura	Grande	Not in POH this year
	3 Associate	Worley & Obetz	Laura	Inthavongsa	Out of Business
<b>September</b>	1 Associate	Beiler's Woodworking	Emanuel	Beiler	No response
	2 Associate	Redwell Construction	Amos	Fisher	No Response - not in SHS this year
	3 Builder	Wagman Construction	Amy	Young	No response - not in POH this year
	4 Associate	Minnick Wall Solutions	Doug	Minnick	Spoke with Lori, asked for more information on membership. He just took the family business over. Staff sent membership information and left messages, no response.
	5 Associate	Prevo Cabinetry	Michael	Strickler	Michael stated that he did not feel that they benefited from membership over the last year.
<b>October</b>	1 Associate	The Sherwin-Williams Company	Scott	Shroades	Budgeting Reasons
	2 Associate	Coldwell Banker Residential Brokerage	Kate	Duke	Budgeting Reasons

### Cancelled Member Report

	3	Associate	OfficeBiz, Inc. DBA PromoBiz	Mark	Kroen	No response
<b>November</b>	1	Associate	BLS/Brightwood Landscape Service, LLC	Benjamin	Stoltzfus	Budgeting Reasons
	2	Associate	Clean Works Services, Inc.	Chuck	Honabach	Sent in notice not renewing. They have not been as active.

# Calendar of Activities

Meetings	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG.	SEP	OCT
Board Meeting 3 pm	14	19										
Membership Committee Meeting 8:00 am	13	11										
GA Committee Meeting 7:30 am	9	7										
Foundation Board 11:30 am		12										
BIA – The Whole Picture 8:00 am	6											
Events & Meetings	8 Website Seminar  12 PA Alt. Energy Seminar  15 GMM	7-8 Holiday Homes on Parade	10 Install. Banquet			3 RSA Award Lunch		13 Chefs on Parade  14 POH Gala	Golf Outing			Member EXPO
Remodeler's Council		6 Happy Hour	11 RSA E. Bird	8 RSA Final			10					
Spring Home Show					8-10							
Parade of Homes				22 Early Bird		5 Final		15-23				