



**Oct. 10, 2008**

### **TOP STORY**

#### **PBA initiatives succeed as legislators pass three vital bills**

Pennsylvania soon will require home improvement contractors to register with the state under a new law finalized this week. Legislators passed three bills vital to the state's homebuilding industry this week, including the contractor registration measure, a bill aimed at preventing scrap metal theft and a bill that will create a technical review and advisory council to assist the state government on building code-related matters. Gov. Ed Rendell signed the UCC bill and the scrap materials bill Oct. 9 and is expected to sign the other bill into law soon. PBA agreed to the provisions of this home improvement contractor registration bill because it is fair to honest contractors and it eliminates most municipal contractor registration requirements. PBA will develop registration-related informational materials to distribute to members early next year as the Attorney General makes information available. Under the new scrap materials theft prevention act, sellers of scrap materials will be forced to provide identification to be recorded by scrap metal businesses. PBA members believe the act will go a long way in preventing theft of scrap materials that plagues builders in many parts of the state. The UCC-related bill fills a need for experts to provide their insight regarding the building industry to the state Department of Labor and Industry as updates to the building code (not all applicable in Pennsylvania) become available. For more information, contact your PBA field service director.

### **ASSOCIATION EVENTS**

#### **Plan to attend your regional meeting**

PBA has scheduled its fall regional meetings throughout the state. Plan to attend and take an active role in the future of your association. For more information about regional meetings, please contact your PBA field service director.

- Mideast - Monday, Oct. 20; Radisson Penn Harris Hotel, Camp Hill
- Northcentral - Thursday, Oct. 16; Holiday Inn, formally the Radisson, Williamsport
- Northwest – Wednesday, Oct. 29; Stable Pit & Pub Restaurant, Conneaut Lake
- Midwest - Thursday, Oct. 30; U.S. Hotel, Hollidaysburg
- Northeast - Thursday, Oct. 23; Marvelous Muggs, Moosic
- Southcentral - Thursday, Oct. 30; Out Door Country Club, York
- Southwest – Wednesday, Oct. 22; Sharp Edge Brasserie, McMurray
- Southeast - Wednesday, Oct. 22; Sheraton Park Ridge Hotel, King of Prussia

#### **Negotiation, building basics subject of seminars**

John Barrows will present two seminars next month at the HBA of Metro Harrisburg. He will present "Basics of Building: Up close and personal ... building and remodeling from the inside out" from 8:30 a.m. to 4:30 p.m., Nov. 12. The following day, he will discuss negotiating skills during the seminar from 8:30 a.m. to 5 p.m. Each course will cost \$185 for NAHB members. For more information, contact the HBA office at 717-232-5595.

## GOVERNMENT AFFAIRS NEWS

### **\$400 million water, sewer funding referendum on Nov. 4 ballot**

PBA, along with the other members of the Pennsylvania Fair Share for Clean Water Coalition, is urging a "yes" vote on a statewide referendum appearing on the Nov. 4 ballot that would, if approved, provide for a \$400 million bond issue to fund water and sewer projects throughout the state. Under the terms of Act 64, which authorized the referendum, PENNVEST would be responsible for funding eligible projects, including water and sewer systems, combined sewer overflow, Chesapeake Bay Tributary Strategy nutrient reductions (including the purchase of nutrient credits), storm water management, and regional systems or consolidations of two or more water, sewer or storm water control systems. PBA believes that this additional funding has the potential to limit the size of potential sewage rate increases for affected future homebuyers and tapping fees for PBA members. For more information, please contact Grant Gulibon at 717-730-4380, ext. 3013 or via e-mail at [ggulibon@PaBuilders.org](mailto:ggulibon@PaBuilders.org).

## MEMBER BENEFITS

### **PBA workers' compensation program saves members cash on premiums**

PBA's workers' compensation program has been growing at an exceptional rate due to very competitive rates and pricing stability over time. In fact, last year the program exceeded a total sales volume of \$9 million, reflecting tremendous popularity with members. Not only does the program provide competitive rates today, but it will become even more competitive going forward. For instance, there will no longer be a common effective date, reducing hassles for PBA members. The insurance provider, Eastern Alliance, is now an A- rated carrier. How do you get a quote? It's easy – contact Tisha O'Donnell, program coordinator at 717-505-3153 or by e-mail at [todonnell@ekmconkey.com](mailto:todonnell@ekmconkey.com) and she'll have a local agent get a quote for you.

### **PBA Member Rebate Program puts cash in members' hands**

It's time to finally get money back for your loyalty as a member benefit. PBA offers a free program designed to reward members for remaining loyal to specific product manufacturers. The PBA Member Rebate Program, aimed at increasing your bottom line, allows members to receive cash back by using participating manufacturers in their construction projects. Some members have earned \$500 to \$1,000 a year. Both builders and remodelers are eligible to participate. For the minimal effort of informing PBA about what products you use in your construction projects and when you close on a new home, members gain the opportunity to receive quarterly rebate checks. For more information, please visit the program's [web page](#). You may also contact your field service director for more information.

### **Builders Gala applications due Nov. 14**

PBA's Builders Gala, originally scheduled for Friday, 20 Nov. 7 in Pittsburgh, has been postponed until Friday, Feb. 27 in Hershey to coincide with the annual President's Installation Banquet. This decision was based in part on feedback from local associations as to their preference for this year's event. Because of the event postponement, PBA has been able to extend the application deadline for Builders Gala awards until Friday, Nov. 14. Please note, the application extension applies only to member awards – local association awards will be given out during the board of directors meeting in Pittsburgh Saturday, Nov. 8. For more information, please visit <http://BuildersGala.PaBuilders.org>. Builders and associates may choose to enter their business in 11 award categories. To request an application packet, please contact Chris Anderson at PBA at 717-730-4380, ext. 3011, or via e-mail at [canderson@PaBuilders.org](mailto:canderson@PaBuilders.org).

### **Model building contract available at PaBuilders.org**

Builders and remodelers looking to protect themselves can do so for free through PBA's web site, [www.PaBuilders.org](http://www.PaBuilders.org). PBA offers its members use of a building contract, a document that provides a general framework to help members steer clear of any legal troubles. The contract, which can be accessed under the "Education and Resources" tab at [www.PaBuilders.org](http://www.PaBuilders.org), is provided solely as a sample in developing, in consultation with the member's own legal counsel, a form agreement that is tailored to meet the needs of the member's business. PBA's model building contract is for general information purposes only and is not intended as a substitute for legal advice.

## INDUSTRY NEWS

### **Pike County builder pairs new car with home sales**

PBA member Bill Brottman says his new home package, which includes a new car, enables him to keep selling when other builders see their sales stall. Brottman sold nine homes in the first month in business in Lords Valley. Outside the office visitors can check out a 2008 Toyota Yaris, the fuel-efficient car that comes with a new home. Brottman says the package typically costs about \$225,000 with a three bedroom home featuring a half-full two-car garage.

### **Home moisture control guide now available**

The Partnership for Advancing Technology in Housing is providing a free comprehensive guide to preventing and addressing moisture problems in homes. The 125-page guide offers best practices for builders and includes a brief section for homeowners. [Click here to download Moisture Resistant Homes.](#)