



# Customer Profile: Bachman Homes

Some things don't turn out as planned. Randy Bachman launched his career as an attorney in the State College area when he began building his first house, which he planned to make his home. But before it was completed, someone approached him to buy it. He sold that house and began his career as a custom home builder.

That was more than 18 years ago. Today, Bachman Homes has built an outstanding reputation as a premier custom home builder in the State College area, particularly noted for its award-winning finish work and interior trim.

About three years ago, Randy's life changed again. That's when he began banking with Kish Bank. When asked why, after many years with another bank, he switched to Kish, Randy's immediate response was, "People." He continues, "Several people I know, including my dad, had long-term banking relationships with several of the financial professionals that Kish brought on board when they opened their State College office a few years ago. I was encouraged to meet with them, and I'm glad I did."

*"The home-building business is about relationships—with customers, subcontractors, suppliers, realtors, and banking and financial people. I strive to make building a home a pleasurable experience, so building a team of reliable professionals is crucial. I consider the people of Kish Bank part of my team." - Randy Bachman*

Today, Randy conducts personal and business banking with Kish. Bachman Homes has checking and money market accounts, as well as lines of credit, which Randy explains are quite useful when purchasing new equipment or land and lots for future home sites.

*"And with Kish, the decision makers are right here in our community. Kish management knows who we are and knows our business."*



Randy & Ken Bachman

The benefits of banking with Kish Bank also extend to Randy's customers. "We have referred many of our customers to Kish for construction mortgages."

Around the same time that Randy was discovering the benefits of Kish Bank, his brother, Ken, moved back to the area. Ken joined Bachman Homes, taking the lead on marketing and sales. Randy, of course, recommended Kish Bank and introduced Ken to VP and Senior Mortgage Originator, Ann Guss.

"Kish Bank and its entire staff were such a warm and welcome change from the large-city banks where you get treated like a number," remarks Ken. "Ann has been a great resource for us, not just as a banker but as an advisor."

*For more information on Bachman Homes, please contact Randy and Ken Bachman in Boalsburg, Pa., at (814) 466-7001 or visit them on the Web at [www.bachmanhomes.com](http://www.bachmanhomes.com).*

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