



## North State BIA 2019 Mid-Year Highlights

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### **Government and Public Affairs**

The North State BIA's Government and Public Affairs department works on behalf of the industry by advocating for public policies that foster a healthy building climate to ensure that well-planned communities continue growing to meet the region's housing needs.

#### *Mid-2019 Highlights:*

- Achieved recognition from Placer County Supervisors that the housing industry should not bear the burden of affordable housing alone, and county staff has dropped the \$6 per square foot proposed fee.
- Successfully urged Roseville, Rocklin and Elk Grove to adopt the BOLD Financing program, making projects more viable in those jurisdictions.
- Created a working utility group with all major dry-utility players to streamline communication and resolve issues with other utilities and the builders.
- Successfully steered Measure U funding back to affordable housing, identifying \$100 million in gap funding for affordable housing.
- Worked with Elk Grove Industry Working Group on Laguna Ridge Park Fees for a total combined savings of \$1,594 on the Laguna Ridge Park Fee and Laguna Ridge Specific Plan Supplemental Park Fee.
- Reduced the proposed fee for Woodlands Major Project Financing Plan Impact Fee by \$602 which will save BIA members approximately \$782,600 on the remaining 1,300 homes in Spring Lake.
- Through partnership with the Sacramento Area Council of Governments the BIA secured vital transportation funds that will be needed to address the Hwy 65 expansion, as well as Hwy 80 and 65 interchange.
- Had language included in the Waters of the State declaration that allows local Habitat Conservation Plans (HCP) to be considered sufficient if the HCP's are approved by the end of 2020.
- Prompted Sacramento County to adopt new technology to track entitlements that will bring new accountability and efficiency to projects.
- Helped to pass a standardization of Roseville's open space management CFD costs.

### **North State Building Industry Foundation**

The Foundation is committed to developing community projects utilizing the skills and resources of the building industry and raising funds to support various educational, community and research projects. At its core, the Foundation is all about providing Workforce Development (WFD) services designed to improve the skills of the existing workforce and provide entry-level opportunities for people entering the construction industry.

#### *Mid-2019 Highlights:*

- Partnered with Sierra College to create a boot camp beginning in fall 2019.
- Placed 55 interns with five homebuilders through the internship program. This includes students from three school districts.
- Raised more than \$70,000 to put toward workforce development efforts, including attending more than 25 school and community events to promote careers in the industry.



- 36 graduating high school seniors were hired at the hiring event in April. The skilled trades job fair included 43 exhibitors and 266 event attendees.
- Out of School Youth created a new project, Project: My Own Bed, in which they supplied and constructed beds for a family in need.

### **Member Services**

The Member Services Department focuses its efforts on the recruitment of new members and the retention of existing members, with the overarching goal of ensuring the association's membership is as representative of the region's homebuilding industry as possible. Member Services also coordinates numerous targeted networking and industry education events throughout the year.

#### *Mid-2019 Highlights:*

- Installed 76<sup>th</sup> Board of Directors including Phil Rodriguez as Chair.
- Created a weekly Hot Sheet to be sent out to realtors showing move-in ready homes from all BIA builder members. The Hot Sheet has gained more than 160 real estate agent subscribers from around the Sacramento Area in less than two months.
- Hosted the inaugural Builder Expo, in which realtors came to meet the builders and learn about current projects on the market.
- Sales and Marketing Council won Best Sales and Marketing Council by NAHB at The Nationals in Las Vegas.
- The B.U.I.L.D program was reintroduced for the first time since 2008 with 11 participants who raised more than \$15,000 to do community service projects.
- Implemented Facebook and Instagram presence specifically to highlight builder member communities' grand openings and special events.
- Due to member demand, increased our networking offerings, including a connections mixer that had more than 150 attendees.
- The Annual Crab Feed sold out a week before the event

### **HomeAid Sacramento**

Since 1996, HomeAid has been heavily involved in the construction of transitional housing facilities that serve, temporarily or transitionally, homeless families and individuals, which include: victims of domestic violence; pregnant teens; abused and abandoned children; at-risk and runaway teens; medically fragile infants; families experiencing temporary job loss; and victims of natural disasters and other catastrophes.

#### *Mid-2019 Highlights:*

- Reached a major milestone in having added 1,317 beds in 23 years
- The 100<sup>th</sup> HomeAid Sacramento Project, for The Taylor House, has begun.
- \$52,889 was donated to HomeAid Sacramento on The Big Day of Giving.
- Broke Ground on a project for WEAVE in which we will be adding 2 new cottages with 8 beds at their safehouse location.
- 250 CAREKits were assembled with a grant from the Bank of America Foundation.
- Wells Fargo funded a workday at The Children's Receiving Home. The interior was painted and new carpet was laid down for a makeover.
- HomeAid has gained 112 new donors in the first half of 2019.