



**NORTH STATE  
BUILDING INDUSTRY  
ASSOCIATION**

As California gradually eased or eliminated the COVID-19 restrictions that had affected our industry since early 2020, the North State BIA this year has scored several major accomplishments. We are proud to share them with you, and thank you for your continued support of the BIA!

## **Government and Public Affairs**

*The 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. Here are some of the staff's top accomplishments so far this year.*

### **Study Released Showing Area Homebuilders Are Charged Nearly \$100,000 in Fees**

The BIA produced a comprehensive study showing Sacramento-area local governments charge homebuilders fees averaging \$95,000 per new home – a full \$40,000 more than fees charged in comparable housing markets. The report is now being used by the BIA to fight higher fees and some local governments are already looking at their fee structures for savings.

### **BOLD Program Approved by Sacramento County**

The BIA staff succeeded in getting the Bond Opportunities for Land Development (BOLD) program approved by Sacramento County supervisors, who overruled staff so there are no caps or limits on bond issuances. This saves builders many months or years that would have been spent using the county's existing financing programs and approvals process.

### **Rancho Cordova Drops Plan to Require HOAs on All New Development**

Due to the strong opposition of the BIA, the Rancho Cordova City Council is no longer moving forward with a policy that would require a homeowner's association on all new developments.

### **City of Sacramento Postpones Quimby Fee Increase**

The City of Sacramento's Recreation and Parks Department staff had proposed an increase to the Quimby Park Fee beginning on May 1. Given the BIA's opposition, the city has postponed this fee increase for six months to further study the issue and receive community input.

### **Affirmative Marketing Policy Removed from City of Sacramento's Housing Element**

The BIA successfully removed the proposed affirmative marketing policy from the City of Sacramento's Draft 2021-2029 Housing Element. This policy would have required private housing developers to ensure that their marketing materials were designed for and representative of all renters and buyers, regardless of race, ethnicity, gender, gender identity, sexual orientation, age, mobility, disability, and familial status. If the policy had been enacted, the city could have reviewed and policed marketing materials.

### **Over \$500,000 Secured for Housing Trust Placer**

The affordable housing nonprofit incorporated by the BIA was awarded a \$15,000 grant from NAHB and a \$75,000 grant from Placer County to be used as matching funds for more significant donations and to hire an executive director. More significantly, a further \$500,000 has been allocated by the county for HTP to use directly on an affordable housing project, with additional funds forthcoming.

### **Below-Average In-Lieu Fee Adopted in Placer County**

The Placer County Board of Supervisors adopted a new Housing Element with significant BIA input that will not hamper development and includes an in-lieu fee policy set below the regional average.

## Member Services

*The Member Services Department focuses 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. So far this year, accomplishments include:*

- Providing 12 informational and educational opportunities through a virtual format.
- Hosting our first post-pandemic in-person mixer in 15 months, with many more events to come.
- Implementing three model-home furniture sales events.
- Presenting the BUILD program for the third year since reinvigoration in 2019. This is the eighth year of BUILD altogether.
- Winning an Association Excellence Award for "Best Education Program" from NAHB for SMC's "Selling ..."
- Maintaining the Chairman's Circle with a 72% retention rate and adding five new participants.

## HomeAid Sacramento

*Since 1996, HomeAid Sacramento – one of the BIA's two related charities – has been involved in constructing transitional housing facilities that serve, temporarily or transitionally, homeless families and individuals. Accomplishments so far this year include:*

Over the last six months, HomeAid Sacramento has successfully completed three new development projects:

- **Powerhouse Ministries: Taylor Morrison – Builder Captain.** Construction is complete and the new residents are already moving into this amazing new facility, which doubles the capacity of the Women and Children's Center in Folsom. Residents participate in a free two-year residential recovery program.
- **St. John's 11-Unit Manufactured Village: Roebbelen Contracting – Builder Captain.** This 11-unit manufactured housing project is a new transitional housing community at Saint John's Program for Real Change that will house up to 55 women and children.
- **HomeStart Roseville: USA Properties Fund – Builder Captain.** HomeAid partnered with Volunteers of America Northern California on remodeling the kitchen at Home Start's 21-unit converted motel that provides affordable housing for families in need and provides intensive case management.

HomeAid CARES also conducted several projects, including building three 10x4 raised garden beds at the Children's Receiving Home's Therapeutic Horticultural Garden.

## North State Building Industry Foundation

*The Foundation, BIA's other related charity, develops community projects and raises funds to support educational, community, and research projects. Its core mission is to provide workforce development services for the existing workforce and for people entering the industry. Its accomplishments during the first half of 2021 include:*

- Project My Own Bed, the community service project of the Out of School Youth work readiness program, was awarded the Best Community Service Project Conducted for associations between 201-600 members by NAHB. Since its founding in May 2019, the project has provided beds to 81 local children.
- In collaboration with the Contractors State License Board, Sierra College and California Capital, NSBIF offered three webinars to encourage women and minorities to become licensed contractors.
- Forty-seven high school students are participating in the summer internship program. They are being mentored by K. Hovnanian, Lennar, Taylor Morrison, USA Properties, and their trades partners.
- NSBIF placed into jobs 87 City of Sacramento residents who were out of work due to COVID, exceeding the goal of 78. Of those, 56 were placed into warehouse or trades positions to support the industry.