



The North State BIA continued its efforts to promote the industry during the second half of 2021 and recorded several major accomplishments. We are proud to share them with you. Thank you for your ongoing support!

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 during the second half of 2021.

BIA Fee Study Prompts Policy Changes at Sacramento County

The BIA produced a comprehensive study showing that Sacramento-area local governments charge homebuilders just under \$100,000 per door, much higher than comparable jurisdictions elsewhere in the state. The information was used to stop a large park fee and to create county policy changes.

Rancho Cordova Council Votes to Re-Establish Planning Commission

At the request of the BIA, the Rancho Cordova City Council re-established its planning commission. This will help streamline development and reduce the approval timeline by not requiring council approval of all projects.

BOLD Program Approved by Sacramento County.

BIA staff succeeded in getting the BOLD financing program approved by the Sacramento County Board of Supervisors despite staff objections.

Regional Poll Produced on Housing Issues

BIA led a regional coalition effort to produce a poll on housing issues that produced results useful for both policy and media publication.

Inclusionary Zoning Report Finds Negative Consequences

BIA staff coordinated production of a report on the negative consequences of Inclusionary Zoning, which will be used as we address this issue in several jurisdictions in 2022.

Over \$1 Million Secured for Housing Trust Placer

The affordable housing nonprofit incorporated by the BIA was awarded multiple grants and funding awards this year through BIA support. Most significantly, a \$500,000 grant was awarded by the state after BIA staff worked with CBIA to cut through the HCD bureaucracy. This money matches local funds awarded through Placer County with BIA support earlier in the year.

South Placer Transportation Fee Deferral Upheld

An attempt to remove a fee deferral program in the growth area of Placer County was halted through BIA staff working with elected officials. Members estimate this program saves them between \$2,000 and \$3,000 per unit.

Rocklin Park Fee Proposal Stopped

The Rocklin City Council agreed with the BIA's position that the fees proposed by staff were not feasible and directed them to work with BIA to come back with a collaborative approach in 2022. Previously, the City had dropped their Trail Fee proposal substantially due to issues raised by a nexus review funded through the BIA Issues Fund. The initial proposal called for a nearly \$6,000 increase per unit.

BIA Works With Yolo County Assessor to Solve Delays in APN Issuance

BIA members in Yolo County were experiencing delays in the issuance of assessor parcel numbers (APNs). The BIA has been worked with Yolo County Assessor Jesse Salinas to resolve this problem.

Member Services

The Member Services Department focuses on building membership to ensure it is as representative of the region's homebuilding industry as possible. Member Services also coordinates numerous targeted networking events and industry educational workshops throughout the year. During the second half of the year, accomplishments included:

- Increased membership by 6% from 491 to 521 and sustaining a high retention rate of 90%, which is the highest of all California builder associations and our own personal best.
- Kicked off in-person events in July with CELEBRATE, followed by the Regional Housing Forecast, MAME and the Annual Meeting of the Members Holiday Mixer, along with two other networking mixers.
- Implemented eight informational and educational programs.
- Hiring an Events Coordinator, which has allowed us to be a more full-service Association for our members.
- Working closely with builders to improve participation in the Traffic & Sales Report and the establishment of the upcoming Quick Move-In report.

North State Building Industry Foundation

The Foundation, one of BIA's two affiliated charities, develops community projects and raises funds to support educational, community, and research projects. Its core mission is to provide workforce development services for existing workers and people entering the industry. Accomplishments during the second half of 2021 include:

- Hosted six virtual and two in-person job fairs, including the annual high school senior hiring event. In addition, our online industry job board received more than 2,500 unique views.
- Placed over 100 workers displaced by COVID into jobs with grant funding from Sacramento City and Sacramento County.
- Offered the fifth consecutive construction fundamentals course by collaborating with Sierra College. The course was the only hands-on, in-person course offered in the region in 2021, and all graduates obtained industry jobs upon course completion.
- Worked with the Sacramento City Unified School District to have industry professionals meet virtually with high school classes. These 40 exchanges provided students the opportunity to learn about the wide variety of career paths within the residential construction industry.

Finally, more than 70 youths participated in NSBIF's work readiness programs. All received employability training and job experience via internships or job placements. One Out of School Youth program participant shared, "I am now the Line Supervisor for an air duct manufacturing company and am 10 credits away from getting my High School Diploma. Without the OSY Program I think that I would have wound up back in jail."

HomeAid Sacramento

Since 1996, HomeAid Sacramento – the BIA's other related charity – has been involved in constructing housing facilities that serve, temporarily or transitionally, homeless families and individuals. Accomplishments include:

- Completed the planning stages of three new development projects – Children's Receiving Home Swimming Pool Removal & Landscaping Project, Sacramento, Builder Captain Silverado; VOA Bell Street Veterans Laundry & Community Room, Builder Captain Tim Lewis; and New Morning Ashy House Expansion, Placerville, Builder Captain Landmark Builders.
- Completed Cares projects include the Spread the Warmth Blanket Drive; roof repair at the Mack Road Partnership; emergency repair projects at WEAVE; stair recarpeting at Loaves & Fishes; providing kitchen appliances and furniture replacement for Veterans of America; and partnered with S&B Elite Fitness to hold the Kicks for Kids Shoe Drive for Foster Youth.
- Held four successful fundraising events – the Rivinius-Orr Golf Tournament, the Annual Trap Shoot, Cycling for a Better Tomorrow, and our first annual UNPLUGGED holiday concert.