



The second half of 2022 saw a dramatic reversal of the region's extremely vibrant housing market. As a result, the BIA is revamping services to our members to be in alignment with the changing marketplace. Following are some of our accomplishments on your behalf during the second half of the year. 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 during the second half of 2022.

BIA Notches Election Successes

The BIA notched one of its biggest political victories in the past 30 years by helping elect Pat Hume to the Sacramento County Board of Supervisors despite a challenging district registration and political year. This victory helps ensure a business-friendly board majority. Overall, the BIA helped elect 32 public officials this year, and approximately 80% of the BIA's funding and political endorsements went to winning candidates.

Sacramento County Making Transformative Changes

Due to constant BIA pressure for the past six years, Sacramento County is nearing the adoption of major changes in county policy, guidelines, and personnel administration aimed at producing more housing and establishing a more collaborative relationship with the building industry.

Sacramento County Water Agency Adopts Urgency Water Meter Ordinance

In response to the region's water meter shortage, the BIA worked with SCWA and the Board of Supervisors to pass an urgency ordinance that allowed builders to close on homes without a water meter by creating a path for the builder to either install a meter after securing one or paying SCWA to install one.

Lincoln Updates and Reduces Public Facilities Element

The BIA will continue negotiations to amend portions of Lincoln's PFE update after the city enacted it without time for the BIA to review recent changes. We were able to strike an agreement before it went into effect to reduce inflationary considerations by cutting the fee by roughly \$10,000 per home.

Placer County Transportation Planning Agency Retains Fee Deferral Program

PCTPA and Placer County decided not to phase out a fee-deferral program due largely to BIA efforts. The county had planned to use the added fees to construct the needed Placer Parkway project but was able to find additional funding from non-development sources to allow the project to move forward.

Elk Grove Restructures Transportation Impact Fee

Elk Grove restructured its transportation impact fee program to comply with new state mandates on impact fees. The initial draft applied the highest fee to all homes above 2,300sqf, but the BIA worked with city staff to create a structure that better reflects the impact of homes being built in the area. The adopted structure includes two fee levels, the highest reserved only for homes above 3,400sqf. The new structure also includes a 7.57% reduction in all transportation fees.

Exemptions Allowed From Sacramento County's All-Electric Climate Action Plan

The BIA secured offramps to the all-electric building requirements in the Sacramento County Climate Action Plan if sections are too expensive or unavailable.

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 and industry education events throughout the year. Key accomplishments during the second half of 2022 included:

- Increasing event attendance for annual events significantly over last year - MAME attendance was up 21%, Forecast attendance by 19%, and Holiday Mixer attendance up 26%. Also developing new social and educational events, including Trivia Night, Implementing Code Workshops, and Back to Basics in New Home Sales Presentation.
- Maintaining Chairman's Circle membership, which continues to be a strong financial foundation for the BIA.
- Increasing the number of Realtor and lender subscribers by over 12% for the weekly Quick Move-In report, which helps builders promote their 90-day standing inventory
- Launching an advertising and marketing campaign through LinkedIn, Google, and YouTube advertising to increase brand awareness and membership recruitment.

HomeAid Sacramento

Since 1996, HomeAid Sacramento – one of the BIA's two affiliated charities – has been involved in constructing transitional housing facilities that serve, temporarily or transitionally, homeless families and individuals.

Accomplishments during the second half of 2022 included:

- **New Morning Ashby House Expansion.** With Landmark Builders serving as Builder Captain, the first HomeAid project in El Dorado County created approximately 400 square feet to accommodate a new multipurpose room, configured with conference furniture and study stations. New Morning Youth & Family Services provides 24-hour emergency youth shelter and counseling services to young people and their families throughout the county. The organization's work has changed the lives of thousands of local homeless and runaway youth. A ribbon-cutting ceremony will be held at the shelter on January 25.
- **Tracey's Place of Hope/Koinonia Homes for Teens Landscape Project.** With Red Leaf Development serving as the Builder Captain, this project marked the final phase of the Biletnikoff Foundation's Tracey's Place of Hope and the Biletnikoff Center for Hope dream. In a relatively short period, our team secured donations covering nearly 100% of the materials required for the design and construction of a large-scale therapeutic garden and landscape project. Tracey's Place of Hope is a residential program for adolescent girls in crisis with mental health and substance abuse problems. The Center for Hope is a multi-use space for one-on-one and group counseling, helping teens recover from domestic violence, drug and alcohol abuse, and human trafficking.

North State Building Industry Foundation

The Foundation, the BIA's other affiliated charity and workforce development arm, assists with training youth ages 16-24 on work-readiness skills and provides community service through Project My Own Bed. Accomplishments for the second half of 2022 included:

- Continuing our workforce development programs at Sierra College and Consumnes River College, including holding two cohorts at Sierra College this fall for the first time. The Foundation also provided 56 internships to students through our summer program and enrolled 16 Harbor Freight Fellows — a record number. During the year, over 60 people participated in our Out of School Youth and Pathways to Yes programs.
- Concluding the Project My Own Bed program for the year with our Christmas miracle delivery on December 16, where with the help of our community partners nine families received beds. The Out of School Youth participants remain an integral part of our program by helping assemble the beds while learning project management and communication skills. In all, we delivered 98 beds in 2022, which is more than double the number in 2021.
- Naming a new Executive Director, Jennifer Poff, CAE, who joined the staff on September 26. Since Jennifer's arrival, the Foundation has formalized agreements with national partnerships such as the Building Talent Foundation and HBI and received a \$200,000 grant from Bank of America's Neighborhood Builders program.