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Ramirez, Angelica

From: Lindy <lhatcher@hbacc.org>
Sent: Tuesday, May 19, 2020 8:41 AM
To: Hart, Gregg; Williams, Das; Hartmann, Joan; Adam, Peter; Lavagnino, Steve; sbcob
Cc: laurie@urbanplanningconcepts.com; dhansen@towbes.com; Jim Moresco; 'Walters, Tim J.'
Subject: HBACC Submittal Model Homes Letter for 5-19-2020 Meeting
Attachments: HBACC Model Homes Remain Open Letter SB County BOS 5-19-2020 Meeting.pdf

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Dear Chairman Hart,

Please accept our letter in support of Opening Model Homes for sales with health and safety precautions. If you have any questions or concerns on how we are keeping our model homes open safely and without incident in SLO County, please contact me via cell phone 406-750-7682.

We thank you for your hard work in this unprecedented COVID-19 challenging situation.

Respectfully,
Lindy

Lindy Hatcher, MSA, CGS
Executive Director

Home Builders Association of the Central Coast
PO Box 748 / San Luis Obispo, CA 93406-0748
O: 805-546-0418 / C: 406-750-7682

<https://www.hbacc.org>

Members can save thousands through the [NAHB Member Savings Program](#)



May 18, 2020

Santa Barbara County Supervisors

Re: Interpretation Needed in SLO County Guidelines re Keeping Model Homes Open For; Sales

Honorable Chair Hart and Santa Barbara County Supervisors:

We respectfully ask the Board of Supervisors to keep *Construction and Related Support Businesses, including Model Homes open for business*. We interpret your May 8 SB County Health Order No. 2020-8-1 as closing them in Attachment C, # 23 (page - 15) and closing Real Estate offices in Attachment B, #26 (page - 13). We advocate for Sales Offices to remain open at Model Homes. The Home Builders Association of the Central Coast (HBACC) asks that you revisit this issue and make it optional for model homes to remain open for sales purposes with safety precautions in place. In the Governor's Order, businesses related to building and selling homes are considered *essential services*. We ask that you allow builders to open their model homes by appointment only, with the stipulation that they will use social distancing, wear masks indoors, and sanitize surfaces between sales visits. It is virtually impossible for our builders to sell a new home in Santa Barbara County sight-unseen.

If sales stop, residential homebuilding grinds to a halt as most builders have investors that only allow them to have a small amount of standing inventory or finished homes without buyers. If they cannot sell homes, investors stop funding the construction of new homes, and no homes will be sold or built. This would compound and exasperate both the Housing Crisis and Unemployment -- exactly what the Governor and Building Industry were trying to avoid by adding residential home building and related home sales businesses as Essential Services.

We thank you for considering this request and ask for favorable resolution. We have been doing this safely in San Luis Obispo County since late March. Should you have any questions or concerns about this request, please call our Executive Director Lindy Hatcher at 406-750-7682 or LHatcher@hbacc.org.

Sincerely,

Jim Moresco
President

Lindy Hatcher
Executive Director