



WASHINGTON HOME BUILDERS  
FOUNDATION



WHBF'S  
ANNUAL

# IMPACT REPORT

2023

# Table of Contents

01

About Us

02

Our Purpose

03

Our Programs

04

Our Impact

05

Our Financials

06

Our Donors

## Message from the Executive Vice President



Greg Lane

We are thrilled to recognize the remarkable achievements of the Washington Home Builders Foundation this past year and look forward to building on its successes to make a greater impact on workforce development and education in the building industry. As we step into 2024, we are excited to see the support for WHBF grow and create a brighter future for aspiring builders and professionals in the field.

A handwritten signature in black ink, appearing to read 'G Lane', written in a cursive style.

# About Us

## History

The Washington Home Builders Foundation was founded in 2012 by the Building Industry Association of Washington (BIAW) as a way to address educational and workforce needs within the building industry through charitable activities.

Since its inception, the Washington Home Builders Foundation and the Building Industry Association of Washington have awarded over \$830,000 in scholarships and grants.

Through collaboration with the BIAW Member Services Corporation, scholarships have been awarded since 2005 and the Foundation has directly been providing grants since 2020.

### About BIAW

The Building Industry Association of Washington is the voice of the housing industry and the state's largest trade association with nearly 8,000 member companies employing approximately 265,000 people. We are dedicated to ensuring and enhancing the vitality of the building industry for the benefit of its members and the housing needs of the citizens. Learn more at [biaw.com](http://biaw.com)



## Leadership



Jay Roberts – President



Greg Lane – Executive Vice President



Kent Arola – 1st Vice President/Treasurer



Nicole Ahola – 2nd Vice President



Aaron Marvin – 3rd Vice President



Cameron Kartak – Secretary



Gary Wray – Immediate Past President

# Our Purpose

## Our Mission

It is the Washington Home Builders Foundation's mission is to support and elevate programs that provide building-related education and provide opportunities to students pursuing careers in the building industry.

The purpose of the Washington Home Builders Foundation is to empower and inspire the next generation of builders by advancing building-related education, unlocking academic opportunities and career possibilities while fostering a culture of innovation, enthusiasm, and excellence in the building industry.

## Our Vision

The Washington Home Builders Foundation strives to be a leading organization that transforms the building industry. We envision a future where every individual has access to quality education, training, and resources necessary to thrive in the ever-evolving building industry, ultimately leading to sustainable and resilient communities.



## The Need

The estimated number of construction worker growth required for the building industry is approximately 723,000 hires per year. Washington state alone needs more construction laborers to add 250,000 more homes to address the housing crisis.

The construction industry averaged more than 377,000 job openings per month in 2023, and the industry unemployment rate of 4.6% in 2023 was the second lowest on record, matching the 2022 rate. Yet with nearly 1 in 5 construction workers older than 55, retirements will continue to whittle away at the current construction workforce

The shortage of residential construction workers is driving up labor costs and causing delays in construction projects, which can ultimately increase the cost of housing for consumers.

The U.S. will  
need

1 million

more  
construction  
workers by 2025

*Data sources include: U.S. Bureau of Labor Statistics, National Association of Home Builders, and Associated Builders and Contractors*

# Our Programs

## Scholarship Program

BIAW's scholarship program supports students interested in pursuing trades programs. The program is open to in-state students who are looking for opportunities to learn and develop skills in trades, including plumbing, carpentry, electrical work, and other trades.

The program provides various resources to students, including information about different trades programs available, mentorship opportunities, financial support and career placement services.

Here are the key features of the scholarship program:

1. Information on Trades Programs: The program provides students with information about the different trades programs available, including program requirements, course offerings, and career prospects.
2. Matching to Educational Opportunities: The program helps students find and apply for educational opportunities that best suit their skills and interests. The program assists with identifying the appropriate school or program, the admission process, and any required tests or prerequisites.
3. Financial Support: The program offers financial support to help cover the cost of tuition, books, and other program-related expenses. Scholarships and other financial assistance are available to qualifying students.
4. Mentorship: The program provides mentorship opportunities for students. Students are matched with experienced professionals in their field of interest who can provide guidance, advice, and support as they pursue their education and career.
5. Career Placement Services: The program assists students with finding employment opportunities after they graduate. This includes resume writing, job search assistance, and interview preparation.

This comprehensive program provides students with the resources and support they need to succeed in trades programs. The program aims to help students achieve their goals and reach their full potential.

## Grant Program

Our grants support trades programs in their efforts to expand or improve their services, programs, and operations. The program provides financial support, SWOT analysis, and goal setting assistance to eligible trades programs.

Here are the key features of grant program:

1. SWOT Analysis and Goal Setting: The program provides a SWOT analysis of the trades program to help identify its strengths, weaknesses, opportunities, and threats. This analysis helps the program identify areas of improvement and set goals to achieve growth and development.
2. Financial Support: The program offers financial support to trades programs to help with program starts or expansion. The funding can be used for a variety of purposes, such as hiring additional instructors, purchasing equipment, or developing new training programs.
3. Promoting Trades Programs: Promoting the programs and services related to the trades can help build awareness and interest in their offerings which can lead to increase enrollment and greater success for their trainees. This can also benefit the broader community by helping to address skill gaps and shortages in various industries, while providing valuable career opportunities for individuals. Providing publicity and marketing support helps increase the awareness of each program's offerings and the overall impact on the community.

Our grants are designed to help trades programs achieve their growth and development goals. The aim is to support trades programs in expanding their reach and impact on the community.

**The scholarship and grant programs accept applications each year in the spring time. Full application details and deadline can be found at [biaw.com/wa-homebuilders-foundation/](http://biaw.com/wa-homebuilders-foundation/)**

# Our Impact

Since its inception, the Washington Home Builders Foundation and the Building Industry Association of Washington have awarded over **\$830,000** in scholarships and grants.

Awarded **\$45,500** in scholarships to 17 post-secondary students. Made possible through the affiliated BIAW member services corporation.

Awarded **\$52,440** in grants to 17 separate CTE programs and entities

For the first time in our history, we began grant writing in 2023 and secured **over \$24,000** committed funding

Created a donation marketing pamphlet and marketing strategy to increase individual donor contributions

Provided year-round spotlighting to the student and program winners of our scholarships and grants

Here's what we achieved just in 2023

# Our Financials

## Washington Home Builders Foundation Balance Sheet As of December 31, 2023

	Dec 31, 23
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
1030 · Checking - Timberland Bank	6,098.19
Total Checking/Savings	6,098.19
Accounts Receivable	
11000 · Accounts Receivable	4,689.18
Total Accounts Receivable	4,689.18
Total Current Assets	10,787.37
<b>TOTAL ASSETS</b>	<b>10,787.37</b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
20000 · Accounts Payable	4,139.51
Total Accounts Payable	4,139.51
Total Current Liabilities	4,139.51
Total Liabilities	4,139.51
Equity	
30000 · Opening Balance Equity	38,892.59
32000 · Unrestricted Net Assets	-27,831.99
Net Income	-4,412.74
Total Equity	6,647.86
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>10,787.37</b>

The Washington Home Builders Foundation works hard to ensure we are good stewards of our assets and donations. Efforts to mitigate liabilities include legal support and oversight by Certified Public Accountants.

All additional expenses such as building occupancy, staff labor, and program oversight is provided by in-kind support from the Building Industry Association of Washington under Workforce Development Initiatives. All of BIAW's workforce development programs can be found at [biaw.com/program/workforce-development/](http://biaw.com/program/workforce-development/)

## Washington Home Builders Foundation Profit & Loss January through December 2023

	Jan - Dec 23
Ordinary Income/Expense	
Income	
4030 · Interest Income	489.43
4050 · Donations - Individual	10,500.00
4051 · Donations - Corporate	710.33
4052 · Umbrella Contributions	68,195.00
4053 · Grants	13,639.51
Total Income	93,534.27
Gross Profit	93,534.27
Expense	
6183 · Scholarships	45,500.00
6184 · Grants - Programs	52,439.51
6250 · Misc	7.50
Total Expense	97,947.01
Net Ordinary Income	-4,412.74
<b>Net Income</b>	<b>-4,412.74</b>

# Our Donors

## Major Contributors

The Washington Home Builders Foundation prides itself on utilizing a diverse portfolio of funding strategies to continue our impact on workforce development for the building industry.

Major sources of funds received by the foundation in 2023 include:

- \$13,640 from grant writing efforts
  - Special thanks to the Capital Stem Alliance, National Housing Endowment, the Norcliffe Foundation, and BECU
- \$10,500 in individual donation from longstanding BIAW members
- \$3,885 from BIAW education course attendees

The Foundation expects additional funding sources to generate revenue in 2024 including:

- Large-scale and multi-year government and private grants
- Direct contributions from BIAW members
- Committed charitable bequests

Our goal for 2024 is to add an additional \$500,000 into the Foundation's accounts through direct fundraising campaigns and grant writing efforts.

## Show Your Support

The Washington Home Builders Foundation is a 501(c)3 charitable organization as classified by the Internal Revenue Code. Your donations may be eligible for charitable contribution tax deductions. Check with your tax professional. EIN: 46-0667648





We thank you for your ongoing support of our efforts to create vibrant communities and a diverse workforce.

## Acknowledgements

We would like to thank those who worked tirelessly on the projects mentioned within. Below, list down the names of those committed to these projects, such as:

The **program staff** of the foundation's efforts: Greg Lane, Al Audette, Raelle Vitali

The **writers** behind the impact report: Raelle Vitali

The **designers** of the impact report: Raelle Vitali

Our **industry partners**: The Building Industry Association of Washington, BIAW Member Services Corporation

**And all of our amazing donors!**

## Contact Us!

**The Washington Home Builders Foundation**  
300 Deschutes Way SW, Suite 300  
Tumwater, WA 98501  
(360) 352-7800  
raellev@biaw.com  
[biaw.com/wa-homebuilders-foundation/](http://biaw.com/wa-homebuilders-foundation/)



**WASHINGTON HOME BUILDERS  
FOUNDATION**