Administrative Draft Report

Tahoe Donner Workforce Housing Study

The Economics of Land Use



Prepared for:

Tahoe Donner Association

Prepared by:

Economic & Planning Systems, Inc.

Economic & Planning Systems, Inc. 1330 Broadway Suite 450 Oakland, CA 94612 510 841 9190 tel

Oakland

Sacramento Denver Los Angeles

EPS #221011

May 23, 2024

www.epsys.com

Table of Contents

Appendix E: Workforce Housing Strategy Matrix

1.	Executive Summary1
	Background and Context
	Approach and Summary of Methodology2
	Strategy and Implementation
2.	Methodology and Workforce Housing Needs Data and Inputs7
	Employee Survey
	Employee Staff Interviews
	Interviews with Potential Partners
3.	Housing Need and Scale
	Defining Employee Housing Need and Aligning with TDA Objectives
	Quantifying Housing Need by Type of Housing
	TDA-Owned Opportunity Sites Analysis
4.	Proposed Workforce Housing Strategies
	Structure/Strategy Matrix Overview
	Objectives and Actions
5.	Implementation41
	Implementation and Timing41
	Best Practices and Considerations
Appe	endix A: Employee Survey
Appe	endix B: Internal Staff Interview Questions
Appe	endix C: External Partner Interview Questions
Арре	endix D: Housing Need Calculations

List of Tables

Table 1	External Organization	Interviewee List		13
---------	-----------------------	------------------	--	----

List of Figures

Figure 1	Prioritization and Benefit of Proposed Strategies	5
Figure 2	Survey Results of Current Housing Search of TDA Workforce	8
Figure 3	Survey Results of Preferred Housing Situation	9
Figure 4	Employee Type, Housing Type, Location, and Objective	15
Figure 5	Quantified Housing Need	19
Figure 6	Timing and Housing Supply Levels	42

1. Executive Summary

Background and Context

Tahoe Donner Association (TDA) is one of the nation's largest homeowner's associations, representing nearly 6,500 properties and 25,000 members in Truckee, California. Throughout the year, TDA operates recreational programs and amenities for both members, their guests and the public. The Association employs a year-round and seasonal workforce to maintain the Association's facilities and support operations. TDA has nearly 100 full-time year-round staff, and up to 425 seasonal and J-1 workers employed during each peak season.

In recent years, workforce housing (typically defined as housing affordable to households earning between 60 and 120 percent of Area Median Income, or AMI) in mountain resort communities such as Tahoe Donner's have become increasingly constrained. New in-migration, rapidly rising costs of living, and a housing market dominated by vacation homes and/or short-term rentals exacerbate the crisis. Like other major employers in high-cost and low-supply mountain resort communities, the lack of access to affordable housing is affecting the Association's ability to attract and retain employees. Such staffing issues severely affect TDA's ability to operate successfully in both the present and future.

Attracting and retaining an effective and dynamic workforce is a key goal in TDA's most recent 5-Year Strategic Plan, which coordinates the Association's efforts through 2026 to cultivate a vibrant mountain community with well-maintained facilities and recreational programming. Embedded in that goal is planning for affordable and available workforce housing. Furthermore, a survey conducted in 2020 with approximately 2,500 TDA member respondents showed that 15% of property owners recognized the importance of workforce housing and considered it a critical issue for the Association to address. If surveyed today more TDA property owners would likely address workforce housing as an increased need for the Association to address. The need, impact, and overall visibility within the community and regionally have only grown in the last four years.

Economic and Planning Systems (EPS) was retained by TDA to conduct a housing study that estimates the scale of need and establishes strategies that address both immediate and long-term workforce housing needs. This effort aligned with the Association's 2023 Work Plan Goal under Strategic Plan Initiative 3: High-Performing and Fiscally Responsible Organization.

Current Approach to Addressing Workforce Housing

Currently, TDA has developed several interim solutions to housing new staff. This includes their master leasing houses from TDA members to provide housing for seasonal J-1 visa workers, and use of the Chalet House, a house owned by TDA. Staff have also informally connected new employees with TDA members or Truckee-area property owners who have places to rent. However, such solutions do not efficiently scale up to meet the level of housing need to serve their staff over time.

TDA's master leasing program has been in operation since 2016 and is predominantly a solution to ensure housing for international (J-1 visa) workers, for whom TDA is required to secure housing as conditions for their work service. Over the last year, TDA has also extended rental options to critical hire positions such as ski patrol, forestry workers, and cooks filled by domestic employees. Currently, up to 80 workers in the peak season have housing across approximately twelve master-leased properties. In the master leasing program, TDA leases entire properties from TDA homeowners for a work season and then leases rooms in these houses individually to employees. To keep units affordable to workers, TDA charges no more than \$750 per bed unless whole rooms or units are rented, requiring a higher monthly charge.

TDA is also responsible for regular maintenance and upkeep costs, such as utilities, snow removal, or house cleaning. Depending on the seasonal need and the number of properties leased, TDA pays between \$12,000 and \$62,000 per month in rent and operating expenses. While TDA recoups some of these costs by collecting rent revenue, it is not enough to fully recover costs and historical data shows that the master leasing program costs TDA between \$150,000 and \$230,000 per year. Some of these losses are incurred during the off-season, when master leased properties are not fully occupied, yet TDA must continue to pay for the full unit as part of any year-round master lease agreement. However, most of TDA's master lease units are for 5 or 6 months, not year-long. Since 2019, there has been a significant increase in regional rent prices, as the median rent for single family houses or condos has risen from \$2,000 per month to \$3,000 - \$4,500 per month. Furthermore, the master leasing program requires a significant level of staff time to manage the properties, coordinate move-in and move-out processes, and secure upcoming leases. There is also a risk in that TDA isn't always able to guarantee in advance the number of available beds for master leasing, which presents some uncertainty in financial planning.

Approach and Summary of Methodology

To assess workforce housing needs, EPS completed multiple tasks to gather data about the housing preferences and issues facing TDA employees and develop strategies to align with that need:

- **Employee Survey.** EPS worked with the TDA Administrative Services team to develop and distribute an online survey to current and former TDA employees. The survey aimed to understand how employees are meeting their housing needs and their satisfaction and concerns with their current housing situation in the Tahoe area.
- **TDA Staff Interviews.** EPS conducted several focus group interviews with mid-career management at TDA to understand how the housing crisis is affecting their employees' quality of life, their ability to hire and retain employees, and staffing/operational shortages.
- **External Organization Interviews.** EPS interviewed several external organizations to learn how other major employers in the region are addressing housing issues faced by their employees. This effort also helped identify resources for TDA employees or potential opportunities for partnership.
- **Opportunity Sites Analysis.** EPS reviewed several TDA-owned sites for the ability to accommodate new housing construction. These sites, selected by TDA, included portions of land by the golf course, the campground, and the existing Chalet House.

In combination, these tasks contributed to understanding the need and scale of housing issues among the TDA workforce, and which employee types are most urgently in need of housing solutions. These tasks also pointed to possible next steps and uncovered opportunities for partnerships across the Tahoe-Truckee region.

Strategy and Implementation

EPS consolidated all the ideas and strategies suggested and distilled them into four overarching objectives to meet TDA's workforce housing needs. Each objective has several actions that TDA could implement. EPS organized the actions into a matrix with details on existing and future resources and opportunities for implementation. This matrix was shared with the TDA Administrative Services team to receive feedback and identify near-term priorities.

The four objectives that would address workforce housing need in TDA are:

- New Housing Construction: TDA builds new and expanded housing on TDA-owned property or facilitates new construction on privately-owned property. Actions include constructing a dorm-style facility or a tiny house village.
- Purchase or Lease Existing Housing: TDA leases or master leases
 existing or newly acquired properties. Actions include purchasing condos,
 purchasing hotels, or master leasing TDA owner properties.
- **Homebuyer or Renter Financial Support:** TDA provides financial incentives or loans as demand-side affordability assistance. Potential

- actions for this objective include creating a downpayment assistance program or offering a housing stipend for employees in need.
- Housing Education, Information, and Access: TDA leverages existing
 programs or resources through the Town, the JPA, or TDA to help
 employees access housing resources, educate members about what they
 can do with their own properties, and support developers with building on
 TDA properties as appropriate. Some examples of actions include offering
 housing education and resources to employees or members and
 streamlining regulatory burdens to ease development of workforce
 housing.

This is not an exhaustive list of solutions for addressing the housing needs of TDA staff but represents the main ideas that were reviewed by the TDA Administrative Services team for further research and consideration.

Working with TDA, EPS identified several locations at Tahoe Donner for new and/ or expanded housing construction, and estimated the housing types and number of units or beds that would be viable at each site.

- Golf course site: This 4.25-acre portion of a large parcel that
 encompasses a portion of the golf course is adjacent to the golf course
 maintenance facility and centrally located at Northwoods Boulevard at
 Tahoe Donner. It could act as a potential site for construction of up to 120
 beds in dorm-style housing.
- Campground site: The campground site, which is around 21 acres in total, could be suitable for approximately 15 to 20 units of tiny homes. Currently, the campground is partially used for employees who live in their van or RV and need a place to park.
- **Chalet House site:** This 0.5-acre parcel currently has a tiny home that has served as short-term interim housing for some employees. Adding units or expanding capacity would improve its usability as short-term housing for employees. Up to 5 units may be possible on this site.

Full buildout of housing units at these sites would provide up to 120 beds and 15 to 40 units of new housing supply to the TDA workforce. While TDA may not choose to pursue full buildout at each of these sites, TDA could incorporate other strategies to provide the remaining housing need or help employees move to their preferred housing situations.

New construction projects on TDA property are costly and will take time, yet the need for housing is immediate. As efforts to construct TDA-owned housing are occurring, TDA must simultaneously pursue other lower-cost solutions to help fill the gap of housing need. Such actions include continued master leasing from TDA members, sharing housing resources with new employees, and matching employees with available housing from TDA property owners.

Implementation

In total, the proposed strategies include four objectives and fourteen actions. EPS worked with TDA staff and Board of Directors to categorize the actions by relative cost and benefit, and level of financial and operating risk to TDA, with results demonstrating the priority of each action and which actions TDA can begin implementing in the near-term. The highest priority projects have some combination of high impact or benefit, low cost, and/or low risk. These actions would be critical to start planning for in the near-term, such as high-impact new construction projects that are costly with long implementation timelines. It also designates actions that TDA is already implementing and should continue to do so.

EPS also completed a prioritization matrix, which shows which actions have highest priority benefit, as shown in **Figure 1**. Each action is represented by its corresponding number and placed in a cell based on its priority and the amount of housing need that may be met by completing the action. This gives TDA an idea of which strategies would be most effective and which ones to act upon in the near-term, in 2024.

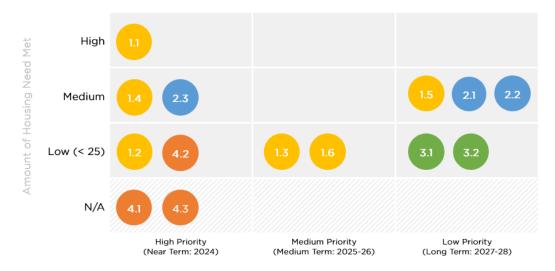


Figure 1 Prioritization and Benefit of Proposed Strategies

The analysis also prepares the team for actions that may be taken up as opportunities emerge. Some projects may not be ready for implementation under current circumstances or depend on external conditions or timing to occur. For example, Action 1.5, which is to identify and purchase commercial and/or multiresidential lots to build housing is dependent on whether lots befitting TDA's criteria become available. However, there are steps that TDA can take to ensure that should conditions align, and lots become available, TDA is prepared with the resources to act quickly on this action.

EPS created a strategy matrix to organize each action and its implementation details. The matrix offers examples, resources, potential partnerships, and next

steps for each action, presenting a brief list of tasks to begin implementing. It also identifies topics for further research or organizations for potential partnerships to contact. Staff will be able to take this Study to develop more detailed work plans for the upcoming years.

Finally, it is important to note that the combination of strategies will adjust as various actions are implemented and not every action needs to be implemented to meet the current housing needs. If housing need does not dramatically intensify over the next few years, completing some of the high benefit projects that fulfill a large volume of need could preclude the need to implement other actions that address the same need. For example, construction of dorm-style housing for J-1 staff means that over time, TDA could reduce its need to master lease from members. Therefore, it is important for TDA to reevaluate and evolve the overall housing strategy over time. As a best practice, engaging feedback and input from staff or members is key, and partnerships with other agencies or employers can also help TDA meet its housing needs.

2. Methodology and Workforce Housing Needs Data and Inputs

EPS followed a four-phase approach to complete the workforce housing study, consisting of:

- 1. Workforce Needs Assessment
- 2. Potential Concepts, Programs, Regional Partners, and Tools
- 3. Preliminary Opportunity Sites Analysis
- 4. Proposed Housing Strategies

To collect data and determine workforce housing needs, EPS created a survey to receive input from current and past employees at TDA about their main housing concerns and scale of need. EPS also conducted three group interviews with TDA management staff across several departments for more in-depth qualitative information and to brainstorm potential solutions.

To understand how regional partnerships may benefit TDA's workforce, EPS and TDA staff organized several interviews with representatives from organizations focused on providing housing or housing programs in the Truckee-area community.

Results from these research tasks helped to understand and quantify the TDA's workforce housing need, form initial ideas on how to develop selected TDA sites, and come up with strategies to support housing need.

Employee Survey

Early in the study, EPS distributed an online survey to current and former employees at TDA to gather their input. The survey was created in SurveyMonkey and distributed online in March 2023. Current and former TDA employees were invited to take the survey, which stayed open for 28 days. The survey was also translated into Spanish to make it accessible for Spanish-speaking employees. The survey contained 29 questions that asked about respondents' current housing situation, their challenges in securing housing in the region, and preferred housing types (**Appendix A**).

Results

In total, the survey received 158 responses from a mix of full-time, seasonal, and J-1visa/international staff. Around 41 percent of respondents work year-round, while the rest are seasonal workers who work on a seasonal basis. Seasonal workers may describe employees who work during peak seasons, shoulder

seasons, or a mixture of both. Around half of workers work at TDA as their primary job; for others, their TDA job supplements other work, or they are primarily students or retirees.

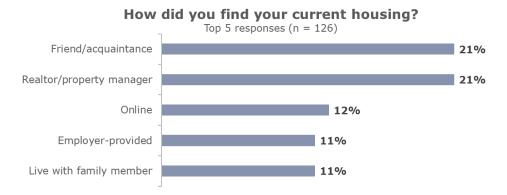
Workers were asked questions about their current housing situation, their satisfaction with their housing situation, and their preferences on housing. The survey also collected basic demographic information from each respondent. All results were recorded anonymously, and results are reported in aggregate.

Current Housing Situation

The survey found that around 49 percent of respondents own their home, and 45 percent are renters. Other responses include employees who live with family members, live in an RV, or have other less common housing situations.

Figure 2 shows that around 21 percent of employees found housing through a friend or acquaintance, 21 percent found housing through a realtor or property manager, and other common sources include online, family members, or employer. This underscores the value of a personal connection in the housing search process. For newly hired employees who may be new to the region, this may present a challenge.

Figure 2 Survey Results of Current Housing Search of TDA Workforce



When asked whether respondents experienced any problems finding their current housing situation, 45 percent of respondents noted the limited availability or options in the area. 40 percent also reported that it was difficult to find options that they could afford. However, 36 percent of respondents did not experience any difficulties finding housing. It is possible that those may be staff who have been living in their housing situation for some time already, prior to housing becoming less available or affordable.

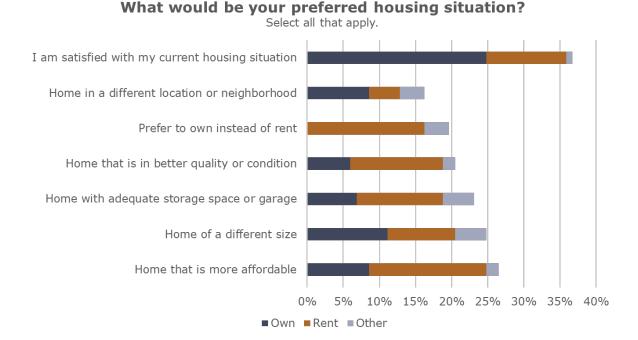
In total, 38 percent of respondents report being generally satisfied with their current housing situation. On a scale of 1 to 5, respondents rated their satisfaction with their current housing an average of 3.88. When breaking down these results by tenure, satisfaction is higher among homeowners (4.24) than it is for renters (3.74)

Preferred Housing Situation

One question in the survey asked employees what their preferred housing situation was and presented a list from which respondents could select multiple options.

As mentioned, 36 percent of employees are satisfied with their current housing situation. But among the remaining respondents, around 26 percent would prefer to live somewhere more affordable. When broken down by tenure, as shown in **Figure 3**, renters are especially concerned with affordability, and some are also interested in homeownership. As for homeowners, 11 percent prefer a home of a different size.

Figure 3 Survey Results of Preferred Housing Situation



Survey results were analyzed and shared with TDA staff, including during a presentation with the Association's Board in May 2023.

Impact and Implications

The survey helped identify some of the main issues around workforce housing and helped EPS understand what type of housing employees are seeking, thus driving potential solutions.

Housing is a current and urgent concern among many staff members and a large portion of employees have dealt with difficulty finding housing that is suitable for them in the Tahoe-Truckee region. Even those who are in a stable or satisfactory housing situation acknowledge the severity of the crisis, saying that if it were not

for the housing that they already secured, they would not be able to work their job at TDA.

First, the survey showed that employees vary greatly by age level and career trajectory. As a result, their housing needs and preferences vary as well:

- Younger respondents, who are more likely to be seasonal and short-term employees, prefer to rent, since affordability is their greatest priority.
 They also do not mind having roommates or living in shared units. This group includes both domestic student and international student (J-1 visa) workers.
- TDA's mid-career employees are more likely to live with family members, partners, or children, and would therefore want a space for their own household unit. As these employees move further into their careers and get more settled into the area, they may aspire towards homeownership. While affordability is still a priority, they also value having private space and a home of sufficient size.
- Finally, older employees at TDA are more likely to have lived in the area longer, having secured their housing situation when it was more affordable. As a result, they are generally more satisfied with their current housing situation than the other age cohorts. In this group, some seasonal workers are retirees who work part-time as a lifestyle choice, rather than out of financial necessity.

The housing concerns expressed in the survey show that the issue has both demand (affordability) and supply (availability) pressures. Housing costs are of greatest concern to year-round workers and renters, likely due to escalating rents over time. Housing availability affects all employee types, but especially renters and year-round staff. The lack of housing availability constrains options for these employee cohorts, who may end up in housing they are less satisfied with.

While seasonal employees may also face unique housing issues, this cohort is more likely to include international workers who pay for housing that TDA provides for them (i.e., no housing search issues) or people who most likely would not have sought out a job at TDA if they didn't already secure housing in the area.

Employee Staff Interviews

EPS facilitated three discussions with Managers and Directors at TDA to talk indepth about housing challenges faced by staff and potential solutions to address needs. Compared to the employee survey, interviews allowed more qualitative information and anecdotes to be collected.

In total, EPS spoke with four Managers and four Directors. The interviewed staff members represent departments with varying staffing and employment types, including Land Management, Food and Beverage, Operations, Recreation, and others.

EPS developed a short list of questions to guide the discussion (**Appendix B**), but overall allowed the conversations to be open and less structured, to get honest opinions from participants. Participants were very eager to talk about the issue and had valuable insight into how the housing situation is affecting their staff and what solutions would work.

Results

The interviews provided important qualitative and anecdotal information that revealed several major themes of housing need:

Many diverse groups of employee types need housing. Employees at TDA are not a homogeneous cohort and the composition of employee types at the Association changes both seasonally and year after year. They include temporary (international, seasonal) employees, year-round part-timers, and full-time workers. While seasonal and international employees face the largest immediate housing need, full-time employees who are interested in more long-term housing solutions have difficulty finding any as well.

Housing needs are especially urgent in peak seasons. TDA faces uneven demand for its services over the course of the year. Housing needs are most urgent in the summer and winter peak seasons, with the winter season seeing more out-of-town seasonal workers coming in. In peak seasons, TDA may hire up to 350 seasonal staff. While some of these employees may already have housing because they already live in the region or they have a connection to secure housing, many new seasonal workers face difficulty finding housing for the duration of their employment season. This is further complicated by the fact that most leases for rentals may not be offered on a short-term basis.

Multiple housing solutions are needed to address different lifestyles and family types. No single housing type or strategy will address the many needs and issues identified in this study. Thus, TDA needs to develop strategies to bring a diversity of housing solutions to their workforce. Some distinguishing factors to consider in housing types include the term or duration of housing, and preference for a shared versus a private space. For example, a dorm-style unit may allow seasonal workers to mingle in a shared space, but private units are preferred or suitable for staff who move to the area with families, partners, or other household members.

The housing shortage affects TDA's existing operations, future business outlook, and competitive advantage. Housing shortages create staff shortages, and this is already affecting operations at TDA. Management staff have reported having to cut back on some services due to insufficient staffing. For example, they have had to reduce hours, limit the menu at restaurants, or reduced program capacities. Furthermore, housing is an important consideration for candidates in the hiring process, and housing availability is affecting hiring decisions at TDA in terms of both ability to attract top candidates and willingness

of management to offer positions to applicants who do not already have housing secured yet. Multiple staff members in interviews are concerned about how this may affect TDA's operations in the long run and stated that they believe that attractive housing solutions would put them at a competitive advantage over other resorts or large employers in the Tahoe-Truckee area.

Impact and Implications

Hearing from staff on how current operations and future planning are being affected by housing shortages and hiring difficulties further adds to a compelling argument of why it is critical for TDA to address workforce housing.

These interviews further illustrated the different types of employees and their housing needs. It especially stressed the urgency of developing solutions for TDA's seasonal and international staff. Finally, the group interview format allowed for participants to discuss and brainstorm possible solutions that could be implemented, generating the initial ideas for proposed strategies included in this study.

Interviews with Potential Partners

To understand how other major employees in the Tahoe-Truckee region are addressing housing needs and planning for the future, EPS conducted interviews with several other organizations in the Tahoe-Truckee region (i.e., external to TDA). The aim was to understand what role the organization plays in either housing their own employees or helping others in the community get housing, and whether they could also potentially partner with TDA on workforce housing solutions. In total, EPS completed four interviews with a mix of public agencies, non-profits, and private employers. The interviewed organizations are described in **Table 1**.

The interviews were conversational to allow the interviewee and TDA staff to freely exchange ideas and brainstorm possible solutions. In addition to EPS, a staff member from TDA also joined these interviews. In advance of these interviews, EPS prepared a short list of questions to help interviewees understand the nature of the conversation.

Table 1 External Organization Interviewee List

Organization	Description
Incline Village General Improvement District	IVGID is a quasi-public agency that provides basic infrastructure and recreational amenities to residents in the community of Incline Village, located at north Lake Tahoe in Nevada.
Paradigm 8	Paradigm 8 has served as developer, project manager, or investor for several real estate projects in the Tahoe area, including the Tahoe Mountain Club and Village Walk Skyline resort community.
Town of Truckee	The Town of Truckee implements several programs to address housing need from both demand side and supply side.
Tahoe Truckee Workforce Housing Agency	The TTWHA was formed as a Joint Powers Authority by seven public agencies to offer housing resources and solutions in the Tahoe-Truckee region.

Results

These interviews uncovered various financing mechanisms, projects, and programs that partner organizations have pursued to increase availability of workforce housing in the Tahoe-Truckee area. As a result, several major themes emerged from these conversations.

First, major employers are turning to new construction to meet urgent housing needs. Some organizations or resorts have built or are building dorm-style housing to meet their worker needs. This helps employers who rely significantly on international and domestic seasonal workers who do not establish a permanent residence in Tahoe. Flexible-format dorm housing could adjust its capacity or number of beds based on the demands of the season. While financing varies from project to project, there have been partnerships between developers and employers where the developer constructs the project on the employer's land and the units are master leased to employees. Other housing products that have been considered include accessory dwelling units (ADUs), tiny homes, or multi-family residences. Such projects may also be financially feasible or find funding through various local or state resources.

Another strategy is acquiring or accessing existing housing, either through purchase or partnership. Organizations like the Truckee Tahoe Workforce Housing Agency (JPA) and the Town of Truckee are focused on accessing existing housing for master leasing or deed restriction. The JPA has set a goal to acquire 24 multifamily units to preserve them for long-term workforce housing for their partners.

Through the Truckee Home Access Program, the Town is also offering incentives to purchase housing and deed restrict them for income-qualified local workers.

Employers and local agencies are also using financial assistance programs to help employees with the affordability of housing in the area. This may include incentive offers, downpayment assistance, or rental stipends. For example, the Town of Truckee offers several types of incentives to encourage homeowners to rent to local workers or convert short-term rentals into workforce housing. The JPA has partnered with the Tahoe Forest Hospital and Foundation to create a downpayment assistance program, as part of an effort to attract and retain toptalent physicians.

Some successful projects emerged out of partnerships with other local agencies or institutions. Such partnerships can take shape in several ways, contributing housing, funding, or other resources. As an example, the Incline Village General Improvement District (IVGID) previously partnered with the University of Nevada, Reno at Lake Tahoe to use their dorms in the summer for seasonal employee housing. This not only helped provide housing to workers, but workers were also eligible to enroll in classes at the college. IVGID also worked with the college to offer an internship program for UNR students.

Finally, the JPA provides information and education to serve all populations of workers in the Tahoe-Truckee area. Their resources assist with renting, homebuying, leasing, and others.

Impact and Implications

These interviews helped determine the major objectives of proposed housing strategies, especially by showing which ideas are viable and have demonstrated feasibility in the Tahoe-Truckee region.

The conversations identified potential opportunities for TDA to partner with these external organizations and others to collaborate on housing solutions. The JPA and Town of Truckee, who serve employers and employees in Truckee, would be important to coordinate with as TDA works to implement its plan.

Housing Need and Scale

With the research collected from the survey and interviews, EPS was able to quantify TDA's workforce housing need. Employee housing need describes the types of employees in need of housing, types of housing solution, and how many beds or units would be needed.

Defining Employee Housing Need and Aligning with TDA Objectives

Figure 4 shows the categories that were developed to articulate employee housing need and the four objectives that define the solutions. Based on the results from the survey and interviews, EPS identified four types of TDA employees with distinct work patterns and housing needs ("Employee Type"). Four housing categories ("Housing Type") were created so that each employee type could be matched with the housing types that were most suitable, as well as where each housing type could be appropriately located ("Location"). This helped create the four overall housing solutions ("Objective") that form the basis of the Proposed Housing Strategies.

Figure 4 Employee Type, Housing Type, Location, and Objective



The quantification of housing need began with an assessment of the different types of employees at TDA and housing types that they could potentially occupy. Housing need was then quantified based on estimates from TDA on current hiring counts and responses to the survey to approximate how many of that need TDA could supply through various projects and policies.

Employee Type

TDA employs several types of employees, who differ by their career trajectory, lifestyle preferences. The survey and staff interviews revealed the different housing needs among these employee types:

- International (J-1) student workers are employed seasonally at TDA and are primarily college-aged workers from many nationalities on a J-1 (exchange visitor) visa. The number of J-1 workers hired in peak seasons varies but can be up to 80 workers in the winter season. TDA must guarantee housing to J-1s as a condition of being able to hire them. Dormstyle or shared housing is most suitable for this cohort due to the large numbers of hired J-1s who move to TDA on a temporary basis, do not move with other household or family members, and are interested in socializing and bonding with other employees in a shared space. TDA also organizes events or programs to help J-1s socialize with one another and introduce them to American culture. Currently, the J-1 workers are offeredhousing through TDA's master leasing program, which rents houses from TDA member properties and leases out rooms/beds. TDA partially subsidizes the rent to make it affordable. While this offering has worked out so far, it is not a permanent solution and challenging to scale should the J-1 program continue and grow.
- **Seasonal workers** work at TDA and live in the area for a single season but may not continue to do so after the season ends. Examples include high school or college students who work summer jobs over school breaks or vanlifers who live nomadic lifestyles. While some temporary workers can stay with family or acquaintances during their work term, others must seek out housing as they move to Tahoe. Approximately 350 temporary seasonal workers are hired winter and summer and an estimated 50 to 60 percent of them move to the Tahoe region to work at TDA. Because most seasonal workers leave the region after the end of the season (and because of lack of long-term affordable housing availability), they need short-term housing for the duration of their work contract.
- New year-round workers are moving to the Tahoe area for their new
 job at TDA and looking for long-term housing, but could benefit from a
 short-term housing situation as they get settled in. Currently, TDA
 estimates that approximately 5 percent of new full-time hires are moving
 from elsewhere.
- **Established workers** consider the Tahoe area their permanent place of residence. This could include full-time, part-time, or seasonal workers. Established seasonal workers may also be employed at TDA for more than one season during the year. Examples of this include retirees working part-time or employees whose work at TDA supplements another job. TDA estimates that approximately 10 percent of seasonal workers work multiple seasons. Established full-time year-round workers already live in the Reno-Tahoe area but may not be in a less than satisfactory living

situation. Space constraints, long commutes, or high housing costs are some of the concerns that established workers may face. Currently, TDA has approximately 100 full-time year-round workers. Because these workers have already been in the region for some time, they are interested in long-term housing opportunities.

Housing Type

There are many ways to categorize housing: by housing product (single-family home, multifamily unit), by tenure (ownership, rental), or by size (small versus large unit). However, from the survey and interviews, two distinguishing factors stand out for housing needs and preferences – (1) the term of housing and (2) whether the space is shared with other TDA workers or not. As a result, EPS distilled the housing options available for employees into four categories:

- Dorm-style housing is defined in terms of beds, typically organized in shared rooms or suites. Like a standard college dorm, the bathrooms and any other communal spaces are shared between all occupants of the building.
- Short-term shared housing is housing that is shared with another short-term TDA worker. This could take place in a house, tiny home, or apartment unit. In this definition, "short-term" refers to a lease term of a few months, or less than a year overall. "Shared housing" refers to units that are shared or occupied by other TDA employees, either in a dormstyle format or in a larger house or apartment where multiple employees could live and share common spaces. This would be best for seasonal staff who do not have other household members living with them. An example of this housing type is TDA operating master leases with houses from Association members for international workers.
- **Short-term private housing** refers to space that is occupied on a short-term lease and private to the resident's household (i.e., not shared with other TDA employees). It may also be occupied by other household members of the employee, such as partners or children.
- Long-term private housing is either rented or owned on a long-term basis; this points to a traditional rental lease or home purchase.
 Constructing and managing such housing would likely be beyond TDA's purview, although TDA may still employ strategies to help staff locate long-term housing in the broader Tahoe-Truckee housing market.

An important distinction between the shared and private housing is that the shared units are filled or assigned by TDA. Workers in TDA shared housing have roommates who are also employees at TDA. A living situation with roommates outside of TDA may be shared housing but is classified as private housing because the shared units are not provided by TDA.

Location

Location plays an important role in considering the types of housing solutions that are available. Some types of housing could be constructed, owned, or managed by TDA (e.g., dorm-style housing or short-term housing) while others would require TDA to connect new employees with the right opportunities in Truckee or the Tahoe-Truckee region. TDA could also play a role in supporting interested homeowners or developers who want to build and lease to TDA's workforce.

EPS identified four locations where ideal housing solutions may occur:

- **TDA-owned property:** Property within Tahoe Donner that TDA owns and manages.
- **Member-owned property:** Private property within Tahoe Donner, owned by a member of the Association.
- Town of Truckee
- Tahoe-Truckee region

The ability of employees to live at each location would depend on several factors, including available transportation, length of employment, and personal preferences.

Housing Objective

Drawing from survey and interview responses, EPS developed the following Housing Objectives, or overall themes that summarize the major actions that TDA should implement to meet its housing need.

- **New Housing Construction:** TDA initiates the construction of new and/or expanded housing on TDA-owned property or facilitates/ encourages new construction on privately-owned property.
- **Purchase or Lease Existing Housing:** TDA leases or master leases existing or newly acquired properties.
- **Homebuyer or Renter Financial Support:** TDA provides financial incentives or loans as demand-side affordability assistance.
- Housing Education, Information, and Access: TDA leverages existing
 programs and resources through community partners to help employees
 access housing resources, educate members, and support developers
 interested in building on TDA properties.

In the Proposed Housing Strategies (Chapter 4), each objective has subsequent actions that describe specific projects, programs, or activities that TDA can pursue as part of that objective.

Quantifying Housing Need by Type of Housing

Housing need is quantified by the following estimates for each housing type:

- Total employed at TDA by employee type and season (provided by TDA)
- Number of staff who are new and relocating to the area (provided by TDA)
- Number of staff who have difficulty finding housing (employee survey)
- Household size or composition (employee survey)

From this information, EPS was able to calculate housing need based on the four types of housing, as shown in **Figure 5**.

Figure 5 Quantified Housing Need



^{*} Could be accommodated in dorm-style housing

Dorm-style housing is suitable for international workers, who work at TDA on a seasonal basis and who TDA must guarantee housing for as a condition of their hiring. Interviews with TDA staff and data from previous hiring seasons suggest that a dorm with 80 beds could house the number of international workers who are at TD during peak seasons today. EPS recommends building up dorm housing capacity to around **100-120 beds** to meet future need and accommodate non-J-1 seasonal occupancy as needed.

As with dorm-style housing, the need for short-term shared housing is perhaps more appropriately defined in terms of beds. This housing type works best for new seasonal workers who are in Tahoe for just a few months, or for newly hired full-time staff who have just moved to Tahoe and are searching for a more permanent place to live. The need is estimated using employee survey data, taking the number of non-international seasonal workers with a household size of 1 who are hired each season. This is assuming the worker does not have dependents or other family members living with them, and therefore could be

more open to a more communal living space during their time at TDA. The survey also asked its respondents whether people had difficulties searching for housing, and this proportion was applied to the number of seasonal employees to get an estimate of **15 to 20 beds**. It should be noted that this housing type has some overlap with dorm-style housing in terms of the employee types served, and it may be possible to use dorm-style units to fulfill some of the short-term shared housing need, especially during shoulder seasons where TDA hires less seasonal workers.

Short-term private housing would be offered to a similar group of employees, but the key difference is that these new workers (seasonal or full-time) move with additional household members (partner, children, parents, pets) and would prefer to have a private unit for themselves and their household. Survey data was also used to estimate this information, using the proportion of seasonal workers with a household size greater than 1 and who expressed difficulty finding a place to live. EPS estimates the demand for this type of housing at approximately **30 to 40 units**.

Finally, for private housing units leased on a longer-term basis, it is more appropriate for TDA to support employees looking for permanent housing situations through financial incentives or education, rather than directly providing the unit. Based on input from TDA staff, around **5 to 10** employees and their households could benefit, although this number could vary greatly depending on housing need and the strategies in place.

Detailed calculations for how each housing type need was quantified are explained in **Appendix D.**

TDA-Owned Opportunity Sites Analysis

For the opportunity sites analysis, TDA selected three sites for analysis and to explore their potential for new and/or expanded construction. Based on the size and demand, EPS prepared estimates on the amount of workforce housing that could be delivered at each site. The results of this analysis can be compared with the quantified estimates of housing demand.

Northwoods Blvd. Site (Adjacent to Golf Course)

This 4.25-acre area is adjacent to the golf course maintenance facility on Northwoods Blvd. The parcel is long and narrow, but centrally located to TDA facilities and across the street from other multifamily uses.

Out of all the TDA-owned sites analyzed, this site would be most suitable for dorm-style housing, given its size and location. EPS's initial estimates with given parameters suggest that a 160-bed, 36,000 square foot dormitory may be physically feasible to construct on the site. Therefore, a 120-bed dorm is possible as well, leaving more room for common areas.

A comparative example is the student housing project at Lake Tahoe Community College, which will have 100 units in a two-story, 33,000 square foot building. This project achieves a similar unit yield while maintaining the density and design of the ski chalet architecture that is seen around Tahoe.

TDA staff will need to coordinate with the Town of Truckee to understand the regulatory limitations on the site, taking state law and workforce housing legislation into account.

Campground site

The TDA campground is a 21-acre site located at 13813 Alder Creek Road. Some camping, including by employees, currently takes place on the site, although it is not fully occupied. Therefore, it may be possible to allocate a portion of the site towards a residential project.

However, not all 21 acres can be built upon; some environmental conditions make part of the site unsuitable for development. TDA estimates that approximately 7 acres of the campground may be available for residential construction.

Despite its size, it is less suitable for dorm-style housing because its location is less central, meaning it would be best for employees who have vehicles. Many international workers do not have cars and rely on local public transportation to get around.

Rather, EPS recommends short-term shared or short-term private housing for this site. One potential project is a tiny house village of 15 to 20 units to meet the short-term shared housing need or part of the short-term private housing need. As an example, the Aspen Snowmass tiny home village has 40 units on 6 acres, so the campsite has more than enough space to accommodate this type of housing.

New construction at the campground would require rezoning to build residential units.

Chalet House

The Chalet House is a property and home owned by TDA and sits on a 0.5-acre parcel. It has served several uses, such as storage and employee housing over the years since it was acquired in the early 1980s. Currently, it operates as housing rented to employees, although it is in need of remodeling to make it a more modern livable space. There is potential for the Chalet House to be expanded, or to add an ADU to the site, increasing the site's capacity up to 5 units total.

4. Proposed Workforce Housing Strategies

The section describes TDA's Proposed Workforce Housing Strategies, consisting of four Objectives and fourteen Actions.

Structure/Strategy Matrix Overview

The plan's Objectives thematically describe, at high level, what TDA will do to support the creation and access of workforce housing for its employees.

EPS organized the actions into a matrix with details on existing and future resources and opportunities for implementation. This matrix was shared with the TDA staff to receive feedback and identify near-term priorities and can be found in **Appendix E**. In the matrix, EPS, in collaboration with TDA staff, fleshed out each Action with categories and indicators. This will aid TDA's decision making when developing work plans to implement individual Actions. The matrix includes the following information:

- **Description:** Statement of the action or project and how it provides workforce housing.
- Next Steps: Suggested tasks for TDA staff to start the project.
- TDA-initiated vs. TDA-supported: This describes whether the Action is to be initiated and undertaken by TDA or another entity with TDA's support.
- Location: Out of the four categories, where the project could take place
- Housing Types: Out of the four categories, which housing types could be addressed with the Action.
- **Employee Types**: Out of the four categories, which employee types could be provided housing with the Action.
- **Priority**: Actions are labeled as High, Medium, or Low Priority to indicate which ones should be more urgently implemented, given current capital or staff resources, economic conditions, or partnership opportunities.
- Cost: Relative cost of the Action, labeled High, Medium, or Low. This is
 not limited to financial costs but also considers the costs of staff time and
 resources. Costs considered for each include staff time,
 planning/design/entitlement costs, construction costs, and ongoing
 operating costs.
- Benefit/Impact: Estimated housing benefit labeled High, Medium, or Low. This takes into consideration the amount of housing provided (if applicable), the number of employees reached, or the degree to which housing access can be facilitated.

- Impact Estimate: Estimated number of beds or units generated by the
 Action, if applicable. Some Actions are marked as "Varies by opportunity,"
 as the level of impact from implementing this Action may depend on the
 efforts of external partners.
- **Potential Resources or Partnership Opportunities:** Identifies local organizations, funding sources, or other resources that TDA could consider for partnerships or financing to implement the Action.
- **Example:** Examples of this Action that have been implemented in other organizations.
- **Financial Impact:** Financial impacts consider the staff time, upfront and ongoing costs, and other cost or revenue streams to TDA involved.
- **Financial Risks to TDA:** Evaluates the level of financial risk that TDA would take on by implementing this Action, labelled High, Medium, or Low. Financial risk evaluates the possibility of losing money on an investment, especially if benefits are uncertain.
- Operating Risks to TDA: Operating risk to TDA, labelled High, Medium, or Low. Operating risk evaluates each action's role in terms of TDA's ability to address regular business activities and core functions. This category also weighs the risks of *not* pursuing the Action and sticking with the status quo.

The complete strategy matrix can be found in **Appendix E**.

Objectives and Actions

In this section, Actions are presented in order by their Objective, with Next Steps listed. Key information relating to costs, risks, and benefits is also included.

Objective 1: New Housing Construction

In this Objective, TDA initiates the construction of new and/or expanded housing on TDA-owned property or facilitates new construction on privately-owned property. There are six actions in total.

1.1 Build flexible-format, dorm-style housing on TDA-owned site.

A dorm-style building with sufficient capacity for international and domestic seasonal workers during peak seasons and ability to flexibly house seasonal workers during shoulder seasons can address multiple cohorts in need of housing. This would be a TDA-initiated project taking place on TDA-owned property. A potential location for such a project is a 4.25-acre parcel by the golf course maintenance facility on Northwoods Blvd. This project meets the dorm-style and short-term shared housing needs.

Similar projects in the Tahoe-area and at other resorts offer examples for TDA to reference for costs, financing structure, and developer partnerships. A 100-bed, 33,000 square foot student housing dormitory is currently in construction at Lake

Tahoe Community College in South Lake Tahoe. ¹ Total project costs are approximately \$47.1 million.

Construction costs have been increasing rapidly in recent years and are highly variable across projects. Using the Lake Tahoe Community College cost as a proxy, the cost to develop a 120-bed project could cost approximately \$50 million, although there may be modular construction methods that could lower the costs. A public private partnership would help bring the project to life. For example, TDA could contribute the land, and a developer/builder would invest equity (approximately \$10 million) and take out a construction loan to finance the vertical development. The developer would expect a return on the equity. TDA would guarantee occupancy and lease rates for some period of time (e.g., 30 years). The revenue guarantee will reduce the cost of borrowing making the deal structure more attractive. If TDA were willing/able to manage the asset, the terms would be even more attractive to a developer, although being responsible for operations and maintenance would increase TDA's operating risk.

Prioritization Considerations

Criteria	Result	Description
Financial Cost	High	Costs for TDA will depend on the partnership structure with a builder/developer but could include capital investments (construction, entitlement, planning/design), operating costs (maintenance), and staff time.
Benefit/Impact	High	Approximately 80 to 100 beds are needed for current international hiring, and seasonal worker housing need is estimated at 15 to 20 beds. Accounting for growth in both employee groups over time, a dorm with 100 to 120 beds would provide sufficient capacity to serve both cohorts during peak seasons. Empty beds could be made available to other employers in the region to generate revenue.
Financial Risk	Medium	The level of financial risk would depend on the partnership with the developer and the master lease agreement. Compared with current master leasing efforts, TDA would take on increased liability, but the financial

https://www.ltcc.edu/news/oncampushousing.php

Operating Risk	Medium	risk is reduced by having more stable operating costs rather than facing potentially volatile rents in the Truckee housing market. There is some operating risk but reduced compared to current master leasing. With the construction of a dorm-style project, TDA can guarantee housing to international workers and other employers with similar need or interest. Partnerships with other major employers (such as the Forest Service) may also help TDA fill rooms during the off-season.
Priority	High	Implementing this project would take a significant level of planning and effort, but the project has the potential to fully address J-1 and seasonal housing needs. Completing this project would reduce/eliminate the need for other actions identified in this plan.

Next Steps:

- Coordinate with Town to understand regulatory opportunities for workforce housing on the 4.25-acre Northwoods site
- Explore conceptual relationship with developer/builder
- Begin site, design, and entitlement planning work

1.2 Renovate or expand capacity of the Chalet House.

Owned by TDA, the Chalet House sits on a 0.50-acre parcel and has previously been used as temporary housing rented to newer employees, and for storage space. There is potential to renovate the House to expand its building footprint or add an ADU to the site to accommodate additional occupants. This project would be TDA-initiated on TDA-owned property, providing short-term private housing to seasonal or new year-round staff.

As a condition of the Town of Truckee's project approval of the Downhill Ski Lodge Replacement, TDA must deed-restrict the Chalet House for workforce housing with a minimum six-month lease.

Prioritization Considerations

Criteria	Result	Description
Financial Cost	Medium	Costs for TDA could include capital investments (construction, entitlement,

		planning/design), any additional operating costs (maintenance), and staff time.
Benefit/Impact	Medium	Given the small size of the lot, only 3 to 5 units can be added. The units would be most suitable as short-term housing for seasonal staff or new full-time employees seeking temporary housing arrangements.
Financial Risk	Low	The Chalet House is an asset currently owned by TDA.
Operating Risk	Low	TDA is preparing for the Chalet House to be permanently deed-restricted for workforce housing with a minimum six-month lease.
Priority	High	With low risks and relatively low capital to begin construction, this project is a high priority to begin planning for in the near-term so that units can quickly become available.

Next Steps

Begin site and design planning work

1.3 Encourage ADU construction on TDA member-owned sites and negotiate beneficial use agreement.

The Town of Truckee allows the construction of ADUs on single-family properties. Such units may represent a win-win situation for both TDA and the homeowner if rented to TDA staff, on either a short-term or long-term basis. TDA could negotiate a beneficial use agreement to guarantee tenancy in ADUs or offer incentives (financial or other) to encourage ADU construction and occupancy by TDA staff. This project would be TDA-supported on member-owned property, providing short-term or long-term private housing to seasonal or year-round staff.

Potential resources that TDA may highlight to members include the California Housing Finance Agency's ADU Grant Program² or Truckee's ADU Program. These organizations may assist with ADU permitting and design or offer grants to homeowners to construct their ADUs.

² https://www.calhfa.ca.gov/adu/

Prioritization Considerations

Criteria	Result	Description
Financial Cost	Low	Costs to TDA would include staff time in coordinating with homeowners to establish a master lease agreement. Financial incentives to encourage homeowners with ADUs to rent to TDA staff may be considered as well.
Benefit/Impact	Low	The market for ADU construction in the Truckee area is nascent. The number of ADUs expected to be built and participate in a lease agreement with TDA would be small, approximately 5 units.
Financial Risk	Low	TDA would not bear any financial risk.
Operating Risk	Low	TDA would not bear any operating risk.
Priority	Medium	While the financial costs and risks to TDA are low, the outcome of this Action is dependent on members who choose to build ADUs and offer them to the local workforce. TDA should pursue lease arrangements with homeowners when such opportunities emerge, but the priority is not high given the low expected impact.

Next Steps

- Coordinate with Town to understand regulatory incentives and educate TDA members
- Begin drafting beneficial use agreement

1.4 Assist commercial property owners with building residential or mixeduse projects on property with TDA area and negotiate beneficial use agreement.

There is existing interest from commercial and multi-residential lot owners in the TD area in constructing residential units, which could be made available to the TDA workforce. If permitted and constructed, TDA could negotiate a beneficial use agreement to ensure housing for employees and guarantee a revenue stream to the property owner. This project would be TDA-supported on member-owned property, providing short-term or long-term private housing to seasonal or year-round staff.

Prioritization Considerations

Criteria	Result	Description
Financial Cost	Low	Costs would include staff time; no capital outlay.
Benefit/Impact	High	Depending on the scale of housing development, this could provide housing for a large number of employees.
Financial Risk	Low	TDA would not bear any financial risk.
Operating Risk	Low	TDA would not bear any operating risk.
Priority	High	High priority due to its low risks and cost and potential for high benefit or impact.

Next Steps - As Opportunity Emerges

- Coordinate with Town to understand how TDA can support and facilitate
- Proactively reach out to property owners

1.5 Identify and purchase commercial and/or multi-residential lots to build housing.

Part of the effort to construct new housing may involve acquiring appropriate lots for such projects. Should TDA identify this need, they need to take an active approach to locate and purchase sites when they come up. Potential sites include Zermatt, Zurich, and Skislope Way parcels. This action would be TDA-initiated and mostly likely take place on member-owned property or in the Town of Truckee. The size and location of the site may dictate what type of housing could be built but would likely create short-term or long-term private housing for seasonal or year-round staff.

Prioritization Considerations

Criteria	Result	Description
Financial Cost	High	Costs would include staff time and initial capital to purchase lots. Costs for development would follow.
Benefit/Impact	Medium	The impact varies by opportunity. The size of the purchased lot would determine the scale of housing development. A significant purchase offers potential to provide housing for a large number of employees.

Financial Risk	High	Initially, TDA would bear high financial risk to purchased land and construct the project, but over time could recover the investment through rental income once the units are leased.
Operating Risk	Low	Operating risk would be low if TDA can ensure occupancy of the units.
Priority	Low	The project has high risks and high costs for indeterminate benefit, so it is categorized as a low priority. Other sites that TDA already own demonstrate viability for development and should be considered first.

Next Steps – As Opportunity Emerges

• Identify a realtor and consider funding availability to act quickly when opportunities come up.

1.6 Build tiny home village on TDA-owned site.

Tiny homes may be suitable for seasonal staff or temporary occupancy, managed by TDA as an alternative to dorm-style living. One potential location is TDA's underutilized campground site (21 acres) due to its use 3 months out of the year . Tiny homes could provide short-term shared, short-term private, or long-term private housing to seasonal, year-round, and established employees. Depending on the development partnership, it may be TDA-initiated or TDA-supported.

An example of this project is the tiny home village in Aspen, Colorado, which provides housing for employees of the Aspen Snowmass resort. Aspen Snowmass partnered with a tiny home developer in 2016 to pilot this project with six tiny homes costing \$100,000. Upon seeing interest from employees in living there, they expanded to 40 tiny homes on a 6.6-acre former campground site. During the winter season, up to 115 employees live in these homes and pay approximately \$600 per month.³

Prioritization Considerations

Criteria	Result	Description

https://www.insider.com/aspen-ski-resort-tiny-home-village-for-seasonal-workers-2022-1

Financial Cost	High	This is a new construction project with significant costs, which include staff time; planning, design, and entitlement costs; construction costs; and operating costs. In the long term, TDA may realize operating cost savings by avoiding the need for master leasing.
Benefit/Impact	High	The impact would depend on the number of tiny homes constructed. It is estimated that approximately 15 to 20 units of short-term shared housing are needed in total to meet employee need. The current campsite offers more than enough space to construct tiny homes that may fully support this need.
Financial Risk	High	Initially, TDA would bear high financial risk to construct the project, but over time could recover the investment through rental income once the tiny homes are leased.
Operating Risk	High	Operating risk would be low if TDA can ensure occupancy of the tiny homes. In addition to employee housing, tiny homes could also be rented out to the public for recreational use (e.g., "glamping"), providing a secondary revenue stream that further lowers risk.
Priority	Medium	This Action is medium priority due to its high costs and medium-level risk. While its impact could be high, it would still serve less people than completing a dorm construction project. This Action may be evaluated alongside other new construction projects that address similar employee needs.

Next Steps

• Coordinate with Town and begin rezoning process

Objective 2: Purchase or Lease Existing Housing

In this Objective, TDA leases or master leases existing or newly-acquired properties. This has three Actions.

2.1 Purchase condos and single-family homes as available.

Condos or houses purchased and owned by TDA may be used in several ways, including leasing to international workers and seasonal staff during peak seasons, or offered as temporary housing for newly hired year-round staff who have just moved and are searching for more permanent options. This is a TDA-initiated Action that could provide short-term shared or short-term private housing to international, seasonal, or year-round employees.

A possible resource for this program is the Truckee Home Access Program (THAP), a new program by the Town of Truckee's housing division. The THAP subsidizes individuals or businesses who help create deed-restricted housing for incomequalified local workers in Truckee. Local businesses like TDA are eligible to apply for up to \$150,000 per unit with a 55-year deed restriction. A Should TDA choose to pursue this Action, the THAP is an option that can provide some funding.

Prioritization Considerations

Criteria	Result	Description
Financial Cost	High	Costs would include staff time and
		downpayment costs.
Benefit/Impact	Low	The impact on employees housed depends on
		the number of units purchased, but it is
		expected that each unit or house acquired
		could accommodate 3 to 5 people during a
		season.
Financial Risk	Medium	TDA bears some financial risk in the initial
		purchase of the unit but would recover these
		costs if rental occupancy can be guaranteed.
Operating Risk	Medium	Compared to the status quo (master leasing
		homes), the operating risk is reduced because
		TDA would own the property and bears the
		responsibility for property management.
Priority	Low	Costs and risks are high for low impact. Other
		projects would be more effective.

Next Steps - As Opportunity Emerges

⁴ https://www.townoftruckee.com/government/housing/truckee-home-access-program

- Identify a realtor and consider funding availability to act quickly when opportunities come up
- Establish funding mechanism
- Evaluate compatibility with Truckee Home Access Program

2.2 Purchase or renovate existing hotels or apartments for employee housing as available.

Similar to condos or homes, hotel or apartment units purchased and owned by TDA may be leased to several employee types. While requiring greater capital investment than buying condos or homes, the purchase of just one or two multi-unit properties may be sufficient to meet the need. This would be a TDA-initiated project to provide short-term shared or short-term private housing for international, seasonal, or year-round employees. Housing could be located across the Tahoe-Truckee region.

This is a strategy that has been used by other resorts in the Tahoe-Truckee area; most recently, Palisades Tahoe (aka Alterra) purchased a hotel in Tahoe Vista and a multi-unit property in Kings Beach to convert both to employee housing.⁵ In combination, these properties will provide housing for up to 65 employees. While the hotel's dorm-style rooms and multi-room apartments fit the needs of Palisades Tahoe's short-term, seasonal, and/or international staff, the Kings Beach property has 8 cabin-style units that are more suitable for longer-term occupancy by families. By acquiring and managing properties of varying sizes and configurations, Palisades Tahoe is taking into consideration the different housing needs, preferences, and household compositions among its workforce. In addition to the newly acquired properties, Palisades Tahoe also currently has a 13-unit apartment property in Olympic Valley.

Prioritization Considerations

Criteria	Result	Description
Financial Cost	High	Costs would include staff time for property management and downpayment costs. The required renovations of the apartment or hotel upon purchase may incur additional costs.
Benefit/Impact	Medium	The impact varies by opportunity, but a single purchase of a multi-unit property would house a greater number of employees than

⁵ https://www.sierrasun.com/news/palisades-tahoe-acquires-of-two-properties-for-employee-affordable-housing/

		purchasing multiple individual homes or condos.
Financial Risk	High	TDA bears some financial risk in the initial purchase of the unit but would recover these costs if units are consistently rented and occupied.
Operating Risk	High	Compared to the status quo (master leasing homes), the operating risk is reduced because TDA would own the property and bears the responsibility for property management.
Priority	Low	Costs and risks are high for low impact. Other projects would be more effective.

Next Steps - As Opportunity Emerges

- Identify a realtor and consider funding availability to act quickly when opportunities come up
- Establish funding mechanism

2.3 Continue current master leasing for international and seasonal staff.

As TDA works towards more long-term, permanent solutions for housing critical staff, master leasing provides a necessary interim solution (especially for international workers) that can be scaled as needed to meet demand. TDA may consider incentives to encourage property owners to rent to TDA employees, particularly during peak seasons. This effort is TDA-initiated, and currently provides short-term shared housing to international workers, but could also include other seasonal staff.

Prioritization Considerations

Criteria	Result	Description
Financial Cost	Medium	Costs would include staff time for property management, lease payments, rent subsidies for J-1 workers, and ongoing maintenance costs (cleaning, utilities, snow removal). Frequent seasonal turnover of units incur additional costs.
Benefit/Impact	High	Currently, master leasing is fully meeting the J-1 worker housing need with approximately 15 leases throughout the year.

Financial Risk	Medium	TDA bears some financial risk in renting units, especially given inconsistency in negotiating rent levels with homeowners. The unpredictability of securing leases for upcoming seasons also presents challenges for financial planning.
Operating Risk	Medium	TDA faces uncertainty and risk in securing leases for upcoming seasons and is liable for maintenance of properties.
Priority	High	Although the costs and risks of master leasing are high, continuing this Action is a high priority until other TDA-owned solutions for J-1 housing are available.

Next Steps

- Continue current master leasing efforts
- Survey homeowners on what incentives (financial, maintenance, amenities) would attractive towards participation
- Identify members who can commit early on
- Increase marketing and outreach efforts to members
- Assess compatibility with other workforce housing programs (e.g., Placemate Lease to Locals)

Objective 3: Homebuyer/Renter Financial Support

In this Objective, TDA provides financial incentives or loans as demand-side affordability assistance. There are two Actions.

3.1 Employee vesting into downpayment assistance program.

Some established employees may be interested in homeownership but have trouble finding a suitable place that is affordable and close to TDA. Downpayment assistance programs offer employer contributions to downpayments or closing costs. Similar to retirement benefit plans, employees would become eligible for the program based on their length of employment with TDA. Depending on how a program is funded, it could be TDA-initiated or TDA-supported. One potential funding resource, the Tahoe Donner Giving Fund, requires administration through the Tahoe Truckee Community Foundation as a community-wide benefit, rather than directly benefitting TDA employees. Otherwise, TDA could use operating funds to directly assist employees.

A current example of this program in the Tahoe area is the hospital and its partnership with the JPA to administer a downpayment assistance program to attract and retain experienced physicians and management staff.

Prioritization Considerations

Criteria	Result	Description
Financial Cost	High	Costs would include staff time to administer a program and an initial endowment of funds that may come out of TDA's operating budget.
Benefit/Impact	Low	The number of employees who receive downpayment assistance would not very many as few would likely qualify. However, such a program may help retain long-term upper management staff.
Financial Risk	Low/Medium	The financial risk to TDA would depend whether funding is sourced from TDA or an external donor or organization. While the TD Giving Fund is an option, it would require the downpayment assistance program to be administered through TTCF as communitywide benefit, which reduces the direct aid to TDA employees.
Operating Risk	High	A downpayment assistance program that distributes funds to a select group of employees on a basis unrelated to their job performance risks distorting fairness in TDA's compensation structure. If the program has a vesting structure, it potentially reduces the risk of high staff turnover, especially for full-time employees.
Priority	Low	The costs and risks of this Action are high for low/indeterminate impact. Other projects would be more effective.

Next Steps

- Review current employee compensation practices
- Initiate conversations with JPA and hospital to understand how this program is working for them and how TDA should pursue
- Survey long-term employees (3+ years of employment) on interest

3.2 Rental assistance or housing stipend offer for employees.

Given the high rents in the Truckee region, rental assistance may benefit established employees or full-time new hires who struggle with the high costs of housing in the area. This does not necessarily need to be an ongoing financial payment but could be offered as part of a hiring benefits negotiation or as an emergency housing fund. This Action would be TDA-initiated in the Tahoe-Truckee region.

Prioritization Considerations

Criteria	Result	Description
Financial Cost	Medium	Staff time and initial endowment
Benefit/Impact	Medium	The number of employees benefitting from rental assistance would depend on eligibility criteria that TDA establishes.
Financial Risk	High	There is a risk of distorting compensation offers or future cost-of-living wage adjustments.
Operating Risk	High	A rental assistance program that distributes funds to a select group of employees on a basis unrelated to their job performance risks distorting fairness in TDA's compensation structure. There is no guarantee that offering rental stipends to employees would guarantee staff retention.
Priority	Low	The costs and risks of this Action are high for low/indeterminate impact. Other projects would be more effective.

Next Steps

- Review current employee compensation practices
- Research potential implementation and consequences for employees and the market

Objective 4: Housing Education, Information, and Access

In this Objective, TDA leverages existing programs and resources through community partners to help employees access housing resources, educate members, and support developers interested in building on TDA properties.

4.1 Education and information sharing of resources for employees.

For employees new to the Tahoe-Truckee area, housing and housing resources may be tricky or overwhelming to navigate. Through partnerships with other large employers and agencies focused on workforce housing, TDA can gather and distribute useful information to employees to help them access the housing they need. This action aims to create a more formal process by which employees or members can access resources. This Action would be TDA-supported, with the ability to facilitate all types of housing solutions for all types of employees across the Tahoe-Truckee region.

A first step for TDA in this strategy is to partner with the Tahoe Truckee Workforce Housing Agency to bring its services and resources to TDA employees. The Agency, which formed through a Joint Powers Authority (JPA) comprised of multiple public agencies, works with local employers to provide an array of general and customized housing support services. The JPA offers general education resources, support in designing specialized programs, and partnerships with local employers and developers. As an example, the JPA is currently partnered with the Tahoe Forest Hospital District to administer their downpayment assistance program for hospital employees.

Prioritization Considerations

Criteria	Result	Description
Financial Cost	Low	Staff time working with JPA and sharing
		information with employees.
Benefit/Impact	N/A	While it is difficult to quantify how many employees will use the resources shared, the information may reach many Association staff via the newsletter, website, or other broad communication channels.
Financial Risk	Low	There is low financial risk to TDA.
Operating Risk	Low	There is low operating risk to TDA.
Priority	High	The costs and risks of this Action are low while potential impact is high. Given the simple effort and potential for partnership, this is high priority.

Next Steps

- Research what information is available and useful for employees
- Ensure HR is informed of available housing resources and support outside of TDA

- Update website and hiring documents
- Use employee newsletter to distribute information on available housing
- Increase TDA funding for labor expenses related to workforce housing coordination and communication

4.2 Match TDA homeowners with available housing to employees seeking housing.

Some TDA homeowners may be interested in renting to TDA employees, but their situation may not be suitable to a full master lease agreement. TDA staff has previously connected such homeowners with employees needing housing. This action aims to set up a more formal process by which homeowners and employees can state their preferences with TDA, and TDA would match them. This Action would help seasonal or year-round employees find short-term private or long-term private housing near work. Both members and employees would benefit since members would receive rental income while employees find a nearby place to live.

A similar existing service in the Truckee area is offered by Placemate, which encourages homeowners to rent out available rooms to local workforce. Additionally, Placemate has partnered with local governments and non-profits to provide incentives for participation. As part of the process, their staff match renters seeking affordable housing with owners who offer available rooms or units. An initial step for this action may be to reach out to Placemate to figure out whether their process may benefit TDA or whether there is opportunity for a partnership. For example, TDA may consider an additional incentive for TDA homeowners to rent to TDA employees in particular.

Prioritization Considerations

Criteria	Result	Description
Financial Cost	Low	Staff time connecting homeowners with employees.
Benefit/Impact	N/A	Depends on the opportunities available, but impact could be increased if TDA sets up a more formal matching process, financial incentives, or marketing efforts to increase member interest and participation.

⁶ https://www.rentresponsibly.org/landing-locals-pairs-empty-vacation-rentals-with-local-workers/

Financial Risk	Low	Medium financial risk - property management, matching employees/homeowners (people risk)
Operating Risk	Low	There is light risk of TDA's reputation in referring workers to members. However, because TDA may act as a trusted source through which members and employees can offer or seek housing, it could also improve trust in the organization.
Priority	High	Although the costs and risks are low, the opportunities for this Action occur infrequently. However, TDA should prioritize this strategy should the opportunities come up.

Next Steps - As Opportunity Emerges

• Contact Placemate to see what assistance they can offer

4.3 Streamline regulatory burdens for developers to build workforce housing.

This action involves reviewing current covenants and zoning to ensure regulations are supportive of workforce housing. This is critical as TDA forms partnerships with developers and builders. As a result of updating land use regulations, developers who build workforce housing may be interested in starting a project in TDA's jurisdiction. From this, many types of housing could be available for J-1, seasonal, and year-round employees.

Prioritization Considerations

Criteria	Result	Description
Financial Cost	Low	Staff time or legal counsel in making changes to TDA's zoning ordinances.
Benefit/Impact	High	The benefit is indirect but could be high if zoning changes to enable residential development that provides housing to TDA's workforce.
Financial Risk	Low	The financial risk to TDA is low.
Operating Risk	Low	The operating risk to TDA is low. There is a comparatively higher risk in not reviewing

		covenants and zoning to ensure developer (i.e., keeping with the status quo).
Priority	High	High priority due to its low costs and risks but potential for high benefit.

Next Steps – As Opportunity Emerges

- Research which policies could be barriers to workforce housing construction and review TDA covenants
- Coordinate with Town to ensure compatibility of TDA covenants with Town, State, and County policies

5. Implementation

As TDA decides which Actions are most important to prioritize in its work plans in the short-term (i.e., next year), it must consider the costs and benefits of each Action and their level of financial and operating risk involved.

While each of the strategies are assigned a priority level, the implementation priorities by Objective can be generally summarized as follows:

- New Housing Construction: Start planning for this in the near-term and understanding what is possible or supportable, such that newly constructed workforce housing at Tahoe Donner becomes available in a few years.
- Purchase or Lease Existing Housing: Opportunities for master leasing should be pursued (1) as interim solution to ensure that the most critical housing needs are met; (2) as opportunities rise to acquire existing properties.
- **Homebuyer or Renter Financial Support:** Use these strategies where needed to close the gap on housing need.
- Housing Education, Information, and Access: Because of the low financial costs and high impact of these strategies, they should be implemented as near-term priorities; partnerships with external agencies would be beneficial in connecting workers with potential housing opportunities.

Implementation and Timing

As TDA begins to develop its work plan for the upcoming year, it should consider the Actions evaluated as High Priority. It is assumed that Actions evaluated as High Priority would begin implementation in the near-term, or within the next year. Medium priority actions TDA would then implemented as needed in the following years, beginning in 2025. Finally, Actions labeled Low Priority are considered for the long-term, or after other strategies and projects have already been reviewed or implemented. **Figure 6** illustrates the Actions that TDA should begin work on in the near-term, medium-term, and long-term.



Figure 6 Timing and Housing Supply Levels

This chart suggests how near-term actions can be simultaneously prioritized. Under the New Housing Construction objective, TDA could begin to look into the construction of dorm-style housing on-site at Tahoe Donner (Action 1.1), but the entire process will take a lot of time and effort. In the meantime, master leasing properties from TDA members (Action 2.3) offers the best interim short-term solution to ensuring housing is supplied for J-1 workers, whose work contracts require their host employers to guarantee available housing. As part of this strategy, TDA may offer incentives, financial or other, to members to encourage participation in master leasing arrangement. Action 4.2, matching employees with homeowners offering available housing, is another ongoing action that TDA should maintain as opportunities come.

Other near-term priorities and opportunities are in the Housing Education, Information, and Access objective. TDA may partner with the Tahoe Truckee Workforce Housing Authority (JPA) to share information and resources from the JPA to staff (Action **4.1**). Examples of this could include housing information sessions or events. It would assist employees across many different housing situations and needs, from established employees interested in first-time homebuying to new employees finding a place to rent. Other Actions, such as working with property developers (Action **1.4**) or updating zoning and covenants (Action **4.3**), represent more policy-focused changes with little to no capital investment on TDA's part.

Meanwhile, TDA can also begin to evaluate projects that are categorized as medium-term priorities. Actions under the New Housing Construction objective need to be evaluated for their cost and feasibility. TDA can look into purchasing any properties, especially if new construction projects like a tiny home village or

dorm housing are infeasible or insufficient to need. An important step for these Actions to getting resources (i.e., realtor, downpayment capital) ready to act quickly when opportunities for acquiring property or land emerge.

Finally, in the long term, or as needed to supplement other workforce housing strategies, TDA can research financial assistance programs or support ADU construction among member-owners.

Best Practices and Considerations

Implementing the Actions will be a multi-year effort requiring involvement across multiple staff departments. Below are several best practices and considerations that TDA should keep in mind as they implement the housing strategies:

As a best practice, TDA should re-evaluate and evolve the overall housing strategy over time. In doing so, strategies and priorities in the plan will adjust over time as various portions of the plan are implemented, or as market conditions change. The Study is not a checklist in which every action needs to be followed, but rather a menu of options from which TDA can reference to determine which housing strategies suit their needs based on evaluation of factors like cost, benefit, and risk.

Not every action listed in the Study needs to be implemented to meet the estimated housing need. For example, successful construction of a 120-bed dorm that fully meets the housing needs of international/J-1 and seasonal staff means that other actions that address those employee cohorts (such as master leasing or acquiring additional properties) would no longer be required. Conversely, should TDA determine that a dorm project is out of reach, they may instead prioritize other strategies to meet that need.

Second, TDA should continue to communicate and consult with staff at various levels and roles within the Association, as well as memberowners. During this study's data collection process, the staff interviews provided several ideas for projects and solutions. The employee survey also gathered valuable insight into the types of employees facing the greatest need, the housing needs and preferences of staff, and ideas for solutions. Input from staff not only generated some of the solutions that were in the Study, but also identified examples and resources, or contributed details and anecdotal information to characterize employee types or housing types.

As TDA determines how to spend its time and resources in its work plan, collecting feedback from staff and members will be critical to success. Not only does it ensure that TDA is on the right track in developing housing solutions, but it would also improve employee and member satisfaction and facilitate an equitable process.

Finally, TDA should leverage partnerships where possible. Other organizations in the Truckee region offer housing resources that would benefit the TDA workforce; TDA does not need to reinvent the wheel and develop a whole slew of programs from scratch. Some organizations may have funding that TDA or its members or staff could be eligible to receive. Creative partnerships with developers can help TDA deliver larger new construction projects (e.g., dorm, tiny home village). The partnerships would also offer an ongoing learning opportunity for TDA to uncover new development financing opportunities, funding sources, and get inspiration from what other major resorts and employers are doing.



Appendix A: Employee Survey

Tahoe-Donner Association Workforce Housing Needs Survey for Employees

The Tahoe Donner Homeowners' Association (TDA) is conducting a housing needs assessment and preparing a workforce housing action plan to improve access to housing in the region for employees. As part of the housing needs assessment research, TDA is surveying all employees about their current housing situations and desired housing needs.

This survey will take approximately **10** minutes to complete. We value your honest opinion on these questions. Your responses will be collected anonymously and reported in aggregate.

Thank you for your time!

SECTION I. INTRODUCTION AND SCREENING

- Q1. Please select the option that best describes your current status with TDA.
 - 1. I am a current employee of TDA.
 - 2. I am a former or inactive employee of TDA.
 - 3. I have never been employed by TDA. [END SURVEY]
- Q2. What is your employment type with TDA? If you are not actively employed by TDA, please indicate your most recent position held.
 - 1. Full-time hourly
 - 2. Full-time salary
 - 3. Part-time/seasonal
 - 4. International (J-1)
- Q3. Where is your current residence?
 - 1. Donner Summit
 - 2. Incline Village
 - 3. Kings Beach
 - 4. Portola/Sierraville
 - 5. Reno
 - 6. Sparks
 - 7. Carson Valley
 - 8. Tahoe City
 - 9. Tahoe Vista
 - 10. Truckee
 - 11. Verdi

12. Other:	
------------	--

- Q4. Do you consider this location to be your permanent place of residence?
 - 1. Yes
 - 2. No
- Q5. [If Q4 = 2] Where do you consider your permanent place of residence?

[OPEN RESPONSE]

SECTION II. WORKPLACE/EMPLOYMENT

Q6. During which seasons do/did you work for TDA? Select all that apply. **[MULTIPLE RESPONSE]**

- 1. Year-round, not seasonal
- 2. Seasonal winter
- 3. Seasonal summer
- 4. Seasonal shoulder seasons (spring/fall)
- 5. Other: _____

Q7. What category best describes the department which you are employed in? **[DROPDOWN SELECTION]**

- 1. Accounting
- 2. Administration
- 3. Alder Creek Café
- 4. Aquatics
- 5. Architectural Standards
- 6. Beach Club Marina
- 7. Bikeworks
- 8. Campground
- 9. Capital Projects
- 10. Communications/Marketing
- 11. Cross Country Ski Center
- 12. Day Camps
- 13. Equestrian
- 14. Food & Beverage Summer
- 15. Food & Beverage Winter
- 16. Forestry
- 17. General Maintenance
- 18. Golf Course Maintenance
- 19. Golf Course Operations
- 20. Human Resources
- 21. Information Technologies
- 22. Land Management
- 23. Lift Maintenance
- 24. General Maintenance
- 25. Member Services
- 26. Mountain Operations
- 27. Operations
- 28. Pizza on the Hill
- 29. Recreation
- 30. Rentals
- 31. Risk & Safety
- 32. Ski School
- 33. Snowmaking
- 34. Snowplay
- 35. Tennis

36. The Lodge Restaurant & Bar37. Ticket Office38. Trout Creek Recreation Center39. Other:
Q8. Do you consider your position at TDA your primary job?
 Yes Yes, but I also have other jobs that supplement this work No, I am a full-time student No, I am retired No, I am supplementing other full-time work No, I am supplementing other part-time or freelance work No, this work is facilitating my lifestyle choices (e.g., recreation)
Q9. [IF Q8 = 2, 5-6] What other job(s) do you work during the year?
 Prefer not to answer. Name of other employer(s):
Q10. On average, how long do you spend commuting to/from work each day (one way)?
 Less than 10 minutes 10 to 19 minutes 20 to 29 minutes 30 to 39 minutes

5. 40 to 49 minutes6. 50 minutes or more

SECTION III. CURRENT HOUSING SITUATION

This next set of questions will ask about your current housing situation. If you are not currently employed by TDA, please respond for the time that you were last employed by TDA.

Q11. What best describes your current housing situation?

- 1. Rent whole house
- 2. Rent room in house
- 3. Rent bed in house
- 4. Rent whole apartment
- 5. Rent room in apartment
- 6. Rent bed in dormitory
- 7. Rent/live in accessory dwelling unit
- 8. Own house
- 9. Own condominium/townhouse
- 10. Camp/live in RV or mobile home
- 11. Couch surf
- 12. Houseless
- 13. Other: _____

Q12. [IF Q11 = 1-9] How many bedrooms does this home have?

- 1. Studio
- 2. 1 bedroom
- 3. 2 bedrooms
- 4. 3 bedrooms
- 5. 4 bedrooms
- 6. 5 or more bedrooms

Q13. Which option best describes your household/living situation? Select all that apply.

[MULTIPLE RESPONSE]

- 1. I live alone
- 2. I live with children
- 3. I live with a partner or spouse
- 4. I live with roommate(s)
- 5. I live with immediate family i.e., parents/guardians/siblings
- 6. I live with extended family
- 7. Other:

Q14. [IF Q13 = 2] How many children under the age of 18 live with you?

[DROPDOWN 0-5; 6 OR MORE]

Q15. [IF Q13 = 2-7] Including yourself, how many people live in this home?

[DROPDOWN 1-10, 10 OR MORE]

Q16. How many pets live in this home, if any?

[DROPDOWN 1-5; 6 OR MORE]

Q17. How did you locate your current housing? Select all that apply. [MULTIPLE RESPONSE]

- 1. Newspaper classified ads
- 2. Craigslist/Facebook Marketplace
- 3. Social media posting or housing group
- 4. Online housing listings like Redfin or Zillow
- 5. Tahoe-area community online housing listings like LandingLocals.com
- 6. Found out about available housing from a friend or family member
- 7. Found out about available housing from employer
- 8. Found out about available housing from realtor or property management company
- 9. Saw a for-rent or for-sale sign posted on the home
- 10. I live with family or moved into a property owned by my family
- 11. I live in employer-provided housing
- 12. Other:

Q18. What is your approximate monthly rent or mortgage? You may choose to input your responses individually (if you live alone or separate finances from others in your household) or as a household (if you combine finances with a partner or family).

Decide which option below best describes your circumstances and provide one answer.

- 1. Individual Rent: [OPEN RESPONSE]
- 2. Individual Mortgage: [OPEN RESPONSE]
- 3. Household Rent: [OPEN RESPONSE]
- 4. Household Mortgage: [OPEN RESPONSE]

Q19. What is your monthly income? Please respond as an individual or as a household, consistent with how you responded to the previous question.

As a reminder, your responses to these questions are anonymous.

- 1. Individual: [OPEN RESPONSE]
- 2. Household: [OPEN RESPONSE]

Q20. Approximately what percentage of your monthly income do you spend on monthly rent or mortgage?

Example: If you make \$4,000 per month (gross), and pay \$2,000 in rent (excluding utilities), you spend 50 percent of your income on housing.

[SLIDER 0% to 100%]

Q21. Did you experience any problems when searching for and securing your current residence? Select all that apply. **[MULTIPLE RESPONSE]**

- 1. Limited availability and/or limited options for housing reduced my choice.
- 2. I couldn't compete with people who can afford more.
- 3. It was hard to find a home with upfront costs (e.g., a security deposit or down payment) that I could afford.
- 4. It was hard to find a home with affordable monthly rent or mortgage.
- 5. It was hard to find a home suitable to my household size or needs.
- 6. It was hard to find landlords who wanted to rent to seasonal workers.

- 7. It was hard to find landlords who didn't require a long-term lease.
- 8. It was hard to find housing that was offered for year-round occupancy.
- 9. It was hard to find landlords that didn't limit the number of persons that could live in the unit.
- 10. I had trouble finding roommates.
- 11. It was hard to find housing with a manageable commute.
- 12. It was hard to find housing in my preferred location.
- 13. It was hard to find housing in an area that has services I need/want.
- 14. I did not experience any problems finding or securing housing.

15. Other:	
------------	--

Q22. On a scale from 1 to 5, please rate how satisfied you are with the following aspects of your current housing situation, with 1 being "Not Satisfied at All" and 5 being "Extremely Satisfied" **[MATRIX SELECTION]**

		1 Not Satisfied at All	2 Not Satisfied	3 Neutral	4 Satisfied	5 Extremely Satisfied	N/A
a.	Overall Current						
	Housing Situation						
b.							
C.	Cost/Affordability						
d.	Commute Time						
e.	Housing Size						
f.	Ability to Find						
	Housing						
g.	Quality and						
	Condition of						
h	Housing Access to						
n.	Community						
	Services or						
	Desired						
	Amenities						
i.	Suitability for						
	Lifestyle						
j.	Suitability for						
	Pets						
k.	•						
	storage space						

SECTION IV. PREFERRED HOUSING SITUATION

Q23. If you are less than satisfied with your current housing situation, what would be your ideal housing situation? Select all that apply. **[MULTIPLE RESPONSE]**

- 1. Home of a different size
- 2. Home in a different location or neighborhood
- 3. Home that is in better quality/condition
- 4. Home that is more affordable
- 5. Home that allows pets
- 6. Home with adequate storage space or garage
- 7. Prefer to own instead of rent
- 8. Current home is temporary or short-term and I need permanent housing
- 9. Not applicable/I am satisfied with my current housing situation

10	Other:	
IV.	Ouici.	

Q24. If you are less than satisfied with your current housing situation, what would be your preferred housing type? Select all that apply. **[MULTIPLE RESPONSE]**

- 1. Rent whole house
- 2. Rent room in house
- 3. Rent bed in house
- 4. Rent whole apartment
- 5. Rent room in apartment
- 6. Rent in dormitory-style housing
- 7. Rent/live in accessory dwelling unit or tiny home
- 8. Own house
- 9. Own condominium/townhouse
- 10. Camp
- 11. Live in RV or mobile home
- 12. Couch surf
- 13. I am satisfied with my current housing situation
- 14. Other: _____

SECTION V. DEMOGRAPHICS & CLOSING

Q25. What is your age?

- 1. Under 18
- 2. 18 to 23
- 3. 24 to 30
- 4. 31 to 40
- 5. 41 to 50
- 6. 50 to 65
- 7. Over 65
- 8. Prefer not to answer

Q26. What race/ethnicity do you most identify with?

- 1. African American/Black
- 2. Latino/Hispanic
- 3. American Indian or Alaskan Native
- 4. Asian
- 5. Native Hawaiian
- 6. Other Pacific Islander
- 7. White/Caucasian
- 8. Prefer not to answer

Q27. What gender do you identify as?

- 1. Female
- 2. Male
- 3. Non-binary
- 4. Prefer not to answer

Q28. Are you interested in sharing more information about your experience, or do you have additional ideas or opinions that may be helpful as TDA develops its workforce housing action plan? Please enter your response below, or if you would like us to contact you, please include your email address.

[OPEN RESPONSE/LARGE TEXT BOX]

Q29. May we contact you if we need to clarify any of your responses? If so, please provide your email address.

Thank you for responding to our survey! TDA values your feedback. If you have any questions or comments about the workforce housing plan process, please reach out to Annie Rosenfeld at arosenfeld@tahoedonner.com

[END SURVEY]



Appendix B: Internal Staff Interview Questions

Internal Staff Interviews

TDA Workforce Housing Interview Guide

Objective: In-depth discussion with up to TDA employees about the housing challenges facing TDA employees and an opportunity to brainstorm potential solutions.

Interviewees: [names to be provided by TDA]

- 1. Please describe how the regional housing shortage is affecting TDA operations and TDA's ability to effectively plan for the future. Are there any specific examples you can share?
- 2. Which types of employees are most affected? Are there any specific examples you can share?
- 3. What solutions do you think offer the most promise?
 - a. Building dormitory-style housing for peak employment on TDA property
 - b. Building tiny home-style housing for seasonal employees on TDA property
 - c. Renting and then subleasing homes within the area
 - d. Longer-term rental of hotel/motel rooms
- 4. Are there ski resorts or other mountain resort communities that are doing an especially good job at housing their workforce that we should research/learn from?
- 5. Are there entities/organizations that you think would make good partners?
- 6. Is this an important priority for TDA in the coming years?



Appendix C: External Partner Interview Questions

External Interviews

Tahoe Donner Association Workforce Housing Study

Objective

Create an informed housing plan to address workforce housing needs, including:

- Leasing, purchasing, and building units
- Leveraging regional partnerships
- Homebuyer and/or renter assistance
- Other strategies

Conceptual Workforce Housing Strategies (In Progress)

Following an employee survey and interviews with management staff, EPS developed an initial inventory of housing types and strategies to connect the housing needs and preferences of different types of TDA employees. The next stage of work will flesh out these concepts.

Employee Type	Housing Type	Strategies	Location
International J-1	Dorm-style Housing	TDA new construction	TDA-Owned or Controlled Property
Part- time/seasonal (New)	Short-term rental (bedroom in shared house)	Master lease from TDA members	Member-Owned Property within TD
Year-round (New)	Short-term rental (whole house, apartment, or tiny home)	Encourage ADU construction for workforce housing	Truckee
Seasonal/Year- round (Established)	Long-term rental	Regional partnerships to lease, share, find housing	Region
	Home Ownership	Homebuyer/ renter assistance and support	

Prompt Discussion Questions

- From your organization's perspective, and thinking about TDA's workforce housing needs, are there strategies listed above that could be more effective (and mutually beneficial) if implemented in partnership with your organization?
- 2. Are there other strategies not on this list that would help TDA address its workforce housing needs?
- 3. Are there funding sources/financing mechanisms you are aware of or tracking that TDA should explore?



Appendix D: Housing Need Calculations

Employee Cohort	Peak Employment Season	Metric	Percent	Count	Housing Type	Data Source
International/J-1	Winter	Current Peak Season Employment Predicted Additional Future Employment		80 workers 20 workers		TDA staff TDA staff
		Total		100 beds	Dorm-style / Short-term shared	IDA stati
Seasonal (New)	Winter	Current Peak Season Employment		350 workers		TDA staff
		% of single-season employment [1]	90%	315 workers		TDA staff
		Moving to region for work [2]	50%	158 workers		TDA staff
		Experience difficulty finding housing	28%	44 workers		Employee survey
		HH size of 1 (individual)	30%	13 beds	Dorm-style / Short-term shared	Employee survey
		HH size > 1 (family)	70%	31 units	Short-term private	Employee survey
Full-time (New)	N/A	Current FTE Count		95 workers		TDA staff
, ,		New hires moving to region [3]	5%	5 workers		TDA staff
		Experience difficulty finding housing	50%	2 units	Short-term private / temporary	Employee survey
Seasonal (Established)	N/A	Current FTE Count		95 workers		TDA staff
,		Searching for new housing [4]	5%	4 workers		U.S. Census, American Community Survey 5-Year Estimates (2022)
		Experience difficulty finding housing	50%	2 units	Long-term private	Employee survey

^[1] Estimated that approximately 10 percent of seasonal employees work multiple seasons; EPS assumes those employees are settled long-term residents.

^[2] Estimated that approximately half of new seasonal hires currently live in the area or have secure long-term housing in the area through family or other connections.

^[3] Estimated that most hiring in TDA is done for those living in the region

^[4] Weighted average migration rate among 18 to 74 years population in Nevada County who moved within the same county.



Appendix E: Workforce Housing Strategy Matrix



DBJECTIVE	STRATEGY	ACTION	DESCRIPTION	NEXT STEPS	TDA-INITIATED OR TDA-SUPPORTED	LOCATION	HOUSING TYPE	EMPLOYEE TYPES	IMPACT ESTIMATE	POTENTIAL RESOURCES OR PARTNERSHIP OPPORTUNITIES	EXAMPLE	FINANCIAL IMPACT	COST	BENEFIT	FINANCIAL RISK	OPERATING RISK	PRIORITY	NOTES / CONSIDERATIONS
		, ,	A dorm-style building with sufficient capacity for L-1 workers during peak seasons and ability to flexibly house seasonal workers during shoulder seasons can address multiple cohorts in need of housing. A potential location for such a project is 4.25-acre pared by the golf course on Northwoods Bhvl. The Chalet House sits on a 0.50-acre parcel and has previously	Begin site and design planning work Coordinate with Town Explore relationship with developer/builder	TDA-initiated	TDA-owned or controlled property (e.g., site on Northwoods Blvd., adjacent to golf course)	Dorm-style housing Short-term shared t	International (J-1) Seasonal (New)	100-120 beds	U.S. Forest Service Martis Fund Other funding source entities	Paradigm 8 (in progress) Sugar Bowl - dorm housing for employees; Alterra - on site building and purchase; Lake Tahoe Community College student housing Prior usage of the Chalet House for	Staff time and upfront cost of planning design, and entitlement; construction	builder/developer but could include capital investments (construction, entitlement, planning/design), operating costs (maintenance), and staff time.	High. Approximately 80 to 100 beds are needed for current J-1 hiring, and seasonal worker housing need is estimated at 15 to 20 beds. Accounting for growth in both employee groups over time, a dorm with 100 to 120 beds would	Medium. The level of financial risk woul depend on the partnership with the developer and the master lease agreement. Compared with current master leasing efforts, TDA would take d on increased liability but the financial ris	d Medium. There is some operating risk but reduced compared to current master leasing. With the construction of a dorm- style project, TDA can guarantee housing to J-1 workers and other employers with k similar need or interest. Partnerships with		Potential location by golf course (4.25 acres); campground and other comm area along major arteries
	TDA builds new housing on	of Chalet House	been used as temporary housing rented to newer employees and storage space. There is potential to renovate the House to expand its building footprint or add an ADU to the site to accommodate additional occupants.		TDA-initiated	TDA-owned or controlled property	Short-term private	Seasonal (New) Year-round (New)	1-3 units	Martis Fund Other funding source entities	residential occupancy	planning, design, and entitlement; construction costs; ongoing operating costs.	capital investments (construction, entitlement, planning/design), operating costs (maintenance), and staff time.	only 1 to 3 units can be added. The unit would be most suitable as short-term housing for seasonal staff or new full-tim employees seeking temporary housing arrangements.	s currently owned by TDA.	House to be permanently deed-restricted for workforce housing with a minimum size month lease.	begin construction, this project is a high priority to begin planning for in the near-term so that units can quickly become available.	Parcel is 0.50 acres
ns fruction		on TDA member-owned sites and negotiate beneficial use agreement	The Town of Truckee allows the construction of ADUs on single family properlies. Such units could represent a win-vin- situation for both TDA and the homeowner if rented to TDA satisf, on either a short-tern or long-tern basis. TDA could negotiate a beneficial use agreement to guarantee tenancy in ADUs or offer incentives (financial or other) to encourage ADU construction and occupancy by TDA staff.	incentives and educate members - Begin drafting beneficial use agreement	TDA-supported	TDA member property	Short-term private Long-term private	Seasonal (New) Year-round (all) Established	~5 units	encourage ADU construction, including funding (loans/grants)	o Chalet House may serve as a test of process		time in coordinating with homeowners to establish a master lease agreement. Financial incentives to encourage homeowners with ADUs to rent to TDA staff may be considered as well.	the Truckee area is nascent. The numbe of ADUs expected to be built and participate in a lease agreement with TDA would be small, approximately 5 units.	er risk.	risk.	ADUs and offer them to the local workforce. TDA should pursue lease arrangements with homeowners when such opportunities emerge, but the priority is not high given the low expected	TDA financial contribution for ADU construction and making unit availab TDA workforce through deed restriction local workforce
New Housing Co	TDA-owned property or facilitates/encourages new construction on privately- owned property	1.4 Assist commercial property owners with building residential or mixed-use on privately owned property within TDA area (i.e., zoning and regulatory support) and negotiate beneficial use agreement	There has been existing interest from commercial and multi- residential to towers in the TD area to construct residential units, which could be made available to the TDA workforce. If permitted and constructed, TDA could negotiate a beneficial use agreement to ensure housing for employees and guarantee a revenue stream to the property owner.	Coordinate with Town to understand how TDA can support and Scalitate Proactively reach out to property owners	TDA-supported	TDA member property	Short-term shared Short-term private Long-term private	Seasonal (New) Year-round (New) Year-round (Established)	Varies by opportunity	Martis Fund Other funding source entities	Existing interest from commercial and multi- residential lot/improvement owners	Staff time; no capital outlay.	capital outlay.	development, this could provide housing for a large number of employees.	j risk.	Low. TDA would not bear any operating risk.	High. This has low risks and cost and potential for high benefit or impact.	Ultimately, properties are master lead TDA
		1.5 Identify and purchase commercial and/or multi- residential lots to build housing	Part of the effort to construct new housing may involve acquiring appropriate lots for such projects. Should TDA identify this need, they need to take an active approach to locate and purchase sites when they come up. Potential sites include Zermatt/Zurich and Skislope Way parcels.	Identify a realtor and consider funding availability to act quickly when opportunities come up	TDA-initiated	TDA member property Truckee	Short-term shared Short-term private Long-term private	Seasonal (New) Year-round (New) Year-round (Established)	Varies by opportunity	Other funding source entities	Zermatt and Skislope Way parcels	Staff time; no capital outlay.	High. Costs would include staff time and initial capital to purchase lots. Costs for development would follow.	would determine the scale of housing development. A significant purchase offers potential to provide housing for a large number of employees.			Low. The project has high risks and high costs for indeterminate benefit, so it is categorized as a low priority. Other sites that TDA alleady own demonstrate viability for development and should be considered first.	
		owned site	Try homes may be suitable for seasonal staff or temporary occupancy, managed by TDA as an alternative to dorn-style living. One potential location is TDA's underutilized campground site (21 acres), which would require a membership vote to rezone and permit for triry home construction.	Coordinate with Town and begin rezoning process	TDA-initiated	TDA-owned or controlled property (e.g., portion of campground site)	Long-term private	Seasonal (New) Year-round (New) Year-round (Established)	~15 units	Martis Fund Other funding source entities	Aspen Snowmass tiny home village houses 120 people on 6-acre campground site (appx. 40 units)						Medium. This Action is medium priority due to its high costs and medium-level risk. While its impact could be high, it would still serve less people than completing a dorm construction project. This Action may be evaluated alongside other new construction projects that address similar ambitives needs.	
ing Housing	TDA leases or master leases existing or newly-acquired properties	2.1 Purchase condos and large single-family homes as available	Condox or houses purchased and owned by TDA may be used in several ways, including leasing to international workers and seasonal staff during peak seasons, or offered as temporary housing for newly hired year-round staff who have just moved and are searching for more permanent options.	quickly when opportunities come up - Establish funding mechanism - Evaluate compatibility with Truckee Home Access Program		TDA member property Truckee		International (J-1) Seasonal (New) Year-round (New)	Varies by opportunity	Truckee Home Access Program incentivizes buyers, sellers, businesses, an developers to establish workforce housing with a 55-year deed restriction - Placer Country Workforce Housing Preservation Program	d		downpayment costs.	depends on the number of units purchased, but it is expected that each unit or house acquired could accommodate 3 to 5 people during a season.	in the initial purchase of the unit but would recover these costs if rental occupancy can be guaranteed.	(master leasing homes), the operating risk is reduced because TDA would own the property and bears the responsibility for property management.	Other projects would be more effective.	High-priority/near-term because this something TDA can start to look int as soon as funds become available
r Lease Exist			Similar to condos or homes, hotel or apartment units purchased and owned by TDA may be leased to several employee types. While requiring greater capital investment than buying condos or homes, the purchase of just one or two multi-unit properties may be sufficient to meet the need.	Identify a realtor and consider funding availability to act quickly when opportunities come up Establish funding mechanism	t TDA-initiated	Truckee-Tahoe region	Short-term shared Short-term private	International (J-1) Seasonal (New)	Varies by opportunity	Martis Fund Other funding source entities	Breckenridge, CO - Hotel conversion into 38 units for total cost of \$6M shared between the City and Summit County Palisades Tahoe - purchase of Tahoe Vistana Inn (30 units)		costs. The required renovations of the apartment or hotel upon purchase may incur additional costs.	multi-unit property would house a greate number of employees than purchasing multiple individual homes or condos.	recover these costs if units are consistently rented and occupied.	risk is reduced because TDA would own the property and bears the responsibility for property management.	Low. Costs and risks are high for low impact. Other projects would be more effective.	Condos on market near ski area an Northwoods Blvd.
Purchase			TDA currently operates master lease agreements with several member-owners to secure housing for J-1 staff. As TDA works towards more long-term, permanent solutions for housing critical staff, master leasing provides a necessary interim solution that can be scaled as needed to meet demand.	Continue current master leasing efforts	TDA-initiated	TDA owned property TDA member property	Short-term shared Short-term private	International (J-1) Seasonal (New)		Truckee Placemate (Lease to Locals) program	Current master leasing program	Staff time and rent subsidy.	for property management, lease payments, rent subsidies for J-1 workers and ongoing maintenance costs (cleaning, utilities, snow removal). Frequent seasonal turnover of units incu	meeting the J-1 worker housing need , with approximately 15 leases throughout the year.	in renting units, especially given t inconsistency in negotiating rent levels with homeowners. The unpredictability of securing leases for upcoming seasons also presents challenges for financial	in securing leases for upcoming seasons and is liable for maintenance of f properties.	High. TDA faces uncertainty and risk in securing lesses for upcoming seasons and is liable for maintenance of properties.	
inancial Support	TDA provides financial	3.1 Employee vesting into downpayment program	Some established employees may be interested in homeownership but have trouble inding a suitable place that is affordable and close to TDA. Downpayment assistance programs offer employee contributions to downpayments or closing costs. Similar to retirement benefit plans, employees would become eligible for the program based on their length of employment with TDA.	understand how this program is working for them and how TDA should pursue • Survey long-term employees (3+ yrs of employment) on interest	TDA-initiated	Truckee-Tahoe region	Long-term private		Varies by opportunity		JPA/Truckee Hospital Foundation partnership to administer downpayment program to attract and retain physicians Placer County Workforce Housing Preservation Program offers downpayment assistance towards purchase of deed-restricted housing for local workforce	TD Giving Fund).	administer a program and an initial endowment of funds that may come out of TDA's operating budget.	receive downpayment assistance would not very many as few would likely qualify However, such a program may help retain long-term upper management staff.	would depend whether funding is , sourced from TDA or an external donor or organization. While the TD Giving Fund is an option, it would require the downpayment assistance program to be administered through TTCF as community-wide benefit, which reduces	program that distributes funds to a select group of employees on a basis unrelated to their job performance risks distorting fairness in TDA's compensation structure. If the program has a vesting structure, it potentially reduces the risk o high staff turnover, especially for full-time		compensation practices.
Home buy er/Renter F	incentives or loans as demand- side affordability assistance	1-3.2 Rental assistance or stipend offer for employees	Given the high rents in the Truckee region, rental assistance may benefit established employees or fulf-time new hires who struggle with the high costs of housing in the area. This does not necessarily read to be an onegoin financial payment but could be effected as part of a hiring benefits negotiation or as an entergency housing band.	for employees and the market	TDA-initiated	Truckee-Tahoe region	Long-term private	Year-round (Established)	Varies by opportunity	Tahoe Truckee Workforce Housing Agency (JPA) parmtership	City of Baltimore's Live Near Your Work matches employer contributions towards an employee's homebuying costs (downpayments, closing costs) NYC Teachers' Housing Support Programs provide housing support to attract teachers to NYC given a three-year commitment to a high-need school		Medium. Staff time and initial endowment.	Medium. The number of employees benefitting from rental assistance would depend on eligibility criteria that TDA establishes.	High. There is a risk of distorting compensation offers or future cost-of- living wage adjustments.	High. A rental assistance program that distributes funds to a select group of employees on a basis unrelated to their job performance risks distorting fairness in TDA's compensation structure. There is no guarantee that offering rental stipends to employees would guarantee staff retention.	Low. The costs and risks of this Action are high for lowlindelseminate impact. Other projects would be more effective.	
Access		4.1 Education and information sharing housing resources for employees	For employees new to the Tahoe-Truckee area, housing and housing resources may be tricky or convenienting to navigable. Through partnerships with other large employees and agencies coused on workforce housing. The Arin gather and distribute to the country of th	Ensure HR is informed of available housing resources.	TDA-supported	Truckee-Tahoe region	Short-term shared Long-term private	Seasonal (New) Year-round (New) Established	N/A	Truckee Tahoe Workforce Housing Agent (JPA) provides organizations and individual with housing resources, Information, and support Increase TDA funding for labor expenses related to workforce housing coordination and communication	employees Share employee information via employee	Staff time.	Low, Staff time working with JPA and sharing information with employees.	MA. While it is difficult to quantify how many employees will use the resources shared, the information may reach many Association staff via the newsletter, website, or other broad communication channels.		Low. There is low operating risk to TDA.	High. The costs and risks of this Action are low while potential impact is high. Given the simple effort and potential for partnership, this is high priority.	Create and install a more formal pro-
Housing Education, Information, and	TDA leverages existing programs/resources through the Town, the JPA, or TDA to help employees access housing resources, educate members about what they can do with their own properties, and support developers with building on TDA properties as appropriate	4.2 Match TDA homeowners with available housing to employees seeking housing	Some TDA homeowners may be interested in renting to TDA employees, but ther shadon may not be suitable to all ull master lease agreement. TDA staff has previously connected such homeowners with employees needing housing. This action aims to set up a more formal process by which homeowners and employees can state their preferences with TDA, and TDA would match them.	Contact Placemate for partnership - see how much they can do instead of TDA reinventing the wheel	TDA-initiated	TDA member property	Short-term shared Long-term private	Seasonal (New) Year-round (New) Established	Varies by opportunity	(JPA) provides organizations and individual	y - Sultable for TDA homeowners who are is renting out a single room or seeking a tenant for a specific time period, rather than commit to master leasing a full house	Staff time.	Low. Staff time connecting homeowners with employees.	N/A. Depends on the opportunities available, but impact could be increase if TDA sets up a more formal matching process, financial incentives, or marketing efforts to increase member interest and participation.	Low. Medium financial risk - property management, matching employees/homeowners (people risk)	Low. There is light risk of TDA's reputation in referring workers to members. However, because ITA may act as a trusted source through which members and employees can offer or seek housing, it could also improve trust in the organization.	high. Although the costs and risks are low, the opportunities for its Action cour integering appartunities for its Action cour integering However, TDA should prioritize this strategy should the opportunities come up.	Create and install a more formal pro- perhaps with website or online form IDA could also offer an incentive in addition to the Town's for members a participate identify a Placemate ambassador on staff
		Streamlining regulatory burdens for developers to build workforce housing	This action involves reviewing current covenants and zoning to ensure regulations are supportive of workforce housing. This is ortical as TDA forms partnerships with developers and builders.	Staff to research which policies could be barriers to workforce housing construction - look at their own covenants Coordinate with Town and ensure compatibility with Town, state, county, TDA covenants	TDA-initiated	TDA-owned or controlled property	Dorm-style housing Short-term shared Short-term private Long-term private	International (J-1) Seasonal (New) Year-round (New) Established	N/A	Work with Town of Truckee, Nevada County, state of California to create local workforce housing incentives/credits for businesses Dedicate staff to advocate at all levels and provide organizational awareness/visioning and future integrations		Staff time; outside legal counsel.	Low. Staff time or legal counsel in making changes to TDA's zoning ordinances.	High. The benefit is indirect but could be high if zoning changes to enable residential development that provides housing to TDA's workforce.	e Low. The financial risk to TDA is low.	Low. The operating risk to TDA is low. There is a comparatively higher risk in not reviewing covenants and zoning to ensure developer (i.e., keeping with the status quo).	High. High priority due to its low costs and risks but potential for high benefit.	Consider current covenants and mo approach that is workforce housing a supportive of innovative strategies SB 9