

**FISCAL IMPACT ANALYSIS  
DELTA COVE  
(ATLAS TRACT)**

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Public Finance  
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Newport Beach  
Riverside  
San Francisco  
Walnut Creek

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- C. Fiscal Principles and Objectives

### **BACKGROUND**

A.G. Spanos Companies ("Spanos") has engaged David Taussig and Associates, Inc. ("DTA") to analyze the fiscal impact to the City of Stockton (the "City") resulting from the development of Delta Cove project, also known as Atlas Tract (the "Project"). The purpose of this fiscal impact analysis (the "FIA," or the "Study") is to estimate the fiscal viability of the Project. That is, the FIA estimates whether the recurring City General Fund revenues generated by the Project will cover the recurring City General Fund costs of providing public services to the Project area. The City General Fund revenues and costs identified in this Study are those associated with the development depicted in the Project description provided by Spanos.

The City lies approximately 80 miles east of San Francisco and 40 miles south of Sacramento, and is bordered by Interstate 5 to the west and State Route 99 to the east. The Project area is located in the Delta Secondary Zone on the Atlas Tract in northwest Stockton and is bounded by Bear Creek to the north, Interstate 5 to the east, Mosher Slough/Shima Tract to the south, and Mosher Slough/Shima Tract to the west. The proposed Project is comprised of a large scale residential community of various densities, currently consisting of 3 parcels (071-170-05, 071-170-04 and 071-170-02) located on 359.69 net acres of land.

### **PROJECT DESCRIPTION**

The Project is expected to include 1,545 dwelling units, 12,000 square feet of retail/commercial property and 19,000 square feet of office property, and is anticipated to generate a population of 4,636 new residents and 81 new employees at buildout. The Project also includes 13.43 acres of landscaped parkways and medians, 11.08 lane miles of public roadways, three (3) signalized intersections, 188 streetlights, and 4.55 lineal miles of park trails that are to be maintained by the City. Anticipated values for the residential land uses are derived from the Project land use plan and sales prices provided by Spanos. At buildout, the total assessed value of the Project is estimated at approximately \$554 million in 2009 dollars, based on the inflation-adjusted assumptions from the *City of Stockton Fiscal Impact Analysis General Guidelines ("City FIA Guidelines")*.

### **SCOPE AND METHODOLOGY**

The purpose of this FIA is to estimate the net fiscal impact of the Project on the City General Fund. The fiscal impacts identified in this Study include recurring municipal revenues and costs to the City General Fund that would result from buildout of the Project. Costs to the City General Fund are associated with a variety of services, such as police protection and fire protection, public infrastructure maintenance, and general government services. The methodology used to estimate the fiscal impacts in this analysis focused on the *Per Capita, Per Employee, and the Per Capita and Employee Multiplier (Persons Served)* method. The *Multiplier Methodology* involves calculating the *average costs* of City services per resident and/or employee – utilizing the City's fiscal year 2009-10 budget – and applying these costs factors to the new development at Project buildout. Revenues are generated from a variety of sources, including property taxes, sales taxes, and several other types of taxes and fees. Some of these revenues, including property taxes and sales taxes, were calculated using a *Case Study Method* which involves calculating the *marginal revenues* to be specifically generated by the Project instead of applying an *average City-wide revenue factor*. Similarly,

fire protection and public infrastructure costs were determined using a *Case Study* methodology based on input received from the City regarding the specific needs generated by the Project.

To the extent that revenues are generated outside of the City’s General Fund (e.g., special district revenues) or costs are incurred by the City outside of the General Fund (e.g., park maintenance costs financed through special districts), they are not included within this Study. **Exhibit I** provides a schematic summarizing the methodology of the analysis. **Exhibit II** summarizes the types of recurring revenues and recurring costs to the City that will result from development depicted in the Project.

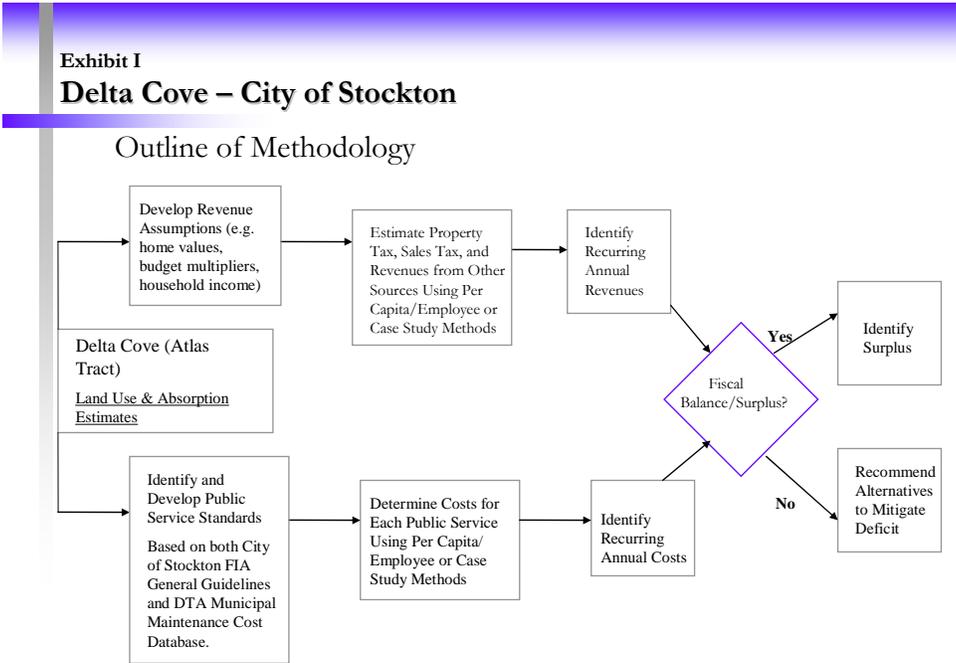


Exhibit II  
Delta Cove – Fiscal Impact Analysis  
A. G. Spanos Companies

RECURRING CITY FISCAL REVENUES

- PROPERTY TAXES (Secured & Unsecured)
- PROPERTY TAXES IN-LIEU OF VLF
- OTHER TAXES
- SALES AND USE TAXES
- OTHER REVENUES
- CHARGES FOR CURRENT SERVICES
- FINES AND FORFEITURES
- PROPERTY TRANSFER TAXES
- VEHICLE LICENSE FEES
- LICENSES AND PERMITS
- REVENUE FROM OTHER AGENCIES

RECURRING CITY FISCAL COSTS

- POLICE PROTECTION
- FIRE PROTECTION
- PUBLIC WORKS AND INFRASTRUCTURE
- PARK AND RECREATION SERVICES
- PUBLIC WORKS
- GENERAL GOVERNMENT
- LIBRARY FUND
- OPEB
- NON-DEPARTMENTAL
- ECONOMIC DEVELOPMENT

ALTERNATIVE CITY SERVICES COST AND PRODUCT ABSORPTION SCENARIOS

In preparing this FIA, DTA examined the types of community services that residents and employees currently receive from the City, as well as the local government structure that supports these services. In analyzing the fiscal impacts of the Project, DTA evaluated two separate cost, pricing and absorption scenarios. Scenario 1, which was the base scenario utilized in this FIA, constitutes the most realistic scenario from DTA’s perspective, in that it assumes current City maintenance costs and product absorption projections (as provided by Spanos). Most of the assumptions utilized in this FIA were drawn directly from the *City FIA Guidelines*, which incorporate population estimates from the *California State Department of Finance (“DOF”)*, employment estimates from the *San Joaquin Council of Governments (“SJCOG”)* data, cost and revenue factors from the current City budget, and input from City staff.

One major exception to the *City FIA Guidelines* assumed under Scenario 1 was the transfer of certain City-wide public works capital replacement costs from the FIA to the Public Facilities Financing Plan (“PFFP”), which is a document that analyzes the Project’s costs associated with the construction of public facilities. This transfer of costs was agreed upon by Spanos and City staff during the preparation of this FIA, and was thus incorporated into both scenarios. However, DTA also did not incorporate into Scenario 1 the levels of custodial, streetlight and traffic signal maintenance costs recommended in the *City FIA Guidelines*, as they have not yet been substantiated by the City.

Instead, DTA prepared a separate scenario. Scenario 2 includes the custodial, streetlight and traffic signal maintenance costs recommended in the *City FIA Guidelines*, based on the assumption that the City will be able to substantiate these costs. Scenario 2 also incorporates more conservative development assumptions. Product absorption rates were

increased from nine years under Scenario 1 to sixteen years under Scenario 2 to reflect a slower housing market during the buildout of the Project. Finally, Scenario 2 incorporates more conservative property values that represent the current state of the real estate market in the City.

**The FIA text and analysis, as well as Appendix A, focus chiefly on Scenario 1.** However, overall changes in the fiscal impacts of the Project that would result under Scenario 2 are identified in the text, and the analysis of this alternate scenario may be found in **Appendix B.**

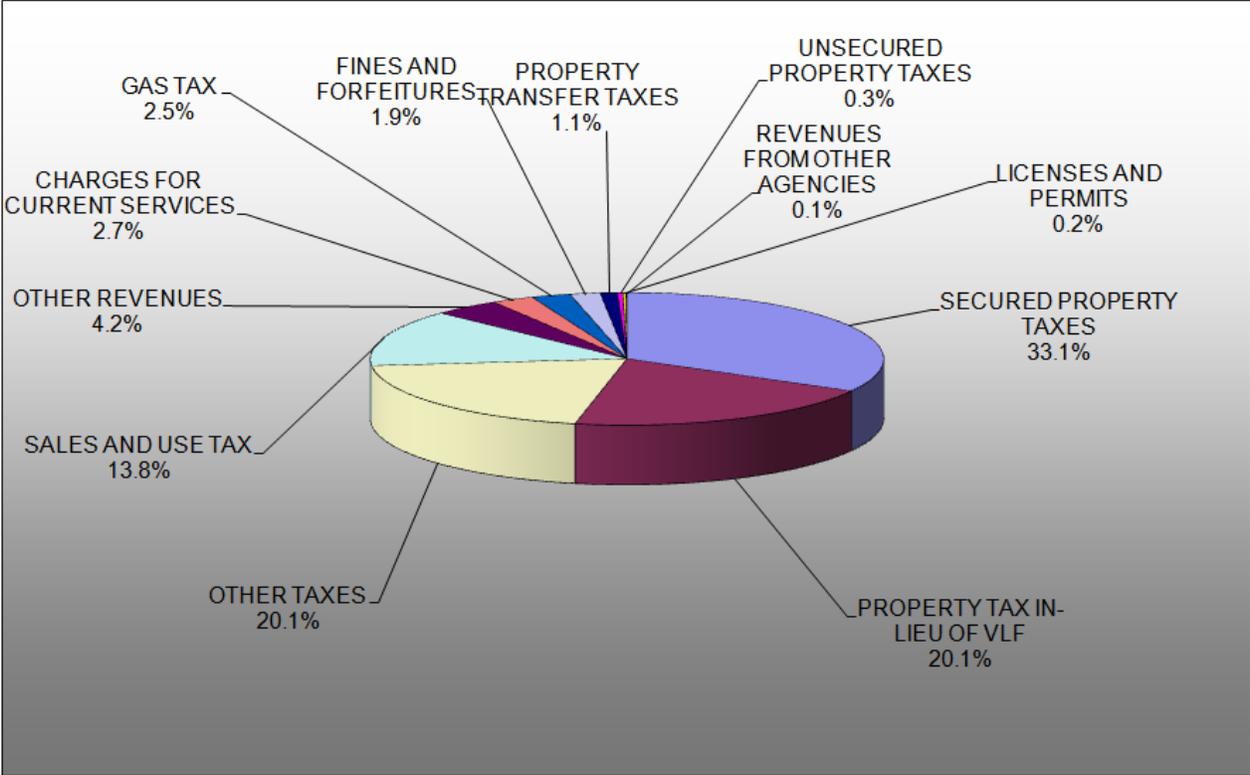
**CONCLUSIONS OF FISCAL IMPACT ANALYSIS**

**RECURRING REVENUES:** As illustrated in **Table ES-1** and **Figure ES-1** below, total annual recurring revenues to the City related to Scenario 1 will equal **\$2,886,462 in 2009 dollars** at Project buildout. **Appendix A** provides details on all recurring revenues and the assumptions used in their derivation.

**TABLE ES-1 –SCENARIO 1 RECURRING FISCAL REVENUES AT BUILDOUT  
(2009\$)**

<b>RECURRING FISCAL REVENUES</b>		
SECURED PROPERTY TAXES	\$956,302	33.1%
PROPERTY TAX IN-LIEU OF VLF	\$580,316	20.1%
OTHER TAXES	\$578,867	20.1%
SALES AND USE TAX	\$398,186	13.8%
OTHER REVENUES	\$122,010	4.2%
CHARGES FOR CURRENT SERVICES	\$76,523	2.7%
GAS TAX	\$71,267	2.5%
FINES AND FORFEITURES	\$54,839	1.9%
PROPERTY TRANSFER TAXES	\$30,921	1.1%
UNSECURED PROPERTY TAXES	\$9,967	0.3%
LICENSES AND PERMITS	\$5,654	0.2%
REVENUES FROM OTHER AGENCIES	\$1,610	0.1%
<b>TOTAL REVENUES</b>	<b>\$2,886,462</b>	<b>100%</b>

FIGURE ES-1 – RECURRING FISCAL REVENUES AT SCENARIO 1 BUILDOUT (CITY GENERAL FUND)



Source: David Taussig & Associates, Inc.

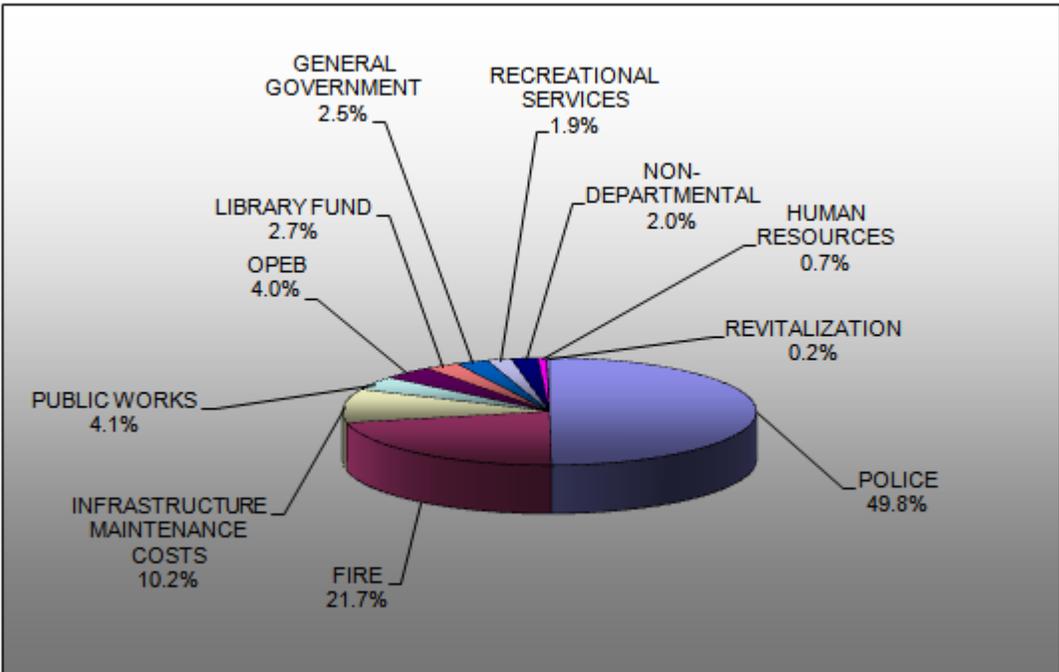
Recurring revenues under Scenario 2 would amount to **\$2,669,414** at buildout, due to the slowed product absorption and lower sales prices. **Appendix B** provides details on all recurring revenues and the assumptions used under Scenario 2.

**RECURRING COSTS:** As shown in **Table ES-2** and **Figure ES-2** below, total annual recurring costs to the City under Scenario 1 will equal **\$2,503,514 2009 dollars** at Project buildout. **Appendix A** provides details on all recurring expenditures and the assumptions used in their derivation.

TABLE ES-2 – RECURRING FISCAL EXPENDITURES AT SCENARIO 1 BUILDOUT  
(CITY GENERAL FUND)  
(2009\$)

RECURRING FISCAL EXPENDITURES		
POLICE	\$1,247,972	49.8%
FIRE	\$544,499	21.7%
INFRASTRUCTURE MAINTENANCE COSTS	\$254,197	10.2%
PUBLIC WORKS	\$103,415	4.1%
OPEB	\$100,894	4.0%
LIBRARY FUND	\$67,486	2.7%
GENERAL GOVERNMENT	\$62,874	2.5%
RECREATIONAL SERVICES	\$48,210	1.9%
NON-DEPARTMENTAL	\$51,155	2.0%
HUMAN RESOURCES	\$17,212	0.7%
REVITALIZATION	\$5,599	0.2%
<b>TOTAL EXPENDITURES</b>	<b>\$2,503,514</b>	<b>100%</b>

FIGURE ES-2 - RECURRING FISCAL EXPENDITURES AT SCENARIO 1 BUILDOUT  
(CITY GENERAL FUND)



Source: David Taussig & Associates, Inc.

Recurring annual costs under Scenario 2 would equal **\$2,637,573** at buildout due to higher costs for custodial, streetlight and traffic signal maintenance costs as recommended in the

*City FIA Guidelines*. **Appendix B** provides details on all recurring expenditures and the assumptions used under Scenario 2.

**OVERALL FISCAL IMPACTS:** Under Scenario 1, the fiscal impact to the City over the nine-year buildout period is a recurring annual surplus. In other words, DTA projects that the cumulative effect to the City’s General Fund over the nine-year Project construction period will be a surplus of approximately **\$1,383,579 in 2009 dollars**.

Furthermore, as shown in **Table ES-3** and **Figure ES-3** below, the overall fiscal impact to the City General Fund associated with the Project is projected to be an annual recurring fiscal surplus of **\$382,948** at buildout, or \$247.86 per dwelling unit. The annual revenue-to-cost ratio is projected to equal 1.15. A summary of the overall fiscal impact of the Project to the City General Fund under Scenario 1 is provided in **Exhibit 11** of **Appendix A**.

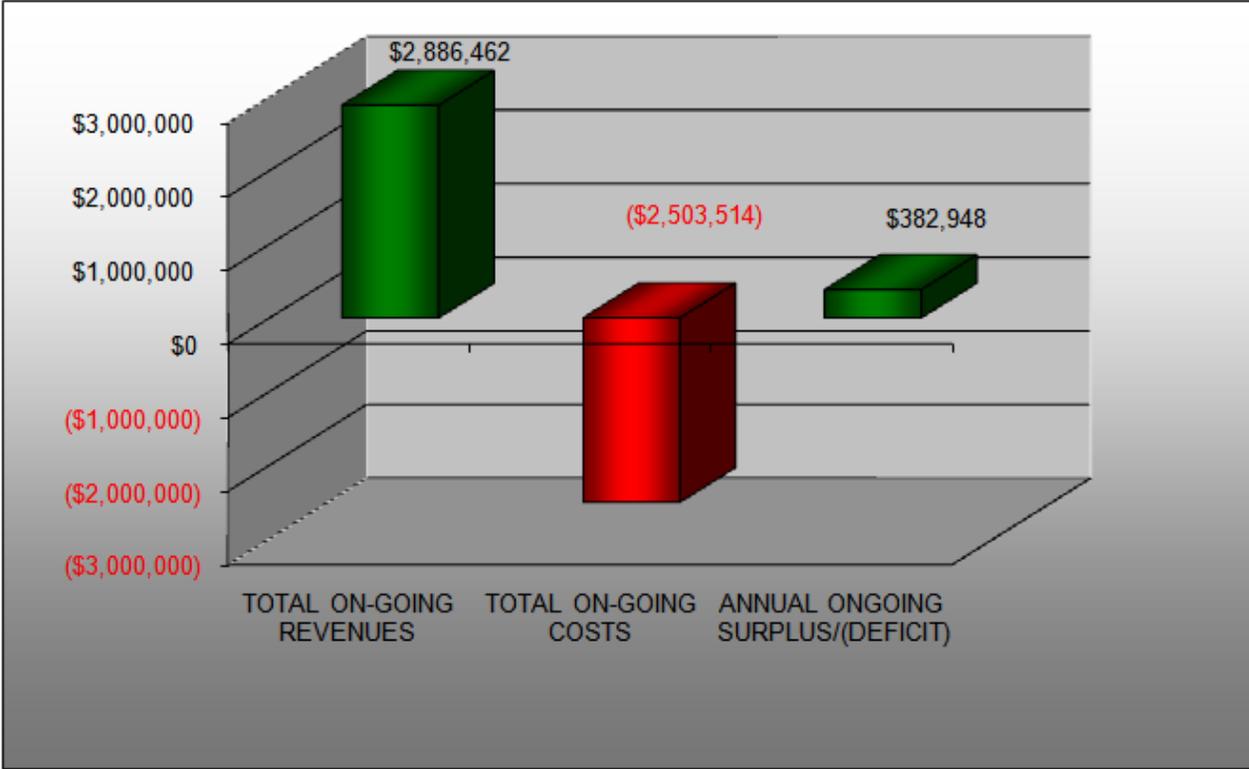
The recurring surplus to the City under Scenario 2 would decrease to **\$31,841** at buildout due to more conservative sales prices and higher costs for custodial, streetlight and traffic signal maintenance costs as recommended in the *City FIA Guidelines*.

The original FIA prepared in 2008 projected a net surplus to the City General Fund under both cost scenarios. The sales prices in this revised FIA have decreased to account for the economic downturn and its effect on the housing market. However, this analysis also projects a net surplus under both cost scenarios. One reason for this is that the density of the Project has increased. This results in a greater number of residential units and helps to offset the effect of lower sales prices on the total assessed value of the Project. Another major factor is that the City is projecting reduced revenues for future years and has implemented broad spending cuts as a result of the economic downturn. These changes have helped to offset the impact of reduced sales prices on the revenues associated with the Project.

**TABLE ES-3 – NET FISCAL IMPACT AT SCENARIO 1 BUILDOUT  
(2009\$)**

<b>NET FISCAL IMPACT</b>	
<b>TOTAL ON-GOING REVENUES</b>	<b>\$2,886,462</b>
<b>TOTAL ON-GOING COSTS</b>	<b>(\$2,503,514)</b>
<b>ANNUAL ONGOING SURPLUS/(DEFICIT)</b>	<b>\$382,948</b>
<b>TOTAL ANNUAL REVENUE/COST RATIO</b>	<b>1.15</b>
<b>SURPLUS/(DEFICIT) PER DWELLING UNIT</b>	<b>\$247.86</b>

FIGURE ES-3 – NET FISCAL IMPACT AT SCENARIO 1 BUILDOUT  
(CITY GENERAL FUND)



Source: David Taussig & Associates, Inc

**FISCAL PRINCIPLES AND OBJECTIVES**

Pursuant to the *City FIA Guidelines*, DTA has attached a set of Fiscal Principles and Objectives as a policy document that will guide the implementation efforts associated with financing public services for the Project (see **Appendix C**). The attached Fiscal Principles and Objectives, originally proposed by City staff, have been modified by DTA and accepted by the City and its consultant.

### A. PURPOSE OF REPORT

This fiscal impact analysis (“FIA”) provides an analysis of the recurring fiscal impacts on the City of Stockton (the “City”) General Fund resulting from the development of 1,545 dwelling units and 31,000 square feet of non-residential property on 359.69 net acres within the Delta Cove project, also known as Atlas Tract (the “Project”). The Project is currently located within the boundaries of the City. All of the land use assumptions in the FIA model were derived from the revised Planned Development document for the Project and data provided by A.G. Spanos Companies (“Spanos”). The proposed Project is expected to generate 4,636 new residents and 81 new employees at buildout.

In preparing this FIA, DTA examined the types of community services that residents and employees currently receive from the City, as well as the local government structure that supports these services. DTA also collected and examined demographic data from the *California Department of Finance (“DOF”)* and the *San Joaquin Council of Governments (“SJCOG”)* which are utilized in the *City of Stockton FIA General Guidelines* (the “City Guidelines”). The FIA is predominantly based on the *City of Stockton Fiscal Impact Analysis General Guidelines (“City FIA Guidelines”)* with several exceptions. The major exception was the transfer of certain City-wide public works capital replacement costs from the FIA to the Public Facilities Financing Plan (“PFFP”), which is a document that analyzes the Project’s costs associated with the construction of public facilities. This transfer of costs was agreed upon by Spanos and City staff during the preparation of this FIA. In addition, Scenario 1 does not include the levels of custodial, streetlight and traffic signal costs recommended in the *City FIA Guidelines*, as they have not yet been substantiated by the City.

### B. ORGANIZATION OF REPORT AND LIMITATIONS

The FIA text is divided into six sections; (i) introduction, (ii) Project description, (iii) methodology and assumptions, (iv) fiscal impact analysis, (v) conclusions, and (vi) funding sources to mitigate fiscal deficits.

### ACCURACY OF INFORMATION

This FIA contains an analysis of recurring revenues and costs to the City General Fund from the development of the Project. The report is based on estimates and assumptions provided in the *City FIA Guidelines* and DTA’s municipal maintenance cost data base, as compiled by DTA from previous FIAs prepared by the firm. The sources of information and basis of the estimates are stated herein. While DTA believes that the sources of information are reliable, DTA does not express an opinion or any other form of assurance on the accuracy of such information. The analysis of fiscal impacts contained in this report is not considered to be a “financial forecast” or a “financial projection” as technically defined by the American Institute of Certified Public Accountants. The word “projection” used within this report relates to broad expectations of future events or market conditions. Since the analyses contained herein are based on estimates and assumptions that are inherently subject to uncertainty and variation depending on evolving events, DTA cannot represent them as results that will definitely be achieved. Some assumptions inevitably will not materialize, and unanticipated events and

circumstances may occur; therefore, the actual results achieved may vary from these projections.

### C. FIA TEMPLATES/GUIDELINES DISCUSSION

The analysis presented herein adheres to a set of templates and guidelines that have been approved by the City. The templates identify the contents and structure that should be incorporated into fiscal and financial studies, while the guidelines provide specific assumptions and methodologies for use in the fiscal and financial analyses. Together, the templates and guidelines were established to direct the preparation of all fiscal impact and public financing analyses for City projects, promote consistency in the analyses across development projects, and facilitate the peer review process. They are the result of an ongoing process involving City staff, Goodwin Consulting Group (“GCG”), and financial consultants for each of the major development projects proposed in the City.

City staff completed a series of extensive analyses to support a variety of the assumptions and approaches contained in the guidelines. While the templates and guidelines are still evolving and subject to change, the analysis presented herein is based on the set of guidelines in effect at the time this report was prepared. Note that the templates and guidelines are not intended to provide a strict prescription for completing the studies; rather, they serve as a “manual,” and the manual’s directions can be adjusted as Project circumstances warrant and deviations from the manual can be justified.

### D. PEER REVIEW DISCLAIMER

The City, in requiring developers to produce fiscal and financial analyses for their projects, also requires that those studies be reviewed by a City consultant. This peer review process ensures that two public finance consultants are involved in the preparation of the documents, creating a system of checks and balances that is intended to result in quality products that bridge sometimes opposing private and public sector viewpoints, consider all crucial analytical elements, and protect the City’s interests going forward.

DTA was retained by the Project developer to prepare this FIA, and GCG was retained by the City to perform the fiscal and financial peer review for the Project. GCG has conducted a thorough review of the FIA and its related assumptions, and unless otherwise noted in a separate memo outlining their findings, concurs with most of the conclusions and supporting analysis presented herein. As part of the peer review process, GCG and DTA collectively decided that the FIA should present two different scenarios. The first scenario (“Scenario 1”) reflects a realistic projection of future development in the Project and reflects several relatively minor variations in infrastructure maintenance costs between those defined in the *City FIA Guidelines* versus those defined in DTA’s municipal maintenance cost database. A second scenario (identified herein as “Scenario 2”) assumes a more conservative absorption trend and sales prices than that which is currently anticipated. Scenario 2 also utilizes the infrastructure maintenance costs included in the *City FIA Guidelines*. Details related to the two scenarios are presented in the subsequent sections of this FIA.

## II. PROJECT DESCRIPTION

### A. PROJECT LOCATION, LAND USES AND RELATED ASSUMPTIONS

The Project is located in the Delta Secondary Zone on the Atlas Tract in northwest Stockton and is bounded by Bear Creek to the north, Interstate 5 to the east, Mosher Slough/Shima Tract to the south and Mosher Slough/Shima Tract to the west. The Project is expected to include 1,545 dwelling units and 31,000 square feet of non-residential property, as well as a variety of public works infrastructure within the boundaries of the City. **Table 1**, below, summarizes the Project's land uses and sales prices utilized for assessed valuation assumptions under Scenario 1. **Table 2**, below, summarizes the Project's land uses and sales prices utilized for assessed valuation assumptions under Scenario 2.

**TABLE 1 – BUILDOUT LAND USE PROJECTIONS & SALES PRICES (SCENARIO 1)**

ASSESSED VALUATION ASSUMPTIONS		
RESIDENTIAL UNITS	UNITS	PRICE
Single Family Detached (Large Lots)	758	\$397,603
Single Family Detached (Small Lots)	347	\$332,894
Single Family Attached	160	\$320,141
Apartments	280	\$207,179
<b>Total</b>	<b>1,545</b>	<b>NA</b>
NON-RESIDENTIAL	SQ. FT.	PRICE
Retail/Commercial	12,000	\$103
Office	19,000	\$66
<b>Total</b>	<b>31,000</b>	<b>NA</b>
<i>Note: Average annual assessed values in 2009 dollars were used to calculate property tax and sales tax revenues.</i>		

**Table 2**, below, summarizes the Project's land uses and sales prices utilized for assessed valuation assumptions under Scenario 2.

## II. PROJECT DESCRIPTION

TABLE 2 – BUILDOUT LAND USE PROJECTIONS & SALES PRICES (SCENARIO 2)

ASSESSED VALUATION ASSUMPTIONS		
RESIDENTIAL UNITS	UNITS	PRICE
Single Family Detached (Large Lots)	758	\$346,948
Single Family Detached (Small Lots)	347	\$290,483
Single Family Attached	160	\$279,355
Apartments	280	\$180,784
<b>Total</b>	<b>1,545</b>	<b>NA</b>
NON-RESIDENTIAL	SQ. FT.	PRICE
Retail/Commercial	12,000	\$90
Office	19,000	\$58
<b>Total</b>	<b>31,000</b>	<b>NA</b>
<i>Note: Average annual assessed values in 2009 dollars were used to calculate property tax and sales tax revenues.</i>		

### B. PROJECT VALUATION

Assessed values for each of the residential and non-residential land uses are derived from the Project land use plan provided by Spanos. **Table 1**, above, lists the anticipated average sales prices for each proposed land use according assuming a moderate recovery in the housing market within the City before Project development. **Table 2**, above, lists the average sales prices assuming current market conditions.

The total assessed value of the Project at buildout under Scenario 1 is estimated at approximately \$554 million in 2009 dollars, based on assumptions established in the *City FIA Guidelines* regarding a 4% annual property appreciation rate, 10% annual for-sale residential property turnover rate, and 5% annual turnover rate for rental and non-residential property (see **Exhibit 6** in **Appendix A**).

### C. DEMOGRAPHICS

The Project's 1,545 dwelling units and 31,000 square feet of non-residential property are projected to generate 4,636 new residents and 81 new employees in the City at buildout (see **Exhibit 5** in **Appendix A**). This projection is calculated from persons per household and square feet per employee data provided within the *City FIA Guidelines*.

### D. PUBLIC INFRASTRUCTURE

The Project will require the construction of certain new public facilities that will ultimately be owned and maintained by the City. At this time, it is estimated that the public infrastructure improvements that will be City-maintained consist of 13.43 acres of landscaped parkways and medians, 11.08 lane miles of roadways, three (3) signalized intersections, 188 streetlights, and 4.55 lineal miles of park trails (as presented in **Exhibit 9** in **Appendix A**). Except for those facilities cited above, all other public infrastructure maintenance costs are

## II. PROJECT DESCRIPTION

assumed to be paid through a Home Owners Association, Community Facilities District, Assessment District or Landscaping and Lighting District. Under separate cover, DTA has prepared a *PFFP* to address such public infrastructure maintenance costs, as well as the costs associated with the construction of public facilities. **Table 3**, below, details the public works and public infrastructure improvements that will be maintained by the City and the applicable annual maintenance costs for each improvement. The maintenance costs for roads and all other non-infrastructure related public services are derived from the *City FIA Guidelines*, while the other Table 3 costs are derived from DTA's municipal maintenance cost data base (as compiled from previous FIAs recently prepared by the firm. These costs are averages of actual maintenance costs utilized by multiple jurisdictions including, but not limited to, the City of Irvine, City of Tustin, City of Walnut, and City of Lathrop. The FIA utilizes this mixture of public works and infrastructure maintenance costs (as more fully identified in **Appendix A** as Scenario 1). An alternate scenario (Scenario 2) has also been prepared using public works and infrastructure maintenance costs listed in Table 3 that were also specifically identified in the *City FIA Guidelines*. One of the differences between Scenario 2 and Scenario 1 is increased maintenance costs for custodial services, streetlights and traffic signals. This fiscal analysis associated with Scenario 2 is provided in **Appendix B**.

**TABLE 3 – PUBLIC WORKS AND PUBLIC INFRASTRUCTURE MAINTENANCE REQUIREMENTS**

PUBLIC WORKS AND INFRASTRUCTURE REQUIREMENTS		COST / UNIT
ACRES OF LANDSCAPED PARKWAYS AND MEDIANS	13.43	\$6,098
LANE MILES OF ROADWAYS	11.08	\$12,000
SIGNALIZED INTERSECTION(S)	3.00	\$4,520
STREETLIGHT(S)	188.00	\$125
LINEAL MILES OF TRAILS (PARKS)	4.55	\$500

### E. PROJECT ABSORPTION/PHASING

This FIA utilizes a nine-year buildout period under Scenario 1 occurring from 2012-2021, as more fully identified in **Appendix A**. The phasing follows an anticipated absorption schedule which includes 199 homes built in 2012-2013, followed by between 196 and 200 units per year over the subsequent six-year period, and finally 134 units per year in the final two years of Project construction up to buildout. The anticipated office property will be absorbed throughout Project development, as much of it is contained in Live/Work units. Retail/Commercial Property is expected to be developed as part of Phase 3 (beginning in 2017-2018).

Alternatively, as part of the peer review process, DTA was required to evaluate the fiscal impacts associated with a more conservative absorption schedule utilizing a 14-year buildout period instead of a 9-year building period. The results of this alternative scenario are presented within **Appendix B** as Scenario 2.

### III. METHODOLOGY AND ASSUMPTIONS

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#### A. SCOPE AND METHODOLOGY

##### 1. SCOPE OF ANALYSIS

Fiscal impacts arising from a land development plan can be broadly categorized as one of two types: recurring impacts or one-time impacts. Each of these broad types may, in turn, be divided into a revenue component and a cost component. For purposes of this analysis, it has been assumed that one-time revenues directly offset one-time costs; thus, the fiscal impacts considered in this FIA focus on ongoing, or recurring, fiscal impacts of the Project on the City, and do not discuss the fiscal impacts to other public agencies that serve the Project. DTA has also prepared a *PFFP* to assist in the mitigation and financing of one-time capital facilities costs.

DTA generally relied on multipliers developed from the City's budget to estimate the fiscal impact of the Project. The methodology focuses on *Per Capita-Employee Multiplier (Persons Served)* methods for numerous cost and revenue categories, and involves calculating the City-wide *average costs* of City services per resident and/or employee, as well as *average revenues* per resident and/or employee, and applying these factors to the new development at Project buildout.

For City costs related to the Project, DTA used multipliers for all categories except for fire protection and infrastructure operations and maintenance, which are calculated using a *Case Study* methodology. The *Case Study* methodology involves computing the *marginal costs* to be specifically required by the development within the Project instead of applying an average City-wide cost factor. For example, the road maintenance costs in the FIA are based on the specific number of lane miles of roads within the Project that are to be maintained by the City.

City revenues related to the Project are generated from a variety of sources, including several types of taxes and fees. While most are projected using multipliers, the major revenue sources, including property taxes and sales taxes, are calculated using a *Case Study* methodology which considers anticipated property values and resident incomes that are specific to the Project.

##### 2. METHODOLOGICAL APPROACH

As noted previously, the analysis in this FIA is based generally on the *Multiplier Methodology*. The *Per-Capita-Multiplier Method* involves dividing a particular cost or revenue category by the number of persons currently residing in the City, and multiplying that figure by the number of inhabitants expected to reside in the City as a result of new development. An offshoot of the *Per-Capita-Multiplier Method* is the *Per-Capita-and-Employee Multiplier Method (Persons Served)*. The *Per-Capita-and-Employee-Multiplier Method* involves dividing a cost or revenue figure by the number of residents and 50% of all employees working in the City, and then multiplying that number by the number of residents and employees projected for the Project at buildout. This method assumes that recurring costs and revenues will result from the Project at the same rates that currently prevail within the City, with each employee counted as 0.5 of a resident to reflect the relative significance that residents and

### III. METHODOLOGY AND ASSUMPTIONS

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employees have in generating services costs or City revenues. Examples of services analyzed under this method include police protection services which benefit both residential and non-residential land uses.

Fiscal impacts on the City have been estimated based on an analysis of the City's budget for fiscal year 2009-10, as well as the *City FIA Guidelines*, except where noted otherwise.

### III. METHODOLOGY AND ASSUMPTIONS

#### B. GENERAL ASSUMPTIONS

**TABLE 4 – FISCAL IMPACT ASSUMPTIONS**

FISCAL IMPACT ASSUMPTIONS	
Average Household Size: Single Family Detached (Large Lots)	3.25
Average Household Size: Single Family Detached (Small Lots)	3.25
Average Household Size: Single Family Attached	2.85
Average Household Size: Apartments	2.10
Square Feet per Employee: Retail/Commercial	450
Square Feet per Employee: Office	350
Number of Residents	4,636
Number of Employees	81
Single Family Detached (Large Lots) Sales Price	\$397,603
Single Family Detached (Small Lots) Sales Price	\$332,894
Single Family Attached Sales Price	\$320,441
Apartment Sales Price	\$207,179
Net (General Fund) Apportionment Factor to City (1% Property Tax)	17.26%
Unsecured Taxes as a Percentage of Secured (Residential)	1.00%
For-Sale Residential Property Turnover Rate	10%
For-Rent Residential Property Turnover Rate	5%
Non-Residential Property Turnover Rate	5%
Transfer Tax as % of Resale Dollar	0.11%
Property Transfer Tax Passed Through to the City	50%
Property Tax In-Lieu of VLF per \$1,000 Assessed Value	\$1.05
Sales Tax Passed Through to the City	1.00%
Average Percentage of Mortgage as Down Payment	15%
Interest on 30-year Fixed Rate Mortgage	7%
Annual Taxes and Insurance	2%
Housing Cost to Income Ratio	35%
Taxable Expenditures (% of Personal Income): SFD (LL)	26.1%
Taxable Expenditures (% of Personal Income): SFD (SL) and SFA	26.1%
Taxable Expenditures (% of Personal Income): Apartments	29.9%
Project Residents' Purchases Outside the Project, within City	82%
Measure W Sales Tax Rate	0.25%
Proposition 172 Public Safety Sales Tax Rate	0.50%
City's Share of Proposition 172 Public Safety Sales Tax	2.78%
Pooled Sales Tax Revenue (% of City Sales Tax Revenue)	12.13%

This section identifies each of the recurring fiscal revenue and cost impacts to the City General Fund arising from development of the Project under Scenario 1, and the methodology used in projecting these impacts. Detailed numerical analyses of the Scenario 1 impacts discussed below are contained in **Appendix A**. Scenario 2 would generate lower revenues due to the more conservative assessed value assumptions and slightly higher costs due to higher custodial, streetlight and traffic signal maintenance costs from the *City FIA Guidelines* (see **Appendix B**). Discussions in the text below refer exclusively to Scenario 1, the most realistic scenario from DTA's perspective, unless otherwise noted.

### A. ANALYSIS OF RECURRING REVENUES

#### CASE STUDY METHOD:

##### 1. PROPERTY TAXES (SECURED AND UNSECURED)

For the purposes of this FIA, it is assumed that the total property tax revenues received by the City from the Project will equal the projected tax revenues allocated to the City as identified in the tax breakdown for the Tax Rate Area (TRA) 003-251. Based on this assumption, total secured property tax revenues to the City are projected to be \$956,302 at buildout according to the *City FIA Guidelines* (see **Appendix A, Exhibit 6**). The assessed values have been adjusted accordingly to account for the following inflation assumptions; 1) annual property appreciation rate of 4% and 2) annual property tax escalation rate for non-transferred properties of 2%. The gross tax percentage allocated as calculated by the County Auditor-Controller (.172639) has been reduced in the FIA to account for the Education Revenue Augmentation Fund ("ERAF") property tax shifts.

Unsecured property taxes are levied on tangible personal property that is not secured by real estate. Examples of properties subject to unsecured property taxes include trade fixtures (e.g., manufacturing equipment and computers), as well as airplanes, boats, and mobile homes on leased land. Assuming unsecured property values average 1.00% of secured value for residential land uses and 10% for non-residential land uses, the Project would generate approximately \$9,967 per year in unsecured property taxes for the City at buildout (see **Appendix A, Exhibit 6**).

##### 2. PROPERTY TAX IN-LIEU OF VEHICLE LICENSE FEES

Prior to June 1, 2004, the City's share of Vehicle License Fees ("VLF") revenue increased as the City's population relative to the statewide population increased. Cities and Counties began receiving additional property tax revenue to replace VLF revenue that was lowered when the state reduced its vehicle license tax in 2004. Beginning in fiscal year 2005-2006, this property tax in lieu of VLF is projected to increase with the change in the City-wide gross assessed valuation of taxable property from the prior year. Property tax in-lieu of VLF revenue was calculated based on \$1.05 per \$1,000 of the assessed Project valuation and projected annual revenues are estimated to equal \$580,316 at buildout according to the *City FIA Guidelines* (see **Appendix A, Exhibit 6**).

### 3. SALES AND USE TAXES

Sales tax revenues are generated by purchases made by residents of the Project who are also residing within the City. DTA utilized information derived from the *City FIA Guidelines* to estimate that 26.1% of family income in large lot single family detached homes will be used on taxable purchases. Similarly, the percentage of income used for taxable purchases was assumed to be 26.1% for small lot single family detached and single family attached units and 29.9% for apartment units. Based on the location of the Project area and available retail uses, the 1,545 new households are likely to spend a considerable portion of their incomes on taxable items sold within the City. It was assumed that 82% of the taxable expenditures of all Project residents would be made within the City but outside of the Project itself, as recommended under the *City FIA Guidelines*. Consequently, sales taxes generated from the 1.0% sales tax rate that is passed through to the City will total \$287,457 annually at buildout in 2009 dollars.

In addition, Proposition 172 (Prop. 172), effective on January 1, 1994, established a permanent one-half cent sales tax. These additional revenues support public safety services in cities and counties. These funds partially replace the shift in state property taxes to ERAF. The tax is collected by the state and allotted to each county based on its proportionate share of statewide taxable sales. Five percent is dispersed to cities affected by this property tax shift and 95% remains within the county. The Proposition 172 ½ cent sales tax (in which the City receives only 2.78% of total funds) generates an additional \$3,996 in sales tax revenue by the Project for the City at buildout in 2009 dollars.

Also, as a result of the Measure W ¼ cent sales tax that was approved by City voters in November 2004, \$71,864 additional sales tax revenue will be generated by the Project at buildout in 2009 dollars.

Lastly, in addition to the sales tax revenues that will be directly generated within the City by local businesses, there is also a County & State Pool category that captures select county-wide activity. County pooled sales activity includes the sale of used cars between private parties, as well as large or specialized equipment purchased from an out-of-area manufacturer. According to City fiscal impact analysis revenue assumptions, the historical average of county-wide pooled sales tax revenue as a percentage of city-wide sales tax revenue is 12.13%. Utilizing this assumption, total countywide and statewide pooled sales tax revenue is projected to equal \$34,869 annually at buildout in 2009 dollars.

After applying the property inflation rates and CPI inflation rates specified in the guidelines, total Project sales and use tax revenues are therefore estimated to be \$398,186 annually at buildout according to the *City FIA Guidelines* (see **Appendix A, Exhibit 7**).

### 4. PROPERTY TRANSFER TAXES

The property transfer tax applies to all sales of real property, and is passed through to the City at a rate of \$0.55 per \$1,000 of sale or resale value, excluding assumed liens or encumbrances.<sup>1</sup> The FIA assumes that residential property changes ownership every 10

## IV. FISCAL IMPACT ANALYSIS

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years, yielding an annual turnover rate of 10% for low and medium density residential property and 5% for high density residential property. Assuming that continuing liens and encumbrances are insignificant, property transfer taxes to the City are therefore projected to total about \$30,921 per year at buildout according to the *City FIA Guidelines* (see **Appendix A, Exhibit 6**).

### MULTIPLIER METHOD:

#### 5. OTHER TAXES

Other taxes include utility user's taxes, business licenses and franchise fees. Revenues were estimated based on a multiplier of \$122.00 per capita and \$163.87 per employee (see **Appendix A, Exhibit 8**), which generates \$578,867 at Project buildout.

#### 6. OTHER REVENUES

Other revenues include refunds and reimbursements, sale of property, cost recovery and miscellaneous revenues. Using a multiplier of \$26.09 per resident and \$13.05 per employee, other revenues total \$122,010 annually at Project buildout (see **Appendix A, Exhibit 8**).

#### 7. GAS TAX

The State imposes an 18-cent per gallon tax on gasoline. These funds are apportioned to cities and counties primarily on the basis of their populations, and local gas tax receipts must be spent on research, planning, construction, improvement and maintenance of public streets, highways, and mass transit. Using a per capita multiplier of \$15.37, gas tax revenues total \$71,267 annually at Project buildout according to the *City FIA Guidelines* (see **Appendix A, Exhibit 8**).

#### 8. CHARGES FOR CURRENT SERVICES

This category includes revenues from City fees to cover all or part of the cost of providing a wide variety of City services. The main revenue sources in this category continue to be in the area of public safety. Multipliers of \$16.36 per resident and \$8.18 per employee were utilized to project these revenues. Expected annual revenues are \$76,523 for the Project at buildout (see **Appendix A, Exhibit 8**).

#### 9. FINES AND FORFEITURES

This revenue category represents fines and penalties collected by the City for various infractions. Utilizing a per resident multiplier of \$11.73 and a per employee multiplier of \$5.86 yields a total of \$54,839 per year for the Project at buildout (see **Appendix A, Exhibit 8**).

### 10. LICENSES AND PERMITS

According to the fiscal year 2009-10 City budget, this category includes fees such as business licenses, animal licenses and certain police and fire permits. Using a per capita multiplier of \$1.21 and a per employee multiplier of \$0.48, licenses and permits revenues total \$5,654 annually at Project buildout (see **Appendix A, Exhibit 8**).

### 11. REVENUE FROM OTHER AGENCIES

This revenue category includes POST Reimbursement and Other Revenues. Using multipliers of \$0.34 per resident and \$0.17 per employee, revenues total \$1,610 at Project buildout (see **Appendix A, Exhibit 8**).

## B. ANALYSIS OF RECURRING COSTS

### CASE STUDY METHOD:

#### 1. FIRE PROTECTION

Based on the latest information from the City Fire Department and the *City FIA Guidelines*, the Fire Protection costs will be broken down into the annual interim engine company costs and the annual permanent engine company costs (the total annual operations & maintenance costs for an interim engine company and a permanent engine company are assumed to be the same). The interim costs will apply until the permanent engine company comes on-line, which is projected to occur in 2019. The annual interim engine company operations & maintenance cost of \$3,043,909 will be shared by the Project, as well as the following development projects - Gateway, Crystal Bay and West Lake. The total persons served by the interim engine company will be approximately 43,371. The Project results in 4,636 residents and 81 new employees at buildout, meaning that the fair share of costs to be allocated to the Project would be roughly 10.8% (the FIA assumes that this allocation remains constant through buildout) of the total annual costs for the engine company, which totals \$328,211 in 2009 dollars annually for each of the first seven years of the Project (2012-2019).

In addition, the analysis assesses the total annual permanent engine costs for the period from 2019-2021. The permanent engine company will be located at the Sanctuary Project and will service just the Sanctuary and Delta Cove (Atlas Tract) projects. As a result, the permanent engine company will service a total of 26,143 persons. Again, the Project results in 4,636 additional persons served translating into a fair share allocation of roughly 17.9% of the total costs, which totals \$544,499 in 2009 dollars per year for the final two years of development (2019-2021) and beyond (see **Appendix A, Exhibit 9**).

#### 2. PUBLIC WORKS AND PUBLIC INFRASTRUCTURE MAINTENANCE (PROJECT SPECIFIC COSTS)

The Project is expected to impact the City General Fund by requiring the maintenance of 13.43 acres of landscaped parkways and medians, 11.08 lane miles of public roadways, three (3) signalized intersections, 188 streetlights and 4.55 lineal miles of park trails (see

**Appendix A, Exhibit 9).** Please note that the maintenance of storm drain pipes, catch basins, manholes, pump station and outfall structures is not currently supported by the General Fund, but rather by the storm drain user rates and mostly by sewer user rates<sup>1</sup>. Furthermore, an HOA and/or Special Assessment District will need to be formed to provide maintenance financing for the storm water quality device(s) and wetlands basin. Based on a *Case Study Method* analysis, annual infrastructure maintenance costs total \$254,197 at buildout, utilizing costs from both the *City FIA Guidelines* and DTA's municipal maintenance cost data base.

### **MULTIPLIER METHOD:**

#### **3. POLICE PROTECTION**

These expenditures include all services related to police protection and also include Measure W costs. Utilizing multipliers of \$266.86 per resident and \$133.43 per employee, police protection costs for the Project are projected at \$1,247,972 per year at buildout (see **Appendix A, Exhibit 10**).

#### **4. PUBLIC WORKS (CITY-WIDE DEPARTMENT COSTS)**

Public works costs include administration, engineering, operations and maintenance, central building maintenance, additional IT, fleet and equipment maintenance expenses, and exclude the additional City facility maintenance expenses and custodial costs. Public Works costs are calculated using multipliers of \$22.11 per resident and \$11.06 per employee, yielding annual City-wide public works costs total \$103,415 at Project buildout (see **Appendix A, Exhibit 10**).

#### **5. GENERAL GOVERNMENT COSTS**

City general government costs include program or departmental costs associated with the City Council, City Manager, City Clerk, City Auditor, City Attorney and Administrative Services. Human Resources costs are associated with the staffing and management of City employees. The general government and human resources cost multipliers are reduced by 26.8% to account for the fact that a portion of the activities in this budget area will not increase substantially, if at all, due to new development. Using a discounted *Persons Served Multiplier Method*, the Project is anticipated to require an additional \$62,874 per year in general government costs and \$17,212 in human resources costs at buildout, as shown in **Exhibit 10** in **Appendix A**.

#### **6. LIBRARY FUND**

The City Library Fund helps to finance library facilities, providing residents with the resources to pursue their educational and personal interests. Utilizing a per capita multiplier of \$14.56, total expenditures are estimated to equal \$67,486 annually at Project buildout according to the *City FIA Guidelines* (see **Appendix A, Exhibit 10**).

<sup>1</sup> At the present moment, storm drain user rates are undergoing a Proposition 218 vote to increase fees. Failure of such increase may lead to the pursuit of other sources of revenue, including but not limited to the General Fund.

### 7. OTHER POST-EMPLOYMENT BENEFITS (OPEB)

These post-employment benefits include healthcare and other similar benefits following the completion of active service. Using multipliers of \$21.57 per resident and \$10.79 per employee, other post-employment benefits costs total \$100,894 at Project buildout (see **Appendix A, Exhibit 10**).

### 8. NON-DEPARTMENTAL

The purpose of this division is to provide funding for expenses that are citywide and not solely related to one particular department. Some examples of these expenses are costs related to receipt of tax revenues from other agencies, advertising, grants coordination, the City's web site and dues to the California League of Cities. Utilizing multipliers of \$10.94 per resident and \$5.47 per employee, total annual non-departmental expenditures are estimated at \$51,155 at Project buildout (see **Appendix A, Exhibit 10**).

### 9. REVITALIZATION

The Office of Economic Development promotes safe and affordable housing, economic growth and employment opportunities and consists of a housing department and redevelopment department. Using multipliers of \$1.20 per resident and \$0.60 per employee, economic development costs total \$5,599 at Project buildout according to the established *City FIA Guidelines* (see **Appendix A, Exhibit 10**).

### 10. RECREATIONAL SERVICES

Recreational services provide equal opportunity for individual personal fulfillment, human relations, health and fitness, and also creative expression. Utilizing a per capita multiplier of \$10.40, total expenditures are estimated to equal \$48,210 annually at Project buildout (see **Appendix A, Exhibit 10**).

### A. ANNUAL NET FISCAL IMPACTS DURING DEVELOPMENT

This section provides tables which detail the analysis of the Project's fiscal impact on the City under Scenario 1 over its build-out period. As detailed below, the fiscal impact from the development of the Project under Scenario 1 is positive. DTA projects that the cumulative effect to the City over the nine year build-out period will be a surplus of approximately **\$1,383,579**. However, the first three years of development (2012-2015) do incur a fiscal deficit, with the remaining years experiencing an annual fiscal surplus through buildout and beyond. Due to the high level of fire and police protection costs required in the early years of Project development, a net fiscal deficit is anticipated to occur before sufficient Project revenues are generated to offset such costs. At build-out in 2020-21, the Project will continue to generate a net fiscal surplus to the City. The Project will continue to positively contribute approximately **\$382,948** to City General Fund on a recurring annual basis. The components of the aggregate net fiscal impact are summarized in **Table 5** below, and an annualized summary cash flow is shown in **Table 6** on the following page.

TABLE 5 – OVERALL FISCAL IMPACTS TO THE CITY  
DURING BUILDOUT PERIOD (2012-2021)

<b>OVERALL FISCAL IMPACTS TO THE CITY (2012-2021)</b>	
ITEM	AMOUNT
SECURED PROPERTY TAXES	\$4,955,584
UNSECURED PROPERTY TAXES	\$51,480
PROPERTY TRANSFER TAXES	\$121,158
PROPERTY TAX IN-LIEU OF VLF	\$3,007,215
SALES AND USE TAX	\$2,092,388
OTHER TAXES	\$3,010,082
LICENSES AND PERMITS	\$29,411
REVENUES FROM OTHER AGENCIES	\$8,373
CHARGES FOR CURRENT SERVICES	\$398,028
FINES AND FORFEITURES	\$285,240
OTHER REVENUES	\$634,628
GAS TAX	\$370,755
<b>SUB-TOTAL: ALL REVENUES</b>	<b>\$14,964,341</b>
FIRE	\$3,386,475
INFRASTRUCTURE MAINTENANCE COSTS	\$1,326,687
ADMINISTRATIVE SERVICES	\$120,597
CITY ATTORNEY	\$57,197
CITY AUDITOR	\$23,008
CITY CLERK	\$38,399
CITY COUNCIL	\$26,157
CITY MANAGER	\$61,677
HUMAN RESOURCES	\$89,529
RECREATIONAL SERVICES	\$250,806
NON-DEPARTMENTAL	\$266,080
POLICE	\$6,491,244
PUBLIC WORKS	\$537,904
REVITALIZATION	\$29,125
LIBRARY FUND	\$351,083
OPEB	\$524,793
<b>SUB-TOTAL: ALL COSTS</b>	<b>\$13,580,763</b>
<b>NET FISCAL IMPACT</b>	<b>\$1,383,579</b>

**TABLE 6 – OVERALL FISCAL IMPACTS OF THE CITY  
ANNUAL ANALYSIS THROUGH BUILDOUT**

**OVERALL FISCAL IMPACTS OF THE CITY  
THROUGH BUILD-OUT**

FISCAL YEAR	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021	BUILD-OUT
<b>REVENUES GENERATED:</b>										
SECURED PROPERTY TAXES	\$105,324	\$211,239	\$317,134	\$450,648	\$584,312	\$681,383	\$779,309	\$867,940	\$958,294	\$956,302
UNSECURED PROPERTY TAXES	\$1,073	\$2,152	\$3,228	\$4,621	\$6,016	\$7,106	\$8,205	\$9,089	\$9,989	\$9,967
PROPERTY TRANSFER TAXES	\$0	\$2,963	\$5,636	\$8,715	\$13,194	\$17,571	\$20,861	\$24,458	\$27,760	\$30,921
PROPERTY TAX IN-LIEU OF VLF	\$63,914	\$128,187	\$192,448	\$273,468	\$354,580	\$413,486	\$472,911	\$526,695	\$581,525	\$580,316
SALES AND USE TAX	\$46,080	\$92,161	\$138,417	\$193,262	\$247,810	\$287,280	\$326,749	\$362,443	\$398,186	\$398,186
OTHER TAXES	\$65,236	\$130,635	\$195,951	\$274,781	\$353,409	\$412,925	\$472,605	\$525,675	\$578,867	\$578,867
LICENSES AND PERMITS	\$642	\$1,284	\$1,928	\$2,694	\$3,456	\$4,027	\$4,599	\$5,126	\$5,654	\$5,654
REVENUES FROM OTHER AGENCIES	\$183	\$365	\$549	\$767	\$984	\$1,147	\$1,310	\$1,460	\$1,610	\$1,610
CHARGES FOR CURRENT SERVICES	\$8,681	\$17,370	\$26,075	\$36,441	\$46,766	\$54,514	\$62,270	\$69,388	\$76,523	\$76,523
FINES AND FORFEITURES	\$6,221	\$12,448	\$18,686	\$26,115	\$33,514	\$39,067	\$44,625	\$49,726	\$54,839	\$54,839
OTHER REVENUES	\$13,841	\$27,695	\$41,575	\$58,103	\$74,565	\$86,919	\$99,286	\$110,635	\$122,010	\$122,010
GAS TAX	\$8,117	\$16,233	\$24,381	\$34,004	\$43,581	\$50,729	\$57,878	\$64,565	\$71,267	\$71,267
<b>TOTAL ANNUAL REVENUES</b>	<b>\$319,310</b>	<b>\$642,732</b>	<b>\$966,006</b>	<b>\$1,363,618</b>	<b>\$1,762,187</b>	<b>\$2,056,155</b>	<b>\$2,350,609</b>	<b>\$2,617,200</b>	<b>\$2,886,525</b>	<b>\$2,886,462</b>
<b>COSTS INCURRED:</b>										
FIRE	\$328,211	\$328,211	\$328,211	\$328,211	\$328,211	\$328,211	\$328,211	\$544,499	\$544,499	\$544,499
PUBLIC INFRASTRUCTURE COSTS	\$31,095	\$62,212	\$88,856	\$120,714	\$152,457	\$181,378	\$205,802	\$229,976	\$254,197	\$254,197
ADMINISTRATIVE SERVICES	\$2,630	\$5,263	\$7,900	\$11,041	\$14,170	\$16,517	\$18,867	\$21,024	\$23,185	\$23,185
CITY ATTORNEY	\$1,247	\$2,496	\$3,747	\$5,237	\$6,720	\$7,834	\$8,948	\$9,971	\$10,996	\$10,996
CITY AUDITOR	\$502	\$1,004	\$1,507	\$2,106	\$2,703	\$3,151	\$3,600	\$4,011	\$4,423	\$4,423
CITY CLERK	\$837	\$1,676	\$2,516	\$3,516	\$4,512	\$5,259	\$6,007	\$6,694	\$7,382	\$7,382
CITY COUNCIL	\$570	\$1,141	\$1,714	\$2,395	\$3,073	\$3,582	\$4,092	\$4,560	\$5,029	\$5,029
CITY MANAGER	\$1,345	\$2,692	\$4,040	\$5,647	\$7,247	\$8,447	\$9,649	\$10,752	\$11,858	\$11,858
HUMAN RESOURCES	\$1,953	\$3,907	\$5,865	\$8,197	\$10,519	\$12,262	\$14,007	\$15,608	\$17,212	\$17,212
RECREATIONAL SERVICES	\$5,491	\$10,981	\$16,493	\$23,003	\$29,482	\$34,317	\$39,153	\$43,676	\$48,210	\$48,210
NON-DEPARTMENTAL	\$5,803	\$11,612	\$17,431	\$24,361	\$31,263	\$36,443	\$41,628	\$46,386	\$51,155	\$51,155
POLICE PROTECTION	\$141,569	\$283,272	\$425,242	\$594,298	\$762,687	\$889,045	\$1,015,537	\$1,131,621	\$1,247,972	\$1,247,972
PUBLIC WORKS	\$11,731	\$23,474	\$35,238	\$49,247	\$63,201	\$73,672	\$84,154	\$93,773	\$103,415	\$103,415
REVITALIZATION	\$635	\$1,271	\$1,908	\$2,667	\$3,422	\$3,989	\$4,557	\$5,077	\$5,599	\$5,599
LIBRARY FUND	\$7,686	\$15,372	\$23,087	\$32,200	\$41,269	\$48,038	\$54,807	\$61,139	\$67,486	\$67,486
OPEB	\$11,445	\$22,902	\$34,379	\$48,047	\$61,660	\$71,876	\$82,102	\$91,487	\$100,894	\$100,894
<b>TOTAL ANNUAL COSTS</b>	<b>\$552,752</b>	<b>\$777,486</b>	<b>\$998,135</b>	<b>\$1,260,885</b>	<b>\$1,522,596</b>	<b>\$1,724,021</b>	<b>\$1,921,119</b>	<b>\$2,320,255</b>	<b>\$2,503,514</b>	<b>\$2,503,514</b>
<b>TOTAL ANNUAL ONGOING SURPLUS/(DEFICIT)</b>	<b>(\$233,442)</b>	<b>(\$134,753)</b>	<b>(\$32,129)</b>	<b>\$102,733</b>	<b>\$239,591</b>	<b>\$332,133</b>	<b>\$429,490</b>	<b>\$296,944</b>	<b>\$383,011</b>	<b>\$382,948</b>
<b>TOTAL ANNUAL REVENUE/COST RATIO</b>	<b>0.58</b>	<b>0.83</b>	<b>0.97</b>	<b>1.08</b>	<b>1.16</b>	<b>1.19</b>	<b>1.22</b>	<b>1.13</b>	<b>1.15</b>	<b>1.15</b>
<b>CUMULATIVE ONGOING SURPLUS/(DEFICIT)</b>	<b>(\$233,442)</b>	<b>(\$368,195)</b>	<b>(\$400,324)</b>	<b>(\$297,591)</b>	<b>(\$58,000)</b>	<b>\$274,134</b>	<b>\$703,623</b>	<b>\$1,000,568</b>	<b>\$1,383,579</b>	<b>\$1,766,527</b>

### B. ANNUAL NET FISCAL IMPACTS DURING AND AFTER BUILDOUT

#### TOTAL RECURRING REVENUES

As illustrated in **Table ES-1** and **Exhibit 11** of **Appendix A**, annual recurring revenues to the City at buildout include \$966,269 in secured and unsecured property taxes (33.5% of total revenues), \$578,867 in other taxes (20.1%), \$580,316 in property tax in-lieu of VLF revenues (20.1%), \$398,186 in sales and use taxes (13.8%), \$122,010 in other revenues (4.2%), \$76,523 in charges for current services (2.7%), \$71,267 in gas tax (2.5%), \$54,839 in fines and forfeitures (1.9%), \$30,921 in property transfer taxes (1.1%), \$5,654 in licenses and permits (0.2%) and \$1,610 in revenue from other agencies (0.1%). Total annual recurring revenues to the City from the Project will equal approximately \$2,886,462 per year at buildout according to the *City FIA Guidelines*. **Exhibits 6 through 8** of **Appendix A** provide additional details about all recurring revenues and the assumptions used in their derivation.

Recurring revenues under Scenario 2 would equal \$2,669,414 at buildout. **Appendix B** provides details on all recurring revenues and the assumptions used under Scenarios 2.

#### TOTAL RECURRING COSTS

As illustrated in **Table ES-2** and **Exhibit 11** of **Appendix A**, annual recurring costs to the City under Scenario 1 include \$1,247,972 in police protection costs (49.8% of total costs), \$544,499 in fire protection costs (21.7%), \$254,197 in infrastructure maintenance costs (10.2%), \$103,415 in public works costs (4.1%), \$67,486 in library fund costs (2.7%), \$100,894 in OPEB costs (4.0%), \$48,210 in recreational services (1.9%), \$62,874 in general government costs (2.5%), \$51,155 in non-departmental costs (2.0%), \$17,212 in human resources costs (0.7%) and \$5,599 in revitalization costs (0.2%). Total annual recurring costs to the City are estimated at \$2,503,514 per year at buildout according to the established *City FIA Guidelines* and *DTA's municipal maintenance cost database*. **Exhibits 9 and 10** of **Appendix A** provide additional details about all recurring costs and the assumptions used in their derivation.

Recurring costs under Scenario 2 would increase slightly to \$2,637,573 at buildout due to higher costs for custodial, streetlight and traffic signal maintenance costs as recommended in the *City FIA Guidelines*. **Appendix B** provides details on all recurring expenditures and the assumptions used under Scenario 2.

#### OVERALL NET FISCAL IMPACT

The fiscal impact to the City over the nine-year buildout period in Scenario 1 is an overall and recurring annual surplus, except for fiscal year 2012-2013, 2013-2014 and 2014-2015. Overall, DTA projects that the cumulative effect to the City's General Fund over the nine-year buildout period will be a surplus of approximately **\$1,383,579 in 2009 dollars**.

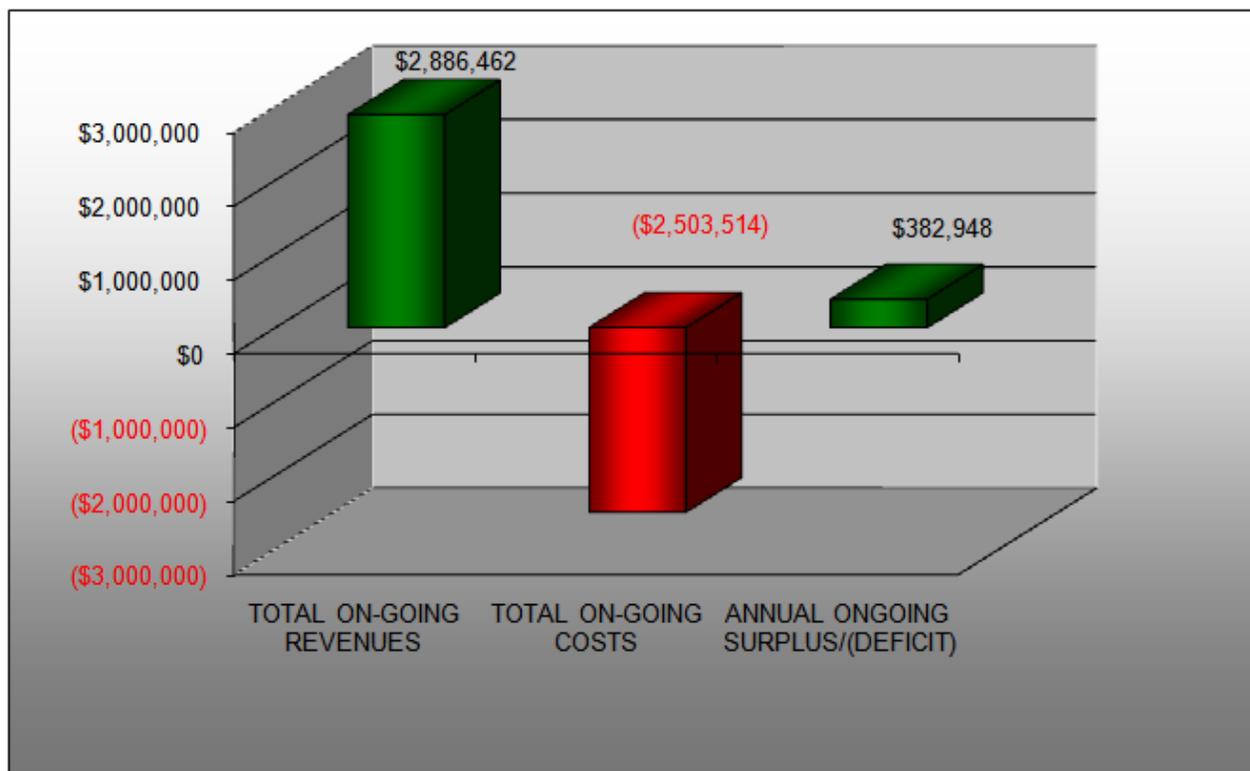
Furthermore, as shown in **Table 7** and **Figure 1** below, the overall fiscal impact to the City General Fund is projected to be an annual recurring fiscal surplus of **\$382,948** at buildout, or \$247.86 per dwelling unit. The annual revenue-to-cost ratio is projected to equal 1.15. A summary of the overall fiscal impacts to the City is provided in **Exhibit 11** of **Appendix A**.

The recurring surplus to the City under Scenario 2 would decrease to \$31,841 at buildout due to lower sales prices and higher costs for custodial, streetlight and traffic signal maintenance costs as recommended in the *City FIA Guidelines*.

TABLE 7 – NET FISCAL IMPACT AT BUILDOUT  
(CITY GENERAL FUND)

NET FISCAL IMPACT	
TOTAL ON-GOING REVENUES	\$2,886,462
TOTAL ON-GOING COSTS	(\$2,503,514)
ANNUAL ONGOING SURPLUS/(DEFICIT)	\$382,948
TOTAL ANNUAL REVENUE/COST RATIO	1.15
SURPLUS/(DEFICIT) PER DWELLING UNIT	\$247.86

FIGURE 1 – NET FISCAL IMPACT AT BUILDOUT  
(CITY GENERAL FUND)



Source: David Taussig & Associates, Inc

### C. FISCAL PRINCIPLES AND OBJECTIVES

Pursuant to the *City FIA Guidelines*, DTA has attached a set of Fiscal Principles and Objectives as a policy document that will guide the implementation efforts associated with financing public services for the Project (**see Appendix C**). The attached Fiscal Principles and Objectives, originally proposed by City staff, have been modified by DTA and accepted by the City and its consultant.

## VI. FUNDING SOURCES TO MITIGATE FISCAL DEFICITS

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### A. DESCRIPTION OF FUNDING SOURCES

This FIA has concluded that the Project generates a net fiscal surplus to the City at build-out under both Scenario 1 and Scenario 2, based on the City's approved fiscal impact methodology. The FIA has also identified the potential for a net fiscal deficit to occur during the early years of the Project. This situation is due to certain City services being provided at a level of service that exceeds early year demand.

As Objective 5.1 of the City's FIA Principles and Objectives requires that all negative fiscal impacts of a development project be mitigated, including any interim deficits that occur during the early years of a project's development, Spanos has evaluated a number of alternative financing mechanisms that would provide a safety net to alleviate any fiscal shortfalls resulting from the Project, should they occur. It is Spanos' intent to enter into an agreement with the City pursuant to Objective 5.1 to identify the appropriate financing mechanisms that would be used to mitigate any fiscal shortfalls related to the Project that might occur.

While the maintenance costs of those public facilities cited in Section II of this FIA are expected to be directly funded by the City's General Fund, all other public infrastructure maintenance costs are assumed to be captured by alternative revenue sources. These sources could include any of the following:

- Homeowner's Association
- Community Facilities District
- Special Assessment District
- Landscaping and Lighting District
- Maintenance Annuity Funds
- Fiscal Shortfall Fees
- Developer Advances

It is anticipated that one or more of these financing mechanisms will be utilized to provide the annual funding of certain public infrastructure maintenance costs throughout the life of the Project. However, it is also envisioned that selected financing mechanisms will be available to provide additional funding to cover any short-term deficits should they materialize.

### B. PROPOSED MECHANISMS TO FINANCE ANY POTENTIAL FISCAL IMPACTS

#### 1. Community Facilities District

The Mello-Roos Community Facilities Act of 1982 authorizes local municipalities to create a special district called a Community Facilities District ("CFD"), and the levy of special taxes by the CFD to finance both the construction of public facilities and the provision of public services. These special taxes are levied solely on parcels located within the CFD, and may pay for (i) debt service on bonds issued to finance facilities, (ii) the direct construction of facilities on a pay-as-you-go basis, and (iii) the financing

## VI. FUNDING SOURCES TO MITIGATE FISCAL DEFICITS

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of certain types of public services, including street maintenance, police and fire operations, park, road, landscape and flood control maintenance, library and recreational services, school facilities maintenance, and hazardous waste cleanup.

### 2. Special Assessment District

A Special Assessment District (“AD”) can be established by a local municipality for the purpose of funding the construction of new public improvements and the maintenance of certain public improvements within the AD. Property within an AD must receive “special benefit” from any facilities and/or services financed by the district. Services typically funded by an AD that has issued bonds are those necessary to maintain the specific facilities actually funded by the bonds.

The Benefit Assessment Act of 1982 provides more flexibility in providing public services, as road, drainage, flood control and street lighting maintenance services can be funded under this Act, whether or not the improvements themselves are financed through the AD. Similarly, Section 50078 of the State Government Code permits the formation of an AD to fund the operations and maintenance of fire protection facilities, as well as the purchase of fire suppression equipment. Traditionally, facilities or services of general benefit to a community, such as schools, fire stations and parks, have not been eligible for AD financing.

### 3. Landscape and Lighting District

The Landscaping and Lighting Act of 1972 authorizes local municipalities to establish a special type of AD and impose assessments on benefited property through a Landscaping and Lighting District (“LLD”). An LLD can fund the installation, construction and maintenance of landscaping, statues, fountains and ornamental structures, lighting facilities including traffic signals, improvements of grading, curbs, gutters and sidewalks, water and drainage facilities, parks, recreational improvements, land acquisition for park, recreational or open space purposes, and the maintenance or servicing of the foregoing improvements. The assessments may be used to pay directly for installation, construction or maintenance of eligible improvements, or may be used to make debt service payments on bonds issued to cover installation and construction costs.

### 4. Homeowners Association

A Homeowners' Association (“HOA”) is a privately operated organization that may be established by residential property owners to manage and maintain property within a development project(s). An HOA can collect fees from property owners to offset certain expenses incurred within a project, such as road, lighting and recreational facilities and equipment maintenance, recreational programs, and security and landscaping services.

## VI. FUNDING SOURCES TO MITIGATE FISCAL DEFICITS

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### 5. Maintenance Annuity Funds

A Maintenance Annuity Fund (“MAF”) is a one-time deposit made by a developer, and is determined based on the projected annual fiscal deficit identified at buildout in a project’s fiscal impact analysis. The deposit amount is negotiated between the City and the developer, and calculated as an equivalent one-time deposit based on the projected annual fiscal impacts after buildout, utilizing appropriate assumptions for the discount rates. Generally, the one-time payment is collected as a condition of building permit issuance, and is used by a municipality to offset maintenance and services costs.

### 6. Fiscal Shortfall Fees

Similar to an MAF, a Fiscal Shortfall Fee is a one-time deposit paid by a developer to mitigate fiscal impacts of a project. However, Fiscal Shortfall Fees are based on negative fiscal impacts during interim years prior to buildout of a project, rather than shortfalls that may occur after buildout. This one-time fee may be calculated as a “per unit” amount, and can be levied on property at the time of building permit issuance to either directly fund the services required in the year collected, or to reimburse a developer who advanced funds for those services, if the project is sold to merchant builders.

### 7. Developer Advances

A Developer Advance is a direct contribution to a city from a developer to mitigate fiscal impacts of a project both prior to and after buildout. The city may utilize the contribution to offset maintenance and services costs incurred.

## C. PREFERRED MECHANISMS TO FINANCE ANY POTENTIAL FISCAL IMPACTS

The City and Spanos will engage in future discussions regarding the appropriate funding mechanisms required to cover any annual fiscal shortfalls that may be experienced by the City General Fund as a result of the Project. At this point, Spanos is seriously considering the formation of a CFD on the Project as a funding mechanism that could finance both the cost of public facilities construction and any potential net fiscal impacts that might occur prior to Project buildout.

Under this scenario, Spanos would cooperate with the City in the establishment of a CFD on the Project with authority to levy special taxes that would be sufficient to cover the cost of public facilities and the highest levels of annual fiscal shortfalls that might occur. In deciding the amount of facilities to be initially funded through the CFD, Spanos and the City would reserve a sufficient portion of the annual CFD special taxes to cover any potential fiscal shortfalls to the City’s General Fund that might result from the Project. These funds would be levied to mitigate any shortfalls until the Project became fiscally neutral or generated a fiscal surplus to the City General Fund. At such a point in time, Spanos would request that all future special tax levies be released by the City and utilized to fund additional Project facilities, as there would no longer be a fiscal shortfall in need of mitigation.

**VI. FUNDING SOURCES TO MITIGATE  
FISCAL DEFICITS**

**D. ESTIMATE OF ANNUAL BURDENS BY LAND USE**

As indicated in this Study, the Project will generate an overall net fiscal surplus to the City at build-out. **Table 8** below identifies the expenditures and revenues generated annually by the Project.

**TABLE 8 – ESTIMATE OF ANNUAL FISCAL DEFICITS**

<b>ESTIMATE OF ANNUAL FISCAL DEFICITS</b>					
	Total Revenue	Total Expenditures	Surplus/ (Deficit)*	Surplus/ (Deficit) Per Unit*	Cumulative*
2012-2013	\$319,310	\$552,752	(\$233,442)	(\$151.10)	(\$233,442)
2013-2014	\$642,732	\$777,486	(\$134,753)	(\$87.22)	(\$368,195)
2014-2015	\$966,006	\$998,135	(\$32,129)	(\$20.80)	(\$400,324)
2015-2016	\$1,363,618	\$1,260,885	\$102,733	\$66.49	(\$297,591)
2016-2017	\$1,762,187	\$1,522,596	\$239,591	\$155.08	(\$58,000)
2017-2018	\$2,056,155	\$1,724,021	\$332,133	\$214.97	\$274,134
2018-2019	\$2,350,609	\$1,921,119	\$429,490	\$277.99	\$703,623
2019-2020	\$2,617,200	\$2,320,255	\$296,944	\$192.20	\$1,000,568
2020-2021	\$2,886,525	\$2,503,514	\$383,011	\$247.90	\$1,383,579
BUILD-OUT	\$2,886,462	\$2,503,514	\$382,948	\$247.86	\$1,766,527
*Discounted by 2% per year to represent 2009 tax dollars					

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**APPENDIX A**

**ANALYSIS OF RECURRING FISCAL IMPACTS  
TO THE CITY OF STOCKTON  
SCENARIO #1**

**EXHIBIT 1  
CITY OF STOCKTON  
DELTA COVE (ATLAS TRACT)  
BUDGET ANALYSIS (FY 2009-10)  
GENERAL FUND SOURCES**

<b>GENERAL FUND SOURCE</b>	<b>AMOUNT</b>	<b>METHODOLOGY</b>	<b>FREQUENCY</b>
<b>TAXES</b>			
Property Taxes	\$27,525,000	Case Study	Annual Recurring
Utility Users Tax	\$30,055,000	Per Person Served	Annual Recurring
Sales and Use Tax	\$34,410,000	Case Study	Annual Recurring
Franchises	\$11,270,000	Per Person Served	Annual Recurring
Business Licenses	\$9,865,000	Per Employee	Annual Recurring
Document Transfer	\$650,000	Case Study	Annual Recurring
Hotel/Motel Tax	\$2,150,000	NA	NA
<b>SUBTOTAL</b>	<b>\$115,925,000</b>		
<b>LICENSES AND PERMITS</b>			
Animal Licenses	\$75,000	Per Capita	Annual Recurring
Police Dept Permits	\$321,229	Per Person Served	Annual Recurring
Other Licenses & Permits	\$1,700	Per Person Served	Annual Recurring
<b>SUBTOTAL</b>	<b>\$397,929</b>		
<b>REVENUES FROM OTHER AGENCIES</b>			
Homeowners Exemption	\$350,000	NA	NA
Motor Vehicle In-Lieu of Tax	\$19,350,000	Case Study	Annual Recurring
POST Reimbursement	\$25,000	Per Person Served	Annual Recurring
Other Revenue	\$91,600	Per Person Served	Annual Recurring
<b>SUBTOTAL</b>	<b>\$19,816,600</b>		
<b>CHARGES FOR SERVICES</b>			
General Government	\$17,200	Per Person Served	Annual Recurring
Public Safety	\$3,772,546	Per Person Served	Annual Recurring
Physical Environment	\$1,484,004	Per Person Served	Annual Recurring
Planning, Building, Housing	\$216,000	Per Person Served	Annual Recurring
Cultural & Recreational	\$0	Per Person Served	Annual Recurring
Other Charges for Services	\$52,950	Per Person Served	Annual Recurring
<b>SUBTOTAL</b>	<b>\$5,542,700</b>		

EXHIBIT 1 (CONTINUED)

GENERAL FUND SOURCE	AMOUNT	METHODOLOGY	METHODOLOGY
<b>FINES &amp; FORFEITURES</b>			
Traffic & Parking Fines	\$2,300,000	Per Person Served	Annual Recurring
Vehicle Code Fines	\$180,000	Per Person Served	Annual Recurring
DUI Emergency Recovery	\$13,230	Per Person Served	Annual Recurring
Criminal Fines	\$50,000	Per Person Served	Annual Recurring
Misc Fines & Penalties	\$1,428,850	Per Person Served	Annual Recurring
<b>SUBTOTAL</b>	<b>\$3,972,080</b>		
<b>OTHER REVENUES</b>			
Refunds & Reimbursements	\$1,839,528	Per Person Served	Annual Recurring
Cost Recovery	\$7,317,921	Per Person Served	Annual Recurring
Miscellaneous	(\$335,000)	Per Person Served	Annual Recurring
Sale/Disposition of Property	\$15,000	Per Person Served	Annual Recurring
<b>SUBTOTAL</b>	<b>\$8,837,449</b>		
<b>GAS TAX FUND</b>			
<b>SUBTOTAL</b>	<b>\$4,470,000</b>	Per Capita	Annual Recurring
<b>TOTAL REVENUES</b>	<b>\$158,961,758</b>		

<b>CITY POPULATION<sup>1</sup></b>	<b>290,778</b>
<b>CITY EMPLOYMENT<sup>2</sup></b>	<b>95,901</b>
<b>PERSONS SERVED (Population + 50% Employment)</b>	<b>338,729</b>

NOTES:

<sup>1</sup> State of California, Department of Finance, E-5 Population and Housing Estimates for Cities, Counties and the State, 2001-2009, with 2000 Benchmark. Sacramento, California, May 2009.

<sup>2</sup> Based on SJCOG projection for employment within the City of Stockton.

EXHIBIT 1 (CONTINUED)  
 CITY OF STOCKTON  
 DELTA COVE (ATLAS TRACT)  
 BUDGET ANALYSIS (FY 2009-10)  
 GENERAL FUND USES

GENERAL FUND USE	AMOUNT	METHODOLOGY
<b>ADMINISTRATION</b>		
Administrative Services	\$2,291,718	Per Person Served (73.2%)
City Attorney	\$1,086,920	Per Person Served (73.2%)
City Auditor	\$437,222	Per Person Served (73.2%)
City Clerk	\$729,704	Per Person Served (73.2%)
City Council	\$497,064	Per Person Served (73.2%)
City Manager	\$1,172,045	Per Person Served (73.2%)
<b>SUBTOTAL</b>	<b>\$6,214,673</b>	
<b>COMMUNITY SERVICES</b>		
Recreational Services	\$3,020,000	Per Capita
Arts Commission	\$62,101	NA
<b>SUBTOTAL</b>	<b>\$3,082,101</b>	
<b>FIRE</b>		
Fire Administration	\$2,927,628	NA
Fire Suppression/Rescue	\$34,934,654	NA
Training	\$773,132	NA
Dispatch	\$2,581,045	NA
<b>SUBTOTAL</b>	<b>\$41,216,459</b>	
<b>HUMAN RESOURCES</b>		
Workforce Planning	\$991,428	Per Person Served (73.2%)
Employee Relations	\$709,897	Per Person Served (73.2%)
<b>SUBTOTAL</b>	<b>\$1,701,325</b>	
<b>NON-DEPARTMENTAL</b>		
Non-Departmental Expenses	\$3,701,242	Per Person Served
<b>SUBTOTAL</b>	<b>\$3,701,242</b>	

EXHIBIT 1 (CONTINUED)

GENERAL FUND USE	AMOUNT	METHODOLOGY
<b>POLICE</b>		
Administration	\$5,614,984	Per Person Served
Field Services	\$50,510,322	Per Person Served
Investigations	\$16,003,790	Per Person Served
Support Services	\$5,122,585	Per Person Served
Telecommunications	\$9,181,048	Per Person Served
Measure W - Police	\$3,862,000	Per Person Served
<b>SUBTOTAL</b>	<b>\$90,294,729</b>	
<b>PUBLIC WORKS</b>		
Administration	\$1,149,991	Per Person Served
Engineering	\$658,965	Per Person Served
Parks and Street Trees	\$446,633	Per Person Served
Facilities Maintenance	\$2,226,784	Per Person Served
Additional IT, Fleet, and Quipment Maintenance Expense	\$3,000,000	Per Person Served
<b>SUBTOTAL</b>	<b>\$7,482,373</b>	
<b>REVITALIZATION</b>		
Economic Development	\$363,982	Per Person Served
Real Property	\$41,153	Per Person Served
<b>SUBTOTAL</b>	<b>\$405,135</b>	
<b>LIBRARY FUND</b>	<b>\$4,227,451</b>	Per Capita
<b>OPEB</b>	<b>\$7,300,000</b>	Per Person Served
<b>TOTAL EXPENDITURES</b>	<b>\$165,625,488</b>	
<b>CITY POPULATION<sup>1</sup></b>	<b>290,409</b>	
<b>CITY EMPLOYMENT<sup>2</sup></b>	<b>95,901</b>	
<b>PERSONS SERVED (Population + 50% Employment)</b>	<b>338,360</b>	

NOTES:

<sup>1</sup> State of California, Department of Finance, E-5 Population and Housing Estimates for Cities, Counties and the State, 2001-2009, with 2000 Benchmark. Sacramento, California, May 2009.

<sup>2</sup> Based on SJCOG projection for employment within the City of Stockton.

**EXHIBIT 2**  
**CITY OF STOCKTON**  
**DELTA COVE (ATLAS TRACT)**  
**FISCAL IMPACT ANALYSIS**  
**ANNUAL COST/REVENUE SUMMARY**

<b>FISCAL YEAR</b>	<b>2012-2013</b>	<b>2013-2014</b>	<b>2014-2015</b>	<b>2015-2016</b>	<b>2016-2017</b>	<b>2017-2018</b>	<b>2018-2019</b>	<b>2019-2020</b>	<b>2020-2021</b>	<b>BUILD-OUT</b>
<b><u>REVENUES</u></b>										
SECURED PROPERTY TAXES	\$105,324	\$211,239	\$317,134	\$450,648	\$584,312	\$681,383	\$779,309	\$867,940	\$958,294	\$956,302
UNSECURED PROPERTY TAXES	\$1,073	\$2,152	\$3,228	\$4,621	\$6,016	\$7,106	\$8,205	\$9,089	\$9,989	\$9,967
PROPERTY TRANSFER TAXES	\$0	\$2,963	\$5,636	\$8,715	\$13,194	\$17,571	\$20,861	\$24,458	\$27,760	\$30,921
PROPERTY TAX IN-LIEU OF VLF	\$63,914	\$128,187	\$192,448	\$273,468	\$354,580	\$413,486	\$472,911	\$526,695	\$581,525	\$580,316
SALES AND USE TAX	\$46,080	\$92,161	\$138,417	\$193,262	\$247,810	\$287,280	\$326,749	\$362,443	\$398,186	\$398,186
OTHER TAXES	\$65,236	\$130,635	\$195,951	\$274,781	\$353,409	\$412,925	\$472,605	\$525,675	\$578,867	\$578,867
LICENSES AND PERMITS	\$642	\$1,284	\$1,928	\$2,694	\$3,456	\$4,027	\$4,599	\$5,126	\$5,654	\$5,654
REVENUES FROM OTHER AGENCIES	\$183	\$365	\$549	\$767	\$984	\$1,147	\$1,310	\$1,460	\$1,610	\$1,610
CHARGES FOR CURRENT SERVICES	\$8,681	\$17,370	\$26,075	\$36,441	\$46,766	\$54,514	\$62,270	\$69,388	\$76,523	\$76,523
FINES AND FORFEITURES	\$6,221	\$12,448	\$18,686	\$26,115	\$33,514	\$39,067	\$44,625	\$49,726	\$54,839	\$54,839
OTHER REVENUES	\$13,841	\$27,695	\$41,575	\$58,103	\$74,565	\$86,919	\$99,286	\$110,635	\$122,010	\$122,010
GAS TAX	\$8,117	\$16,233	\$24,381	\$34,004	\$43,581	\$50,729	\$57,878	\$64,565	\$71,267	\$71,267
<b>TOTAL ANNUAL REVENUES</b>	<b>\$319,310</b>	<b>\$642,732</b>	<b>\$966,006</b>	<b>\$1,363,618</b>	<b>\$1,762,187</b>	<b>\$2,056,155</b>	<b>\$2,350,609</b>	<b>\$2,617,200</b>	<b>\$2,886,525</b>	<b>\$2,886,462</b>
<b><u>EXPENDITURES</u></b>										
FIRE	\$328,211	\$328,211	\$328,211	\$328,211	\$328,211	\$328,211	\$328,211	\$544,499	\$544,499	\$544,499
INFRASTRUCTURE MAINTENANCE COSTS	\$31,095	\$62,212	\$88,856	\$120,714	\$152,457	\$181,378	\$205,802	\$229,976	\$254,197	\$254,197
ADMINISTRATIVE SERVICES	\$2,630	\$5,263	\$7,900	\$11,041	\$14,170	\$16,517	\$18,867	\$21,024	\$23,185	\$23,185
CITY ATTORNEY	\$1,247	\$2,496	\$3,747	\$5,237	\$6,720	\$7,834	\$8,948	\$9,971	\$10,996	\$10,996
CITY AUDITOR	\$502	\$1,004	\$1,507	\$2,106	\$2,703	\$3,151	\$3,600	\$4,011	\$4,423	\$4,423
CITY CLERK	\$837	\$1,676	\$2,516	\$3,516	\$4,512	\$5,259	\$6,007	\$6,694	\$7,382	\$7,382
CITY COUNCIL	\$570	\$1,141	\$1,714	\$2,395	\$3,073	\$3,582	\$4,092	\$4,560	\$5,029	\$5,029
CITY MANAGER	\$1,345	\$2,692	\$4,040	\$5,647	\$7,247	\$8,447	\$9,649	\$10,752	\$11,858	\$11,858
HUMAN RESOURCES	\$1,953	\$3,907	\$5,865	\$8,197	\$10,519	\$12,262	\$14,007	\$15,608	\$17,212	\$17,212

EXHIBIT 2 (CONTINUED)

FISCAL YEAR	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021	BUILD-OUT
<b>EXPENDITURES (CONTINUED)</b>										
RECREATIONAL SERVICES	\$5,491	\$10,981	\$16,493	\$23,003	\$29,482	\$34,317	\$39,153	\$43,676	\$48,210	\$48,210
NON-DEPARTMENTAL	\$5,803	\$11,612	\$17,431	\$24,361	\$31,263	\$36,443	\$41,628	\$46,386	\$51,155	\$51,155
POLICE	\$141,569	\$283,272	\$425,242	\$594,298	\$762,687	\$889,045	\$1,015,537	\$1,131,621	\$1,247,972	\$1,247,972
PUBLIC WORKS	\$11,731	\$23,474	\$35,238	\$49,247	\$63,201	\$73,672	\$84,154	\$93,773	\$103,415	\$103,415
REVITALIZATION	\$635	\$1,271	\$1,908	\$2,667	\$3,422	\$3,989	\$4,557	\$5,077	\$5,599	\$5,599
LIBRARY FUND	\$7,686	\$15,372	\$23,087	\$32,200	\$41,269	\$48,038	\$54,807	\$61,139	\$67,486	\$67,486
OPEB	\$11,445	\$22,902	\$34,379	\$48,047	\$61,660	\$71,876	\$82,102	\$91,487	\$100,894	\$100,894
<b>TOTAL ANNUAL EXPENDITURES</b>	<b>\$552,752</b>	<b>\$777,486</b>	<b>\$998,135</b>	<b>\$1,260,885</b>	<b>\$1,522,596</b>	<b>\$1,724,021</b>	<b>\$1,921,119</b>	<b>\$2,320,255</b>	<b>\$2,503,514</b>	<b>\$2,503,514</b>
<b>ANNUAL ONGOING SURPLUS/(DEFICIT)</b>	<b>(\$233,442)</b>	<b>(\$134,753)</b>	<b>(\$32,129)</b>	<b>\$102,733</b>	<b>\$239,591</b>	<b>\$332,133</b>	<b>\$429,490</b>	<b>\$296,944</b>	<b>\$383,011</b>	<b>\$382,948</b>
<b>ANNUAL REVENUE/COST RATIO</b>	<b>0.58</b>	<b>0.83</b>	<b>0.97</b>	<b>1.08</b>	<b>1.16</b>	<b>1.19</b>	<b>1.22</b>	<b>1.13</b>	<b>1.15</b>	<b>1.15</b>
<b>CUMULATIVE ONGOING SURPLUS/(DEFICIT)</b>	<b>(\$233,442)</b>	<b>(\$368,195)</b>	<b>(\$400,324)</b>	<b>(\$297,591)</b>	<b>(\$58,000)</b>	<b>\$274,134</b>	<b>\$703,623</b>	<b>\$1,000,568</b>	<b>\$1,383,579</b>	<b>\$1,766,527</b>
<b>SURPLUS/(DEFICIT) PER UNIT (2009\$)</b>	<b>(\$151.10)</b>	<b>(\$87.22)</b>	<b>(\$20.80)</b>	<b>\$66.49</b>	<b>\$155.08</b>	<b>\$214.97</b>	<b>\$277.99</b>	<b>\$192.20</b>	<b>\$247.90</b>	<b>\$247.86</b>

**EXHIBIT 3  
CITY OF STOCKTON  
DELTA COVE (ATLAS TRACT)  
FISCAL IMPACT ANALYSIS  
ANNUAL COST/REVENUE PROJECTIONS**

<b>FISCAL YEAR</b>	<b>TOTAL</b>	<b>2012-2013</b>	<b>2013-2014</b>	<b>2014-2015</b>	<b>2015-2016</b>	<b>2016-2017</b>	<b>2017-2018</b>
<b>LAND USE ABSORPTION</b>							
<b>RESIDENTIAL PROPERTY</b>							
SINGLE FAMILY DETACHED (LARGE LOTS)	758	76	152	228	359	489	572
SINGLE FAMILY DETACHED (SMALL LOTS)	347	-	-	-	31	62	122
SINGLE FAMILY ATTACHED	160	30	60	90	125	160	160
APARTMENTS	280	93	186	280	280	280	280
<b>TOTAL RESIDENTIAL UNITS ABSORBED IN PERIOD</b>	<b>1,545</b>	<b>199</b>	<b>398</b>	<b>598</b>	<b>795</b>	<b>991</b>	<b>1,134</b>
RETAIL/COMMERCIAL	12,000	-	-	-	-	-	6,000
OFFICE	19,000	1,867	3,734	5,334	10,667	16,000	17,500
<b>TOTAL NON-RESIDENTIAL SQ. FT. ABSORBED IN PERIOD</b>	<b>31,000</b>	<b>1,867</b>	<b>3,734</b>	<b>5,334</b>	<b>10,667</b>	<b>16,000</b>	<b>23,500</b>
<b>DEMOGRAPHICS</b>							
<b>TOTAL PROJECT RESIDENTS AND EMPLOYEES</b>							
SINGLE FAMILY DETACHED (LARGE LOTS)	2,464	247	494	741	1,167	1,589	1,859
SINGLE FAMILY DETACHED (SMALL LOTS)	1,128	-	-	-	101	202	397
SINGLE FAMILY ATTACHED	456	86	171	257	356	456	456
APARTMENTS	588	195	391	588	588	588	588
<b>TOTAL, RESIDENTS</b>	<b>4,636</b>	<b>528</b>	<b>1,056</b>	<b>1,586</b>	<b>2,212</b>	<b>2,835</b>	<b>3,300</b>
RETAIL/COMMERCIAL	27	-	-	-	-	-	13
OFFICE	54	5	11	15	30	46	50
<b>TOTAL, EMPLOYEES</b>	<b>81</b>	<b>5</b>	<b>11</b>	<b>15</b>	<b>30</b>	<b>46</b>	<b>63</b>
<b>TOTAL, PERSONS SERVED</b>	<b>4,677</b>	<b>531</b>	<b>1,062</b>	<b>1,594</b>	<b>2,227</b>	<b>2,858</b>	<b>3,332</b>

EXHIBIT 3 (CONTINUED)

FISCAL YEAR	TOTAL	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
<b>SECURED PROPERTY TAX CALCULATIONS <sup>1</sup></b>							
SINGLE FAMILY DETACHED (LARGE LOTS)		\$31,133,436	\$62,494,638	\$93,710,208	\$148,493,543	\$203,070,879	\$237,768,326
SINGLE FAMILY DETACHED (SMALL LOTS)		\$0	\$0	\$0	\$10,954,573	\$21,895,365	\$43,300,195
SINGLE FAMILY ATTACHED		\$9,895,245	\$19,810,281	\$29,763,928	\$41,472,446	\$53,427,200	\$53,150,303
APARTMENTS		\$19,851,456	\$39,798,220	\$59,858,166	\$59,375,548	\$58,952,435	\$58,585,594
<b>TOTAL, RESIDENTIAL ASSESSED VALUE</b>		<b>\$60,880,138</b>	<b>\$122,103,140</b>	<b>\$183,332,302</b>	<b>\$260,296,109</b>	<b>\$337,345,879</b>	<b>\$392,804,419</b>
DEMOGRAPHICS		\$0	\$0	\$0	\$0	\$0	\$670,115
TOTAL PROJECT RESIDENTS AND EMPLOYEES		\$127,856	\$255,816	\$365,432	\$738,808	\$1,112,876	\$1,212,203
<b>TOTAL, NON-RESIDENTIAL ASSESSED VALUE</b>		<b>\$127,856</b>	<b>\$255,816</b>	<b>\$365,432</b>	<b>\$738,808</b>	<b>\$1,112,876</b>	<b>\$1,882,318</b>
<b>TOTAL, SECURED PROPERTY TAX REVENUES (2009\$)</b>		<b>\$105,324</b>	<b>\$211,239</b>	<b>\$317,134</b>	<b>\$450,648</b>	<b>\$584,312</b>	<b>\$681,383</b>

**UNSECURED PROPERTY TAX CALCULATIONS**

UNSECURED TAXES AS A % OF SECURED							
RESIDENTIAL							1%
NON-RESIDENTIAL							10%
<b>TOTAL, UNSECURED PROPERTY TAX REVENUES (2009\$) <sup>2</sup></b>		<b>\$1,073</b>	<b>\$2,152</b>	<b>\$3,228</b>	<b>\$4,621</b>	<b>\$6,016</b>	<b>\$7,106</b>

**PROPERTY TRANSFER TAX CALCULATIONS <sup>1</sup>**

TRANSFER TAX AS A % OF RESALE DOLLAR							0.11%
PROPERTY TRANSFER TAX PASSED THROUGH TO CITY							50.00%
<b>TOTAL, PROPERTY TRANSFER TAX REVENUES (2009\$) <sup>2</sup></b>		<b>\$0</b>	<b>\$2,963</b>	<b>\$5,636</b>	<b>\$8,715</b>	<b>\$13,194</b>	<b>\$17,571</b>

<sup>1</sup> See Exhibit 4 for calculations.

<sup>2</sup> Based on City apportionment factor of 17.26% (see Exhibit 6)

**EXHIBIT 3 (CONTINUED)**

<b>FISCAL YEAR</b>	<b>TOTAL</b>	<b>2012-2013</b>	<b>2013-2014</b>	<b>2014-2015</b>	<b>2015-2016</b>	<b>2016-2017</b>	<b>2017-2018</b>
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**PROPERTY TAX IN-LIEU OF VLF CALCULATIONS**

VLF REVENUE PER \$1,000 ASSESSED VALUE	\$1.05						
<b>TOTAL PROPERTY TAX IN-LIEU OF VLF REVENUE</b>		<b>\$63,914</b>	<b>\$128,187</b>	<b>\$192,448</b>	<b>\$273,468</b>	<b>\$354,580</b>	<b>\$413,486</b>

**SALES AND USE TAX CALCULATIONS (Exhibit B Continued)**

RECURRING TAXABLE SALES WITHIN CITY <sup>1</sup>		\$3,326,614	\$6,653,228	\$9,992,581	\$13,951,904	\$17,889,841	\$20,739,210
SALES TAX RATE (PASSED THROUGH TO CITY)	1.00%						
MEASURE W SALES TAX	0.25%						
MEASURE W SALES TAX PASSED THROUGH TO CITY	100.00%						
MEASURE 172 SALES TAX	0.50%						
MEASURE 172 SALES TAX PASSED THROUGH TO CITY	2.78%						
POOLED SALES TAX REVENUE	12.13%						

**ANNUAL CITY SALES TAX RECEIPTS: ALL SOURCES**

SALES AND USE TAX	\$33,266	\$66,532	\$99,926	\$139,519	\$178,898	\$207,392
MEASURE W	\$8,317	\$16,633	\$24,981	\$34,880	\$44,725	\$51,848
PROPOSITION 172	\$462	\$925	\$1,389	\$1,939	\$2,487	\$2,883
POOLED SALES TAX REVENUE	\$4,035	\$8,070	\$12,121	\$16,924	\$21,700	\$25,157
<b>TOTAL SALES AND USE TAX RECEIPTS</b>	<b>\$46,080</b>	<b>\$92,161</b>	<b>\$138,417</b>	<b>\$193,262</b>	<b>\$247,810</b>	<b>\$287,280</b>

<sup>1</sup> See Exhibit 4 for calculations.

EXHIBIT 3 (CONTINUED)

FISCAL YEAR	TOTAL	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
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**OTHER REVENUE SOURCES - BUDGET MULTIPLIERS**

**BUDGET REVENUE MULTIPLIERS**

RESIDENTIAL		\$193.11	\$193.11	\$193.11	\$193.11	\$193.11	\$193.11
NON-RESIDENTIAL		\$191.61	\$191.61	\$191.61	\$191.61	\$191.61	\$191.61
<b>TOTAL BUDGET MULTIPLIER REVENUE IN PERIOD</b>		<b>\$102,919</b>	<b>\$206,030</b>	<b>\$309,144</b>	<b>\$432,903</b>	<b>\$556,276</b>	<b>\$649,328</b>

**FIRE, PUBLIC WORKS AND INFRASTRUCTURE COSTS**

<b>FIRE COST</b>		<b>\$328,211</b>	<b>\$328,211</b>	<b>\$328,211</b>	<b>\$328,211</b>	<b>\$328,211</b>	<b>\$328,211</b>
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**QUANTITY**

**TOTAL**

ACRES OF LANDSCAPE	13.43	1.52	3.05	4.58	6.40	8.21	9.57
LANE MILES OF ROADWAYS (PUBLIC)	11.08	1.26	2.52	3.78	5.28	6.77	7.89
SIGNALIZED INTERSECTION(S)	3.00	1.00	2.00	2.00	2.00	2.00	3.00
STREETLIGHT(S)	188.00	15.67	31.33	47.00	66.74	86.48	105.28
TRAILS (MILES)	4.55	0.49	0.97	1.46	2.02	2.59	3.18

**MAINTENANCE COST**

**ANNUAL**

ACRES OF LANDSCAPE	\$6,098	\$9,291	\$18,590	\$27,908	\$39,002	\$50,053	\$58,346
LANE MILES OF ROADWAYS (PUBLIC)	\$12,000	\$15,083	\$30,180	\$45,306	\$63,317	\$81,257	\$94,720
SIGNALIZED INTERSECTION(S)	\$4,520	\$4,520	\$9,040	\$9,040	\$9,040	\$9,040	\$13,560
STREETLIGHT(S)	\$125	\$1,958	\$3,917	\$5,875	\$8,342	\$10,810	\$13,160
TRAILS (MILES)	\$500	\$243	\$485	\$728	\$1,012	\$1,297	\$1,592

<b>TOTAL INFRASTRUCTURE MAINTENANCE COSTS</b>		<b>\$31,095</b>	<b>\$62,212</b>	<b>\$88,856</b>	<b>\$120,714</b>	<b>\$152,457</b>	<b>\$181,378</b>
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EXHIBIT 3 (CONTINUED)

FISCAL YEAR	TOTAL	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
<b>OTHER COST SOURCES - BUDGET MULTIPLIERS</b>							
<b>BUDGET COST MULTIPLIERS</b>							
RESIDENTIAL		\$364.77	\$364.77	\$364.77	\$364.77	\$364.77	\$364.77
NON-RESIDENTIAL		\$169.91	\$169.91	\$169.91	\$169.91	\$169.91	\$169.91
<b>TOTAL, BUDGET COST MULTIPLIERS</b>		<b>\$193,446</b>	<b>\$387,062</b>	<b>\$581,068</b>	<b>\$811,960</b>	<b>\$1,041,928</b>	<b>\$1,214,432</b>

**EXHIBIT 3  
CITY OF STOCKTON  
DELTA COVE (ATLAS TRACT)  
FISCAL IMPACT ANALYSIS  
ANNUAL COST/REVENUE PROJECTIONS**

<b>FISCAL YEAR</b>	<b>TOTAL</b>	<b>2018-2019</b>	<b>2019-2020</b>	<b>2020-2021</b>	<b>BUILDOUT</b>
<b>LAND USE ABSORPTION</b>					
<b>RESIDENTIAL PROPERTY</b>					
SINGLE FAMILY DETACHED (LARGE LOTS)	758	655	706	758	758
SINGLE FAMILY DETACHED (SMALL LOTS)	347	182	265	347	347
SINGLE FAMILY ATTACHED	160	160	160	160	160
APARTMENTS	280	280	280	280	280
<b>TOTAL RESIDENTIAL UNITS ABSORBED IN PERIOD</b>	<b>1,545</b>	<b>1,277</b>	<b>1,411</b>	<b>1,545</b>	<b>1,545</b>
RETAIL/COMMERCIAL	12,000	12,000	12,000	12,000	12,000
OFFICE	19,000	19,000	19,000	19,000	19,000
<b>TOTAL NON-RESIDENTIAL SQ. FT. ABSORBED IN PERIOD</b>	<b>31,000</b>	<b>31,000</b>	<b>31,000</b>	<b>31,000</b>	<b>31,000</b>
<b>DEMOGRAPHICS</b>					
<b>TOTAL PROJECT RESIDENTS AND EMPLOYEES</b>					
SINGLE FAMILY DETACHED (LARGE LOTS)	2,464	2,129	2,295	2,464	2,464
SINGLE FAMILY DETACHED (SMALL LOTS)	1,128	592	861	1,128	1,128
SINGLE FAMILY ATTACHED	456	456	456	456	456
APARTMENTS	588	588	588	588	588
<b>TOTAL, RESIDENTS</b>	<b>4,636</b>	<b>3,765</b>	<b>4,200</b>	<b>4,636</b>	<b>4,636</b>
RETAIL/COMMERCIAL	27	27	27	27	27
OFFICE	54	54	54	54	54
<b>TOTAL, EMPLOYEES</b>	<b>81</b>	<b>81</b>	<b>81</b>	<b>81</b>	<b>81</b>
<b>TOTAL, PERSONS SERVED</b>	<b>4,677</b>	<b>3,806</b>	<b>4,241</b>	<b>4,677</b>	<b>4,677</b>

EXHIBIT 3 (CONTINUED)

FISCAL YEAR	TOTAL	2018-2019	2019-2020	2020-2021	BUILDOUT
<b>SECURED PROPERTY TAX CALCULATIONS <sup>1</sup></b>					
SINGLE FAMILY DETACHED (LARGE LOTS)		\$272,730,892	\$294,389,713	\$316,863,145	\$316,375,243
SINGLE FAMILY DETACHED (SMALL LOTS)		\$64,794,299	\$94,871,613	\$125,013,090	\$124,515,615
SINGLE FAMILY ATTACHED		\$52,959,055	\$52,844,674	\$52,799,342	\$52,816,098
APARTMENTS		\$58,271,989	\$58,008,765	\$57,793,243	\$57,622,905
<b>TOTAL, RESIDENTIAL ASSESSED VALUE</b>		<b>\$448,756,234</b>	<b>\$500,114,765</b>	<b>\$552,468,820</b>	<b>\$551,329,861</b>
DEMOGRAPHICS		\$1,340,900	\$1,329,475	\$1,319,413	\$1,310,641
TOTAL PROJECT RESIDENTS AND EMPLOYEES		\$1,312,728	\$1,304,372	\$1,297,210	\$1,291,179
<b>TOTAL, NON-RESIDENTIAL ASSESSED VALUE</b>		<b>\$2,653,628</b>	<b>\$2,633,847</b>	<b>\$2,616,623</b>	<b>\$2,601,820</b>
<b>TOTAL, SECURED PROPERTY TAX REVENUES (2009\$)</b>		<b>\$779,309</b>	<b>\$867,940</b>	<b>\$958,294</b>	<b>\$956,302</b>

**UNSECURED PROPERTY TAX CALCULATIONS**

UNSECURED TAXES AS A % OF SECURED					
RESIDENTIAL		1%			
NON-RESIDENTIAL		10%			
<b>TOTAL, UNSECURED PROPERTY TAX REVENUES (2009\$) <sup>2</sup></b>		<b>\$8,205</b>	<b>\$9,089</b>	<b>\$9,989</b>	<b>\$9,967</b>

**PROPERTY TRANSFER TAX CALCULATIONS <sup>1</sup>**

TRANSFER TAX AS A % OF RESALE DOLLAR		0.11%			
PROPERTY TRANSFER TAX PASSED THROUGH TO CITY		50.00%			
<b>TOTAL, PROPERTY TRANSFER TAX REVENUES (2009\$) <sup>2</sup></b>		<b>\$20,861</b>	<b>\$24,458</b>	<b>\$27,760</b>	<b>\$30,921</b>

<sup>1</sup> See Exhibit 4 for calculations.

<sup>2</sup> Based on City apportionment factor of 17.26% (see Exhibit 6)

EXHIBIT 3 (CONTINUED)

FISCAL YEAR	TOTAL	2018-2019	2019-2020	2020-2021	BUILDOUT
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**PROPERTY TAX IN-LIEU OF VLF CALCULATIONS**

VLF REVENUE PER \$1,000 ASSESSED VALUE	\$1.05
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<b>TOTAL PROPERTY TAX IN-LIEU OF VLF REVENUE</b>	<b>\$472,911</b>	<b>\$526,695</b>	<b>\$581,525</b>	<b>\$580,316</b>
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**SALES AND USE TAX CALCULATIONS (Exhibit B Continued)**

RECURRING TAXABLE SALES WITHIN CITY <sup>1</sup>	\$23,588,579	\$26,165,422	\$28,745,745	\$28,745,745
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SALES TAX RATE (PASSED THROUGH TO CITY)	1.00%
MEASURE W SALES TAX	0.25%
MEASURE W SALES TAX PASSED THROUGH TO CITY	100.00%
MEASURE 172 SALES TAX	0.50%
MEASURE 172 SALES TAX PASSED THROUGH TO CITY	2.78%
POOLED SALES TAX REVENUE	12.13%

**ANNUAL CITY SALES TAX RECEIPTS: ALL SOURCES**

SALES AND USE TAX	\$235,886	\$261,654	\$287,457	\$287,457
MEASURE W	\$58,971	\$65,414	\$71,864	\$71,864
PROPOSITION 172	\$3,279	\$3,637	\$3,996	\$3,996
POOLED SALES TAX REVENUE	\$28,613	\$31,739	\$34,869	\$34,869
<b>TOTAL SALES AND USE TAX RECEIPTS</b>	<b>\$326,749</b>	<b>\$362,443</b>	<b>\$398,186</b>	<b>\$398,186</b>

<sup>1</sup> See Exhibit 4 for calculations.

EXHIBIT 3 (CONTINUED)

FISCAL YEAR TOTAL 2018-2019 2019-2020 2020-2021 BUILDOUT

**OTHER REVENUE SOURCES - BUDGET MULTIPLIERS**

**BUDGET REVENUE MULTIPLIERS**

RESIDENTIAL	\$193.11	\$193.11	\$193.11	\$193.11
NON-RESIDENTIAL	\$191.61	\$191.61	\$191.61	\$191.61

<b>TOTAL BUDGET MULTIPLIER REVENUE IN PERIOD</b>	<b>\$742,572</b>	<b>\$826,574</b>	<b>\$910,770</b>	<b>\$910,770</b>
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**FIRE, PUBLIC WORKS AND INFRASTRUCTURE COSTS**

<b>FIRE COST</b>	<b>\$328,211</b>	<b>\$544,499</b>	<b>\$544,499</b>	<b>\$544,499</b>
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**QUANTITY**

**TOTAL**

ACRES OF LANDSCAPE	13.43	10.93	12.18	13.43	13.43
LANE MILES OF ROADWAYS (PUBLIC)	11.08	9.02	10.05	11.08	11.08
SIGNALIZED INTERSECTION(S)	3.00	3.00	3.00	3.00	3.00
STREETLIGHT(S)	188.00	124.08	156.04	188	188.00
TRAILS (MILES)	4.55	3.78	4.16	4.55	4.55

**MAINTENANCE COST**

**ANNUAL**

ACRES OF LANDSCAPE	\$6,098	\$66,647	\$74,266	\$81,902	\$81,902
LANE MILES OF ROADWAYS (PUBLIC)	\$12,000	\$108,196	\$120,564	\$132,960	\$132,960
SIGNALIZED INTERSECTION(S)	\$4,520	\$13,560	\$13,560	\$13,560	\$13,560
STREETLIGHT(S)	\$125	\$15,510	\$19,505	\$23,500	\$23,500
TRAILS (MILES)	\$500	\$1,888	\$2,082	\$2,275	\$2,275

<b>TOTAL INFRASTRUCTURE MAINTENANCE COSTS</b>	<b>\$205,802</b>	<b>\$229,976</b>	<b>\$254,197</b>	<b>\$254,197</b>
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EXHIBIT 3 (CONTINUED)

FISCAL YEAR	TOTAL	2018-2019	2019-2020	2020-2021	BUILDOUT
<b>OTHER COST SOURCES - BUDGET MULTIPLIERS</b>					
<b>BUDGET COST MULTIPLIERS</b>					
RESIDENTIAL		\$364.77	\$364.77	\$364.77	\$364.77
NON-RESIDENTIAL		\$169.91	\$169.91	\$169.91	\$169.91
<b>TOTAL, BUDGET COST MULTIPLIERS</b>		<b>\$1,387,107</b>	<b>\$1,545,780</b>	<b>\$1,704,818</b>	<b>\$1,704,818</b>

EXHIBIT 4  
CITY OF STOCKTON  
A.G. SPANOS COMPANIES: THE PRESERVE (ATLAS TRACT)  
FISCAL IMPACT ANALYSIS  
ANNUAL ASSESSED VALUE AND TAXABLE SALES PROJECTIONS

<b>FISCAL YEAR</b>		<b>2012-2013</b>	<b>2013-2014</b>	<b>2014-2015</b>	<b>2015-2016</b>	<b>2016-2017</b>	<b>2017-2018</b>
<b>ABSORPTION</b>							
	<b>TOTAL</b>						
	SINGLE FAMILY DETACHED (LARGE LOTS)	76	76	76	131	130	83
	SINGLE FAMILY DETACHED (SMALL LOTS)	-	-	-	31	31	60
	SINGLE FAMILY ATTACHED	30	30	30	35	35	-
	APARTMENTS	280	93	93	94	-	-
	<b>TOTAL RESIDENTIAL UNITS ABSORBED IN PERIOD</b>	<b>1,545</b>	<b>199</b>	<b>199</b>	<b>200</b>	<b>197</b>	<b>143</b>
	RETAIL/COMMERCIAL	12,000	-	-	-	-	6,000
	OFFICE	19,000	1,867	1,867	1,600	5,333	1,500
	<b>TOTAL NON-RESIDENTIAL SQ. FT. ABSORBED IN PERIOD</b>	<b>31,000</b>	<b>1,867</b>	<b>1,867</b>	<b>1,600</b>	<b>5,333</b>	<b>7,500</b>
<b>CUMULATIVE RESIDENTIAL UNITS</b>							
	SINGLE FAMILY DETACHED (LARGE LOTS)	76	152	228	359	489	572
	SINGLE FAMILY DETACHED (SMALL LOTS)	-	-	-	31	62	122
	SINGLE FAMILY ATTACHED	30	60	90	125	160	160
	APARTMENTS	93	186	280	280	280	280
	<b>TOTAL CUMULATIVE RESIDENTIAL UNITS</b>	<b>199</b>	<b>398</b>	<b>598</b>	<b>795</b>	<b>991</b>	<b>1,134</b>
<b>CUMULATIVE NON-RESIDENTIAL SQ. FT.</b>							
	RETAIL/COMMERCIAL	-	-	-	-	-	6,000
	OFFICE	1,867	3,734	5,334	10,667	16,000	17,500
	<b>TOTAL CUMULATIVE NON-RESIDENTIAL SQ. FT.</b>	<b>1,867</b>	<b>3,734</b>	<b>5,334</b>	<b>10,667</b>	<b>16,000</b>	<b>23,500</b>

**EXHIBIT 4 (CONTINUED)**

<b>FISCAL YEAR</b>		<b>2012-2013</b>	<b>2013-2014</b>	<b>2014-2015</b>	<b>2015-2016</b>	<b>2016-2017</b>	<b>2017-2018</b>
<b>ANNUAL TURNOVER</b>	<b>RATE</b>						
SINGLE FAMILY DETACHED (LARGE LOTS)	10%	-	8	15	23	36	49
SINGLE FAMILY DETACHED (SMALL LOTS)	10%	-	-	-	-	3	6
SINGLE FAMILY ATTACHED	10%	-	3	6	9	13	16
APARTMENTS	5%	-	5	9	14	14	14
RETAIL/COMMERCIAL	5%	-	-	-	-	-	-
OFFICE	5%	-	93	187	267	533	800

**ASSESSED VALUE INFLATION ASSUMPTIONS**

ANNUAL INFLATION RATE <sup>1</sup>	3%
ANNUAL PROPERTY APPRECIATION RATE <sup>2</sup>	4%
ANNUAL PROPERTY TAX ESCALATION RATE	2%

**SALES PRICE (2009\$)**

	<b>VALUE</b>						
SINGLE FAMILY DETACHED (LARGE LOTS)	\$397,603	\$409,650	\$413,747	\$417,884	\$422,063	\$426,284	\$430,547
SINGLE FAMILY DETACHED (SMALL LOTS)	\$332,894	\$342,981	\$346,410	\$349,875	\$353,373	\$356,907	\$360,476
SINGLE FAMILY ATTACHED	\$320,141	\$329,842	\$333,140	\$336,471	\$339,836	\$343,234	\$346,667
APARTMENTS	\$207,179	\$213,457	\$215,591	\$217,747	\$219,924	\$222,124	\$224,345
RETAIL/COMMERCIAL	\$103.14	\$106.27	\$107.33	\$108.40	\$109.49	\$110.58	\$111.69
OFFICE	\$66.47	\$68.48	\$69.17	\$69.86	\$70.56	\$71.26	\$71.98

**NEW PROPERTY SALES (2009\$)**

SINGLE FAMILY DETACHED (LARGE LOTS)	\$31,133,436	\$31,444,771	\$31,759,218	\$55,290,292	\$55,416,911	\$35,735,382
SINGLE FAMILY DETACHED (SMALL LOTS)	\$0	\$0	\$0	\$10,954,573	\$11,064,119	\$21,628,568
SINGLE FAMILY ATTACHED	\$9,895,245	\$9,994,198	\$10,094,140	\$11,894,261	\$12,013,204	\$0
APARTMENTS	\$19,851,456	\$20,049,971	\$20,468,217	\$0	\$0	\$0
RETAIL/COMMERCIAL	\$0	\$0	\$0	\$0	\$0	\$670,115
OFFICE	\$127,856	\$129,135	\$111,774	\$376,281	\$380,044	\$107,963

<sup>1</sup> All figures are expressed in 2009 dollars utilizing a discount rate of 3%.

<sup>2</sup> Sales prices projected to increase by an average of 4% per year, in accordance with the Guidelines.

EXHIBIT 4 (CONTINUED)

FISCAL YEAR	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
<b>PROPERTY RESALES (2009\$)</b>						
SINGLE FAMILY DETACHED (LARGE LOTS)	\$0	\$3,309,976	\$6,268,267	\$9,707,456	\$15,346,221	\$21,096,792
SINGLE FAMILY DETACHED (SMALL LOTS)	\$0	\$0	\$0	\$0	\$1,070,721	\$2,162,857
SINGLE FAMILY ATTACHED	\$0	\$999,420	\$2,018,828	\$3,058,524	\$4,462,047	\$5,546,668
APARTMENTS	\$0	\$1,077,955	\$1,959,723	\$3,078,942	\$3,109,732	\$3,140,829
RETAIL/COMMERCIAL	\$0	\$0	\$0	\$0	\$0	\$0
OFFICE	\$0	\$6,433	\$13,064	\$18,839	\$37,983	\$57,580
<b>TOTAL ASSESSED VALUE (2009\$)</b>						
SINGLE FAMILY DETACHED (LARGE LOTS)	\$31,133,436	\$62,494,638	\$93,710,208	\$148,493,543	\$203,070,879	\$237,768,326
SINGLE FAMILY DETACHED (SMALL LOTS)	\$0	\$0	\$0	\$10,954,573	\$21,895,365	\$43,300,195
SINGLE FAMILY ATTACHED	\$9,895,245	\$19,810,281	\$29,763,928	\$41,472,446	\$53,427,200	\$53,150,303
APARTMENTS	\$19,851,456	\$39,798,220	\$59,858,166	\$59,375,548	\$58,952,435	\$58,585,594
RETAIL/COMMERCIAL	\$0	\$0	\$0	\$0	\$0	\$670,115
OFFICE	\$127,856	\$255,816	\$365,432	\$738,808	\$1,112,876	\$1,212,203
<b>TOTAL ASSESSED VALUE (2009\$)</b>	<b>\$61,007,993</b>	<b>\$122,358,955</b>	<b>\$183,697,734</b>	<b>\$261,034,918</b>	<b>\$338,458,755</b>	<b>\$394,686,737</b>

TRANSFER TAX AS A % OF RESALE DOLLAR

0.11%
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PROPERTY TRANSFER TAX PASSED THROUGH TO CITY

50.00%
--------

**PROPERTY TRANSFER TAX (2009\$)**

SINGLE FAMILY DETACHED (LARGE LOTS)	\$1,820	\$3,448	\$5,339	\$8,440	\$11,603
SINGLE FAMILY DETACHED (SMALL LOTS)	\$0	\$0	\$0	\$589	\$1,190
SINGLE FAMILY ATTACHED	\$550	\$1,110	\$1,682	\$2,454	\$3,051
APARTMENTS	\$593	\$1,078	\$1,693	\$1,710	\$1,727
RETAIL/COMMERCIAL	\$0	\$0	\$0	\$0	\$0
OFFICE	\$4	\$7	\$10	\$21	\$32
<b>TOTAL PROPERTY TRANSFER TAX (2009\$)</b>	<b>\$0</b>	<b>\$2,963</b>	<b>\$5,636</b>	<b>\$8,715</b>	<b>\$13,194</b>

**EXHIBIT 4 (CONTINUED)**

<b>FISCAL YEAR</b>	<b>2012-2013</b>	<b>2013-2014</b>	<b>2014-2015</b>	<b>2015-2016</b>	<b>2016-2017</b>	<b>2017-2018</b>
<b>RESIDENTIAL TAXABLE SALES ASSUMPTIONS</b>						
TAXABLE SPENDING AS A % OF HOUSEHOLD INCOME						
SINGLE FAMILY DETACHED (LARGE LOTS)	26.13%					
SINGLE FAMILY DETACHED (SMALL LOTS)	26.13%					
SINGLE FAMILY ATTACHED	26.13%					
APARTMENTS	29.87%					
TAXABLE SALES WITHIN CITY	82.00%					
<b>AVERAGE ASSESSED VALUE (2009\$)</b>						
SINGLE FAMILY DETACHED (LARGE LOTS)	\$397,603	\$397,603	\$397,603	\$397,603	\$397,603	\$397,603
SINGLE FAMILY DETACHED (SMALL LOTS)	NA	NA	NA	\$332,894	\$332,894	\$332,894
SINGLE FAMILY ATTACHED	\$320,141	\$320,141	\$320,141	\$320,141	\$320,141	\$320,141
APARTMENTS	\$207,179	\$207,179	\$207,179	\$207,179	\$207,179	\$207,179
<b>ESTIMATED HOUSEHOLD INCOME (2009\$)</b>						
SINGLE FAMILY DETACHED (LARGE LOTS)	\$99,811	\$99,811	\$99,811	\$99,811	\$99,811	\$99,811
SINGLE FAMILY DETACHED (SMALL LOTS)	NA	NA	NA	\$83,567	\$83,567	\$83,567
SINGLE FAMILY ATTACHED	\$80,365	\$80,365	\$80,365	\$80,365	\$80,365	\$80,365
APARTMENTS	\$52,008	\$52,008	\$52,008	\$52,008	\$52,008	\$52,008
<b>TOTAL TAXABLE EXPENDITURES</b>						
SINGLE FAMILY DETACHED (LARGE LOTS)	\$1,625,338	\$3,250,675	\$4,876,013	\$7,677,581	\$10,457,764	\$12,232,804
SINGLE FAMILY DETACHED (SMALL LOTS)	NA	NA	NA	\$555,070	\$1,110,140	\$2,184,470
SINGLE FAMILY ATTACHED	\$516,587	\$1,033,173	\$1,549,760	\$2,152,444	\$2,755,128	\$2,755,128
APARTMENTS	\$1,184,690	\$2,369,380	\$3,566,808	\$3,566,808	\$3,566,808	\$3,566,808
<b>TOTAL, PROJECT TAXABLE SALES WITHIN CITY</b>	<b>\$3,326,614</b>	<b>\$6,653,228</b>	<b>\$9,992,581</b>	<b>\$13,951,904</b>	<b>\$17,889,841</b>	<b>\$20,739,210</b>

EXHIBIT 4  
CITY OF STOCKTON  
A.G. SPANOS COMPANIES: THE PRESERVE (ATLAS TRACT)  
FISCAL IMPACT ANALYSIS  
ANNUAL ASSESSED VALUE AND TAXABLE SALES PROJECTIONS

<u>FISCAL YEAR</u>		2018-2019	2019-2020	2020-2021	BUILDOUT
<b><u>ABSORPTION</u></b>					
	<b>TOTAL</b>				
	SINGLE FAMILY DETACHED (LARGE LOTS)	758	83	51	52
	SINGLE FAMILY DETACHED (SMALL LOTS)	347	60	83	82
	SINGLE FAMILY ATTACHED	160	-	-	-
	APARTMENTS	280	-	-	-
	<b>TOTAL RESIDENTIAL UNITS ABSORBED IN PERIOD</b>	<b>1,545</b>	<b>143</b>	<b>134</b>	<b>134</b>
	RETAIL/COMMERCIAL	12,000	6,000	-	-
	OFFICE	19,000	1,500	-	-
	<b>TOTAL NON-RESIDENTIAL SQ. FT. ABSORBED IN PERIOD</b>	<b>31,000</b>	<b>7,500</b>	<b>-</b>	<b>-</b>
<b><u>CUMULATIVE RESIDENTIAL UNITS</u></b>					
	SINGLE FAMILY DETACHED (LARGE LOTS)	655	706	758	758
	SINGLE FAMILY DETACHED (SMALL LOTS)	182	265	347	347
	SINGLE FAMILY ATTACHED	160	160	160	160
	APARTMENTS	280	280	280	280
	<b>TOTAL CUMULATIVE RESIDENTIAL UNITS</b>	<b>1,277</b>	<b>1,411</b>	<b>1,545</b>	<b>1,545</b>
<b><u>CUMULATIVE NON-RESIDENTIAL SQ. FT.</u></b>					
	RETAIL/COMMERCIAL	12,000	12,000	12,000	12,000
	OFFICE	19,000	19,000	19,000	19,000
	<b>TOTAL CUMULATIVE NON-RESIDENTIAL SQ. FT.</b>	<b>31,000</b>	<b>31,000</b>	<b>31,000</b>	<b>31,000</b>

**EXHIBIT 4 (CONTINUED)**

<b>FISCAL YEAR</b>		<b>2018-2019</b>	<b>2019-2020</b>	<b>2020-2021</b>	<b>BUILDOUT</b>
<b>ANNUAL TURNOVER</b>	<b>RATE</b>				
SINGLE FAMILY DETACHED (LARGE LOTS)	10%	57	66	71	76
SINGLE FAMILY DETACHED (SMALL LOTS)	10%	12	18	27	35
SINGLE FAMILY ATTACHED	10%	16	16	16	16
APARTMENTS	5%	14	14	14	14
RETAIL/COMMERCIAL	5%	300	600	600	600
OFFICE	5%	875	950	950	950

**ASSESSED VALUE INFLATION ASSUMPTIONS**

ANNUAL INFLATION RATE <sup>1</sup>	3%
ANNUAL PROPERTY APPRECIATION RATE <sup>2</sup>	4%
ANNUAL PROPERTY TAX ESCALATION RATE	2%

**SALES PRICE (2009\$)**

	<b>VALUE</b>				
SINGLE FAMILY DETACHED (LARGE LOTS)	\$397,603	\$434,852	\$439,201	\$443,593	\$448,029
SINGLE FAMILY DETACHED (SMALL LOTS)	\$332,894	\$364,081	\$367,722	\$371,399	\$375,113
SINGLE FAMILY ATTACHED	\$320,141	\$350,133	\$353,635	\$357,171	\$360,743
APARTMENTS	\$207,179	\$226,588	\$228,854	\$231,143	\$233,454
RETAIL/COMMERCIAL	\$103.14	\$112.80	\$113.93	\$115.07	\$116.22
OFFICE	\$66.47	\$72.70	\$73.42	\$74.16	\$74.90

**NEW PROPERTY SALES (2009\$)**

SINGLE FAMILY DETACHED (LARGE LOTS)	\$36,092,736	\$22,399,239	\$23,066,824	\$0
SINGLE FAMILY DETACHED (SMALL LOTS)	\$21,844,854	\$30,520,902	\$30,454,712	\$0
SINGLE FAMILY ATTACHED	\$0	\$0	\$0	\$0
APARTMENTS	\$0	\$0	\$0	\$0
RETAIL/COMMERCIAL	\$676,816	\$0	\$0	\$0
OFFICE	\$109,043	\$0	\$0	\$0

<sup>1</sup> All figures are expressed in 2009 dollars utilizing a discount rate of 3%.

<sup>2</sup> Sales prices projected to increase by an average of 4% per year, in accordance with the Guidelines.

EXHIBIT 4 (CONTINUED)

FISCAL YEAR	2018-2019	2019-2020	2020-2021	BUILDOUT
<b>PROPERTY REALES (2009\$)</b>				
SINGLE FAMILY DETACHED (LARGE LOTS)	\$24,786,577	\$28,987,250	\$31,495,086	\$34,050,181
SINGLE FAMILY DETACHED (SMALL LOTS)	\$4,368,971	\$6,618,991	\$10,027,771	\$13,128,952
SINGLE FAMILY ATTACHED	\$5,602,135	\$5,658,156	\$5,714,737	\$5,771,885
APARTMENTS	\$3,172,238	\$3,203,960	\$3,235,999	\$3,268,359
RETAIL/COMMERCIAL	\$33,841	\$68,358	\$69,042	\$69,732
OFFICE	\$63,608	\$69,751	\$70,448	\$71,153
<b>TOTAL ASSESSED VALUE (2009\$)</b>				
SINGLE FAMILY DETACHED (LARGE LOTS)	\$272,730,892	\$294,389,713	\$316,863,145	\$316,375,243
SINGLE FAMILY DETACHED (SMALL LOTS)	\$64,794,299	\$94,871,613	\$125,013,090	\$124,515,615
SINGLE FAMILY ATTACHED	\$52,959,055	\$52,844,674	\$52,799,342	\$52,816,098
APARTMENTS	\$58,271,989	\$58,008,765	\$57,793,243	\$57,622,905
RETAIL/COMMERCIAL	\$1,340,900	\$1,329,475	\$1,319,413	\$1,310,641
OFFICE	\$1,312,728	\$1,304,372	\$1,297,210	\$1,291,179
<b>TOTAL ASSESSED VALUE (2009\$)</b>	<b>\$451,409,862</b>	<b>\$502,748,612</b>	<b>\$555,085,443</b>	<b>\$553,931,680</b>

TRANSFER TAX AS A % OF RE SALE DOLLAR

0.11%
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PROPERTY TRANSFER TAX PASSED THROUGH TO CITY

50.00%
--------

**PROPERTY TRANSFER TAX (2009\$)**

SINGLE FAMILY DETACHED (LARGE LOTS)	\$13,633	\$15,943	\$17,322	\$18,728
SINGLE FAMILY DETACHED (SMALL LOTS)	\$2,403	\$3,640	\$5,515	\$7,221
SINGLE FAMILY ATTACHED	\$3,081	\$3,112	\$3,143	\$3,175
APARTMENTS	\$1,745	\$1,762	\$1,780	\$1,798
RETAIL/COMMERCIAL	\$19	\$38	\$38	\$38
OFFICE	\$35	\$38	\$39	\$39
<b>TOTAL PROPERTY TRANSFER TAX (2009\$)</b>	<b>\$20,861</b>	<b>\$24,458</b>	<b>\$27,760</b>	<b>\$30,921</b>

**EXHIBIT 4 (CONTINUED)**

<b>FISCAL YEAR</b>	<b>2018-2019</b>	<b>2019-2020</b>	<b>2020-2021</b>	<b>BUILDOUT</b>
<b>RESIDENTIAL TAXABLE SALES ASSUMPTIONS</b>				
TAXABLE SPENDING AS A % OF HOUSEHOLD INCOME				
SINGLE FAMILY DETACHED (LARGE LOTS)	26.13%			
SINGLE FAMILY DETACHED (SMALL LOTS)	26.13%			
SINGLE FAMILY ATTACHED	26.13%			
APARTMENTS	29.87%			
TAXABLE SALES WITHIN CITY	82.00%			
<b>AVERAGE ASSESSED VALUE (2009\$)</b>				
SINGLE FAMILY DETACHED (LARGE LOTS)	\$397,603	\$397,603	\$397,603	\$397,603
SINGLE FAMILY DETACHED (SMALL LOTS)	\$332,894	\$332,894	\$332,894	\$332,894
SINGLE FAMILY ATTACHED	\$320,141	\$320,141	\$320,141	\$320,141
APARTMENTS	\$207,179	\$207,179	\$207,179	\$207,179
<b>ESTIMATED HOUSEHOLD INCOME (2009\$)</b>				
SINGLE FAMILY DETACHED (LARGE LOTS)	\$99,811	\$99,811	\$99,811	\$99,811
SINGLE FAMILY DETACHED (SMALL LOTS)	\$83,567	\$83,567	\$83,567	\$83,567
SINGLE FAMILY ATTACHED	\$80,365	\$80,365	\$80,365	\$80,365
APARTMENTS	\$52,008	\$52,008	\$52,008	\$52,008
<b>TOTAL TAXABLE EXPENDITURES</b>				
SINGLE FAMILY DETACHED (LARGE LOTS)	\$14,007,844	\$15,098,531	\$16,210,604	\$16,210,604
SINGLE FAMILY DETACHED (SMALL LOTS)	\$3,258,799	\$4,744,954	\$6,213,204	\$6,213,204
SINGLE FAMILY ATTACHED	\$2,755,128	\$2,755,128	\$2,755,128	\$2,755,128
APARTMENTS	\$3,566,808	\$3,566,808	\$3,566,808	\$3,566,808
<b>TOTAL, PROJECT TAXABLE SALES WITHIN CITY</b>	<b>\$23,588,579</b>	<b>\$26,165,422</b>	<b>\$28,745,745</b>	<b>\$28,745,745</b>

EXHIBIT 5  
 CITY OF STOCKTON  
 A.G. SPANOS COMPANIES: DELTA COVE (ATLAS TRACT)  
 FISCAL IMPACT ANALYSIS  
 LAND USE SUMMARY

<b>RESIDENTIAL LAND USE</b>	<b>BUILDOUT</b>
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	DWELLING UNITS <sup>1</sup>
SINGLE FAMILY DETACHED (LARGE LOTS)	758
SINGLE FAMILY DETACHED (SMALL LOTS)	347
SINGLE FAMILY ATTACHED	160
APARTMENTS	280
<b>TOTAL, DWELLING UNITS</b>	<b>1,545</b>

	RESIDENTS <sup>2</sup>
SINGLE FAMILY DETACHED (LARGE LOTS)	2,464
SINGLE FAMILY DETACHED (SMALL LOTS)	1,128
SINGLE FAMILY ATTACHED	456
APARTMENTS	588
<b>TOTAL, PROJECT RESIDENTS</b>	<b>4,636</b>

<b>NON-RESIDENTIAL LAND USE</b>	<b>BUILDOUT</b>
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	BLDG. SQ. FT. <sup>1</sup>
RETAIL/COMMERCIAL	12,000
OFFICE	19,000
<b>TOTAL, BLDG. SQ. FT.</b>	<b>31,000</b>

	EMPLOYEES <sup>2</sup>
RETAIL/COMMERCIAL	27
OFFICE	54
<b>TOTAL, PROJECT EMPLOYEES</b>	<b>81</b>

NOTES:

<sup>1</sup> Provided by Client.  
<sup>2</sup> Based on City of Stockton Fiscal Impact Analysis General Assumptions.

EXHIBIT 5 (CONTINUED)

**LAND USE ASSUMPTIONS<sup>2</sup>**

**PERSONS PER HOUSEHOLD**

SINGLE FAMILY DETACHED (LARGE LOTS)	3.25
SINGLE FAMILY DETACHED (SMALL LOTS)	3.25
SINGLE FAMILY ATTACHED	2.85
APARTMENTS	2.10

**BLDG. SQ. FT. PER EMPLOYEE**

RETAIL/COMMERCIAL	450
OFFICE	350

NOTES:

<sup>1</sup> Provided by Client.

<sup>2</sup> Based on City of Stockton Fiscal Impact Analysis General Assumptions.

**All figures subject to rounding**

**EXHIBIT 6**  
**CITY OF STOCKTON**  
**A.G. SPANOS COMPANIES: DELTA COVE (ATLAS TRACT)**  
**FISCAL IMPACT ANALYSIS**  
**CASE STUDY REVENUES: PROPERTY TAXES AND PROPERTY TRANSFER TAXES**

<b>ASSESSED VALUATION ASSUMPTIONS</b>
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	<b>RESIDENTIAL SALES PRICES <sup>1</sup></b>
SINGLE FAMILY DETACHED (LARGE LOTS)	\$448,029
SINGLE FAMILY DETACHED (SMALL LOTS)	\$375,113
SINGLE FAMILY ATTACHED	\$360,743
APARTMENTS	\$233,454

	<b>NON-RESIDENTIAL SALES PRICES <sup>1</sup></b>
RETAIL/COMMERCIAL	\$116
OFFICE	\$75

<b>ASSESSED VALUE CALCULATION: <sup>2</sup></b>	<b>BUILDOUT</b>
SINGLE FAMILY DETACHED (LARGE LOTS)	\$316,375,243
SINGLE FAMILY DETACHED (SMALL LOTS)	\$124,515,615
SINGLE FAMILY ATTACHED	\$52,816,098
APARTMENTS	\$57,622,905
RETAIL/COMMERCIAL	\$1,310,641
OFFICE	\$1,291,179

<b>TOTAL, PROJECT ASSESSED VALUATION</b>	<b>\$553,931,680</b>
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<b>SECURED PROPERTY TAX REVENUE</b>	<b>BUILDOUT</b>
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CITY NET APPORTIONMENT FACTOR OF 1.0% TAX RATE <sup>3</sup>	17.26%
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<b>SECURED PROPERTY TAX REVENUES</b>	
RESIDENTIAL	\$951,810
NON-RESIDENTIAL	\$4,492

<b>TOTAL SECURED TAX REVENUES TO CITY</b>	<b>\$956,302</b>
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NOTES:

<sup>1</sup> Source: A.G. Spanos Companies. Please note that average assessed values in Exhibit 4 were used to calculate property tax revenues.

<sup>2</sup> Based on total assessed value at build-out. Please refer to Exhibit 4 for assumptions and calculations.

<sup>3</sup> Based on data provided by the County of San Joaquin Auditor-Controller for TRA 003-251.

<sup>4</sup> Based on City of Stockton FIA General Assumptions.

All figures subject to rounding

EXHIBIT 6 (CONTINUED)

<b>UNSECURED PROPERTY TAX REVENUE</b>	<b>BUILDOUT</b>
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UNSECURED TAXES AS A % OF SECURED<sup>4</sup>

RESIDENTIAL	1.00%
NON-RESIDENTIAL	10.00%

**UNSECURED PROPERTY TAX REVENUE CALCULATION:**

RESIDENTIAL	\$9,518
NON-RESIDENTIAL	\$449

<b>TOTAL, ANNUAL UNSECURED TAX REVENUES TO CITY</b>	<b>\$9,967</b>
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<b>PROPERTY TRANSFER TAX REVENUE<sup>4</sup></b>
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OWNER OCCUPIED RESIDENTIAL PROPERTY TURNOVER RATE	10.00%
RENTAL RESIDENTIAL PROPERTY TURNOVER RATE	5.00%
NON-RESIDENTIAL PROPERTY TURNOVER RATE	5.00%
TRANSFER TAX AS A % OF RESALE DOLLAR	0.11%
PROPERTY TRANSFER TAX PASSED THROUGH TO CITY	50.00%

**PROPERTY TRANSFER TAX CALCULATION:<sup>2</sup>**

**BUILDOUT (2009\$)**

SINGLE FAMILY DETACHED (LARGE LOTS)	\$18,728
SINGLE FAMILY DETACHED (SMALL LOTS)	\$7,221
SINGLE FAMILY ATTACHED	\$3,175
APARTMENTS	\$1,798
RETAIL/COMMERCIAL	\$38
OFFICE	\$39

<b>TOTAL, ANNUAL PROPERTY TRANSFER TAXES (2009\$)</b>	<b>\$30,921</b>
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<b>PROPERTY TAX IN LIEU OF VLF</b>
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Total City-wide Gross Assessed Value <sup>4</sup>	\$21,727,998,334
City-wide Property Tax in-Lieu of VLF Tax Revenues <sup>4</sup>	\$22,762,941
Prop. Tax in-Lieu of VLF Tax per \$1,000 Assessed Value	\$1.05

**BUILDOUT (2009\$)**

<b>TOTAL, ANNUAL PROP. TAX IN-LIEU OF VLF (2009\$)</b>	<b>\$580,316</b>
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NOTES:

<sup>1</sup> Source: A.G. Spanos Companies. Please note that average assessed values in Exhibit 4 were used to calculate property tax revenues.

<sup>2</sup> Based on total assessed value at build-out. Please refer to Exhibit 4 for assumptions and calculations.

<sup>3</sup> Based on data provided by the County of San Joaquin Auditor-Controller for TRA 003-251.

<sup>4</sup> Based on City of Stockton FIA General Assumptions.

All figures subject to rounding

EXHIBIT 7  
 CITY OF STOCKTON  
 A.G. SPANOS COMPANIES: DELTA COVE (ATLAS TRACT)  
 FISCAL IMPACT ANALYSIS  
 CASE STUDY REVENUES: SALES AND USE TAXES

<b>SALES &amp; USE TAX GENERATION ASSUMPTIONS</b>
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SALES TAXES PASSED THROUGH TO CITY	1.00%
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<b>RESIDENTIAL SALES AND USE TAX REVENUE</b>
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AVERAGE HOUSEHOLD INCOME ASSUMPTIONS: <sup>1</sup>	BUILDOUT
AVERAGE SALES PRICE <sup>2</sup>	\$340,537
AVERAGE RESIDENTIAL MORTGAGE (15% DOWN)	\$289,456
ANNUAL MORTGAGE PAYMENTS (7.00% INTEREST & 30 YEARS)	\$23,109
ANNUAL TAXES & INSURANCE (2.00%)	\$6,811
AVG. HOUSEHOLD INCOME (35% HOUSING COST/INCOME RATIO)	\$85,485
RETAIL TAXABLE EXPENDITURE (% OF INCOME): <sup>2</sup>	26.8%
PROJECT RESIDENTS' PURCHASES OUTSIDE PROJECT AND WITHIN CITY:	82%

**SALES & USE TAX REVENUE CALCULATION:**  
 RESIDENTIAL TAXABLE EXPENDITURES IN CITY \$28,745,745

<b>TOTAL, SALES &amp; USE TAX PASSED THROUGH TO CITY</b>	<b>\$287,457</b>
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NOTES:  
<sup>1</sup> Based on City of Stockton FIA General Assumptions.  
<sup>2</sup> Refer to Exhibit 4 for assessed value calculations.  
<sup>3</sup> Represents percentage of Stockton's Sales Tax Revenue.

All figures subject to rounding

**EXHIBIT 7 (CONTINUED)**

MEASURE W SALES TAX	0.25%
MEASURE W SALES TAX PASSED THROUGH TO CITY	100%

**MEASURE W SALES TAX GENERATION:**

RESIDENTIAL \$71,864

**TOTAL, MEASURE W SALES TAX REVENUE \$71,864**

PROPOSITION 172 SALES TAX	0.50%
PROPOSITION 172 SALES TAX PASSED THROUGH TO CITY <sup>1</sup>	2.78%

**PROP 172 SALES TAX GENERATION:**

RESIDENTIAL \$3,996

**TOTAL, PROPOSITION 172 SALES TAX REVENUE \$3,996**

COUNTYWIDE AND STATEWIDE POOLED SALES TAX REVENUE<sup>1,3</sup> 12.13%

**TOTAL, COUNTYWIDE AND STATEWIDE POOLED SALES TAX REVENUE \$34,869**

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NOTES:

<sup>1</sup> Based on City of Stockton FIA General Assumptions.

<sup>2</sup> Refer to Exhibit 4 for assessed value calculations.

<sup>3</sup> Represents percentage of Stockton's Sales Tax Revenue.

All figures subject to rounding

**EXHIBIT 8**  
**CITY OF STOCKTON**  
**A.G. SPANOS COMPANIES: DELTA COVE (ATLAS TRACT)**  
**FISCAL IMPACT ANALYSIS**  
**OTHER REVENUE SOURCES**

**OTHER REVENUES (PER CAPITA AND POPULATION SERVED MULTIPLIER METHOD)**

	REVENUE MULTIPLIERS	
	PER RESIDENT <sup>1</sup>	PER EMPLOYEE <sup>1</sup>
OTHER TAXES <sup>2</sup>	\$122.00	\$163.87
LICENSES AND PERMITS	\$1.21	\$0.48
REVENUES FROM OTHER AGENCIES	\$0.34	\$0.17
CHARGES FOR CURRENT SERVICES	\$16.36	\$8.18
FINES AND FORFEITURES	\$11.73	\$5.86
OTHER REVENUES	\$26.09	\$13.05
GAS TAX	\$15.37	\$0.00

**MULTIPLIER REVENUE CALCULATIONS:**

	<b>BUILDOUT</b>
OTHER TAXES	\$578,867
LICENSES AND PERMITS	\$5,654
REVENUES FROM OTHER AGENCIES	\$1,610
CHARGES FOR CURRENT SERVICES	\$76,523
FINES AND FORFEITURES	\$54,839
OTHER REVENUES	\$122,010
GAS TAX	\$71,267

<b>TOTAL RESIDENTIAL MULTIPLIER REVENUES</b>	<b>\$910,770</b>
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NOTES:

<sup>1</sup> See Exhibit 1 for methodology utilized to calculate multipliers.

<sup>2</sup> Other Taxes includes utility user's tax, franchise fees and business licenses.

All figures subject to rounding

**EXHIBIT 9**  
**CITY OF STOCKTON**  
**A.G. SPANOS COMPANIES: DELTA COVE (ATLAS TRACT)**  
**FISCAL IMPACT ANALYSIS**  
**CASE STUDY COSTS: PUBLIC WORKS/PARKS/INFRASTRUCTURE**

<b>FIRE PROTECTION COSTS (CASE STUDY)<sup>1</sup></b>
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TOTAL ANNUAL INTERIM ENGINE COMPANY OPERATIONS & MAINTENANCE COSTS (AT WESTLAKE)	\$3,043,909
TOTAL ANNUAL PERMANENT ENGINE COMPANY OPERATIONS & MAINTENANCE COSTS (AT SANCTUARY)	\$3,043,909
PERSONS SERVED: GATEWAY, CRYSTAL BAY, WEST LAKE, THE PRESERVE	43,371
PERSONS SERVED: DELTA COVE (ATLAS TRACT)	4,677
PERCENT OF TOTAL PERSONS SERVED (DELTA COVE FAIR SHARE)	10.8%
PERSONS SERVED: SANCTUARY, THE PRESERVE	26,143
PERSONS SERVED: THE PRESERVE (ATLAS TRACT)	4,677
PERCENT OF TOTAL PERSONS SERVED (ATLAS TRACT FAIR SHARE)	17.9%
REQUIRED ENGINE COMPANY ANNUAL FAIR SHARE OF COSTS FOR ATLAS TRACT 2012-2019	\$328,211
REQUIRED ENGINE COMPANY ANNUAL FAIR SHARE OF COSTS FOR ATLAS TRACT 2019-2021	\$544,499

<b>PUBLIC WORKS AND INFRASTRUCTURE REQUIREMENTS<sup>2</sup> (CASE STUDY)</b>
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	<b>INFRASTRUCTURE REQUIREMENTS</b>
ACRES OF LANDSCAPED PARKWAYS AND MEDIANS	13.43
LANE MILES OF ROADWAYS	11.08
SIGNALIZED INTERSECTIONS	3.00
STREETLIGHTS	188.00
TRAILS (MILES)	4.55

**NOTES:**

<sup>1</sup> Based on information from Goodwin Consulting Group and the City of Stockton Fire Department.

<sup>2</sup> Based on estimates regarding infrastructure breakdown from Project engineer. Infrastructure associated with Project and not included in this table is assumed to be maintained by an HOA or other financing mechanism.

EXHIBIT 9 (CONTINUED)

**PUBLIC WORKS AND INFRASTRUCTURE COSTS <sup>2</sup> (CASE STUDY)**

	ANNUAL MAINTENANCE COST
COST TO MAINTAIN AN ACRE OF LANDSCAPED PARKWAYS AND MEDIANS	\$6,098
COST TO MAINTAIN A LANE MILE OF ROADWAY <sup>3</sup> (Pavement Maintenance)	\$12,000
COST TO MAINTAIN A SIGNALIZED INTERSECTION	\$4,520
COST TO MAINTAIN A STREETLIGHT	\$125
COST TO MAINTAIN A LINEAL MILE OF TRAIL/CLASS I BIKE PATH	\$500

**FIRE PROTECTION COSTS**

ANNUAL COSTS 2012-2019	\$328,211
ANNUAL COSTS 2019-2021	\$544,499

**PUBLIC WORKS/PARKS/INFRASTRUCTURE COST CALCULATIONS:**

	BUILDOUT
ACRES OF LANDSCAPED PARKWAYS AND MEDIANS	\$81,902
LANE MILES OF ROADWAYS	\$132,960
SIGNALIZED INTERSECTIONS	\$13,560
STREETLIGHTS	\$23,500
TRAILS (MILES)	\$2,275
LINEAL MILES OF STORM DRAIN	\$0

<b>TOTAL, FIRE PROTECTION AND PUBLIC WORKS AND INFRASTRUCTURE COSTS</b>	<b>\$798,696</b>
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NOTES:

<sup>1</sup> Based on estimates regarding infrastructure breakdown from Project engineer. Infrastructure associated with Project and not included in this table is assumed to be maintained by an HOA or other financing mechanism.

<sup>2</sup> Based on DTA's Municipal Cost Database.

<sup>3</sup> Based on DTA's Engineer's Model for pavement maintenance costs.

All figures subject to rounding

EXHIBIT 10  
 CITY OF STOCKTON  
 A.G. SPANOS COMPANIES: DELTA COVE (ATLAS TRACT)  
 FISCAL IMPACT ANALYSIS  
 MULTIPLIER COSTS

**OTHER COSTS (PER CAPITA AND POPULATION SERVED MULTIPLIER METHOD)**

	COST PER RESIDENT <sup>1</sup>	COST PER EMPLOYEE <sup>1</sup>
ADMINISTRATIVE SERVICES	\$4.96	\$2.48
CITY ATTORNEY	\$2.35	\$1.18
CITY AUDITOR	\$0.95	\$0.47
CITY CLERK	\$1.58	\$0.79
CITY COUNCIL	\$1.08	\$0.54
CITY MANAGER	\$2.54	\$1.27
HUMAN RESOURCES	\$3.68	\$1.84
RECREATIONAL SERVICES	\$10.40	\$0.00
NON-DEPARTMENTAL	\$10.94	\$5.47
POLICE	\$266.86	\$133.43
PUBLIC WORKS	\$22.11	\$11.06
REVITALIZATION	\$1.20	\$0.60
LIBRARY FUND	\$14.56	\$0.00
OPEB	\$21.57	\$10.79

**MULTIPLIER COST CALCULATIONS:**

**BUILDOUT (2009\$)**

ADMINISTRATIVE SERVICES	\$23,185
CITY ATTORNEY	\$10,996
CITY AUDITOR	\$4,423
CITY CLERK	\$7,382
CITY COUNCIL	\$5,029
CITY MANAGER	\$11,858
HUMAN RESOURCES	\$17,212
RECREATIONAL SERVICES	\$48,210
NON-DEPARTMENTAL	\$51,155
POLICE	\$1,247,972
PUBLIC WORKS	\$103,415
REVITALIZATION	\$5,599
LIBRARY FUND	\$67,486
OPEB	\$100,894

**TOTAL, MULTIPLIER COSTS** **\$1,704,818**

NOTES:

<sup>1</sup> See Exhibit 2 for methodology utilized to calculate multipliers.

All figures subject to rounding

**EXHIBIT 11**  
**CITY OF STOCKTON**  
**A.G. SPANOS COMPANIES: DELTA COVE (ATLAS TRACT)**  
**FISCAL IMPACT ANALYSIS**  
**DETAILED SUMMARY**

	<b>AT BUILDOUT</b>	<b>% OF TOTAL</b>
<b>ONGOING REVENUES</b>		
SECURED PROPERTY TAXES	\$956,302	33.1%
PROPERTY TAX IN-LIEU OF VLF	\$580,316	20.1%
OTHER TAXES	\$578,867	20.1%
SALES AND USE TAX	\$398,186	13.8%
OTHER REVENUES	\$122,010	4.2%
CHARGES FOR CURRENT SERVICES	\$76,523	2.7%
GAS TAX	\$71,267	2.5%
FINES AND FORFEITURES	\$54,839	1.9%
PROPERTY TRANSFER TAXES	\$30,921	1.1%
UNSECURED PROPERTY TAXES	\$9,967	0.3%
LICENSES AND PERMITS	\$5,654	0.2%
REVENUES FROM OTHER AGENCIES	\$1,610	0.1%
<b>TOTAL, ONGOING REVENUES</b>	<b>\$2,886,462</b>	<b>100%</b>

	<b>AT BUILDOUT</b>	<b>% OF TOTAL</b>
<b>ONGOING COSTS</b>		
POLICE	\$1,247,972	49.8%
FIRE	\$544,499	21.7%
INFRASTRUCTURE MAINTENANCE COSTS	\$254,197	10.2%
PUBLIC WORKS	\$103,415	4.1%
OPEB	\$100,894	4.0%
LIBRARY FUND	\$67,486	2.7%
GENERAL GOVERNMENT	\$62,874	2.5%
RECREATIONAL SERVICES	\$48,210	1.9%
NON-DEPARTMENTAL	\$51,155	2.0%
HUMAN RESOURCES	\$17,212	0.7%
REVITALIZATION	\$5,599	0.2%
<b>TOTAL, ONGOING COSTS</b>	<b>\$2,503,514</b>	<b>100%</b>

<b>TOTAL ANNUAL ONGOING SURPLUS/(DEFICIT)</b>	<b>\$382,948</b>
<b>TOTAL ANNUAL REVENUE/COST RATIO</b>	<b>1.15</b>
<b>PER DWELLING UNIT SURPLUS/(DEFICIT)</b>	<b>\$247.86</b>

All figures subject to rounding

**APPENDIX B**

**ANALYSIS OF RECURRING FISCAL IMPACTS  
TO THE CITY OF STOCKTON  
SCENARIO #2**

**EXHIBIT 1  
CITY OF STOCKTON  
DELTA COVE (ATLAS TRACT)  
BUDGET ANALYSIS (FY 2009-10)  
GENERAL FUND SOURCES**

<b>GENERAL FUND SOURCE</b>	<b>AMOUNT</b>	<b>METHODOLOGY</b>	<b>FREQUENCY</b>
<b>TAXES</b>			
Property Taxes	\$27,525,000	Case Study	Annual Recurring
Utility Users Tax	\$30,055,000	Per Person Served	Annual Recurring
Sales and Use Tax	\$34,410,000	Case Study	Annual Recurring
Franchises	\$11,270,000	Per Person Served	Annual Recurring
Business Licenses	\$9,865,000	Per Employee	Annual Recurring
Document Transfer	\$650,000	Case Study	Annual Recurring
Hotel/Motel Tax	\$2,150,000	NA	NA
<b>SUBTOTAL</b>	<b>\$115,925,000</b>		
<b>LICENSES AND PERMITS</b>			
Animal Licenses	\$75,000	Per Capita	Annual Recurring
Police Dept Permits	\$321,229	Per Person Served	Annual Recurring
Other Licenses & Permits	\$1,700	Per Person Served	Annual Recurring
<b>SUBTOTAL</b>	<b>\$397,929</b>		
<b>REVENUES FROM OTHER AGENCIES</b>			
Homeowners Exemption	\$350,000	NA	NA
Motor Vehicle In-Lieu of Tax	\$19,350,000	Case Study	Annual Recurring
POST Reimbursement	\$25,000	Per Person Served	Annual Recurring
Other Revenue	\$91,600	Per Person Served	Annual Recurring
<b>SUBTOTAL</b>	<b>\$19,816,600</b>		
<b>CHARGES FOR SERVICES</b>			
General Government	\$17,200	Per Person Served	Annual Recurring
Public Safety	\$3,772,546	Per Person Served	Annual Recurring
Physical Environment	\$1,484,004	Per Person Served	Annual Recurring
Planning, Building, Housing	\$216,000	Per Person Served	Annual Recurring
Cultural & Recreational	\$0	Per Person Served	Annual Recurring
Other Charges for Services	\$52,950	Per Person Served	Annual Recurring
<b>SUBTOTAL</b>	<b>\$5,542,700</b>		

EXHIBIT 1 (CONTINUED)

GENERAL FUND SOURCE	AMOUNT	METHODOLOGY	METHODOLOGY
<b>FINES &amp; FORFEITURES</b>			
Traffic & Parking Fines	\$2,300,000	Per Person Served	Annual Recurring
Vehicle Code Fines	\$180,000	Per Person Served	Annual Recurring
DUI Emergency Recovery	\$13,230	Per Person Served	Annual Recurring
Criminal Fines	\$50,000	Per Person Served	Annual Recurring
Misc Fines & Penalties	\$1,428,850	Per Person Served	Annual Recurring
<b>SUBTOTAL</b>	<b>\$3,972,080</b>		
<b>OTHER REVENUES</b>			
Refunds & Reimbursements	\$1,839,528	Per Person Served	Annual Recurring
Cost Recovery	\$7,317,921	Per Person Served	Annual Recurring
Miscellaneous	(\$335,000)	Per Person Served	Annual Recurring
Sale/Disposition of Property	\$15,000	Per Person Served	Annual Recurring
<b>SUBTOTAL</b>	<b>\$8,837,449</b>		
<b>GAS TAX FUND</b>			
<b>SUBTOTAL</b>	<b>\$4,470,000</b>	Per Capita	Annual Recurring
<b>TOTAL REVENUES</b>	<b>\$158,961,758</b>		

<b>CITY POPULATION <sup>1</sup></b>	<b>290,778</b>
<b>CITY EMPLOYMENT <sup>2</sup></b>	<b>95,901</b>
<b>PERSONS SERVED (Population + 50% Employment)</b>	<b>338,729</b>

NOTES:

<sup>1</sup> State of California, Department of Finance, E-5 Population and Housing Estimates for Cities, Counties and the State, 2001-2009, with 2000 Benchmark. Sacramento, California, May 2009.

<sup>2</sup> Based on SJCOG projection for employment within the City of Stockton.

EXHIBIT 1 (CONTINUED)  
 CITY OF STOCKTON  
 DELTA COVE (ATLAS TRACT)  
 BUDGET ANALYSIS (FY 2009-10)  
 GENERAL FUND USES

GENERAL FUND USE	AMOUNT	METHODOLOGY
<b>ADMINISTRATION</b>		
Administrative Services	\$2,291,718	Per Person Served (73.2%)
City Attorney	\$1,086,920	Per Person Served (73.2%)
City Auditor	\$437,222	Per Person Served (73.2%)
City Clerk	\$729,704	Per Person Served (73.2%)
City Council	\$497,064	Per Person Served (73.2%)
City Manager	\$1,172,045	Per Person Served (73.2%)
<b>SUBTOTAL</b>	<b>\$6,214,673</b>	
<b>COMMUNITY SERVICES</b>		
Recreational Services	\$3,020,000	Per Capita
Arts Commission	\$62,101	NA
<b>SUBTOTAL</b>	<b>\$3,082,101</b>	
<b>FIRE</b>		
Fire Administration	\$2,927,628	NA
Fire Suppression/Rescue	\$34,934,654	NA
Training	\$773,132	NA
Dispatch	\$2,581,045	NA
<b>SUBTOTAL</b>	<b>\$41,216,459</b>	
<b>HUMAN RESOURCES</b>		
Workforce Planning	\$991,428	Per Person Served (73.2%)
Employee Relations	\$709,897	Per Person Served (73.2%)
<b>SUBTOTAL</b>	<b>\$1,701,325</b>	
<b>NON-DEPARTMENTAL</b>		
Non-Departmental Expenses	\$3,701,242	Per Person Served
<b>SUBTOTAL</b>	<b>\$3,701,242</b>	

EXHIBIT 1 (CONTINUED)

GENERAL FUND USE	AMOUNT	METHODOLOGY
<b>POLICE</b>		
Administration	\$5,614,984	Per Person Served
Field Services	\$50,510,322	Per Person Served
Investigations	\$16,003,790	Per Person Served
Support Services	\$5,122,585	Per Person Served
Telecommunications	\$9,181,048	Per Person Served
Measure W - Police	\$3,862,000	Per Person Served
<b>SUBTOTAL</b>	<b>\$90,294,729</b>	
<b>PUBLIC WORKS</b>		
Administration	\$1,149,991	Per Person Served
Engineering	\$658,965	Per Person Served
Parks and Street Trees	\$446,633	Per Person Served
Facilities Maintenance	\$2,226,784	Per Person Served
Additional IT, Fleet, and Quipment Maintenance Expense	\$3,000,000	Per Person Served
<b>SUBTOTAL</b>	<b>\$7,482,373</b>	
<b>REVITALIZATION</b>		
Economic Development	\$363,982	Per Person Served
Real Property	\$41,153	Per Person Served
<b>SUBTOTAL</b>	<b>\$405,135</b>	
<b>LIBRARY FUND</b>	<b>\$4,227,451</b>	Per Capita
<b>OPEB</b>	<b>\$7,300,000</b>	Per Person Served
<b>TOTAL EXPENDITURES</b>	<b>\$165,625,488</b>	
<b>CITY POPULATION<sup>1</sup></b>	<b>290,409</b>	
<b>CITY EMPLOYMENT<sup>2</sup></b>	<b>95,901</b>	
<b>PERSONS SERVED (Population + 50% Employment)</b>	<b>338,360</b>	

NOTES:

<sup>1</sup> State of California, Department of Finance, E-5 Population and Housing Estimates for Cities, Counties and the State, 2001-2009, with 2000 Benchmark. Sacramento, California, May 2009.

<sup>2</sup> Based on SJCOG projection for employment within the City of Stockton.

**EXHIBIT 2  
CITY OF STOCKTON  
DELTA COVE (ATLAS TRACT)  
FISCAL IMPACT ANALYSIS  
ANNUAL COST/REVENUE SUMMARY**

<b>FISCAL YEAR</b>	<b>2012-2013</b>	<b>2013-2014</b>	<b>2014-2015</b>	<b>2015-2016</b>	<b>2016-2017</b>	<b>2017-2018</b>	<b>2018-2019</b>	<b>2019-2020</b>	<b>2020-2021</b>	<b>2021-2022</b>
<b><u>REVENUES</u></b>										
SECURED PROPERTY TAXES	\$69,371	\$139,547	\$209,752	\$277,764	\$335,556	\$394,422	\$453,440	\$512,701	\$570,882	\$629,514
UNSECURED PROPERTY TAXES	\$706	\$1,420	\$2,135	\$2,827	\$3,431	\$4,045	\$4,660	\$5,279	\$5,932	\$6,590
PROPERTY TRANSFER TAXES	\$0	\$1,925	\$3,946	\$5,746	\$7,681	\$9,676	\$11,744	\$13,649	\$15,797	\$17,750
PROPERTY TAX IN-LIEU OF VLF	\$42,097	\$84,682	\$127,285	\$168,557	\$203,627	\$239,348	\$275,163	\$311,124	\$346,431	\$382,011
SALES AND USE TAX	\$30,164	\$60,535	\$90,699	\$120,042	\$143,699	\$167,564	\$191,221	\$214,912	\$237,646	\$260,381
OTHER TAXES	\$49,334	\$98,789	\$147,959	\$195,951	\$235,204	\$274,781	\$314,156	\$353,409	\$393,073	\$432,574
LICENSES AND PERMITS	\$485	\$972	\$1,456	\$1,928	\$2,309	\$2,694	\$3,075	\$3,456	\$3,836	\$4,215
REVENUES FROM OTHER AGENCIES	\$138	\$276	\$414	\$549	\$657	\$767	\$875	\$984	\$1,092	\$1,200
CHARGES FOR CURRENT SERVICES	\$6,562	\$13,140	\$19,693	\$26,075	\$31,229	\$36,441	\$41,612	\$46,766	\$51,921	\$57,067
FINES AND FORFEITURES	\$4,702	\$9,416	\$14,113	\$18,686	\$22,380	\$26,115	\$29,820	\$33,514	\$37,208	\$40,896
OTHER REVENUES	\$10,462	\$20,950	\$31,399	\$41,575	\$49,793	\$58,103	\$66,347	\$74,565	\$82,784	\$90,989
GAS TAX	\$6,134	\$12,283	\$18,416	\$24,381	\$29,162	\$34,004	\$38,800	\$43,581	\$48,331	\$53,081
<b>TOTAL ANNUAL REVENUES</b>	<b>\$220,155</b>	<b>\$443,935</b>	<b>\$667,267</b>	<b>\$884,080</b>	<b>\$1,064,726</b>	<b>\$1,247,958</b>	<b>\$1,430,915</b>	<b>\$1,613,941</b>	<b>\$1,794,934</b>	<b>\$1,976,269</b>
<b><u>EXPENDITURES</u></b>										
FIRE	\$328,211	\$328,211	\$328,211	\$328,211	\$328,211	\$328,211	\$328,211	\$544,499	\$544,499	\$544,499
INFRASTRUCTURE MAINTENANCE COSTS	\$33,292	\$66,667	\$99,918	\$132,297	\$158,449	\$184,892	\$211,127	\$237,279	\$263,431	\$289,542
ADMINISTRATIVE SERVICES	\$1,988	\$3,981	\$5,967	\$7,900	\$9,462	\$11,041	\$12,608	\$14,170	\$15,731	\$17,291
CITY ATTORNEY	\$943	\$1,888	\$2,830	\$3,747	\$4,488	\$5,237	\$5,980	\$6,720	\$7,461	\$8,201
CITY AUDITOR	\$379	\$760	\$1,138	\$1,507	\$1,805	\$2,106	\$2,405	\$2,703	\$3,001	\$3,299
CITY CLERK	\$633	\$1,268	\$1,900	\$2,516	\$3,013	\$3,516	\$4,014	\$4,512	\$5,009	\$5,505
CITY COUNCIL	\$431	\$863	\$1,294	\$1,714	\$2,052	\$2,395	\$2,735	\$3,073	\$3,412	\$3,750
CITY MANAGER	\$1,017	\$2,036	\$3,052	\$4,040	\$4,839	\$5,647	\$6,448	\$7,247	\$8,045	\$8,843
HUMAN RESOURCES	\$1,476	\$2,956	\$4,430	\$5,865	\$7,024	\$8,197	\$9,360	\$10,519	\$11,679	\$12,836

EXHIBIT 2 (CONTINUED)

FISCAL YEAR	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021	2021-2022
<b>EXPENDITURES (CONTINUED)</b>										
RECREATIONAL SERVICES	\$4,149	\$8,309	\$12,458	\$16,493	\$19,727	\$23,003	\$26,247	\$29,482	\$32,695	\$35,908
NON-DEPARTMENTAL	\$4,386	\$8,784	\$13,165	\$17,431	\$20,877	\$24,361	\$27,817	\$31,263	\$34,709	\$38,149
POLICE	\$107,011	\$214,289	\$321,166	\$425,242	\$509,303	\$594,298	\$678,626	\$762,687	\$846,748	\$930,675
PUBLIC WORKS	\$8,868	\$17,757	\$26,614	\$35,238	\$42,204	\$49,247	\$56,235	\$63,201	\$70,167	\$77,121
REVITALIZATION	\$480	\$961	\$1,441	\$1,908	\$2,285	\$2,667	\$3,045	\$3,422	\$3,799	\$4,176
LIBRARY FUND	\$5,808	\$11,631	\$17,439	\$23,087	\$27,614	\$32,200	\$36,742	\$41,269	\$45,767	\$50,265
OPEB	\$8,651	\$17,324	\$25,965	\$34,379	\$41,175	\$48,047	\$54,864	\$61,660	\$68,456	\$75,242
<b>TOTAL ANNUAL EXPENDITURES</b>	<b>\$507,724</b>	<b>\$687,686</b>	<b>\$866,988</b>	<b>\$1,041,576</b>	<b>\$1,182,529</b>	<b>\$1,325,063</b>	<b>\$1,466,464</b>	<b>\$1,823,706</b>	<b>\$1,964,610</b>	<b>\$2,105,302</b>
<b>ANNUAL ONGOING SURPLUS/(DEFICIT)</b>	<b>(\$287,570)</b>	<b>(\$243,751)</b>	<b>(\$199,721)</b>	<b>(\$157,496)</b>	<b>(\$117,803)</b>	<b>(\$77,105)</b>	<b>(\$35,549)</b>	<b>(\$209,765)</b>	<b>(\$169,676)</b>	<b>(\$129,033)</b>
<b>ANNUAL REVENUE/COST RATIO</b>	<b>0.43</b>	<b>0.65</b>	<b>0.77</b>	<b>0.85</b>	<b>0.90</b>	<b>0.94</b>	<b>0.98</b>	<b>0.88</b>	<b>0.91</b>	<b>0.94</b>
<b>CUMULATIVE ONGOING SURPLUS/(DEFICIT)</b>	<b>(\$287,570)</b>	<b>(\$531,320)</b>	<b>(\$731,042)</b>	<b>(\$888,537)</b>	<b>(\$1,006,341)</b>	<b>(\$1,083,445)</b>	<b>(\$1,118,994)</b>	<b>(\$1,328,759)</b>	<b>(\$1,498,435)</b>	<b>(\$1,627,468)</b>
<b>SURPLUS/(DEFICIT) PER UNIT (2009\$)</b>	<b>(\$186.13)</b>	<b>(\$157.77)</b>	<b>(\$129.27)</b>	<b>(\$101.94)</b>	<b>(\$76.25)</b>	<b>(\$49.91)</b>	<b>(\$23.01)</b>	<b>(\$135.77)</b>	<b>(\$109.82)</b>	<b>(\$83.52)</b>

**EXHIBIT 2  
CITY OF STOCKTON  
DELTA COVE (ATLAS TRACT)  
FISCAL IMPACT ANALYSIS  
ANNUAL COST/REVENUE SUMMARY**

<b>FISCAL YEAR</b>	<b>2022-2023</b>	<b>2023-2024</b>	<b>2024-2025</b>	<b>2025-2026</b>	<b>BUILD- OUT</b>
<b><u>REVENUES</u></b>					
SECURED PROPERTY TAXES	\$690,039	\$744,390	\$799,636	\$855,922	\$856,366
UNSECURED PROPERTY TAXES	\$7,267	\$7,808	\$8,359	\$8,920	\$8,923
PROPERTY TRANSFER TAXES	\$19,958	\$22,208	\$24,208	\$26,058	\$28,358
PROPERTY TAX IN-LIEU OF VLF	\$418,739	\$451,721	\$485,246	\$519,402	\$519,672
SALES AND USE TAX	\$283,372	\$303,937	\$324,503	\$345,325	\$345,325
OTHER TAXES	\$472,605	\$507,741	\$543,121	\$578,867	\$578,867
LICENSES AND PERMITS	\$4,599	\$4,948	\$5,299	\$5,654	\$5,654
REVENUES FROM OTHER AGENCIES	\$1,310	\$1,409	\$1,509	\$1,610	\$1,610
CHARGES FOR CURRENT SERVICES	\$62,270	\$66,983	\$71,728	\$76,523	\$76,523
FINES AND FORFEITURES	\$44,625	\$48,002	\$51,403	\$54,839	\$54,839
OTHER REVENUES	\$99,286	\$106,800	\$114,366	\$122,010	\$122,010
GAS TAX	\$57,878	\$62,305	\$66,763	\$71,267	\$71,267
<b>TOTAL ANNUAL REVENUES</b>	<b>\$2,161,948</b>	<b>\$2,328,252</b>	<b>\$2,496,141</b>	<b>\$2,666,397</b>	<b>\$2,669,414</b>
<b><u>EXPENDITURES</u></b>					
FIRE	\$544,499	\$544,499	\$544,499	\$544,499	\$544,499
INFRASTRUCTURE MAINTENANCE COSTS	\$315,943	\$339,854	\$363,930	\$388,256	\$388,256
ADMINISTRATIVE SERVICES	\$18,867	\$20,295	\$21,733	\$23,185	\$23,185
CITY ATTORNEY	\$8,948	\$9,626	\$10,307	\$10,996	\$10,996
CITY AUDITOR	\$3,600	\$3,872	\$4,146	\$4,423	\$4,423
CITY CLERK	\$6,007	\$6,462	\$6,920	\$7,382	\$7,382
CITY COUNCIL	\$4,092	\$4,402	\$4,714	\$5,029	\$5,029
CITY MANAGER	\$9,649	\$10,379	\$11,115	\$11,858	\$11,858
HUMAN RESOURCES	\$14,007	\$15,067	\$16,134	\$17,212	\$17,212

EXHIBIT 2 (CONTINUED)

FISCAL YEAR	2022-2023	2023-2024	2024-2025	2025-2026	BUILD- OUT
<b><u>EXPENDITURES (CONTINUED)</u></b>					
RECREATIONAL SERVICES	\$39,153	\$42,148	\$45,163	\$48,210	\$48,210
NON-DEPARTMENTAL	\$41,628	\$44,778	\$47,950	\$51,155	\$51,155
POLICE	\$1,015,537	\$1,092,393	\$1,169,782	\$1,247,972	\$1,247,972
PUBLIC WORKS	\$84,154	\$90,522	\$96,935	\$103,415	\$103,415
REVITALIZATION	\$4,557	\$4,901	\$5,249	\$5,599	\$5,599
LIBRARY FUND	\$54,807	\$58,999	\$63,221	\$67,486	\$67,486
OPEB	\$82,102	\$88,316	\$94,573	\$100,894	\$100,894
<b>TOTAL ANNUAL EXPENDITURES</b>	<b>\$2,247,549</b>	<b>\$2,376,512</b>	<b>\$2,506,371</b>	<b>\$2,637,573</b>	<b>\$2,637,573</b>
<b>ANNUAL ONGOING SURPLUS/(DEFICIT)</b>	<b>(\$85,601)</b>	<b>(\$48,260)</b>	<b>(\$10,230)</b>	<b>\$28,824</b>	<b>\$31,841</b>
<b>ANNUAL REVENUE/COST RATIO</b>	<b>0.96</b>	<b>0.98</b>	<b>1.00</b>	<b>1.01</b>	<b>1.01</b>
<b>CUMULATIVE ONGOING SURPLUS/(DEFICIT)</b>	<b>(\$1,713,069)</b>	<b>(\$1,761,329)</b>	<b>(\$1,771,559)</b>	<b>(\$1,742,736)</b>	<b>(\$1,710,895)</b>
<b>SURPLUS/(DEFICIT) PER UNIT (2009\$)</b>	<b>(\$55.41)</b>	<b>(\$31.24)</b>	<b>(\$6.62)</b>	<b>\$18.66</b>	<b>\$20.61</b>

**EXHIBIT 3  
CITY OF STOCKTON  
DELTA COVE (ATLAS TRACT)  
FISCAL IMPACT ANALYSIS  
ANNUAL COST/REVENUE PROJECTIONS**

<b>FISCAL YEAR</b>	<b>TOTAL</b>	<b>2012-2013</b>	<b>2013-2014</b>	<b>2014-2015</b>	<b>2015-2016</b>	<b>2016-2017</b>	<b>2017-2018</b>
<b>LAND USE ABSORPTION</b>							
<b>RESIDENTIAL PROPERTY</b>							
SINGLE FAMILY DETACHED (LARGE LOTS)	758	58	116	174	228	293	358
SINGLE FAMILY DETACHED (SMALL LOTS)	347	-	-	-	-	16	32
SINGLE FAMILY ATTACHED	160	22	45	67	90	107	125
APARTMENTS	280	70	140	210	280	280	280
<b>TOTAL RESIDENTIAL UNITS ABSORBED IN PERIOD</b>	<b>1,545</b>	<b>150</b>	<b>301</b>	<b>451</b>	<b>598</b>	<b>696</b>	<b>795</b>
<b>NON-RESIDENTIAL SQ. FT. ABSORBED IN PERIOD</b>							
RETAIL/COMMERCIAL	12,000	-	-	-	-	-	-
OFFICE	19,000	1,333	2,666	3,999	5,332	7,999	10,666
<b>TOTAL NON-RESIDENTIAL SQ. FT. ABSORBED IN PERIOD</b>	<b>31,000</b>	<b>1,333</b>	<b>2,666</b>	<b>3,999</b>	<b>5,332</b>	<b>7,999</b>	<b>10,666</b>
<b>DEMOGRAPHICS</b>							
<b>TOTAL PROJECT RESIDENTS AND EMPLOYEES</b>							
SINGLE FAMILY DETACHED (LARGE LOTS)	2,464	189	377	566	741	952	1,164
SINGLE FAMILY DETACHED (SMALL LOTS)	1,128	-	-	-	-	52	104
SINGLE FAMILY ATTACHED	456	63	128	191	257	305	356
APARTMENTS	588	147	294	441	588	588	588
<b>TOTAL, RESIDENTS</b>	<b>4,636</b>	<b>399</b>	<b>799</b>	<b>1,198</b>	<b>1,586</b>	<b>1,897</b>	<b>2,212</b>
RETAIL/COMMERCIAL	27	-	-	-	-	-	-
OFFICE	54	4	8	11	15	23	30
<b>TOTAL, EMPLOYEES</b>	<b>81</b>	<b>4</b>	<b>8</b>	<b>11</b>	<b>15</b>	<b>23</b>	<b>30</b>
<b>TOTAL, PERSONS SERVED</b>	<b>4,677</b>	<b>401</b>	<b>803</b>	<b>1,204</b>	<b>1,594</b>	<b>1,909</b>	<b>2,227</b>

EXHIBIT 3 (CONTINUED)

FISCAL YEAR	TOTAL	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
<b>SECURED PROPERTY TAX CALCULATIONS <sup>1</sup></b>							
SINGLE FAMILY DETACHED (LARGE LOTS)		\$20,732,747	\$41,579,166	\$62,572,265	\$81,900,661	\$105,707,334	\$129,500,589
SINGLE FAMILY DETACHED (SMALL LOTS)		\$0	\$0	\$0	\$0	\$4,982,996	\$10,101,778
SINGLE FAMILY ATTACHED		\$6,332,036	\$12,909,294	\$19,429,516	\$26,207,930	\$31,138,434	\$36,516,888
APARTMENTS		\$13,038,356	\$26,183,813	\$39,256,346	\$52,464,993	\$52,056,879	\$51,700,183
<b>TOTAL, RESIDENTIAL ASSESSED VALUE</b>		<b>\$40,103,139</b>	<b>\$80,672,273</b>	<b>\$121,258,127</b>	<b>\$160,573,584</b>	<b>\$193,885,642</b>	<b>\$227,819,438</b>
DEMOGRAPHICS		\$0	\$0	\$0	\$0	\$0	\$0
TOTAL PROJECT RESIDENTS AND EMPLOYEES		\$79,657	\$159,414	\$239,294	\$319,440	\$482,881	\$646,775
<b>TOTAL, NON-RESIDENTIAL ASSESSED VALUE</b>		<b>\$79,657</b>	<b>\$159,414</b>	<b>\$239,294</b>	<b>\$319,440</b>	<b>\$482,881</b>	<b>\$646,775</b>
<b>TOTAL, SECURED PROPERTY TAX REVENUES (2009\$)</b>		<b>\$69,371</b>	<b>\$139,547</b>	<b>\$209,752</b>	<b>\$277,764</b>	<b>\$335,556</b>	<b>\$394,422</b>

**UNSECURED PROPERTY TAX CALCULATIONS**

UNSECURED TAXES AS A % OF SECURED							
RESIDENTIAL							1%
NON-RESIDENTIAL							10%
<b>TOTAL, UNSECURED PROPERTY TAX REVENUES (2009\$) <sup>2</sup></b>		<b>\$706</b>	<b>\$1,420</b>	<b>\$2,135</b>	<b>\$2,827</b>	<b>\$3,431</b>	<b>\$4,045</b>

**PROPERTY TRANSFER TAX CALCULATIONS <sup>1</sup>**

TRANSFER TAX AS A % OF RESALE DOLLAR							0.11%
PROPERTY TRANSFER TAX PASSED THROUGH TO CITY							50.00%
<b>TOTAL, PROPERTY TRANSFER TAX REVENUES (2009\$) <sup>2</sup></b>		<b>\$0</b>	<b>\$1,925</b>	<b>\$3,946</b>	<b>\$5,746</b>	<b>\$7,681</b>	<b>\$9,676</b>

<sup>1</sup> See Exhibit 4 for calculations.

<sup>2</sup> Based on City apportionment factor of 17.26% (see Exhibit 6)

**EXHIBIT 3 (CONTINUED)**

<b>FISCAL YEAR</b>	<b>TOTAL</b>	<b>2012-2013</b>	<b>2013-2014</b>	<b>2014-2015</b>	<b>2015-2016</b>	<b>2016-2017</b>	<b>2017-2018</b>
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**PROPERTY TAX IN-LIEU OF VLF CALCULATIONS**

VLF REVENUE PER \$1,000 ASSESSED VALUE	\$1.05
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<b>TOTAL PROPERTY TAX IN-LIEU OF VLF REVENUE</b>	<b>\$42,097</b>	<b>\$84,682</b>	<b>\$127,285</b>	<b>\$168,557</b>	<b>\$203,627</b>	<b>\$239,348</b>
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**SALES AND USE TAX CALCULATIONS (Exhibit B Continued)**

RECURRING TAXABLE SALES WITHIN CITY <sup>1</sup>	\$2,191,031	\$4,397,088	\$6,588,119	\$8,719,529	\$10,437,951	\$12,171,399
SALES TAX RATE (PASSED THROUGH TO CITY)	1.00%					
MEASURE W SALES TAX	0.25%					
MEASURE W SALES TAX PASSED THROUGH TO CITY	100.00%					
MEASURE 172 SALES TAX	0.50%					
MEASURE 172 SALES TAX PASSED THROUGH TO CITY	2.78%					
POOLED SALES TAX REVENUE	11.28%					

**ANNUAL CITY SALES TAX RECEIPTS: ALL SOURCES**

SALES AND USE TAX	\$21,910	\$43,971	\$65,881	\$87,195	\$104,380	\$121,714
MEASURE W	\$5,478	\$10,993	\$16,470	\$21,799	\$26,095	\$30,428
PROPOSITION 172	\$305	\$611	\$916	\$1,212	\$1,451	\$1,692
POOLED SALES TAX REVENUE	\$2,471	\$4,960	\$7,431	\$9,836	\$11,774	\$13,729
<b>TOTAL SALES AND USE TAX RECEIPTS</b>	<b>\$30,164</b>	<b>\$60,535</b>	<b>\$90,699</b>	<b>\$120,042</b>	<b>\$143,699</b>	<b>\$167,564</b>

<sup>1</sup> See Exhibit 4 for calculations.

EXHIBIT 3 (CONTINUED)

FISCAL YEAR	TOTAL	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
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**OTHER REVENUE SOURCES - BUDGET MULTIPLIERS**

**BUDGET REVENUE MULTIPLIERS**

RESIDENTIAL		\$193.11	\$193.11	\$193.11	\$193.11	\$193.11	\$193.11
NON-RESIDENTIAL		\$191.61	\$191.61	\$191.61	\$191.61	\$191.61	\$191.61
<b>TOTAL BUDGET MULTIPLIER REVENUE IN PERIOD</b>		<b>\$77,817</b>	<b>\$155,826</b>	<b>\$233,451</b>	<b>\$309,144</b>	<b>\$370,733</b>	<b>\$432,903</b>

**FIRE, PUBLIC WORKS AND INFRASTRUCTURE COSTS**

<b>FIRE COST</b>		<b>\$328,211</b>	<b>\$328,211</b>	<b>\$328,211</b>	<b>\$328,211</b>	<b>\$328,211</b>	<b>\$328,211</b>
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**QUANTITY**

**TOTAL**

ACRES OF LANDSCAPE	13.43	1.15	2.31	3.46	4.58	5.48	6.40
LANE MILES OF ROADWAYS (PUBLIC)	11.08	0.95	1.90	2.85	3.78	4.52	5.28
SIGNALIZED INTERSECTION(S)	3.00	0.26	0.52	0.77	1.02	1.22	1.43
STREETLIGHT(S)	188.00	16.12	32.28	48.38	64.06	76.72	89.53
TRAILS (MILES)	4.55	0.39	0.78	1.17	1.55	1.86	2.17

**MAINTENANCE COST**

**ANNUAL**

ACRES OF LANDSCAPE	\$14,700	\$16,928	\$33,899	\$50,806	\$67,270	\$80,568	\$94,014
LANE MILES OF ROADWAYS (PUBLIC)	\$12,000	\$11,401	\$22,831	\$34,217	\$45,306	\$54,262	\$63,317
SIGNALIZED INTERSECTION(S)	\$6,000	\$1,543	\$3,091	\$4,632	\$6,133	\$7,346	\$8,572
STREETLIGHT(S)	\$200	\$3,224	\$6,456	\$9,676	\$12,812	\$15,345	\$17,906
TRAILS (MILES)	\$500	\$195	\$391	\$585	\$775	\$928	\$1,083

<b>TOTAL INFRASTRUCTURE MAINTENANCE COSTS</b>		<b>\$33,292</b>	<b>\$66,667</b>	<b>\$99,918</b>	<b>\$132,297</b>	<b>\$158,449</b>	<b>\$184,892</b>
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EXHIBIT 3 (CONTINUED)

FISCAL YEAR	TOTAL	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
<b>OTHER COST SOURCES - BUDGET MULTIPLIERS</b>							
<b>BUDGET COST MULTIPLIERS</b>							
RESIDENTIAL		\$364.77	\$364.77	\$364.77	\$364.77	\$364.77	\$364.77
NON-RESIDENTIAL		\$169.91	\$169.91	\$169.91	\$169.91	\$169.91	\$169.91
<b>TOTAL, BUDGET COST MULTIPLIERS</b>		<b>\$146,221</b>	<b>\$292,807</b>	<b>\$438,859</b>	<b>\$581,068</b>	<b>\$695,869</b>	<b>\$811,960</b>

**EXHIBIT 3  
CITY OF STOCKTON  
DELTA COVE (ATLAS TRACT)  
FISCAL IMPACT ANALYSIS  
ANNUAL COST/REVENUE PROJECTIONS**

<b>FISCAL YEAR</b>	<b>TOTAL</b>	<b>2018-2019</b>	<b>2019-2020</b>	<b>2020-2021</b>	<b>2021-2022</b>	<b>2022-2023</b>	<b>2023-2024</b>
<b>LAND USE ABSORPTION</b>							
<b>RESIDENTIAL PROPERTY</b>							
SINGLE FAMILY DETACHED (LARGE LOTS)	758	423	489	544	599	655	689
SINGLE FAMILY DETACHED (SMALL LOTS)	347	48	62	102	142	182	237
SINGLE FAMILY ATTACHED	160	142	160	160	160	160	160
APARTMENTS	280	280	280	280	280	280	280
<b>TOTAL RESIDENTIAL UNITS ABSORBED IN PERIOD</b>	<b>1,545</b>	<b>893</b>	<b>991</b>	<b>1,086</b>	<b>1,181</b>	<b>1,277</b>	<b>1,366</b>
RETAIL/COMMERCIAL	12,000	-	-	4,000	8,000	12,000	12,000
OFFICE	19,000	13,333	16,000	17,000	18,000	19,000	19,000
<b>TOTAL NON-RESIDENTIAL SQ. FT. ABSORBED IN PERIOD</b>	<b>31,000</b>	<b>13,333</b>	<b>16,000</b>	<b>21,000</b>	<b>26,000</b>	<b>31,000</b>	<b>31,000</b>
<b>DEMOGRAPHICS</b>							
<b>TOTAL PROJECT RESIDENTS AND EMPLOYEES</b>							
SINGLE FAMILY DETACHED (LARGE LOTS)	2,464	1,375	1,589	1,768	1,947	2,129	2,239
SINGLE FAMILY DETACHED (SMALL LOTS)	1,128	156	202	332	462	592	770
SINGLE FAMILY ATTACHED	456	405	456	456	456	456	456
APARTMENTS	588	588	588	588	588	588	588
<b>TOTAL, RESIDENTS</b>	<b>4,636</b>	<b>2,524</b>	<b>2,835</b>	<b>3,144</b>	<b>3,453</b>	<b>3,765</b>	<b>4,053</b>
RETAIL/COMMERCIAL	27	-	-	9	18	27	27
OFFICE	54	38	46	49	51	54	54
<b>TOTAL, EMPLOYEES</b>	<b>81</b>	<b>38</b>	<b>46</b>	<b>58</b>	<b>69</b>	<b>81</b>	<b>81</b>
<b>TOTAL, PERSONS SERVED</b>	<b>4,677</b>	<b>2,543</b>	<b>2,858</b>	<b>3,173</b>	<b>3,488</b>	<b>3,806</b>	<b>4,094</b>

EXHIBIT 3 (CONTINUED)

FISCAL YEAR	TOTAL	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	2023-2024
<b>SECURED PROPERTY TAX CALCULATIONS <sup>1</sup></b>							
SINGLE FAMILY DETACHED (LARGE LOTS)		\$153,709,698	\$178,345,988	\$199,162,513	\$220,067,348	\$241,883,709	\$255,399,193
SINGLE FAMILY DETACHED (SMALL LOTS)		\$15,036,930	\$19,494,512	\$32,277,420	\$45,125,365	\$58,058,932	\$76,105,418
SINGLE FAMILY ATTACHED		\$41,702,344	\$47,031,406	\$46,891,664	\$46,817,022	\$46,800,881	\$46,837,368
APARTMENTS		\$51,392,118	\$51,130,063	\$50,911,559	\$50,734,293	\$50,596,093	\$50,494,922
<b>TOTAL, RESIDENTIAL ASSESSED VALUE</b>		<b>\$261,841,089</b>	<b>\$296,001,969</b>	<b>\$329,243,156</b>	<b>\$362,744,027</b>	<b>\$397,339,615</b>	<b>\$428,836,901</b>
DEMOGRAPHICS		\$0	\$0	\$401,641	\$803,683	\$1,206,549	\$1,196,831
TOTAL PROJECT RESIDENTS AND EMPLOYEES		\$811,280	\$976,611	\$1,034,979	\$1,094,306	\$1,154,613	\$1,149,249
<b>TOTAL, NON-RESIDENTIAL ASSESSED VALUE</b>		<b>\$811,280</b>	<b>\$976,611</b>	<b>\$1,436,619</b>	<b>\$1,897,989</b>	<b>\$2,361,161</b>	<b>\$2,346,080</b>
<b>TOTAL, SECURED PROPERTY TAX REVENUES (2009\$)</b>		<b>\$453,440</b>	<b>\$512,701</b>	<b>\$570,882</b>	<b>\$629,514</b>	<b>\$690,039</b>	<b>\$744,390</b>

**UNSECURED PROPERTY TAX CALCULATIONS**

UNSECURED TAXES AS A % OF SECURED							
RESIDENTIAL							1%
NON-RESIDENTIAL							10%
<b>TOTAL, UNSECURED PROPERTY TAX REVENUES (2009\$) <sup>2</sup></b>		<b>\$4,660</b>	<b>\$5,279</b>	<b>\$5,932</b>	<b>\$6,590</b>	<b>\$7,267</b>	<b>\$7,808</b>

**PROPERTY TRANSFER TAX CALCULATIONS <sup>1</sup>**

TRANSFER TAX AS A % OF RESALE DOLLAR							0.11%
PROPERTY TRANSFER TAX PASSED THROUGH TO CITY							50.00%
<b>TOTAL, PROPERTY TRANSFER TAX REVENUES (2009\$) <sup>2</sup></b>		<b>\$11,744</b>	<b>\$13,649</b>	<b>\$15,797</b>	<b>\$17,750</b>	<b>\$19,958</b>	<b>\$22,208</b>

<sup>1</sup> See Exhibit 4 for calculations.

<sup>2</sup> Based on City apportionment factor of 17.26% (see Exhibit 6)

EXHIBIT 3 (CONTINUED)

FISCAL YEAR	TOTAL	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	2023-2024
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**PROPERTY TAX IN-LIEU OF VLF CALCULATIONS**

VLF REVENUE PER \$1,000 ASSESSED VALUE	\$1.05						
<b>TOTAL PROPERTY TAX IN-LIEU OF VLF REVENUE</b>		<b>\$275,163</b>	<b>\$311,124</b>	<b>\$346,431</b>	<b>\$382,011</b>	<b>\$418,739</b>	<b>\$451,721</b>

**SALES AND USE TAX CALCULATIONS (Exhibit B Continued)**

RECURRING TAXABLE SALES WITHIN CITY <sup>1</sup>		\$13,889,821	\$15,610,682	\$17,262,035	\$18,913,388	\$20,583,402	\$22,077,230
SALES TAX RATE (PASSED THROUGH TO CITY)	1.00%						
MEASURE W SALES TAX	0.25%						
MEASURE W SALES TAX PASSED THROUGH TO CITY	100.00%						
MEASURE 172 SALES TAX	0.50%						
MEASURE 172 SALES TAX PASSED THROUGH TO CITY	2.78%						
POOLED SALES TAX REVENUE	11.28%						

**ANNUAL CITY SALES TAX RECEIPTS: ALL SOURCES**

SALES AND USE TAX	\$138,898	\$156,107	\$172,620	\$189,134	\$205,834	\$220,772
MEASURE W	\$34,725	\$39,027	\$43,155	\$47,283	\$51,459	\$55,193
PROPOSITION 172	\$1,931	\$2,170	\$2,399	\$2,629	\$2,861	\$3,069
POOLED SALES TAX REVENUE	\$15,668	\$17,609	\$19,472	\$21,334	\$23,218	\$24,903
<b>TOTAL SALES AND USE TAX RECEIPTS</b>	<b>\$191,221</b>	<b>\$214,912</b>	<b>\$237,646</b>	<b>\$260,381</b>	<b>\$283,372</b>	<b>\$303,937</b>

<sup>1</sup> See Exhibit 4 for calculations.

EXHIBIT 3 (CONTINUED)

FISCAL YEAR	TOTAL	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	2023-2024
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**OTHER REVENUE SOURCES - BUDGET MULTIPLIERS**

**BUDGET REVENUE MULTIPLIERS**

RESIDENTIAL		\$193.11	\$193.11	\$193.11	\$193.11	\$193.11	\$193.11
NON-RESIDENTIAL		\$191.61	\$191.61	\$191.61	\$191.61	\$191.61	\$191.61

<b>TOTAL BUDGET MULTIPLIER REVENUE IN PERIOD</b>		<b>\$494,686</b>	<b>\$556,276</b>	<b>\$618,245</b>	<b>\$680,023</b>	<b>\$742,572</b>	<b>\$798,188</b>
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**FIRE, PUBLIC WORKS AND INFRASTRUCTURE COSTS**

<b>FIRE COST</b>		<b>\$328,211</b>	<b>\$544,499</b>	<b>\$544,499</b>	<b>\$544,499</b>	<b>\$544,499</b>	<b>\$544,499</b>
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**QUANTITY**

**TOTAL**

ACRES OF LANDSCAPE	13.43	7.30	8.21	9.11	10.02	10.93	11.76
LANE MILES OF ROADWAYS (PUBLIC)	11.08	6.03	6.77	7.52	8.26	9.02	9.70
SIGNALIZED INTERSECTION(S)	3.00	1.63	1.83	2.04	2.24	2.44	2.63
STREETLIGHT(S)	188.00	102.23	114.89	127.56	140.20	152.98	164.56
TRAILS (MILES)	4.55	2.47	2.78	3.09	3.39	3.70	3.98

**MAINTENANCE COST**

**ANNUAL**

ACRES OF LANDSCAPE	\$14,700	\$107,354	\$120,652	\$133,950	\$147,227	\$160,651	\$172,809
LANE MILES OF ROADWAYS (PUBLIC)	\$12,000	\$72,301	\$81,257	\$90,213	\$99,155	\$108,196	\$116,384
SIGNALIZED INTERSECTION(S)	\$6,000	\$9,788	\$11,001	\$12,213	\$13,424	\$14,647	\$15,756
STREETLIGHT(S)	\$200	\$20,446	\$22,979	\$25,512	\$28,040	\$30,597	\$32,913
TRAILS (MILES)	\$500	\$1,237	\$1,390	\$1,544	\$1,697	\$1,851	\$1,991

<b>TOTAL INFRASTRUCTURE MAINTENANCE COSTS</b>		<b>\$211,127</b>	<b>\$237,279</b>	<b>\$263,431</b>	<b>\$289,542</b>	<b>\$315,943</b>	<b>\$339,854</b>
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EXHIBIT 3 (CONTINUED)

FISCAL YEAR	TOTAL	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	2023-2024
<b>OTHER COST SOURCES - BUDGET MULTIPLIERS</b>							
<b>BUDGET COST MULTIPLIERS</b>							
RESIDENTIAL		\$364.77	\$364.77	\$364.77	\$364.77	\$364.77	\$364.77
NON-RESIDENTIAL		\$169.91	\$169.91	\$169.91	\$169.91	\$169.91	\$169.91
<b>TOTAL, BUDGET COST MULTIPLIERS</b>		<b>\$927,126</b>	<b>\$1,041,928</b>	<b>\$1,156,679</b>	<b>\$1,271,261</b>	<b>\$1,387,107</b>	<b>\$1,492,160</b>

**EXHIBIT 3  
CITY OF STOCKTON  
DELTA COVE (ATLAS TRACT)  
FISCAL IMPACT ANALYSIS  
ANNUAL COST/REVENUE PROJECTIONS**

<b>FISCAL YEAR</b>	<b>TOTAL</b>	<b>2024-2025</b>	<b>2025-2026</b>	<b>BUILDOUT</b>
<b>LAND USE ABSORPTION</b>				
<b>RESIDENTIAL PROPERTY</b>				
SINGLE FAMILY DETACHED (LARGE LOTS)	758	723	758	758
SINGLE FAMILY DETACHED (SMALL LOTS)	347	292	347	347
SINGLE FAMILY ATTACHED	160	160	160	160
APARTMENTS	280	280	280	280
<b>TOTAL RESIDENTIAL UNITS ABSORBED IN PERIOD</b>	<b>1,545</b>	<b>1,455</b>	<b>1,545</b>	<b>1,545</b>
RETAIL/COMMERCIAL	12,000	12,000	12,000	12,000
OFFICE	19,000	19,000	19,000	19,000
<b>TOTAL NON-RESIDENTIAL SQ. FT. ABSORBED IN PERIOD</b>	<b>31,000</b>	<b>31,000</b>	<b>31,000</b>	<b>31,000</b>
<b>DEMOGRAPHICS</b>				
<b>TOTAL PROJECT RESIDENTS AND EMPLOYEES</b>				
SINGLE FAMILY DETACHED (LARGE LOTS)	2,464	2,350	2,464	2,464
SINGLE FAMILY DETACHED (SMALL LOTS)	1,128	949	1,128	1,128
SINGLE FAMILY ATTACHED	456	456	456	456
APARTMENTS	588	588	588	588
<b>TOTAL, RESIDENTS</b>	<b>4,636</b>	<b>4,343</b>	<b>4,636</b>	<b>4,636</b>
RETAIL/COMMERCIAL	27	27	27	27
OFFICE	54	54	54	54
<b>TOTAL, EMPLOYEES</b>	<b>81</b>	<b>81</b>	<b>81</b>	<b>81</b>
<b>TOTAL, PERSONS SERVED</b>	<b>4,677</b>	<b>4,384</b>	<b>4,677</b>	<b>4,677</b>

EXHIBIT 3 (CONTINUED)

FISCAL YEAR	TOTAL	2024-2025	2025-2026	BUILDOUT
<b>SECURED PROPERTY TAX CALCULATIONS <sup>1</sup></b>				
SINGLE FAMILY DETACHED (LARGE LOTS)		\$269,048,687	\$283,252,562	\$283,605,853
SINGLE FAMILY DETACHED (SMALL LOTS)		\$94,452,037	\$112,768,367	\$112,517,331
SINGLE FAMILY ATTACHED		\$46,921,256	\$47,047,892	\$47,213,135
APARTMENTS		\$50,428,863	\$50,396,119	\$50,395,001
<b>TOTAL, RESIDENTIAL ASSESSED VALUE</b>		<b>\$460,850,843</b>	<b>\$493,464,940</b>	<b>\$493,731,320</b>
DEMOGRAPHICS		\$1,188,312	\$1,180,926	\$1,174,614
TOTAL PROJECT RESIDENTS AND EMPLOYEES		\$1,144,838	\$1,141,329	\$1,138,675
<b>TOTAL, NON-RESIDENTIAL ASSESSED VALUE</b>		<b>\$2,333,150</b>	<b>\$2,322,256</b>	<b>\$2,313,289</b>
<b>TOTAL, SECURED PROPERTY TAX REVENUES (2009\$)</b>		<b>\$799,636</b>	<b>\$855,922</b>	<b>\$856,366</b>

**UNSECURED PROPERTY TAX CALCULATIONS**

UNSECURED TAXES AS A % OF SECURED				
RESIDENTIAL		1%		
NON-RESIDENTIAL		10%		
<b>TOTAL, UNSECURED PROPERTY TAX REVENUES (2009\$) <sup>2</sup></b>		<b>\$8,359</b>	<b>\$8,920</b>	<b>\$8,923</b>

**PROPERTY TRANSFER TAX CALCULATIONS <sup>1</sup>**

TRANSFER TAX AS A % OF RESALE DOLLAR		0.11%		
PROPERTY TRANSFER TAX PASSED THROUGH TO CITY		50.00%		
<b>TOTAL, PROPERTY TRANSFER TAX REVENUES (2009\$) <sup>2</sup></b>		<b>\$24,208</b>	<b>\$26,058</b>	<b>\$28,358</b>

<sup>1</sup> See Exhibit 4 for calculations.

<sup>2</sup> Based on City apportionment factor of 17.26% (see Exhibit 6)

EXHIBIT 3 (CONTINUED)

FISCAL YEAR	TOTAL	2024-2025	2025-2026	BUILDOUT
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**PROPERTY TAX IN-LIEU OF VLF CALCULATIONS**

VLF REVENUE PER \$1,000 ASSESSED VALUE	\$1.05
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<b>TOTAL PROPERTY TAX IN-LIEU OF VLF REVENUE</b>	\$485,246	\$519,402	\$519,672
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**SALES AND USE TAX CALCULATIONS (Exhibit B Continued)**

RECURRING TAXABLE SALES WITHIN CITY <sup>1</sup>	\$23,571,058	\$25,083,547	\$25,083,547
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SALES TAX RATE (PASSED THROUGH TO CITY)	1.00%
MEASURE W SALES TAX	0.25%
MEASURE W SALES TAX PASSED THROUGH TO CITY	100.00%
MEASURE 172 SALES TAX	0.50%
MEASURE 172 SALES TAX PASSED THROUGH TO CITY	2.78%
POOLED SALES TAX REVENUE	11.28%

**ANNUAL CITY SALES TAX RECIEPTS: ALL SOURCES**

SALES AND USE TAX	\$235,711	\$250,835	\$250,835
MEASURE W	\$58,928	\$62,709	\$62,709
PROPOSITION 172	\$3,276	\$3,487	\$3,487
POOLED SALES TAX REVENUE	\$26,588	\$28,294	\$28,294

<b>TOTAL SALES AND USE TAX RECEIPTS</b>	\$324,503	\$345,325	\$345,325
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<sup>1</sup> See Exhibit 4 for calculations.

EXHIBIT 3 (CONTINUED)

FISCAL YEAR TOTAL 2024-2025 2025-2026 BUILDOUT

**OTHER REVENUE SOURCES - BUDGET MULTIPLIERS**

**BUDGET REVENUE MULTIPLIERS**

RESIDENTIAL	\$193.11	\$193.11	\$193.11
NON-RESIDENTIAL	\$191.61	\$191.61	\$191.61

<b>TOTAL BUDGET MULTIPLIER REVENUE IN PERIOD</b>	<b>\$854,189</b>	<b>\$910,770</b>	<b>\$910,770</b>
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**FIRE, PUBLIC WORKS AND INFRASTRUCTURE COSTS**

<b>FIRE COST</b>	<b>\$544,499</b>	<b>\$544,499</b>	<b>\$544,499</b>
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**QUANTITY**

**TOTAL**

ACRES OF LANDSCAPE	13.43	12.59	13.43	13.43
LANE MILES OF ROADWAYS (PUBLIC)	11.08	10.39	11.08	11.08
SIGNALIZED INTERSECTION(S)	3.00	2.81	3.00	3.00
STREETLIGHT(S)	188.00	176.22	188.00	188.00
TRAILS (MILES)	4.55	4.26	4.55	4.55

**MAINTENANCE COST**

**ANNUAL**

ACRES OF LANDSCAPE	\$14,700	\$185,052	\$197,421	\$197,421
LANE MILES OF ROADWAYS (PUBLIC)	\$12,000	\$124,630	\$132,960	\$132,960
SIGNALIZED INTERSECTION(S)	\$6,000	\$16,872	\$18,000	\$18,000
STREETLIGHT(S)	\$200	\$35,244	\$37,600	\$37,600
TRAILS (MILES)	\$500	\$2,132	\$2,275	\$2,275

<b>TOTAL INFRASTRUCTURE MAINTENANCE COSTS</b>	<b>\$363,930</b>	<b>\$388,256</b>	<b>\$388,256</b>
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EXHIBIT 3 (CONTINUED)

FISCAL YEAR	TOTAL	2024-2025	2025-2026	BUILDOUT
<b>OTHER COST SOURCES - BUDGET MULTIPLIERS</b>				
<b>BUDGET COST MULTIPLIERS</b>				
RESIDENTIAL		\$364.77	\$364.77	\$364.77
NON-RESIDENTIAL		\$169.91	\$169.91	\$169.91
<b>TOTAL, BUDGET COST MULTIPLIERS</b>		<b>\$1,597,942</b>	<b>\$1,704,818</b>	<b>\$1,704,818</b>

EXHIBIT 4  
CITY OF STOCKTON  
A.G. SPANOS COMPANIES: THE PRESERVE (ATLAS TRACT)  
FISCAL IMPACT ANALYSIS  
ANNUAL ASSESSED VALUE AND TAXABLE SALES PROJECTIONS

<u>FISCAL YEAR</u>		<u>2012-2013</u>	<u>2013-2014</u>	<u>2014-2015</u>	<u>2015-2016</u>	<u>2016-2017</u>	<u>2017-2018</u>
<b><u>ABSORPTION</u></b>							
	<b>TOTAL</b>						
SINGLE FAMILY DETACHED (LARGE LOTS)	758	58	58	58	54	65	65
SINGLE FAMILY DETACHED (SMALL LOTS)	347	-	-	-	-	16	16
SINGLE FAMILY ATTACHED	160	22	23	22	23	17	18
APARTMENTS	280	70	70	70	70	-	-
<b>TOTAL RESIDENTIAL UNITS ABSORBED IN PERIOD</b>	<b>1,545</b>	<b>150</b>	<b>151</b>	<b>150</b>	<b>147</b>	<b>98</b>	<b>99</b>
RETAIL/COMMERCIAL	12,000	-	-	-	-	-	-
OFFICE	19,000	1,333	1,333	1,333	1,333	2,667	2,667
<b>TOTAL NON-RESIDENTIAL SQ. FT. ABSORBED IN PERIOD</b>	<b>31,000</b>	<b>1,333</b>	<b>1,333</b>	<b>1,333</b>	<b>1,333</b>	<b>2,667</b>	<b>2,667</b>
<b><u>CUMULATIVE RESIDENTIAL UNITS</u></b>							
SINGLE FAMILY DETACHED (LARGE LOTS)		58	116	174	228	293	358
SINGLE FAMILY DETACHED (SMALL LOTS)		-	-	-	-	16	32
SINGLE FAMILY ATTACHED		22	45	67	90	107	125
APARTMENTS		70	140	210	280	280	280
<b>TOTAL CUMULATIVE RESIDENTIAL UNITS</b>		<b>150</b>	<b>301</b>	<b>451</b>	<b>598</b>	<b>696</b>	<b>795</b>
<b><u>CUMULATIVE NON-RESIDENTIAL SQ. FT.</u></b>							
RETAIL/COMMERCIAL		-	-	-	-	-	-
OFFICE		1,333	2,666	3,999	5,332	7,999	10,666
<b>TOTAL CUMULATIVE NON-RESIDENTIAL SQ. FT.</b>		<b>1,333</b>	<b>2,666</b>	<b>3,999</b>	<b>5,332</b>	<b>7,999</b>	<b>10,666</b>

**EXHIBIT 4 (CONTINUED)**

<b>FISCAL YEAR</b>		<b>2012-2013</b>	<b>2013-2014</b>	<b>2014-2015</b>	<b>2015-2016</b>	<b>2016-2017</b>	<b>2017-2018</b>
<b>ANNUAL TURNOVER</b>	<b>RATE</b>						
SINGLE FAMILY DETACHED (LARGE LOTS)	10%	-	6	12	17	23	29
SINGLE FAMILY DETACHED (SMALL LOTS)	10%	-	-	-	-	-	2
SINGLE FAMILY ATTACHED	10%	-	2	5	7	9	11
APARTMENTS	5%	-	4	7	11	14	14
RETAIL/COMMERCIAL	5%	-	-	-	-	-	-
OFFICE	5%	-	67	133	200	267	400

**ASSESSED VALUE INFLATION ASSUMPTIONS**

ANNUAL INFLATION RATE <sup>1</sup>	3%
ANNUAL PROPERTY APPRECIATION RATE <sup>2</sup>	4%
ANNUAL PROPERTY TAX ESCALATION RATE	2%

**SALES PRICE (2009\$)**

	<b>VALUE</b>						
SINGLE FAMILY DETACHED (LARGE LOTS)	\$346,948	\$357,461	\$361,036	\$364,646	\$368,293	\$371,976	\$375,695
SINGLE FAMILY DETACHED (SMALL LOTS)	\$290,483	\$299,285	\$302,278	\$305,301	\$308,354	\$311,437	\$314,552
SINGLE FAMILY ATTACHED	\$279,355	\$287,820	\$290,698	\$293,605	\$296,541	\$299,506	\$302,502
APARTMENTS	\$180,784	\$186,262	\$188,125	\$190,006	\$191,906	\$193,825	\$195,763
RETAIL/COMMERCIAL	\$90.00	\$92.73	\$93.65	\$94.59	\$95.54	\$96.49	\$97.46
OFFICE	\$58.00	\$59.76	\$60.36	\$60.96	\$61.57	\$62.18	\$62.81

**NEW PROPERTY SALES (2009\$)**

SINGLE FAMILY DETACHED (LARGE LOTS)	\$20,732,747	\$20,940,074	\$21,149,475	\$19,887,799	\$24,178,408	\$24,420,192
SINGLE FAMILY DETACHED (SMALL LOTS)	\$0	\$0	\$0	\$0	\$4,982,996	\$5,032,826
SINGLE FAMILY ATTACHED	\$6,332,036	\$6,686,054	\$6,459,310	\$6,820,444	\$5,091,610	\$5,445,027
APARTMENTS	\$13,038,356	\$13,168,740	\$13,300,427	\$13,433,431	\$0	\$0
RETAIL/COMMERCIAL	\$0	\$0	\$0	\$0	\$0	\$0
OFFICE	\$79,657	\$80,453	\$81,258	\$82,070	\$165,844	\$167,503

<sup>1</sup> All figures are expressed in 2009 dollars utilizing a discount rate of 3%.

<sup>2</sup> Sales prices projected to increase by an average of 4% per year, in accordance with the Guidelines.

EXHIBIT 4 (CONTINUED)

FISCAL YEAR	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
<b>PROPERTY REALES (2009\$)</b>						
SINGLE FAMILY DETACHED (LARGE LOTS)	\$0	\$2,166,215	\$4,375,753	\$6,260,974	\$8,555,437	\$10,895,163
SINGLE FAMILY DETACHED (SMALL LOTS)	\$0	\$0	\$0	\$0	\$0	\$629,103
SINGLE FAMILY ATTACHED	\$0	\$581,396	\$1,468,025	\$2,075,787	\$2,695,558	\$3,327,517
APARTMENTS	\$0	\$752,499	\$1,330,043	\$2,110,968	\$2,713,553	\$2,740,689
RETAIL/COMMERCIAL	\$0	\$0	\$0	\$0	\$0	\$0
OFFICE	\$0	\$4,044	\$8,107	\$12,314	\$16,603	\$25,122
<b>TOTAL ASSESSED VALUE (2009\$)</b>						
SINGLE FAMILY DETACHED (LARGE LOTS)	\$20,732,747	\$41,579,166	\$62,572,265	\$81,900,661	\$105,707,334	\$129,500,589
SINGLE FAMILY DETACHED (SMALL LOTS)	\$0	\$0	\$0	\$0	\$4,982,996	\$10,101,778
SINGLE FAMILY ATTACHED	\$6,332,036	\$12,909,294	\$19,429,516	\$26,207,930	\$31,138,434	\$36,516,888
APARTMENTS	\$13,038,356	\$26,183,813	\$39,256,346	\$52,464,993	\$52,056,879	\$51,700,183
RETAIL/COMMERCIAL	\$0	\$0	\$0	\$0	\$0	\$0
OFFICE	\$79,657	\$159,414	\$239,294	\$319,440	\$482,881	\$646,775
<b>TOTAL ASSESSED VALUE (2009\$)</b>	<b>\$40,182,795</b>	<b>\$80,831,688</b>	<b>\$121,497,422</b>	<b>\$160,893,024</b>	<b>\$194,368,523</b>	<b>\$228,466,213</b>

TRANSFER TAX AS A % OF REALE DOLLAR

0.11%
50.00%

PROPERTY TRANSFER TAX PASSED THROUGH TO CITY

**PROPERTY TRANSFER TAX (2009\$)**

SINGLE FAMILY DETACHED (LARGE LOTS)	\$1,191	\$2,407	\$3,444	\$4,705	\$5,992	
SINGLE FAMILY DETACHED (SMALL LOTS)	\$0	\$0	\$0	\$0	\$346	
SINGLE FAMILY ATTACHED	\$320	\$807	\$1,142	\$1,483	\$1,830	
APARTMENTS	\$414	\$732	\$1,161	\$1,492	\$1,507	
RETAIL/COMMERCIAL	\$0	\$0	\$0	\$0	\$0	
OFFICE	\$2	\$4	\$7	\$9	\$14	
<b>TOTAL PROPERTY TRANSFER TAX (2009\$)</b>	<b>\$0</b>	<b>\$1,925</b>	<b>\$3,946</b>	<b>\$5,746</b>	<b>\$7,681</b>	<b>\$9,676</b>

**EXHIBIT 4 (CONTINUED)**

<b>FISCAL YEAR</b>	<b>2012-2013</b>	<b>2013-2014</b>	<b>2014-2015</b>	<b>2015-2016</b>	<b>2016-2017</b>	<b>2017-2018</b>
<b>RESIDENTIAL TAXABLE SALES ASSUMPTIONS</b>						
TAXABLE SPENDING AS A % OF HOUSEHOLD INCOME						
SINGLE FAMILY DETACHED (LARGE LOTS)	26.13%					
SINGLE FAMILY DETACHED (SMALL LOTS)	26.13%					
SINGLE FAMILY ATTACHED	26.13%					
APARTMENTS	29.87%					
TAXABLE SALES WITHIN CITY	82.00%					
<b>AVERAGE ASSESSED VALUE (2009\$)</b>						
SINGLE FAMILY DETACHED (LARGE LOTS)	\$346,948	\$346,948	\$346,948	\$346,948	\$346,948	\$346,948
SINGLE FAMILY DETACHED (SMALL LOTS)	NA	NA	NA	NA	\$290,483	\$290,483
SINGLE FAMILY ATTACHED	\$279,355	\$279,355	\$279,355	\$279,355	\$279,355	\$279,355
APARTMENTS	\$180,784	\$180,784	\$180,784	\$180,784	\$180,784	\$180,784
<b>ESTIMATED HOUSEHOLD INCOME (2009\$)</b>						
SINGLE FAMILY DETACHED (LARGE LOTS)	\$87,095	\$87,095	\$87,095	\$87,095	\$87,095	\$87,095
SINGLE FAMILY DETACHED (SMALL LOTS)	NA	NA	NA	NA	\$72,920	\$72,920
SINGLE FAMILY ATTACHED	\$70,127	\$70,127	\$70,127	\$70,127	\$70,127	\$70,127
APARTMENTS	\$45,382	\$45,382	\$45,382	\$45,382	\$45,382	\$45,382
<b>TOTAL TAXABLE EXPENDITURES</b>						
SINGLE FAMILY DETACHED (LARGE LOTS)	\$1,082,364	\$2,164,728	\$3,247,092	\$4,254,810	\$5,467,805	\$6,680,799
SINGLE FAMILY DETACHED (SMALL LOTS)	NA	NA	NA	NA	\$249,989	\$499,979
SINGLE FAMILY ATTACHED	\$330,567	\$676,160	\$1,006,728	\$1,352,321	\$1,607,759	\$1,878,223
APARTMENTS	\$778,100	\$1,556,199	\$2,334,299	\$3,112,398	\$3,112,398	\$3,112,398
<b>TOTAL, PROJECT TAXABLE SALES WITHIN CITY</b>	<b>\$2,191,031</b>	<b>\$4,397,088</b>	<b>\$6,588,119</b>	<b>\$8,719,529</b>	<b>\$10,437,951</b>	<b>\$12,171,399</b>

EXHIBIT 4  
CITY OF STOCKTON  
A.G. SPANOS COMPANIES: THE PRESERVE (ATLAS TRACT)  
FISCAL IMPACT ANALYSIS  
ANNUAL ASSESSED VALUE AND TAXABLE SALES PROJECTIONS

<b>FISCAL YEAR</b>		<b>2018-2019</b>	<b>2019-2020</b>	<b>2020-2021</b>	<b>2021-2022</b>	<b>2022-2023</b>	<b>2023-2024</b>
<b>ABSORPTION</b>							
	<b>TOTAL</b>						
	SINGLE FAMILY DETACHED (LARGE LOTS)	758	65	66	55	55	34
	SINGLE FAMILY DETACHED (SMALL LOTS)	347	16	14	40	40	55
	SINGLE FAMILY ATTACHED	160	17	18	-	-	-
	APARTMENTS	280	-	-	-	-	-
	<b>TOTAL RESIDENTIAL UNITS ABSORBED IN PERIOD</b>	<b>1,545</b>	<b>98</b>	<b>98</b>	<b>95</b>	<b>95</b>	<b>89</b>
	RETAIL/COMMERCIAL	12,000	-	-	4,000	4,000	4,000
	OFFICE	19,000	2,667	2,667	1,000	1,000	1,000
	<b>TOTAL NON-RESIDENTIAL SQ. FT. ABSORBED IN PERIOD</b>	<b>31,000</b>	<b>2,667</b>	<b>2,667</b>	<b>5,000</b>	<b>5,000</b>	<b>5,000</b>
<b>CUMULATIVE RESIDENTIAL UNITS</b>							
	SINGLE FAMILY DETACHED (LARGE LOTS)		423	489	544	599	655
	SINGLE FAMILY DETACHED (SMALL LOTS)		48	62	102	142	182
	SINGLE FAMILY ATTACHED		142	160	160	160	160
	APARTMENTS		280	280	280	280	280
	<b>TOTAL CUMULATIVE RESIDENTIAL UNITS</b>		<b>893</b>	<b>991</b>	<b>1,086</b>	<b>1,181</b>	<b>1,277</b>
<b>CUMULATIVE NON-RESIDENTIAL SQ. FT.</b>							
	RETAIL/COMMERCIAL		-	-	4,000	8,000	12,000
	OFFICE		13,333	16,000	17,000	18,000	19,000
	<b>TOTAL CUMULATIVE NON-RESIDENTIAL SQ. FT.</b>		<b>13,333</b>	<b>16,000</b>	<b>21,000</b>	<b>26,000</b>	<b>31,000</b>

**EXHIBIT 4 (CONTINUED)**

<b>FISCAL YEAR</b>		<b>2018-2019</b>	<b>2019-2020</b>	<b>2020-2021</b>	<b>2021-2022</b>	<b>2022-2023</b>	<b>2023-2024</b>
<b>ANNUAL TURNOVER</b>	<b>RATE</b>						
SINGLE FAMILY DETACHED (LARGE LOTS)	10%	36	42	49	54	60	66
SINGLE FAMILY DETACHED (SMALL LOTS)	10%	3	5	6	10	14	18
SINGLE FAMILY ATTACHED	10%	13	14	16	16	16	16
APARTMENTS	5%	14	14	14	14	14	14
RETAIL/COMMERCIAL	5%	-	-	-	200	400	600
OFFICE	5%	533	667	800	850	900	950

**ASSESSED VALUE INFLATION ASSUMPTIONS**

ANNUAL INFLATION RATE <sup>1</sup>	3%
ANNUAL PROPERTY APPRECIATION RATE <sup>2</sup>	4%
ANNUAL PROPERTY TAX ESCALATION RATE	2%

**SALES PRICE (2009\$)**

	<b>VALUE</b>						
SINGLE FAMILY DETACHED (LARGE LOTS)	\$346,948	\$379,452	\$383,247	\$387,079	\$390,950	\$394,859	\$398,808
SINGLE FAMILY DETACHED (SMALL LOTS)	\$290,483	\$317,697	\$320,874	\$324,083	\$327,324	\$330,597	\$333,903
SINGLE FAMILY ATTACHED	\$279,355	\$305,527	\$308,582	\$311,668	\$314,784	\$317,932	\$321,111
APARTMENTS	\$180,784	\$197,721	\$199,698	\$201,695	\$203,712	\$205,749	\$207,807
RETAIL/COMMERCIAL	\$90.00	\$98.43	\$99.42	\$100.41	\$101.41	\$102.43	\$103.45
OFFICE	\$58.00	\$63.43	\$64.07	\$64.71	\$65.36	\$66.01	\$66.67

**NEW PROPERTY SALES (2009\$)**

SINGLE FAMILY DETACHED (LARGE LOTS)	\$24,664,394	\$25,294,285	\$21,289,356	\$21,502,250	\$22,112,132	\$13,559,475
SINGLE FAMILY DETACHED (SMALL LOTS)	\$5,083,154	\$4,492,237	\$12,963,313	\$13,092,946	\$13,223,876	\$18,364,658
SINGLE FAMILY ATTACHED	\$5,193,951	\$5,554,472	\$0	\$0	\$0	\$0
APARTMENTS	\$0	\$0	\$0	\$0	\$0	\$0
RETAIL/COMMERCIAL	\$0	\$0	\$401,641	\$405,657	\$409,714	\$0
OFFICE	\$169,178	\$170,870	\$64,709	\$65,356	\$66,009	\$0

<sup>1</sup> All figures are expressed in 2009 dollars utilizing a discount rate of 3%.

<sup>2</sup> Sales prices projected to increase by an average of 4% per year, in accordance with the Guidelines.

EXHIBIT 4 (CONTINUED)

FISCAL YEAR	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	2023-2024
<b>PROPERTY RESALES (2009\$)</b>						
SINGLE FAMILY DETACHED (LARGE LOTS)	\$13,660,280	\$16,096,363	\$18,966,881	\$21,111,300	\$23,691,570	\$26,321,334
SINGLE FAMILY DETACHED (SMALL LOTS)	\$953,091	\$1,604,370	\$1,944,497	\$3,273,237	\$4,628,357	\$6,010,252
SINGLE FAMILY ATTACHED	\$3,971,845	\$4,320,145	\$4,986,682	\$5,036,549	\$5,086,914	\$5,137,783
APARTMENTS	\$2,768,096	\$2,795,777	\$2,823,734	\$2,851,972	\$2,880,491	\$2,909,296
RETAIL/COMMERCIAL	\$0	\$0	\$0	\$20,283	\$40,971	\$62,072
OFFICE	\$33,810	\$42,733	\$51,767	\$55,552	\$59,408	\$63,336
<b>TOTAL ASSESSED VALUE (2009\$)</b>						
SINGLE FAMILY DETACHED (LARGE LOTS)	\$153,709,698	\$178,345,988	\$199,162,513	\$220,067,348	\$241,883,709	\$255,399,193
SINGLE FAMILY DETACHED (SMALL LOTS)	\$15,036,930	\$19,494,512	\$32,277,420	\$45,125,365	\$58,058,932	\$76,105,418
SINGLE FAMILY ATTACHED	\$41,702,344	\$47,031,406	\$46,891,664	\$46,817,022	\$46,800,881	\$46,837,368
APARTMENTS	\$51,392,118	\$51,130,063	\$50,911,559	\$50,734,293	\$50,596,093	\$50,494,922
RETAIL/COMMERCIAL	\$0	\$0	\$401,641	\$803,683	\$1,206,549	\$1,196,831
OFFICE	\$811,280	\$976,611	\$1,034,979	\$1,094,306	\$1,154,613	\$1,149,249
<b>TOTAL ASSESSED VALUE (2009\$)</b>	<b>\$262,652,369</b>	<b>\$296,978,581</b>	<b>\$330,679,776</b>	<b>\$364,642,016</b>	<b>\$399,700,776</b>	<b>\$431,182,981</b>
TRANSFER TAX AS A % OF RESALE DOLLAR	0.11%					
PROPERTY TRANSFER TAX PASSED THROUGH TO CITY	50.00%					
<b>PROPERTY TRANSFER TAX (2009\$)</b>						
SINGLE FAMILY DETACHED (LARGE LOTS)	\$7,513	\$8,853	\$10,432	\$11,611	\$13,030	\$14,477
SINGLE FAMILY DETACHED (SMALL LOTS)	\$524	\$882	\$1,069	\$1,800	\$2,546	\$3,306
SINGLE FAMILY ATTACHED	\$2,185	\$2,376	\$2,743	\$2,770	\$2,798	\$2,826
APARTMENTS	\$1,522	\$1,538	\$1,553	\$1,569	\$1,584	\$1,600
RETAIL/COMMERCIAL	\$0	\$0	\$0	\$11	\$23	\$34
OFFICE	\$19	\$24	\$28	\$31	\$33	\$35
<b>TOTAL PROPERTY TRANSFER TAX (2009\$)</b>	<b>\$11,744</b>	<b>\$13,649</b>	<b>\$15,797</b>	<b>\$17,750</b>	<b>\$19,958</b>	<b>\$22,208</b>

**EXHIBIT 4 (CONTINUED)**

<b>FISCAL YEAR</b>	<b>2018-2019</b>	<b>2019-2020</b>	<b>2020-2021</b>	<b>2021-2022</b>	<b>2022-2023</b>	<b>2023-2024</b>
<b>RESIDENTIAL TAXABLE SALES ASSUMPTIONS</b>						
TAXABLE SPENDING AS A % OF HOUSEHOLD INCOME						
SINGLE FAMILY DETACHED (LARGE LOTS)	26.13%					
SINGLE FAMILY DETACHED (SMALL LOTS)	26.13%					
SINGLE FAMILY ATTACHED	26.13%					
APARTMENTS	29.87%					
TAXABLE SALES WITHIN CITY	82.00%					
<b>AVERAGE ASSESSED VALUE (2009\$)</b>						
SINGLE FAMILY DETACHED (LARGE LOTS)	\$346,948	\$346,948	\$346,948	\$346,948	\$346,948	\$346,948
SINGLE FAMILY DETACHED (SMALL LOTS)	\$290,483	\$290,483	\$290,483	\$290,483	\$290,483	\$290,483
SINGLE FAMILY ATTACHED	\$279,355	\$279,355	\$279,355	\$279,355	\$279,355	\$279,355
APARTMENTS	\$180,784	\$180,784	\$180,784	\$180,784	\$180,784	\$180,784
<b>ESTIMATED HOUSEHOLD INCOME (2009\$)</b>						
SINGLE FAMILY DETACHED (LARGE LOTS)	\$87,095	\$87,095	\$87,095	\$87,095	\$87,095	\$87,095
SINGLE FAMILY DETACHED (SMALL LOTS)	\$72,920	\$72,920	\$72,920	\$72,920	\$72,920	\$72,920
SINGLE FAMILY ATTACHED	\$70,127	\$70,127	\$70,127	\$70,127	\$70,127	\$70,127
APARTMENTS	\$45,382	\$45,382	\$45,382	\$45,382	\$45,382	\$45,382
<b>TOTAL TAXABLE EXPENDITURES</b>						
SINGLE FAMILY DETACHED (LARGE LOTS)	\$7,893,793	\$9,125,449	\$10,151,828	\$11,178,208	\$12,223,249	\$12,857,738
SINGLE FAMILY DETACHED (SMALL LOTS)	\$749,968	\$968,709	\$1,593,682	\$2,218,656	\$2,843,629	\$3,702,968
SINGLE FAMILY ATTACHED	\$2,133,662	\$2,404,126	\$2,404,126	\$2,404,126	\$2,404,126	\$2,404,126
APARTMENTS	\$3,112,398	\$3,112,398	\$3,112,398	\$3,112,398	\$3,112,398	\$3,112,398
<b>TOTAL, PROJECT TAXABLE SALES WITHIN CITY</b>	<b>\$13,889,821</b>	<b>\$15,610,682</b>	<b>\$17,262,035</b>	<b>\$18,913,388</b>	<b>\$20,583,402</b>	<b>\$22,077,230</b>

EXHIBIT 4  
CITY OF STOCKTON  
A.G. SPANOS COMPANIES: THE PRESERVE (ATLAS TRACT)  
FISCAL IMPACT ANALYSIS  
ANNUAL ASSESSED VALUE AND TAXABLE SALES PROJECTIONS

<u>FISCAL YEAR</u>		<u>2024-2025</u>	<u>2025-2026</u>	<u>BUILDOUT</u>
<b><u>ABSORPTION</u></b>				
	<b>TOTAL</b>			
	SINGLE FAMILY DETACHED (LARGE LOTS)	758	34	35
	SINGLE FAMILY DETACHED (SMALL LOTS)	347	55	55
	SINGLE FAMILY ATTACHED	160	-	-
	APARTMENTS	280	-	-
	<b>TOTAL RESIDENTIAL UNITS ABSORBED IN PERIOD</b>	<b>1,545</b>	<b>89</b>	<b>90</b>
	RETAIL/COMMERCIAL	12,000	-	-
	OFFICE	19,000	-	-
	<b>TOTAL NON-RESIDENTIAL SQ. FT. ABSORBED IN PERIOD</b>	<b>31,000</b>	<b>-</b>	<b>-</b>
<b><u>CUMULATIVE RESIDENTIAL UNITS</u></b>				
	SINGLE FAMILY DETACHED (LARGE LOTS)	723	758	758
	SINGLE FAMILY DETACHED (SMALL LOTS)	292	347	347
	SINGLE FAMILY ATTACHED	160	160	160
	APARTMENTS	280	280	280
	<b>TOTAL CUMULATIVE RESIDENTIAL UNITS</b>	<b>1,455</b>	<b>1,545</b>	<b>1,545</b>
<b><u>CUMULATIVE NON-RESIDENTIAL SQ. FT.</u></b>				
	RETAIL/COMMERCIAL	12,000	12,000	12,000
	OFFICE	19,000	19,000	19,000
	<b>TOTAL CUMULATIVE NON-RESIDENTIAL SQ. FT.</b>	<b>31,000</b>	<b>31,000</b>	<b>31,000</b>

**EXHIBIT 4 (CONTINUED)**

**FISCAL YEAR** **2024-2025**    **2025-2026**    **BUILDOUT**

<b>ANNUAL TURNOVER</b>	<b>RATE</b>			
SINGLE FAMILY DETACHED (LARGE LOTS)	10%	69	72	76
SINGLE FAMILY DETACHED (SMALL LOTS)	10%	24	29	35
SINGLE FAMILY ATTACHED	10%	16	16	16
APARTMENTS	5%	14	14	14
RETAIL/COMMERCIAL	5%	600	600	600
OFFICE	5%	950	950	950

**ASSESSED VALUE INFLATION ASSUMPTIONS**

ANNUAL INFLATION RATE <sup>1</sup>	3%
ANNUAL PROPERTY APPRECIATION RATE <sup>2</sup>	4%
ANNUAL PROPERTY TAX ESCALATION RATE	2%

**SALES PRICE (2009\$)**

	<b>VALUE</b>			
SINGLE FAMILY DETACHED (LARGE LOTS)	\$346,948	\$402,796	\$406,824	\$410,892
SINGLE FAMILY DETACHED (SMALL LOTS)	\$290,483	\$337,242	\$340,614	\$344,020
SINGLE FAMILY ATTACHED	\$279,355	\$324,323	\$327,566	\$330,841
APARTMENTS	\$180,784	\$209,885	\$211,984	\$214,104
RETAIL/COMMERCIAL	\$90.00	\$104.49	\$105.53	\$106.59
OFFICE	\$58.00	\$67.34	\$68.01	\$68.69

**NEW PROPERTY SALES (2009\$)**

SINGLE FAMILY DETACHED (LARGE LOTS)	\$13,695,070	\$14,238,845	\$0
SINGLE FAMILY DETACHED (SMALL LOTS)	\$18,548,304	\$18,733,787	\$0
SINGLE FAMILY ATTACHED	\$0	\$0	\$0
APARTMENTS	\$0	\$0	\$0
RETAIL/COMMERCIAL	\$0	\$0	\$0
OFFICE	\$0	\$0	\$0

<sup>1</sup> All figures are expressed in 2009 dollars utilizing a discount rate of 3%.

<sup>2</sup> Sales prices projected to increase by an average of 4% per year, in accordance with the Guidelines.

EXHIBIT 4 (CONTINUED)

FISCAL YEAR	2024-2025	2025-2026	BUILDOUT
<b>PROPERTY RESALES (2009\$)</b>			
SINGLE FAMILY DETACHED (LARGE LOTS)	\$27,792,936	\$29,291,337	\$31,227,820
SINGLE FAMILY DETACHED (SMALL LOTS)	\$8,093,805	\$9,877,815	\$12,040,716
SINGLE FAMILY ATTACHED	\$5,189,161	\$5,241,053	\$5,293,463
APARTMENTS	\$2,938,389	\$2,967,773	\$2,997,451
RETAIL/COMMERCIAL	\$62,692	\$63,319	\$63,952
OFFICE	\$63,969	\$64,609	\$65,255
<b>TOTAL ASSESSED VALUE (2009\$)</b>			
SINGLE FAMILY DETACHED (LARGE LOTS)	\$269,048,687	\$283,252,562	\$283,605,853
SINGLE FAMILY DETACHED (SMALL LOTS)	\$94,452,037	\$112,768,367	\$112,517,331
SINGLE FAMILY ATTACHED	\$46,921,256	\$47,047,892	\$47,213,135
APARTMENTS	\$50,428,863	\$50,396,119	\$50,395,001
RETAIL/COMMERCIAL	\$1,188,312	\$1,180,926	\$1,174,614
OFFICE	\$1,144,838	\$1,141,329	\$1,138,675
<b>TOTAL ASSESSED VALUE (2009\$)</b>	<b>\$463,183,993</b>	<b>\$495,787,196</b>	<b>\$496,044,609</b>

TRANSFER TAX AS A % OF RESALE DOLLAR

0.11%
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PROPERTY TRANSFER TAX PASSED THROUGH TO CITY

50.00%
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**PROPERTY TRANSFER TAX (2009\$)**

SINGLE FAMILY DETACHED (LARGE LOTS)	\$15,286	\$16,110	\$17,175
SINGLE FAMILY DETACHED (SMALL LOTS)	\$4,452	\$5,433	\$6,622
SINGLE FAMILY ATTACHED	\$2,854	\$2,883	\$2,911
APARTMENTS	\$1,616	\$1,632	\$1,649
RETAIL/COMMERCIAL	\$34	\$35	\$35
OFFICE	\$35	\$36	\$36
<b>TOTAL PROPERTY TRANSFER TAX (2009\$)</b>	<b>\$24,208</b>	<b>\$26,058</b>	<b>\$28,358</b>

**EXHIBIT 4 (CONTINUED)**

<b>FISCAL YEAR</b>	<b>2024-2025</b>	<b>2025-2026</b>	<b>BUILDOUT</b>
<b>RESIDENTIAL TAXABLE SALES ASSUMPTIONS</b>			
TAXABLE SPENDING AS A % OF HOUSEHOLD INCOME			
SINGLE FAMILY DETACHED (LARGE LOTS)	26.13%		
SINGLE FAMILY DETACHED (SMALL LOTS)	26.13%		
SINGLE FAMILY ATTACHED	26.13%		
APARTMENTS	29.87%		
TAXABLE SALES WITHIN CITY	82.00%		
<b>AVERAGE ASSESSED VALUE (2009\$)</b>			
SINGLE FAMILY DETACHED (LARGE LOTS)	\$346,948	\$346,948	\$346,948
SINGLE FAMILY DETACHED (SMALL LOTS)	\$290,483	\$290,483	\$290,483
SINGLE FAMILY ATTACHED	\$279,355	\$279,355	\$279,355
APARTMENTS	\$180,784	\$180,784	\$180,784
<b>ESTIMATED HOUSEHOLD INCOME (2009\$)</b>			
SINGLE FAMILY DETACHED (LARGE LOTS)	\$87,095	\$87,095	\$87,095
SINGLE FAMILY DETACHED (SMALL LOTS)	\$72,920	\$72,920	\$72,920
SINGLE FAMILY ATTACHED	\$70,127	\$70,127	\$70,127
APARTMENTS	\$45,382	\$45,382	\$45,382
<b>TOTAL TAXABLE EXPENDITURES</b>			
SINGLE FAMILY DETACHED (LARGE LOTS)	\$13,492,228	\$14,145,378	\$14,145,378
SINGLE FAMILY DETACHED (SMALL LOTS)	\$4,562,306	\$5,421,644	\$5,421,644
SINGLE FAMILY ATTACHED	\$2,404,126	\$2,404,126	\$2,404,126
APARTMENTS	\$3,112,398	\$3,112,398	\$3,112,398
<b>TOTAL, PROJECT TAXABLE SALES WITHIN CITY</b>	<b>\$23,571,058</b>	<b>\$25,083,547</b>	<b>\$25,083,547</b>

EXHIBIT 5  
 CITY OF STOCKTON  
 A.G. SPANOS COMPANIES: DELTA COVE (ATLAS TRACT)  
 FISCAL IMPACT ANALYSIS  
 LAND USE SUMMARY

<b>RESIDENTIAL LAND USE</b>	<b>BUILDOUT</b>
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	DWELLING UNITS <sup>1</sup>
SINGLE FAMILY DETACHED (LARGE LOTS)	758
SINGLE FAMILY DETACHED (SMALL LOTS)	347
SINGLE FAMILY ATTACHED	160
APARTMENTS	280
<b>TOTAL, DWELLING UNITS</b>	<b>1,545</b>

	RESIDENTS <sup>2</sup>
SINGLE FAMILY DETACHED (LARGE LOTS)	2,464
SINGLE FAMILY DETACHED (SMALL LOTS)	1,128
SINGLE FAMILY ATTACHED	456
APARTMENTS	588
<b>TOTAL, PROJECT RESIDENTS</b>	<b>4,636</b>

<b>NON-RESIDENTIAL LAND USE</b>	<b>BUILDOUT</b>
---------------------------------	-----------------

	BLDG. SQ. FT. <sup>1</sup>
RETAIL/COMMERCIAL	12,000
OFFICE	19,000
<b>TOTAL, BLDG. SQ. FT.</b>	<b>31,000</b>

	EMPLOYEES <sup>2</sup>
RETAIL/COMMERCIAL	27
OFFICE	54
<b>TOTAL, PROJECT EMPLOYEES</b>	<b>81</b>

NOTES:

<sup>1</sup> Provided by Client.  
<sup>2</sup> Based on City of Stockton Fiscal Impact Analysis General Assumptions.

EXHIBIT 5 (CONTINUED)

**LAND USE ASSUMPTIONS<sup>2</sup>**

**PERSONS PER HOUSEHOLD**

SINGLE FAMILY DETACHED (LARGE LOTS)	3.25
SINGLE FAMILY DETACHED (SMALL LOTS)	3.25
SINGLE FAMILY ATTACHED	2.85
APARTMENTS	2.10

**BLDG. SQ. FT. PER EMPLOYEE**

RETAIL/COMMERCIAL	450
OFFICE	350

NOTES:

<sup>1</sup> Provided by Client.

<sup>2</sup> Based on City of Stockton Fiscal Impact Analysis General Assumptions.

**All figures subject to rounding**

**EXHIBIT 6**  
**CITY OF STOCKTON**  
**A.G. SPANOS COMPANIES: DELTA COVE (ATLAS TRACT)**  
**FISCAL IMPACT ANALYSIS**  
**CASE STUDY REVENUES: PROPERTY TAXES AND PROPERTY TRANSFER TAXES**

<b>ASSESSED VALUATION ASSUMPTIONS</b>
---------------------------------------

	<b>RESIDENTIAL SALES PRICES <sup>1</sup></b>
SINGLE FAMILY DETACHED (LARGE LOTS)	\$346,948
SINGLE FAMILY DETACHED (SMALL LOTS)	\$290,483
SINGLE FAMILY ATTACHED	\$279,355
APARTMENTS	\$180,784

	<b>NON-RESIDENTIAL SALES PRICES <sup>1</sup></b>
RETAIL/COMMERCIAL	\$90
OFFICE	\$58

<b>ASSESSED VALUE CALCULATION: <sup>2</sup></b>	<b>BUILDOUT</b>
SINGLE FAMILY DETACHED (LARGE LOTS)	\$262,986,788
SINGLE FAMILY DETACHED (SMALL LOTS)	\$100,797,646
SINGLE FAMILY ATTACHED	\$44,696,813
APARTMENTS	\$50,619,600
RETAIL/COMMERCIAL	\$1,080,000
OFFICE	\$1,102,000

<b>TOTAL, PROJECT ASSESSED VALUATION</b>	<b>\$461,282,847</b>
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<b>SECURED PROPERTY TAX REVENUE</b>	<b>BUILDOUT</b>
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CITY NET APPORTIONMENT FACTOR OF 1.0% TAX RATE <sup>3</sup>	17.26%
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<b>SECURED PROPERTY TAX REVENUES</b>	
RESIDENTIAL	\$792,587
NON-RESIDENTIAL	\$3,767

<b>TOTAL SECURED TAX REVENUES TO CITY</b>	<b>\$796,354</b>
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NOTES:

<sup>1</sup> Source: A.G. Spanos Companies. Please note that average assessed values in Exhibit 4 were used to calculate property tax revenues.

<sup>2</sup> Based on total assessed value at build-out. Please refer to Exhibit 4 for assumptions and calculations.

<sup>3</sup> Based on data provided by the County of San Joaquin Auditor-Controller for TRA 003-251.

<sup>4</sup> Based on City of Stockton FIA General Assumptions.

All figures subject to rounding

EXHIBIT 6 (CONTINUED)

<b>UNSECURED PROPERTY TAX REVENUE</b>	<b>BUILDOUT</b>
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UNSECURED TAXES AS A % OF SECURED<sup>4</sup>

RESIDENTIAL	1.00%
NON-RESIDENTIAL	10.00%

**UNSECURED PROPERTY TAX REVENUE CALCULATION:**

RESIDENTIAL	\$7,926
NON-RESIDENTIAL	\$377

<b>TOTAL, ANNUAL UNSECURED TAX REVENUES TO CITY</b>	<b>\$8,303</b>
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<b>PROPERTY TRANSFER TAX REVENUE<sup>4</sup></b>
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OWNER OCCUPIED RESIDENTIAL PROPERTY TURNOVER RATE	10.00%
RENTAL RESIDENTIAL PROPERTY TURNOVER RATE	5.00%
NON-RESIDENTIAL PROPERTY TURNOVER RATE	5.00%
TRANSFER TAX AS A % OF RESALE DOLLAR	0.11%
PROPERTY TRANSFER TAX PASSED THROUGH TO CITY	50.00%

**PROPERTY TRANSFER TAX CALCULATION:<sup>2</sup>**

**BUILDOUT (2009\$)**

SINGLE FAMILY DETACHED (LARGE LOTS)	\$17,175
SINGLE FAMILY DETACHED (SMALL LOTS)	\$6,622
SINGLE FAMILY ATTACHED	\$2,911
APARTMENTS	\$1,649
RETAIL/COMMERCIAL	\$35
OFFICE	\$36

<b>TOTAL, ANNUAL PROPERTY TRANSFER TAXES (2009\$)</b>	<b>\$28,358</b>
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<b>PROPERTY TAX IN LIEU OF VLF</b>
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Total City-wide Gross Assessed Value <sup>4</sup>	\$21,727,998,334
City-wide Property Tax in-Lieu of VLF Tax Revenues <sup>4</sup>	\$22,762,941
Prop. Tax in-Lieu of VLF Tax per \$1,000 Assessed Value	\$1.05

**BUILDOUT (2009\$)**

<b>TOTAL, ANNUAL PROP. TAX IN-LIEU OF VLF (2009\$)</b>	<b>\$519,672</b>
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NOTES:

<sup>1</sup> Source: A.G. Spanos Companies. Please note that average assessed values in Exhibit 4 were used to calculate property tax revenues.

<sup>2</sup> Based on total assessed value at build-out. Please refer to Exhibit 4 for assumptions and calculations.

<sup>3</sup> Based on data provided by the County of San Joaquin Auditor-Controller for TRA 003-251.

<sup>4</sup> Based on City of Stockton FIA General Assumptions.

All figures subject to rounding

EXHIBIT 7  
 CITY OF STOCKTON  
 A.G. SPANOS COMPANIES: DELTA COVE (ATLAS TRACT)  
 FISCAL IMPACT ANALYSIS  
 CASE STUDY REVENUES: SALES AND USE TAXES

<b>SALES &amp; USE TAX GENERATION ASSUMPTIONS</b>
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SALES TAXES PASSED THROUGH TO CITY	1.00%
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<b>RESIDENTIAL SALES AND USE TAX REVENUE</b>
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AVERAGE HOUSEHOLD INCOME ASSUMPTIONS: <sup>1</sup>	BUILDOUT
AVERAGE SALES PRICE <sup>2</sup>	\$297,153
AVERAGE RESIDENTIAL MORTGAGE (15% DOWN)	\$252,580
ANNUAL MORTGAGE PAYMENTS (7.00% INTEREST & 30 YEARS)	\$20,165
ANNUAL TAXES & INSURANCE (2.00%)	\$5,943
AVG. HOUSEHOLD INCOME (35% HOUSING COST/INCOME RATIO)	\$74,595
RETAIL TAXABLE EXPENDITURE (% OF INCOME): <sup>2</sup>	26.8%
PROJECT RESIDENTS' PURCHASES OUTSIDE PROJECT AND WITHIN CITY:	82%

**SALES & USE TAX REVENUE CALCULATION:**  
 RESIDENTIAL TAXABLE EXPENDITURES IN CITY \$25,083,547

<b>TOTAL, SALES &amp; USE TAX PASSED THROUGH TO CITY</b>	<b>\$250,835</b>
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NOTES:  
<sup>1</sup> Based on City of Stockton FIA General Assumptions.  
<sup>2</sup> Refer to Exhibit 4 for assessed value calculations.  
<sup>3</sup> Represents percentage of Stockton's Sales Tax Revenue.

All figures subject to rounding

**EXHIBIT 7 (CONTINUED)**

MEASURE W SALES TAX	0.25%
MEASURE W SALES TAX PASSED THROUGH TO CITY	100%

**MEASURE W SALES TAX GENERATION:**

RESIDENTIAL \$62,709

<b>TOTAL, MEASURE W SALES TAX REVENUE</b>	<b>\$62,709</b>
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PROPOSITION 172 SALES TAX	0.50%
PROPOSITION 172 SALES TAX PASSED THROUGH TO CITY <sup>1</sup>	2.78%

**PROP 172 SALES TAX GENERATION:**

RESIDENTIAL \$3,487

<b>TOTAL, PROPOSITION 172 SALES TAX REVENUE</b>	<b>\$3,487</b>
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COUNTYWIDE AND STATEWIDE POOLED SALES TAX REVENUE <sup>1,3</sup>	12.13%
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<b>TOTAL, COUNTYWIDE AND STATEWIDE POOLED SALES TAX REVENUE</b>	<b>\$30,426</b>
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NOTES:

- <sup>1</sup> Based on City of Stockton FIA General Assumptions.
- <sup>2</sup> Refer to Exhibit 4 for assessed value calculations.
- <sup>3</sup> Represents percentage of Stockton's Sales Tax Revenue.

All figures subject to rounding

**EXHIBIT 8**  
**CITY OF STOCKTON**  
**A.G. SPANOS COMPANIES: DELTA COVE (ATLAS TRACT)**  
**FISCAL IMPACT ANALYSIS**  
**OTHER REVENUE SOURCES**

**OTHER REVENUES (PER CAPITA AND POPULATION SERVED MULTIPLIER METHOD)**

	REVENUE MULTIPLIERS	
	PER RESIDENT <sup>1</sup>	PER EMPLOYEE <sup>1</sup>
OTHER TAXES <sup>2</sup>	\$122.00	\$163.87
LICENSES AND PERMITS	\$1.21	\$0.48
REVENUES FROM OTHER AGENCIES	\$0.34	\$0.17
CHARGES FOR CURRENT SERVICES	\$16.36	\$8.18
FINES AND FORFEITURES	\$11.73	\$5.86
OTHER REVENUES	\$26.09	\$13.05
GAS TAX	\$15.37	\$0.00

**MULTIPLIER REVENUE CALCULATIONS:**

	<b>BUILDOUT</b>
OTHER TAXES	\$578,867
LICENSES AND PERMITS	\$5,654
REVENUES FROM OTHER AGENCIES	\$1,610
CHARGES FOR CURRENT SERVICES	\$76,523
FINES AND FORFEITURES	\$54,839
OTHER REVENUES	\$122,010
GAS TAX	\$71,267

<b>TOTAL RESIDENTIAL MULTIPLIER REVENUES</b>	<b>\$910,770</b>
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NOTES:

<sup>1</sup> See Exhibit 1 for methodology utilized to calculate multipliers.

<sup>2</sup> Other Taxes includes utility user's tax, franchise fees and business licenses.

All figures subject to rounding

**EXHIBIT 9**  
**CITY OF STOCKTON**  
**A.G. SPANOS COMPANIES: DELTA COVE (ATLAS TRACT)**  
**FISCAL IMPACT ANALYSIS**  
**CASE STUDY COSTS: PUBLIC WORKS/PARKS/INFRASTRUCTURE**

<b>FIRE PROTECTION COSTS (CASE STUDY)<sup>1</sup></b>
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TOTAL ANNUAL INTERIM ENGINE COMPANY OPERATIONS & MAINTENANCE COSTS (AT WESTLAKE)	\$3,043,909
TOTAL ANNUAL PERMANENT ENGINE COMPANY OPERATIONS & MAINTENANCE COSTS (AT SANCTUARY)	\$3,043,909
PERSONS SERVED: GATEWAY, CRYSTAL BAY, WEST LAKE, THE PRESERVE	43,371
PERSONS SERVED: DELTA COVE (ATLAS TRACT)	4,677
PERCENT OF TOTAL PERSONS SERVED (DELTA COVE FAIR SHARE)	10.8%
PERSONS SERVED: SANCTUARY, THE PRESERVE	26,143
PERSONS SERVED: THE PRESERVE (ATLAS TRACT)	4,677
PERCENT OF TOTAL PERSONS SERVED (ATLAS TRACT FAIR SHARE)	17.9%
REQUIRED ENGINE COMPANY ANNUAL FAIR SHARE OF COSTS FOR ATLAS TRACT 2012-2019	\$328,211
REQUIRED ENGINE COMPANY ANNUAL FAIR SHARE OF COSTS FOR ATLAS TRACT 2019-2021	\$544,499

<b>PUBLIC WORKS AND INFRASTRUCTURE REQUIREMENTS (CASE STUDY)</b>
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	<b>INFRASTRUCTURE REQUIREMENTS</b>
ACRES OF LANDSCAPED PARKWAYS AND MEDIANS	13.43
LANE MILES OF ROADWAYS	11.08
SIGNALIZED INTERSECTIONS	3.00
STREETLIGHTS	188.00
TRAILS (MILES)	4.55

**NOTES:**

<sup>1</sup> Based on information from Goodwin Consulting Group and the City of Stockton Fire Department.

EXHIBIT 9 (CONTINUED)

**PUBLIC WORKS AND INFRASTRUCTURE COSTS <sup>2</sup> (CASE STUDY)**

	ANNUAL MAINTENANCE COST
COST TO MAINTAIN AN ACRE OF LANDSCAPED PARKWAYS AND MEDIANS	\$14,700
COST TO MAINTAIN A LANE MILE OF ROADWAY (Pavement Maintenance)	\$12,000
COST TO MAINTAIN A SIGNALIZED INTERSECTION	\$6,000
COST TO MAINTAIN A STREETLIGHT	\$200
COST TO MAINTAIN A LINEAL MILE OF TRAIL/CLASS I BIKE PATH	\$500

**FIRE PROTECTION COSTS**

ANNUAL COSTS 2012-2019	\$328,211
ANNUAL COSTS 2019-2021	\$544,499

PUBLIC WORKS/PARKS/INFRASTRUCTURE COST CALCULATIONS:	BUILDOUT
ACRES OF LANDSCAPED PARKWAYS AND MEDIANS	\$197,421
LANE MILES OF ROADWAYS	\$132,960
SIGNALIZED INTERSECTIONS	\$18,000
STREETLIGHTS	\$37,600
TRAILS (MILES)	\$2,275
LINEAL MILES OF STORM DRAIN	\$0

**TOTAL, FIRE PROTECTION AND PUBLIC WORKS AND INFRASTRUCTURE COSTS** **\$932,755**

NOTES:

<sup>1</sup> Based on estimates regarding infrastructure breakdown from Project engineer. Infrastructure associated with Project and not included in this table is assumed to be maintained by an HOA or other financing mechanism.

<sup>2</sup> Based on City of Stockton FIA General Guidelines.

All figures subject to rounding

EXHIBIT 10  
 CITY OF STOCKTON  
 A.G. SPANOS COMPANIES: DELTA COVE (ATLAS TRACT)  
 FISCAL IMPACT ANALYSIS  
 MULTIPLIER COSTS

**OTHER COSTS (PER CAPITA AND POPULATION SERVED MULTIPLIER METHOD)**

	COST PER RESIDENT <sup>1</sup>	COST PER EMPLOYEE <sup>1</sup>
ADMINISTRATIVE SERVICES	\$4.96	\$2.48
CITY ATTORNEY	\$2.35	\$1.18
CITY AUDITOR	\$0.95	\$0.47
CITY CLERK	\$1.58	\$0.79
CITY COUNCIL	\$1.08	\$0.54
CITY MANAGER	\$2.54	\$1.27
HUMAN RESOURCES	\$3.68	\$1.84
RECREATIONAL SERVICES	\$10.40	\$0.00
NON-DEPARTMENTAL	\$10.94	\$5.47
POLICE	\$266.86	\$133.43
PUBLIC WORKS	\$22.11	\$11.06
REVITALIZATION	\$1.20	\$0.60
LIBRARY FUND	\$14.56	\$0.00
OPEB	\$21.57	\$10.79

**MULTIPLIER COST CALCULATIONS:**

**BUILDOUT (2009\$)**

ADMINISTRATIVE SERVICES	\$23,185
CITY ATTORNEY	\$10,996
CITY AUDITOR	\$4,423
CITY CLERK	\$7,382
CITY COUNCIL	\$5,029
CITY MANAGER	\$11,858
HUMAN RESOURCES	\$17,212
RECREATIONAL SERVICES	\$48,210
NON-DEPARTMENTAL	\$51,155
POLICE	\$1,247,972
PUBLIC WORKS	\$103,415
REVITALIZATION	\$5,599
LIBRARY FUND	\$67,486
OPEB	\$100,894

**TOTAL, MULTIPLIER COSTS** **\$1,704,818**

NOTES:

<sup>1</sup> See Exhibit 2 for methodology utilized to calculate multipliers.

All figures subject to rounding

**EXHIBIT 11**  
**CITY OF STOCKTON**  
**A.G. SPANOS COMPANIES: DELTA COVE (ATLAS TRACT)**  
**FISCAL IMPACT ANALYSIS**  
**DETAILED SUMMARY**

	<b>AT BUILDOUT</b>	<b>% OF TOTAL</b>
<b>ONGOING REVENUES</b>		
SECURED PROPERTY TAXES	\$856,366	32.1%
OTHER TAXES	\$578,867	21.7%
PROPERTY TAX IN-LIEU OF VLF	\$519,672	19.5%
SALES AND USE TAX	\$345,325	12.9%
OTHER REVENUES	\$122,010	4.6%
CHARGES FOR CURRENT SERVICES	\$76,523	2.9%
GAS TAX	\$71,267	2.7%
FINES AND FORFEITURES	\$54,839	2.1%
PROPERTY TRANSFER TAXES	\$28,358	1.1%
UNSECURED PROPERTY TAXES	\$8,923	0.3%
LICENSES AND PERMITS	\$5,654	0.2%
REVENUES FROM OTHER AGENCIES	\$1,610	0.1%
<b>TOTAL, ONGOING REVENUES</b>	<b>\$2,669,414</b>	<b>100%</b>

	<b>AT BUILDOUT</b>	<b>% OF TOTAL</b>
<b>ONGOING COSTS</b>		
POLICE	\$1,247,972	47.3%
FIRE	\$544,499	20.6%
INFRASTRUCTURE MAINTENANCE COSTS	\$388,256	14.7%
PUBLIC WORKS	\$103,415	3.9%
OPEB	\$100,894	3.8%
LIBRARY FUND	\$67,486	2.6%
GENERAL GOVERNMENT	\$62,874	2.4%
RECREATIONAL SERVICES	\$48,210	1.8%
NON-DEPARTMENTAL	\$51,155	1.9%
HUMAN RESOURCES	\$17,212	0.7%
REVITALIZATION	\$5,599	0.2%
<b>TOTAL, ONGOING COSTS</b>	<b>\$2,637,573</b>	<b>100%</b>

<b>TOTAL ANNUAL ONGOING SURPLUS/(DEFICIT)</b>	<b>\$31,841</b>
<b>TOTAL ANNUAL REVENUE/COST RATIO</b>	<b>1.01</b>
<b>PER DWELLING UNIT SURPLUS/(DEFICIT)</b>	<b>\$20.61</b>

All figures subject to rounding

## APPENDIX C

### FISCAL PRINCIPLES AND OBJECTIVES

## **FISCAL PRINCIPLES AND OBJECTIVES**

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The following principles and City objectives shall guide the implementation efforts associated with financing public services for the Project.

**1. The Fiscal Impact Analysis (FIA) shall be consistent with, and serve to reinforce, the land use plan and subsequent development of the Project.**

**Objective 1.1:** Apply land use regulations and financing mechanisms that encourage development of the Project at the proposed density ranges and in appropriate phases. Financing mechanisms shall be established to assure that variances from density ranges and development phases do not negatively affect service levels.

**Objective 1.2:** Landowners, developers, and builders within the Project (“Landowners”) shall have the right to develop the Project at such time, rate, sequence, and order as they deem appropriate within the exercise of their subjective business judgment.

**Objective 1.3:** A fiscal impact analysis reflecting how service costs will be funded shall be prepared to support adoption of selected financing mechanisms. The fiscal analysis should be updated during the development process to account for changing project-specific circumstances, shifting market conditions, and more refined service needs and cost data that will become available over time.

**Objective 1.4:** The original fiscal analysis for a project, and any subsequent updates, shall be based on and adhere to the template and guidelines for conducting an FIA as promulgated by the City and in effect at the time.

**2. Future development within the Project shall pay the full costs of services needed to serve the Project area, except where other funding sources are appropriate and available, and shall pay the costs of mitigating the Project’s potential impacts on existing services in the City.**

**Objective 2.1:** Landowners within the Project shall bear primary responsibility for funding all services needed to serve the Project area.

**Objective 2.2:** The level of municipal services provided to the Project shall be at least equal to, except as otherwise reflected herein, the level of service currently required and otherwise provided within the existing City budget.

**Objective 2.3:** Existing landowners and residents shall not be burdened with assessments or taxes to pay for additional services required to serve the Project.

**Objective 2.4:** Properties outside the boundaries of the Project that benefit from additional services as a result of the Project, such as operation and maintenance costs associated with new fire engine and truck companies, shall contribute funding to these services through an agreed-upon mechanism.

**Objective 2.5:** Annual public services costs and revenues shall be managed to maintain a cumulative positive fiscal impact to the City; no cumulative fiscal deficits shall be allowed to accrue, which means that cumulative fiscal surpluses may be used to fund interim deficits.

**3. The City shall facilitate the establishment of necessary financing entities and arrangements for financing service costs, including but not limited to park maintenance, road maintenance, and fire protection.**

**Objective 3.1:** The City shall establish, pursuant to related statutory authority and procedures, Project area financing mechanisms (e.g., Community Facilities District, Assessment District).

**Objective 3.2:** All costs associated with forming and administering any financing mechanism shall be borne by the Project.

**Objective 3.3:** To ensure that funding of services is timely and that other public benefits are achieved, the City shall offer development agreements to Project developers or builders, consistent with existing City policy and ordinances.

**4. Mechanisms shall be identified or established to assure ongoing maintenance of public facilities.**

**Objective 4.1:** The Project area shall be incorporated into all existing City-wide or local maintenance districts to assure adequate funding for Project park and open space maintenance and other Project maintenance activities.

**Objective 4.2:** Landowners shall participate in financing districts (e.g., City-wide or local Community Facilities District) established to offset costs of City services extended to the Project.

**5. An ongoing monitoring and reporting system shall be established to ensure that appropriate adjustments are made so that implementing mechanisms can respond, as necessary, to changing circumstances.**

**Objective 5.1:** At the time a mechanism for fiscal mitigation is employed, the Landowners shall execute an agreement with the City assuring that, if fiscal deficits planned to be financed with that financing tool cannot be fully funded due to an unforeseen funding shortfall, then additional mechanisms for funding

shall be evaluated and provided as and when needed subject to the following limitations:

- a) Any future funding shortfalls that may be generated by the Project shall be based only upon a fair share or nexus relationship as determined by the Project's pro-rata responsibility for the entire City-wide funding shortfall. The Project shall not be responsible for any portion of funding shortfalls caused by others.
- b) In determining the Project's pro-rata responsibility for future funding shortfalls, only the Project's future residential units for which a building permit has not been issued ("Future Units") shall be considered when determining the Project's fair share or nexus relationship to the City-wide funding shortfall.
- c) Any future funding shortfall must directly relate to the level of service in effect at the time a fiscal review is conducted. A developed unit shall not be responsible for any future funding shortfalls triggered by heightened levels of service imposed after that building permit has been issued.
- d) The total City-wide funding requirements that are used to determine City-wide future funding shortfalls may not exceed by more than 10% the funding requirements in the City's Fiscal Year General Fund budget in effect at the time the funding mechanism is employed, unless such requirements are the result of more onerous state or federal mandates or regulations, or any other requirement that is imposed on the City and outside of the City's control.

**Objective 5.2:** An annual fiscal surplus or deficit shall be defined generally as the difference between fiscal revenues produced by the Project and fiscal expenses incurred by the City to provide services to the Project (revenues exceeding expenses result in a surplus; expenses exceeding revenues result in a deficit), but will be more specifically determined by the initial FIA and any subsequent updates conducted for the Project.

**Objective 5.3:** The monitoring and reporting process shall consist of true-up and audit steps that involve rerunning the fiscal analysis for all units for which a building permit has not been issued, comparing the results of the current fiscal update to those of the prior update or original study, submitting the analysis to the City and its peer review consultant, meeting with the City and its peer review consultant to review and revise the analysis as applicable, and adjusting funding mechanisms for the remaining undeveloped portion of the Project as necessary.

**Objective 5.4:** The Landowners shall be responsible for conducting monitoring and reporting, which may occur, in the sole discretion of the City, when the following project thresholds are triggered:

- a) recordation of the first small-lot final subdivision map for the Project;
- b) recordation of the first small-lot final subdivision map for each planned major phase of development after the first phase, as documented in the Project's specific plan, financing plan, fiscal analysis, or otherwise determined in conjunction with the City;
- c) issuance of a building permit for a residential dwelling unit that constitutes the first of the remaining 20% of the units planned for the Project; and
- d) at any other time at the City's reasonable request based on changes to the Project, fluctuations in external market conditions, structural alterations to the City's budget, or other significant events, realized or envisioned, but only after the City Council issues such request by resolution.

**Objective 5.5:** The Landowners shall be responsible for covering all costs associated with the monitoring and reporting system, including the City's costs and peer review costs.