



**FISCAL IMPACT ANALYSIS
TIDEWATER CROSSING
MASTER DEVELOPMENT PLAN**

Prepared By:



**4380 AUBURN BOULEVARD
SACRAMENTO, CALIFORNIA 95841**

September 19, 2008

Table of Contents

Executive Summary	1
Sensitivity Analysis	3
FIA Templates/Guidelines Discussion.....	4

Chapter 1

I. Introduction	5
Purpose of Report	5
Organization of Report.....	5
II. Project Description	5
Location, Land Uses, and Assumptions	5
Project Absorption/Phasing	6
III. Methodology and Assumptions	6
Scope and Methodology.....	6
General and/or Major Assumptions.....	7
IV. Fiscal Impact Analysis.....	8
City Revenues	8
Case Study Method	8
Multiplier Method.....	10
City Expenditures	11
Case Study Method	12
Multiplier Method.....	13
V. Conclusions	14
Annual Net Fiscal Impacts during Development	14
Annual Net Fiscal Impacts after Buildout	14
VI. Funding Sources to Mitigate Fiscal Deficits.....	15
Description of Funding Sources.....	15
Estimate of Annual or One-Time Burdens by Land Use	15
VII. Peer Review Disclaimer	15
VIII. FIA Sources.....	16

Chapter 2

I. Fiscal Principles and Objectives.....	17
II. Appendices.....	20

Executive Summary

This report was prepared by Development Planning and Financing Group, Inc. (“DPFG”) in order to analyze the fiscal impacts from the Tidewater Crossing Master Development Plan Area (“Project”), located within San Joaquin County and within the southeast portion of the City of Stockton (“City”). This report adheres to the City of Stockton’s Fiscal Impact Analysis Templates and Guidelines.

The Project consists of approximately 909 acres planned for mixed land uses, including 2,663 residential units, 186,200 square feet of retail, and 5,292,600 square feet of industrial space. The Project site is generally bounded by the Stockton Metropolitan Airport to the north, State Route 99 to the east, Union Pacific Railroad to the west, and East French Camp Road to the south.

The Fiscal Impact Analysis (“FIA”) was conducted based on the Project’s anticipated ten year absorption schedule, as well as the year after buildout, initiating in FY 2011 and ending in FY 2021. For residential land uses the FIA assumes an even absorption of 153 units for traditional single-family residential units through buildout, an absorption of 86 units from FY 2011 through FY 2016 and 87 units from FY 2017 through FY 2020 for small lot detached single-family units, and an absorption of 134 units in FY 2017 and 135 units in FY 2018 for multi-family units. The residential portion of the Project is estimated to generate 8,000 residents. For non-residential land uses the FIA assumes an even absorption of 529,260 square feet per year for the industrial component beginning in FY 2011 and finishing in FY 2020, buildout. Absorption for the retail component is assumed at 93,100 square feet per year in FY 2015 and FY 2016, respectively. The non-residential component of the Project is expected to create 5,470 new jobs, with 370 coming from the commercial component and 5,100 from the industrial component. With 8,000 residents and 5,470 employees, and employees assumed to equal one half the impact of a resident, the Project creates a total of 10,735 persons served.

The methodology used in the FIA to determine the recurring revenue and expenditure impacts to the City General Fund and Measure W Fund, as a result of the Project, consisted of the application of two methodologies, the multiplier method and the case study method.

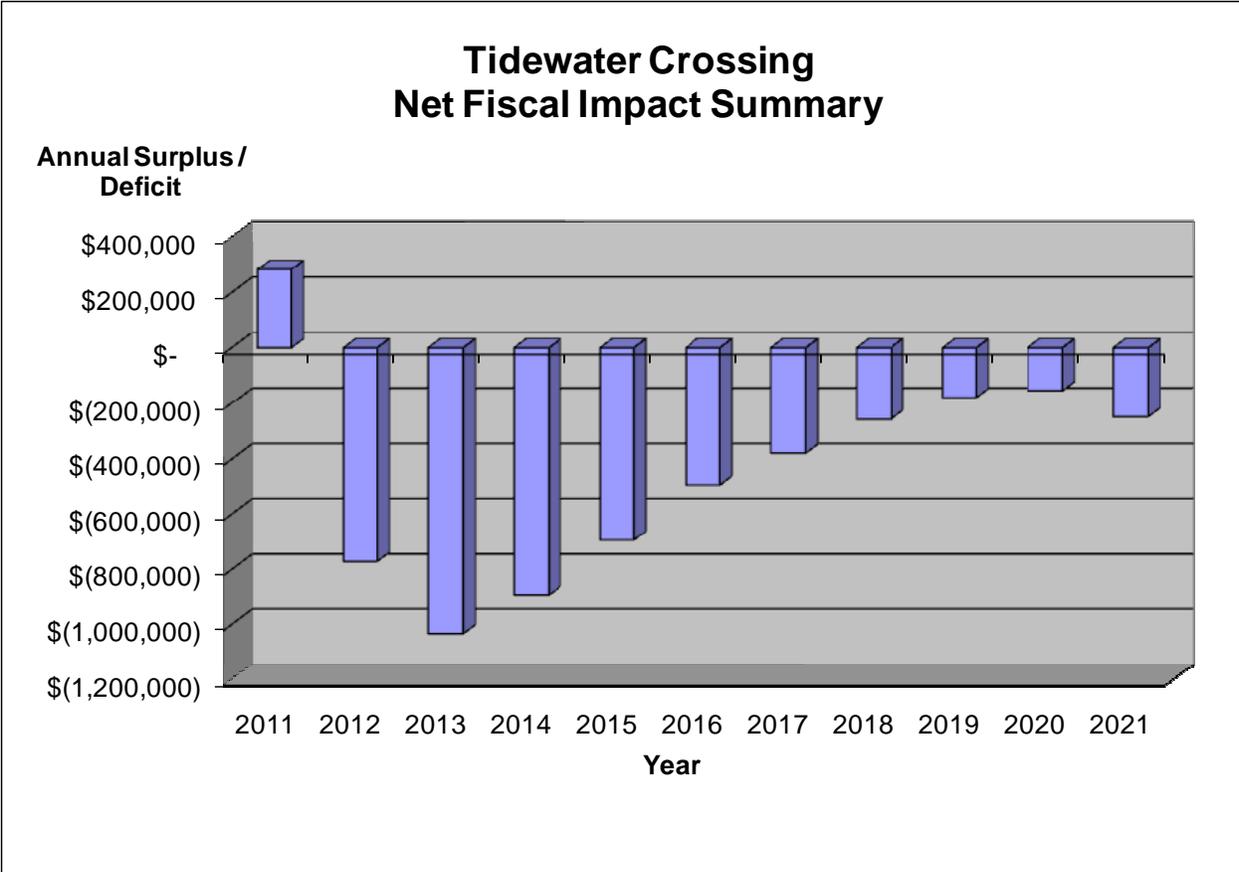
The multiplier method employs per capita factors based on the City’s fiscal year 2007-2008 budget and number of residents or persons served within the City. The multiplier method uses the current year’s budget as a baseline to forecast fiscal impacts. Revenue and expenditure funds that are impacted by residents use the City’s total population in determining the fund’s per capita factor. Revenue and expenditure funds that are impacted by residents and employees use the City’s total number persons served in determining the fund’s per capita factor. As is standard fiscal practice in determining the number of persons served, employees are assumed to create half the impact of a resident on city services and thus are counted as one half of a resident.

The case study method is used to estimate recurring revenue and expenditures when use of the multiplier method will not accurately quantify fiscal impacts because of special circumstances. Special circumstances may include projected service standards and/or estimated future costs that differ from the current year's budget, significant addition of population or persons served by a project in which existing levels of service are not equipped to properly serve the additional population, and where marginal cost provides a more accurate approximation of the actual costs that will be needed to provide services.

The multiplier method is used in calculating the following revenue items: utility users tax, franchises, hotel/motel tax, business licenses, licenses and permits, animal licenses, revenues from other agencies, fines and forfeitures, charges for services, other revenues, and gas tax as. The multiplier method is also used in calculating the following expenditure items: administrative services, city attorney, city auditor, city clerk, city council, city manager, economic development, human resources, non-departmental, parks and recreation (excluding park/open space maintenance), police, public works (excluding road maintenance), library services, and Measure W (police).

The case study method is used in calculating the following revenue items: secured property taxes, unsecured property tax, document transfer tax, sales and use tax, Measure W public safety sales tax, proposition 172 sales and use tax, vehicle license fees, and property tax in-lieu of vehicle license fees. The case study method is also used in calculating the following expenditure items: road maintenance, fire, and raw land and finished lot police monitoring.

The Fiscal Impact Analysis 11 Year Summary, attached as *Appendix A*, page 6, shows that the Project is fiscally negative at buildout based on the assumptions outlined herein. The Project initially provides an annual surplus of \$284,260 in FY 2011 but then sustains annual deficits throughout buildout. Fiscal deficits range from \$1,032,632 in FY 2013 to \$153,642 in FY 2020. The Project deficits are directly attributable to the \$1.5 million operations and maintenance cost of a new fire engine company, which the Project is anticipated to begin funding in FY 2012. Throughout the Project's buildout the fiscal deficit decreases annually as residential and non-residential properties are built and begin generating property tax and sales tax revenues. The annual net fiscal impacts after buildout indicate a deficit in the amount of \$248,367. This is due to the declining trend of revenues associated with secured and unsecured property tax revenue as a result of estimated inflationary increases in excess of property tax increase, related impacts on property tax in lieu of vehicle license fee (PTILVLF), and a reduction in document transfer tax as all new property has transferred ownership to the end user. Based upon the Project's land uses and the results calculated herein, the Project generates fewer revenues than costs over the buildout of the Project. The annual fiscal impacts for the Project are illustrated on the following page and a One Time Shortfall Fee currently proposed to mitigate the Project's deficiencies can be found under Section VI. Funding Sources to Mitigate Fiscal Deficits.



Sensitivity Analysis

A sensitivity analysis was conducted to analyze a more conservative fifteen year absorption schedule, as well as the year after buildout, initiating in FY 2011 and ending in FY 2026. The same assumptions outlined herein, excluding absorption, were used in conducting the sensitivity analysis. For residential land uses the FIA assumes an even absorption of 102 units for traditional single-family residential units through buildout, an absorption of 58 units from FY 2011 through FY 2019 and 57 units from FY 2020 through FY 2025 for small lot detached single-family units, and an absorption of 67 units in FY 2017 through FY 2019 and 68 units in FY 2020 for multi-family units. For non-residential land uses the FIA assumes an even absorption of 352,840 square feet per year for the industrial component beginning in FY 2011 and finishing in FY 2025, buildout. Absorption for the retail component is assumed at 93,100 square feet per year in FY 2017 and FY 2018, respectively.

The Fiscal Impact Analysis 16 Year Summary, attached as *Appendix C*, pages 1-2, shows that the Project is fiscally negative at buildout. The Project initially provides an annual surplus of \$197,004 in FY 2011 and \$6,243 in FY 2012 but then sustains annual deficits throughout buildout. Fiscal deficits range from \$1,209,247 in FY 2013 to \$101,024 in FY 2025. The Project deficits are attributable to the \$1.5 million operations and maintenance cost of a new fire engine company, which the Project is anticipated to begin funding in FY 2012. Throughout the

Project's buildout the fiscal deficit decreases annually as residential and non-residential properties are built and begin generating property tax and sales tax revenues. The annual net fiscal impacts after buildout indicate a deficit in the amount of \$162,206. This is due to the declining trend of revenues associated with secured and unsecured property tax revenue as a result of estimated inflationary increases in excess of property tax increase, related impacts on property tax in lieu of vehicle license fee (PTILVLF), and a reduction in document transfer tax as all new property has transferred ownership to the end user. Based upon the Project's land uses and the assumed fifteen year absorption, the Project generates fewer revenues than costs over the buildout of the Project. Additionally, a One Time Shortfall Fee to mitigate the Project's deficiencies under an extended absorption has been prepared and is attached as *Appendix 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 to 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 in the City, promote consistency in the analyses across development projects, and facilitate the peer review process. They are the result of an exhaustive 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 meant to be a strict prescription for completing the studies; rather, they serve together as a "manual," and the manual's directions can be adjusted as project circumstances warrant and deviations from the manual can be justified.

Chapter 1

I. Introduction

Purpose of Report

The Development Planning and Financing Group, Inc. (“DPFG”) was retained to prepare this report on behalf of the Tidewater Crossing Master Development Plan Area (the “Project”). The purpose of this report is to determine the applicable recurring revenue and expenditure impacts to the City of Stockton (“City”) General Fund and Measure W Fund, quantify the annual net fiscal impacts during development and the year after development, and if a deficit is determined identify alternatives for mitigating fiscal deficits. Additionally, it is the purpose and intent of this report to adhere to the City Fiscal Impact Analysis Template and Guidelines for preparation of a Fiscal Impact Analysis (“FIA”) as it relates to new development projects that have filed legislative applications, in this case, the Tidewater Crossing Master Development Plan (the “Plan”). This report has been prepared pursuant to Sections 16-540.050. D and F of the City of Stockton Municipal Code and is part of the Plan.

Organization of Report

The report describes the Project and related development absorption, the scope, methodology and assumptions applied in the Project FIA, a description of the FIA components for calculating revenues and expenditures, conclusions to the analysis during development buildout and after buildout, and a description of funding sources alternatives to mitigate potential fiscal deficits.

II. Project Description

Location, Land Uses, and Assumptions

The Project consists of approximately 909 acres located within San Joaquin County and within the southeast portion of the City of Stockton, California. The Project site is generally bounded by the Stockton Metropolitan Airport to the north, State Route 99 to the east, Union Pacific Railroad to the west, and East French Camp Road to the south.

Residential Development: The anticipated residential yield from the Project area is about 2,663 residential units of various product types. Based on conversations with the Project developer, the FIA assumes residential units consisting of standard lot single-family residential units, small lot detached single-family residential units, and multi-family residential units. The FIA estimates a 2008 price range for all units to be between \$200,000 and \$425,000.

Non-Residential Development: The environmental studies prepared for the Project analyzed 186,200 square feet of commercial (retail) use and a total of 5,292,600 square feet of industrial use of which 10% was analyzed as light industrial and 90% as warehouse. The amount of industrial square footage estimated at this time falls within the site coverage ratio for the zone, which is a maximum of 60%. The actual amount of industrial square footage that is developed will be dependent upon the end user and the amount of acreage dedicated to the flood control basin, which requires final approval by the State Flood Protection Board and Army Corp of Engineers.

Project Absorption/Phasing

This analysis assumes an even absorption of 153 units for traditional single-family residential units through buildout, an absorption of 86 units from FY 2011 through FY 2016 and 87 units from FY 2017 through FY 2020 for small lot detached single-family units, and an absorption of 134 units in FY 2017 and 135 units in FY 2018 for multi-family units. The FIA estimates approximately 5,478,800 square feet of non-residential development will occur by buildout, with 186,200 square feet of commercial retail uses and 5,292,600 square feet of industrial land use. This analysis assumes an even absorption of 529,260 square feet per year for the industrial component beginning in FY 2011 and finishing in FY 2020, buildout. Absorption for the retail component is assumed at 93,100 square feet per year in FY 2015 and FY 2016. The non-residential component of the Project is expected to create 5,470 new jobs, with 370 coming from the commercial component and 5,100 from the industrial component.

III. Methodology and Assumptions

Scope and Methodology

The methodology used to determine the recurring revenue and expenditure impacts to the City General Fund and Measure W Fund as a result of the Project was determined by applying two methodologies, the multiplier method and the case study method.

The multiplier method employs per capita factors based on the City's fiscal year 2007-2008 budget and number of residents or persons served within the City. The multiplier method uses the current year's budget as a baseline to forecast fiscal impacts. Revenue and expenditure funds that are impacted by residents use the City's total population in determining the fund's per capita factor. Revenue and expenditure funds that are impacted by residents and employees use the City's total number persons served in determining the fund's per capita factor. As is standard fiscal practice in determining the number of persons served, employees are assumed to create half the impact of a resident on city services and thus are counted as one half of a resident.

The case study method is used to estimate recurring revenue and expenditures when use of the multiplier method will not accurately quantify fiscal impacts because of special circumstances. Special circumstances may include projected service standards and/or estimated future costs that differ from the current year's budget, significant addition of population or persons served by a project in which existing levels of service are not equipped to properly serve the additional population, and where marginal cost provides a more accurate approximation of the actual costs that will be needed to provide services.

General and/or Major Assumptions

An overview of the general assumptions utilized in the FIA is summarized in Figure 1 below. A more detailed summary of the assumptions used in the FIA can be found in *Appendix A: Fiscal Impact Analysis Assumptions*.

Figure 1

<u>Development Data</u>		
Anticipated Project Build-Out		
Standard Lot Single-Family	(a)	1,530 units
Small Lot Detached Single-Family	(a)	864 units
Multi-Family Residential	(a)	269 units
Non-Residential – Retail	(a)	186,200 sq. ft.
Non-Residential – Industrial	(a)	5,292,600 sq. ft.
Initial Market Values		
Standard Lot Single-Family	(a)	\$425,000
Small Lot Detached Single-Family	(a)	\$350,000
Multi-Family Residential	(a)	\$200,000
Non-Residential – Retail	(a)	\$200 per sq. ft.
Non-Residential – Industrial	(a)	\$85 per sq. ft.
<u>Fiscal Modeling</u>		
Property Tax Rate		
City Share of 1% Tax	(b)	7.06%
Home Price Appreciation		
	(c)	1.0%
Inflation		
	(c)	0%
Annual Turnover Rate		
Single-Family	(c)	10%
Multi-Family		5%
Non-Residential		5%
Estimated Sales Tax Capture Rate		
	(d)	82%
<u>Population Data</u>		
Population / Employees		
Resident Population	(c)	296,929
Employees	(c)	94,371

Population Data (cont.)

Persons per Household

Low Density Residential	(c)	3.25
Medium Density Residential	(c)	2.85
High Density Residential	(c)	2.10
Total Persons Served	(c)	344,115

Footnotes:

(a) Based on Developer information and DPFGR research. Sources include: CB Richard Ellis, Colliers International, National Real Estate Investor Survey, Hdl Companies, Cityfeet.com, Loopnet.com, and HVS International. Initial market values assume 2008 values.

(b) It is assumed that the City will receive 20% of the current allocation to the County General Fund, Fire Districts, Road Districts, and County Library Fund, based on existing agreements between the City and County. See *Appendix A: Property Tax Allocation Factors* for detailed calculations.

(c) Based on Table 1 - City of Stockton Fiscal Impact Analysis- General Assumptions.

(d) Based on Table 2 - City of Stockton Fiscal Impact Analysis- Revenue Assumptions – Case Study.

IV. Fiscal Impact Analysis

City Revenues

The Project is estimated to generate approximately \$6,822,604 in fiscal revenue for the City at development buildout. The calculations of estimated revenues that employ the case study method are presented on an annual basis in *Appendix A*, Tables 2 and 3, respectively. These calculations are based on estimated project generated revenues, which differ from City wide per capita revenues. The calculations of estimated revenues that employ the multiplier method are presented on an annual basis in *Appendix A: Table 4*. A summary description of the revenue funds is presented below.

Case Study Method

Secured Property Tax

At buildout, the Project, including the non-residential component is estimated to have an assessed value of approximately \$1.57 billion dollars. The Project area, which falls within 7 tax rate areas will be annexed into the City of Stockton and as a result is subject to the Tax Sharing Agreement between the City of Stockton and the County of San Joaquin. Pursuant to the agreement, upon the anticipated annexation in 2009, the City will receive 20% of the current allocation to the County General Fund, Fire Districts, Road Districts, and County Library Fund. *Appendix A: Property Tax Allocation Factors* shows the allocation of tax revenue to each of these districts, funds, and agencies after funds have been diverted to the Education Revenue Augmentation Fund (“ERAF”). As a result of the agreement, the City of Stockton receives 7.06% of the total 1% property tax revenue. Secured property tax revenue is derived from taxes on residential units and non-residential property as well as from raw land and finished lots. Annual secured property tax revenues are shown in *Appendix A: Fiscal Impact Analysis 11 Year Summary* as well as in *Appendix A: Table 2* for each fiscal year.

Unsecured Property Tax

Unsecured property taxes are calculated as a percentage of secured property taxes. Residential unsecured property can include boats, planes, mobile homes, and non-residential unsecured property can include computers, furniture, machinery, and other equipment types used in non-residential settings. As non-residential property tends to generate more unsecured property taxes than residential property, non-residential unsecured property tax is calculated as 10% of secured property tax revenue and residential unsecured property tax is calculated as 1% of secured property tax revenue. Annual unsecured property tax revenues are shown in *Appendix A: Fiscal Impact Analysis 11 Year Summary* as well as in *Appendix A: Table 2* for each fiscal year.

Document Transfer Tax

The City receives this tax at the time in which a new or existing property is sold and ownership is transferred. Property transfer tax is collected upon the sale of property at a rate of \$1.10 per \$1,000 of assessed valuation, of which the City collects \$0.55. The FIA calculates the property transfer tax at the original point of sale and by using an annual turnover rate of 10% for single family residential units, 5% for multi-family residential units, and 5% for non-residential properties. Annual document transfer tax revenues are shown in *Appendix A: Fiscal Impact Analysis 11 Year Summary* as well as in *Appendix A: Table 2* for each fiscal year.

Sales and Use Tax

Taxable sales generated by the Project are calculated by examining the amount of taxable sales that will be generated by new residents of the project and by calculating the amount of taxable sales that non-residential properties will generate. The amount of sales and use tax generated by residents is determined through several steps. First, the estimated household income for residents is determined. Second, the proportion of new residents' household income that will be spent on taxable goods and services is determined. Third, a taxable sales capture rate is assumed, as only a portion of the total amount of taxable goods and services generated by residents will occur in the City. Taxable sales generated by non-residential properties are determined by calculating the amount of taxable sales that will occur at the property. Each non-residential land use assumes that a certain amount of taxable sales will be generated per building square foot. Annual sales and use tax revenues are shown in *Appendix A: Fiscal Impact Analysis 11 Year Summary* as well as in *Appendix A: Table 3* for each fiscal year.

In addition to sales tax revenue from local sources, the City also receives a portion of the State's and County's pooled sales tax revenues. When the point of sale for a transaction cannot be identified the sales tax revenue from that transaction is collected by the State or County and then allocated to local jurisdictions through statewide or countywide pools. Use tax revenue is also allocated through use of the statewide or countywide pool. The City of Stockton historically has received sales and use tax revenue from statewide and countywide pools in an amount equal to 11.76% of its local sales tax revenue. Annual statewide and countywide pooled sales and use tax revenues are shown in *Appendix A: Table 3* for each fiscal year.

Measure W Public Safety Transactions and Use Tax

Measure W is a quarter cent sales and use tax passed by City of Stockton voters in November of 2004 to provide funding for public safety. Measure W public safety sales and use tax revenues are shown in *Appendix A: Fiscal Impact Analysis 11 Year Summary* as well as in *Appendix A: Table 3* for each fiscal year.

Proposition 172 Sales and Use Tax

Proposition 172 is a half cent sales and use tax passed by California voters in 1993 to provide funding for public safety. Proposition 172 sales and use tax revenues are shown in *Appendix A: Fiscal Impact Analysis 11 Year Summary* as well as in *Appendix A: Table 3* for each fiscal year.

Vehicle License Fees and Property Tax In-Lieu of Vehicle License Fees

Vehicle License Fees (“VLF”) are calculated by allocating the remaining VLF amount on a per resident basis. VLF are allocated by the County. The calculation of Property Tax In-Lieu of Vehicle License Fees was a resulting consequence of the passage of Proposition 1A in November of 2004. Property Tax in Lieu of Vehicle License Fee is calculated by multiplying the Property Tax in Lieu of Vehicle License Fee per \$10,000 of net assessed valuation in the County by the Project’s \$10,000 of net assessed value for each fiscal year. Vehicle License Fees and Property Tax In-Lieu of Vehicle License Fees revenues are shown in *Appendix A: Fiscal Impact Analysis 11 Year Summary* as well as in *Appendix A: Table 3* for each fiscal year.

Multiplier Method

All other general fund revenue items not calculated in *Appendix A: Tables 2 and 3* are estimated to be generated on a per resident, per employee, or per person served basis at a rates per capita consistent with the existing City budget. Fee revenue which is assigned to fund specific departments is not included in this analysis. All revenues calculated using the multiplier method are shown in *Appendix A: Fiscal Impact Analysis 11 Year Summary* as well as in *Appendix A: Table 4* for each fiscal year.

Taxes

The City receives revenue from other tax sources, including the utility users tax, franchises, and the hotel/motel tax. Hotel/motel tax has been calculated in the FIA based on increased demand from new residential development. According to City planning data, buildout of the proposed new plan areas will only increase the hotel/motel supply by 200 rooms. The FIA concludes that this amount of new hotel/motel development will not keep up with demand, therefore existing hotel/motel operations will benefit through increased occupancy, resulting in higher hotel/motel tax revenues. See attached *Appendix B: City of Stockton Hotel/Motel Supply* for further detail. Revenue from taxes is calculated on a per person served basis.

Business Licenses

The City receives revenue from business licenses. Revenue from business licenses is calculated on a per employee basis.

Licenses and Permits

The City receives revenue from police department permits, and other licenses and permits. Revenue from licenses and permits is calculated on a per person served basis.

Animal Licenses

The City receives revenue from animal licenses. Revenue from animal licenses is calculated on a per resident basis.

Revenues from Other Agencies

The City receives revenue from the POST reimbursement, and other revenue. Revenues from Other Agencies is calculated on a per person served basis.

Fines and Forfeitures

The City receives revenue from vehicle code fines, traffic and parking fines, DUI emergency recovery, criminal fines, and miscellaneous fines and penalties. Revenue from fines and forfeitures is calculated on a per person served basis.

Charges for Services

The City receives revenue for general government services, public safety, physical environment, planning, building, housing, cultural & recreational, as well as other charges for services. Revenue from charges for services is calculated on a per person served basis.

Other Revenues

The city receives other revenue from refunds and reimbursements, the sale/disposition of property, cost recovery, and other miscellaneous sources. Revenue from other revenues is calculated on a per person served basis.

Gas Tax

The City receives revenue from tax on gas purchases within the City. Gas Tax is a non-general fund account that funds public road maintenance. Gas Tax revenue has been assumed as an off-setting revenue source as road maintenance costs have been assigned based on the total Project road maintenance cost, which includes the cost for public road maintenance. Revenue from the gas tax is calculated on a per resident basis.

City Expenditures

The Project is estimated to incur approximately \$6,822,604 in operating expenditures for the City at buildout. The calculations of estimated expenditures for park maintenance, open-space / landscaping maintenance, flood control basin maintenance, road maintenance, and fire use the case study method and are presented in *Appendix A*, Table 6. These calculations are based on estimated project generated costs, which differ from City wide per capita costs. The calculations for administrative services, city attorney, city auditor, city clerk, city council, city manager, economic development, human resources, non-departmental, parks and recreation (excluding park/open space maintenance), police, public works (excluding road maintenance), library services, Other Post Employment Benefits, and Measure W (police) are presented in Table 5 of *Appendix A*, and are calculated using the multiplier method. A summary description of the expenditure funds is presented below.

Case Study Method

Park / Open Space Maintenance

Park and open space maintenance costs are not calculated in the FIA. Park maintenance costs are currently anticipated to be funded by a landscape and lighting maintenance district. Open space maintenance costs are currently anticipated to be funded through a private funding mechanism.

Storm Water Basin Maintenance

Storm water basin maintenance costs are not calculated in the FIA and are currently anticipated to be funded through a private funding mechanism.

Road Maintenance

Road maintenance costs encompass costs for pavement maintenance, curb, gutter, and sidewalk maintenance, streetlight maintenance and energy, and traffic signal maintenance and energy. Pavement maintenance costs are calculated using a cost per lane mile. Costs for curb, gutter, and sidewalk maintenance, street light maintenance and energy, and traffic signal maintenance are determined on a cost per road mile basis. Additionally, costs for curb, gutter, and sidewalk maintenance, and street light maintenance and energy differ depending if the street is local or arterial.

Fire

As identified in Table 6 City of Stockton Fiscal Impact Analysis - Fire Engine and Truck Company Service Areas, the Project will be required to fund its proportionate share of new engine and truck companies. Per City of Stockton Fire Department policy the travel time coverage for an engine company and truck company is 4 minutes and 8 minutes travel time, respectively. Both the Project's Environmental Impact Report and the City of Stockton Deputy Fire Chief, Ray Call have identified the Project's location within travel time coverage of Station 3, which houses an engine and truck company. As the Project will be serviced by the Truck Company at Station 3 which falls within the 8 minute travel time coverage policy for a truck company no costs associated with a new truck company have been assumed in the FIA. As a response time of 4 minutes for an engine company is exceeded by the Project, fire engine company costs have been assumed in the FIA. The Project shares in the funding obligation for a new fire engine company with the French Camp project.

Consequently, the FIA assumes the Project's share of funding for a new fire engine company is calculated as its proportionate share of the number persons served that will be generated by the Project and the French Camp project. The French Camp project will have an estimated 10,514 persons served at buildout. The Project will have an estimated 10,735 persons served at buildout. As such the Project will be responsible for 51% of the funding obligation for a new fire engine company, or approximately \$1.5 million.

Per correspondence between the Project Developer and City of Stockton Deputy Fire Chief, Ray Call, the Project is expected to provide its share of funding for operations and maintenance of a new engine company upon the 301st occupied residential structure. Based on the Project's anticipated absorption, engine company costs are assumed to commence in FY 2012, upon the 301st occupied residential structure.

Raw Land and Finished Lot Police Monitoring

Raw land and finished lot police monitoring costs encompass the cost for a City of Stockton Police Officer's time spent monitoring the Project's raw land and finished lots for potential public safety issues such as vandalism or graffiti.

Multiplier Method

All other general fund expenditure items not calculated in *Appendix A: Table 6* are estimated to be generated on a per resident, per employee, or per person served basis at a rate per capita consistent with the existing City budget. All expenditures calculated using the multiplier method are shown in *Appendix A: Fiscal Impact Analysis 11 Year Summary* as well as in *Appendix A: Table 5* for each fiscal year.

General Government

General government includes administrative services, city attorney, city auditor, city clerk, city council, city manager, and human resources. These funds are calculated on a per person served basis.

Economic Development

Economic development is calculated on a per person served basis.

Library Services

Library services is calculated on a per resident basis.

Non-Departmental

Non-departmental is calculated on a per persons served basis.

Parks and Recreation

Parks and recreation is calculated on a per resident basis.

Police

Police is calculated on a per person served basis.

Public Works

Public works is calculated on a per person served basis.

Other Post-Employment Benefits

Other Post-Employment Benefits is calculated on a per person served basis.

Measure W (Police)

Measure W (Police) is calculated on a per person served basis.

V. Conclusions

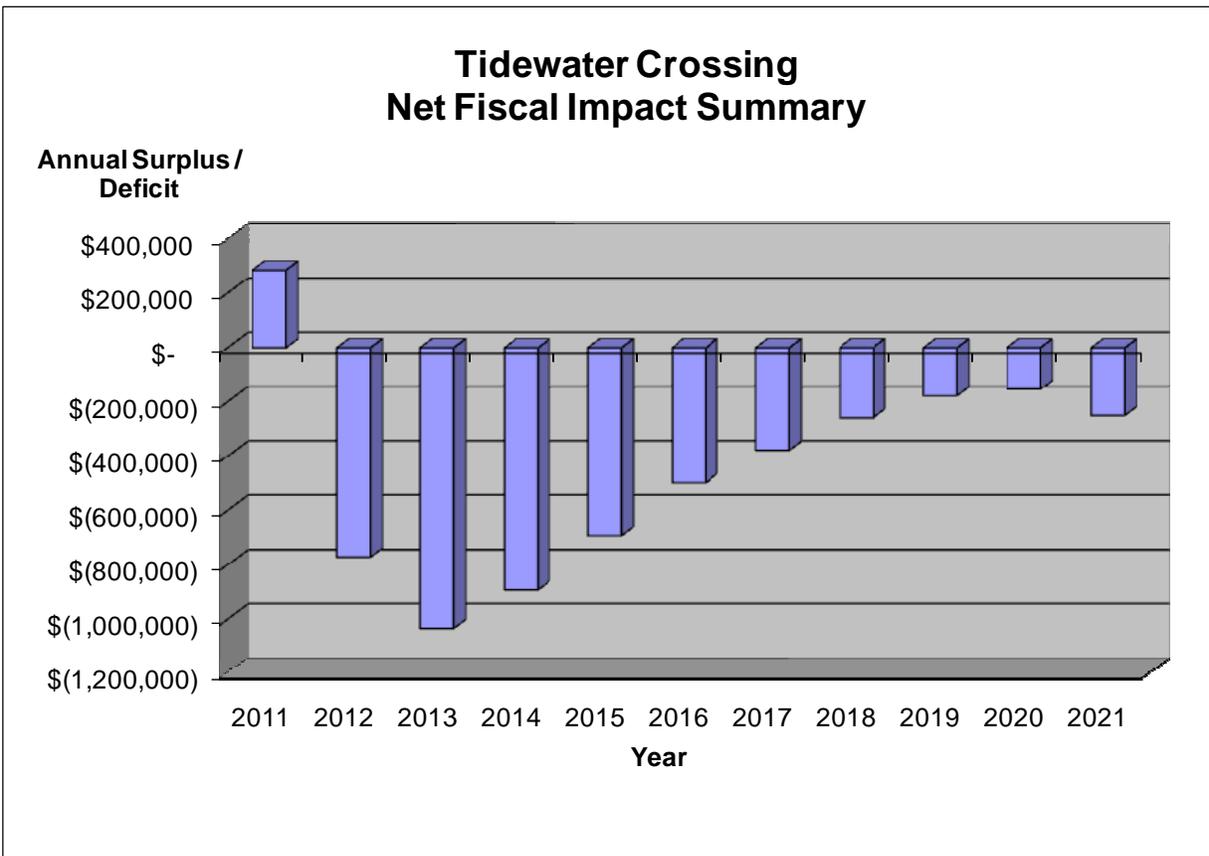
Annual Net Fiscal Impacts during Development

The Fiscal Impact Analysis 11 Year Summary, attached as *Appendix A*, page 6, shows that the Project is fiscally negative at buildout based on the assumptions outlined herein. The Project initially provides an annual surplus of \$284,260 in FY 2011 but then sustains annual deficits throughout buildout. Fiscal deficits range from \$1,032,632 in FY 2013 to \$153,642 in FY 2020. The Project deficits are directly attributable to the \$1.5 million operations and maintenance cost of a new fire engine company, which the Project is anticipated to begin funding in FY 2012. Throughout the Project's buildout the fiscal deficit decreases annually as residential and non-residential properties are built and begin generating property tax and sales tax revenues.

Annual Net Fiscal Impacts after Buildout

The annual net fiscal impacts after buildout indicate a deficit in the amount of \$248,367. This is due to the declining trend of revenues associated with secured and unsecured property tax revenue as a result of estimated inflationary increases in excess of property tax increase, related impacts on property tax in lieu of vehicle license fee (PTILVLF), and a reduction in document transfer tax as all new property has transferred ownership to the end user.

The annual fiscal impacts for the Project are illustrated below and a One Time Shortfall Fee which addresses the fiscal deficits of the Project is illustrated in the following section.



VI. Funding Sources to Mitigate Fiscal Deficits

Description of Funding Sources

The Project may participate in and/or create special districts to fund the ongoing operation and maintenance of public improvements or public services directly impacted by Project development. Operation and maintenance cost categories may include, fire services, police services, public parks, or public roads. To the extent that anticipated project revenues, such as property tax and sales tax, do not provide full funding for services provided to the Project, the Project shall be required to mitigate funding deficiencies through a Community Facilities District (“CFD”) or an alternate city-approved funding mechanism selected by the Project developer.

The Project currently anticipates use of a One Time Shortfall Fee for purposes of funding annual operating deficiencies. A One Time Shortfall Fee will provide cash flow in the form of an upfront mitigation payment. The mitigation payment shall be paid at building permit for residential units that are issued a building permit in the year indicated. The fee payment will provide the necessary funds to cover operating and maintenance costs during Project buildout. The following indicates the estimated One Time Shortfall Fee allocations:

Year	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>
Amount	\$0	\$3,039	\$4,041	\$3,354	\$2,439
Year	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
Amount	\$1,518	\$560	\$144	\$0	\$0

No fee obligation is warranted in FY 2011 as fire services costs are not charged until the 301st occupied residential structure. FY 2012 through FY 2018 reflects net fee obligations after application of a \$93 per residential unit special tax. In FY 2019 and FY 2020 the special tax amount exceeds the estimated deficit. Overall, the average One Time Shortfall Fee is \$1,322 per residential unit. The average fee amount is calculated inclusive of surplus revenues in FY 2011, FY 2019, and FY 2020 in the amounts of \$1,283, \$200, and \$395, per unit, respectively.

Estimate of Annual or One-Time Burdens by Land Use

Based on the results of the FIA, annual fiscal deficits after buildout equal approximately \$93 per residential unit. This amount may be mitigated by an annual special tax as established through the formation of a CFD.

VII. 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.

DPFG was retained by the Tidewater Crossing developer to prepare this FIA, and Goodwin Consulting Group (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 has prepared a memorandum outlining their findings.

During the peer review process, GCG worked closely with DPFG to review and collectively address all aspects of the FIA, including its assumptions, methodology, analysis, and statements. GCG also engaged City staff during this process to ensure that the resulting document is consistent with City policies and objectives.

VIII. FIA Sources

Information used in preparing the FIA was obtained from the following sources: (1) the 2007/08 City of Stockton Budget, (2) San Joaquin County staff (3) San Joaquin Local Agency Formation Commission, (4) the California Department of Finance (“DOF”), (5) United States Census Bureau 2005 American Community Survey, (6) U.S. Bureau of Labor Statistics, (7) City of Stockton webpage, (8) Californiacityfinance.org ERAF loss by city, county, and special district, (9) City of Stockton Greenbelt Initiative Fiscal Analysis, (10) the City of Stockton 2035 General Plan draft, (11) the State of California Employment Development Department Labor Market Information Division (12) CB Richard Ellis, (13) Colliers International, (14) National Real Estate Investor Survey, (15) Hdl Companies, (16) Cityfeet.com, (17) Loopnet.com, (18) HVS International, (19) Tidewater Crossing Master Development Plan, (20) City of Stockton Fiscal Impact Analysis - Guidelines and Template, and (21) City of Stockton Fire Department Staff.

Chapter 2

I. Fiscal Principles and Objectives

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

1. The Fiscal Impact Analysis shall be consistent with, and serve to reinforce, the Project 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 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 potential impacts on existing services in the City.

Objective 2.1: Landowners, developers, and builders 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, and as reflected herein, the level of service currently required and otherwise provided within the existing City.

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, One Time Shortfall Fee).

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 fund ongoing maintenance of public facilities.

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

Objective 4.2: Developers shall participate in financing districts (e.g., Citywide 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 developer will 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.
- 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, 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 implementing mechanisms for the remaining undeveloped portion of the Project as necessary.
- Objective 5.4:** The developer shall be responsible for conducting monitoring and reporting, which may occur, based upon the discretion of the City, prior to 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.
- Objective 5.5:** The developer shall be responsible for covering all costs associated with the monitoring and reporting system, including the City's costs and peer review costs.

II. Appendices

Appendix A:

Fiscal Impact Analysis Assumptions

Property Tax Allocation Factors

Fiscal Impact Analysis 11 Year Summary

2011:

- Table 1: Fiscal Impact Analysis Summary
- Table 2: Land Use Information and Property Tax Calculations
- Table 3: Sales and Use Tax Revenue Calculations
- Table 4: General Fund and Gas Tax Revenue Calculations
- Table 5: General Fund and Measure W Cost Calculations
- Table 6: Case Study Expenditure Calculations

2012:

- Table 1: Fiscal Impact Analysis Summary
- Table 2: Land Use Information and Property Tax Calculations
- Table 3: Sales and Use Tax Revenue Calculations
- Table 4: General Fund and Gas Tax Revenue Calculations
- Table 5: General Fund and Measure W Cost Calculations
- Table 6: Case Study Expenditure Calculations

2013:

- Table 1: Fiscal Impact Analysis Summary
- Table 2: Land Use Information and Property Tax Calculations
- Table 3: Sales and Use Tax Revenue Calculations
- Table 4: General Fund and Gas Tax Revenue Calculations
- Table 5: General Fund and Measure W Cost Calculations
- Table 6: Case Study Expenditure Calculations

2014:

- Table 1: Fiscal Impact Analysis Summary
- Table 2: Land Use Information and Property Tax Calculations
- Table 3: Sales and Use Tax Revenue Calculations
- Table 4: General Fund and Gas Tax Revenue Calculations
- Table 5: General Fund and Measure W Cost Calculations
- Table 6: Case Study Expenditure Calculations

2015:

- Table 1: Fiscal Impact Analysis Summary
- Table 2: Land Use Information and Property Tax Calculations
- Table 3: Sales and Use Tax Revenue Calculations
- Table 4: General Fund and Gas Tax Revenue Calculations
- Table 5: General Fund and Measure W Cost Calculations
- Table 6: Case Study Expenditure Calculations

2016:

- Table 1: Fiscal Impact Analysis Summary
- Table 2: Land Use Information and Property Tax Calculations
- Table 3: Sales and Use Tax Revenue Calculations
- Table 4: General Fund and Gas Tax Revenue Calculations
- Table 5: General Fund and Measure W Cost Calculations
- Table 6: Case Study Expenditure Calculations

2017:

- Table 1: Fiscal Impact Analysis Summary
- Table 2: Land Use Information and Property Tax Calculations
- Table 3: Sales and Use Tax Revenue Calculations
- Table 4: General Fund and Gas Tax Revenue Calculations
- Table 5: General Fund and Measure W Cost Calculations
- Table 6: Case Study Expenditure Calculations

2018:

- Table 1: Fiscal Impact Analysis Summary
- Table 2: Land Use Information and Property Tax Calculations
- Table 3: Sales and Use Tax Revenue Calculations
- Table 4: General Fund and Gas Tax Revenue Calculations
- Table 5: General Fund and Measure W Cost Calculations
- Table 6: Case Study Expenditure Calculations

2019:

- Table 1: Fiscal Impact Analysis Summary
- Table 2: Land Use Information and Property Tax Calculations
- Table 3: Sales and Use Tax Revenue Calculations
- Table 4: General Fund and Gas Tax Revenue Calculations
- Table 5: General Fund and Measure W Cost Calculations
- Table 6: Case Study Expenditure Calculations

2020:

- Table 1: Fiscal Impact Analysis Summary
- Table 2: Land Use Information and Property Tax Calculations
- Table 3: Sales and Use Tax Revenue Calculations
- Table 4: General Fund and Gas Tax Revenue Calculations
- Table 5: General Fund and Measure W Cost Calculations
- Table 6: Case Study Expenditure Calculations

Appendix B:

- City of Stockton Hotel / Motel Supply
- Household Income Calculation
- Assessed Value and Turnover Calculation
- Land Assessed Valuation Calculations
- Fire Engine Company Proportionate Share Calculation

Appendix C:

- Fiscal Impact Analysis 16 Year Summary

APPENDIX A

FISCAL IMPACT ANALYSIS - ASSUMPTIONS
Tidewater Crossing
September 19, 2008

Product	Acres	Units	2011 Average Price		2008 Average Price	
Standard Lot Single-Family Residential	265	1,530	\$	437,878	\$	425,000
Small Lot Detached Single-Family Residential	94	864	\$	360,605	\$	350,000
Multi-Family Residential	10	269	\$	206,060	\$	200,000
Total	370	2,663				

Note:
Multi-Family Residential assumes 50% for sale units and 50% for rent. \$200,000 price per unit is the weighted average of a \$250,000 per sale unit and a \$150,000 per rental unit.

Source:
Product type, acreage, unit count, and pricing provided by Developer.

Product	Mix	Building Sq. Ft.	2011 Assessed Value Per Sq. Ft.	2008 Assessed Value Per Sq. Ft.	Taxable Sales Per Sq. ft.	Acres	Jobs Created
Commercial	100%	186,200					
Retail Buildings	100%	186,200	\$ 206.06	\$ 200.00	\$ 250.00	16.6	370
Office Buildings	0%	-	\$ 206.06	\$ 200.00	\$ 5.00	0	0
Industrial	100%	5,292,600	\$ 87.58	\$ 85.00	\$ 5.00	224.3	5,100
TOTAL		5,478,800					

Source: Based on Developer information, Table 2 City of Stockton Fiscal Impact Analysis - Revenue Assumptions Case Study, and DPGF research.
DPGF research includes, CB Richard Ellis, Colliers International, National Real Estate Investor Survey, HdI Companies, BizStats.com, Loopnet.com, Cityfeet.com and HVS International.
Source: Jobs Created figures based on employee / square footage ratios identified in the Master Development Plan.

FISCAL IMPACT ANALYSIS - ASSUMPTIONS
Tidewater Crossing
September 19, 2008

<u>Land Use Plan</u>	<u>Acres</u>
Standard Lot Single-Family Residential	265
Small Lot Detached Single-Family Residential	94
Multi-Family Residential	10
Industrial	224
Commercial	17
School	19 **
Parks/Open	35 **
Slough/Easement	62 **
Flood Control	95 **
Sewer Lift	6 **
Lakes	8 **
Rail/Public ROW	72 **
Total Land Acreage	909
Land for Valuation	611

Note: ** Denotes land use excluded

<u>Land Valuation (acre)</u>	
Raw	\$75,335
Finished Lot (LDR)	\$145,959
Finished Lot (MDR)	\$120,202
Finished Lot (HDR)	\$68,687
Lot Sale (LDR)	\$437,878
Lot Sale (MDR)	\$360,605
Lot Sale (HDR)	\$206,060
Industrial	\$ 688,813 per acre
Commercial	\$ 770,450 per acre
Industrial	\$ 88 per sq. ft.
Commercial	\$ 206 per sq. ft.

Note:

- (a) Raw Land valuation determined as weighted average AV, per tax bills.
- (b) Finished lot values are estimated at 1/3 of lot sale value.
- (c) Commercial and Industrial land valuations reflect 1/3 of per sq. ft. values.

<u>City of Stockton</u>	<u>2008</u>
Population	296,929
Employment	94,371
Persons Served	344,115

Source:

2008 : Table 1 City of Stockton Fiscal Impact Analysis - General Assumptions
Note: employees equal half of a resident

Persons per Household

Residential Estates	3.50
Low Density Residential	3.25
Medium Density Residential	2.85
High Density Residential	2.10
Age-Restricted	1.80

Source:

Table 1 City of Stockton Fiscal Impact Analysis - General Assumptions

FISCAL IMPACT ANALYSIS - ASSUMPTIONS
Tidewater Crossing
September 19, 2008

Absorption Schedules

Residential Absorption (Dwelling Units)	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	Total
Traditional Single Family Residential	153	153	153	153	153	153	153	153	153	153	1530
Small Lot Detached	86	86	86	86	86	86	87	87	87	87	864
Multi-Family Residential	0	0	0	0	-	-	134	135	0	0	269
Year Total	239	239	239	239	239	239	374	375	240	240	2663

Non-Residential Absorption (Sq. Ft.)	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	Total
Commercial	0	0	0	0	93,100	93,100	0	0	0	0	186,200
Retail Buildings	0	0	0	0	93,100	93,100	0	0	0	0	186,200
Office Buildings	0	0	0	0	0	0	0	0	0	0	0
Industrial	529,260	529,260	529,260	529,260	529,260	529,260	529,260	529,260	529,260	529,260	5,292,600

Source:

Non-residential square footage data is taken from the March 2008 Tidewater Crossing Master Development Plan.

Jobs Created	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	Total
Commercial	0	0	0	0	185	185	0	0	0	0	370
Retail Buildings											
Office Buildings											
Industrial	510	510	510	510	510	510	510	510	510	510	5,100
Year Total	510	510	510	510	695	695	510	510	510	510	5470
Cumulative Year Total	510	1,020	1,530	2,040	2,735	3,430	3,940	4,450	4,960	5,470	

Source:

Jobs data is consistent with the square feet per employee ratio identified in the March 2008 Tidewater Crossing Master Development Plan.

Road Maintenance Annual Absorption	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	Total
Pavement Maintenance (lane mile)	2.19	2.19	0.59	0.59	0.42	0.42	1.30	1.30	3.46	3.46	15.90
Local Streets - Curb, Gutter, and Sidewalk Maintenance (road mile)	0.00	0.00	0.67	0.00	0.52	0.00	1.84	0.00	0.00	0.00	3.03
Arterial Streets - Curb, Gutter, and Sidewalk Maintenance (road mile)	0.76	0.76	0.00	0.00	0.00	0.00	0.00	0.00	0.72	0.72	2.98
Local Streets - Streetlight Maintenance and Energy (road mile)	0.00	0.00	0.67	0.00	0.52	0.00	1.84	0.00	0.00	0.00	3.03
Arterial Streets - Streetlight Maintenance and Energy (road mile)	0.76	0.76	0.00	0.00	0.00	0.00	0.00	0.00	0.72	0.72	2.98
Traffic Signal Maintenance and Energy (road mile)	0.76	0.76	0.67	0.00	0.52	0.00	1.84	0.00	0.72	0.72	6.00

Road Maintenance Cumulative Absorption	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	Total
Pavement Maintenance (lane mile)	2.19	4.37	4.96	5.55	5.97	6.39	7.69	8.99	12.44	15.90	
Local Streets - Curb, Gutter, and Sidewalk Maintenance (road mile)	0.00	0.00	0.67	0.67	1.19	1.19	3.03	3.03	3.03	3.03	
Arterial Streets - Curb, Gutter, and Sidewalk Maintenance (road mile)	0.76	1.53	1.53	1.53	1.53	1.53	1.53	1.53	2.25	2.98	
Local Streets - Streetlight Maintenance and Energy (road mile)	0.00	0.00	0.67	0.67	1.19	1.19	3.03	3.03	3.03	3.03	
Arterial Streets - Streetlight Maintenance and Energy (road mile)	0.76	1.53	1.53	1.53	1.53	1.53	1.53	1.53	2.25	2.98	
Traffic Signal Maintenance and Energy (road mile)	0.76	1.53	2.20	2.20	2.72	2.72	4.56	4.56	5.28	6.00	

FISCAL IMPACT ANALYSIS - ASSUMPTIONS
Tidewater Crossing
September 19, 2008

Road Maintenance

Pavement Maintenance (lane mile)	lane mile	\$	12,000
Local Streets - Curb, Gutter, and Sidewalk Maintenance (road mile)	road mile	\$	5,500
Arterial Streets - Curb, Gutter, and Sidewalk Maintenance (road mile)	road mile	\$	6,300
Local Streets - Streetlight Maintenance and Energy (road mile)	road mile	\$	3,500
Arterial Streets - Streetlight Maintenance and Energy (road mile)	road mile	\$	7,000
Traffic Signal Maintenance and Energy (road mile)	road mile	\$	2,000

Sales Tax Capture Rate

82.00%

Turnover Rate

Single Family	10%
Multi-Family	5%
Non-Residential	5%

Percentage of Non-Residential Taxable Sales based upon Regional Demand

6%

Inflation Rate

0.00%

Price

Appreciation

1.0%

Annual Assessed Value Increase

-1%

Annual

Household

Income Increase

0.0%

Source:

Sales Tax Capture Rate, Percentage of Non-Residential Taxable Sales based upon Regional Demand: Table 2 of the City of Stockton Fiscal Impact Analysis - Revenue Assumptions Case Study.
 Turnover Rate: Table 1 City of Stockton Fiscal Impact Analysis - General Assumptions.
 Inflation Rate and Home Price Appreciation: Table 1 City of Stockton Fiscal Impact Analysis - General Assumptions.

Property Tax Allocation Factors for Tidewater Crossing

	TRA 102-017	TRA 102-028	TRA 102-034	TRA 102-035	TRA 102-040	TRA 102-087	TRA 102-093	Weighted Average by Fund	Upon Annexation	
									San Joaquin County	City of Stockton
									Acres	Acres
% of Total Acreage	8.54%	9.36%	24.33%	25.36%	0.39%	0.38%	31.64%		/(b)	/(b)
Property Tax Fund										
San Joaquin County General Fund	0.242628	0.217999	0.222831	0.241636	0.220172	0.244143	0.222177	0.228703	0.183	0.046
Road District No. 1	0.046754	0.044164	0.042459	0.046155	0.042059	0.046671	0.042440	0.043931	0.035	0.009
County Library	0.019668	0.017525	0.017931	0.019505	0.017772	0.019660	0.017932	0.018447	0.015	0.004
Manteca Unified Schools	0.324176	0.288026	0.294685	0.320524	0.292061	0.324306	0.294692	0.303239		
SJ Delta Community College	0.043726	0.038990	0.039893	0.043389	0.039540	0.043738	0.039896	0.041037		
SJ County Office of Education	0.016806	0.013065	0.013583	0.015452	0.014149	0.015062	0.014248	0.014502		
Manteca-Lathrop Fire District		0.094586						0.008853	0.007	0.002
French Camp-McKinley Fire District			0.094035		0.093198		0.094038	0.052990	0.042	0.011
SJ County Flood Control	0.001910	0.001708	0.001749	0.001899	0.001734	0.001702	0.001750	0.001797		
SJ County Flood Control Zone No. 9	0.003920	0.003518	0.003601	0.003913	0.003569	0.003983	0.003590	0.003697		
SJ County Mosquito Abatement	0.008542	0.007673	0.007852	0.008541	0.007783	0.008472	0.007853	0.008071		
SJ Regional Transit District				0.005908	0.005374			0.001519		
ERAF - Education /(a)	0.291870	0.272746	0.261381	0.293078	0.262589	0.292263	0.261384	0.273212		
Total	1.000000									

Property Tax Redistributed to the City of Stockton General Fund

0.0706

Notes:

- (a) The reallocation of property taxes away from counties, cities, and other agencies to the Education Revenue Augmentation Fund (ERAF) is based on certain formulas; the allocations to the various funds shown in the table represent allocations after ERAF reduction factors were applied.
- (b) It is assumed that the City will receive 20% of the current allocation to the County General Fund, Road Districts, the County Library Fund, and Fire Districts, based on existing agreements between the City and County. The Project is anticipated to annex into the City of Stockton in 2009.

FISCAL IMPACT ANALYSIS 11 YEAR SUMMARY
Tidewater Crossing
September 19, 2008

	Ref.	2011	2012	2013	2014	2015	2016	2017	2018	2019	Buildout 2020	After Buildout 2021
Annual Recurring Revenues - Per Tables 2 & 3												
1. Secured Property Tax	2	\$ 162,160	\$ 261,123	\$ 360,426	\$ 464,279	\$ 578,352	\$ 695,362	\$ 817,844	\$ 935,272	\$ 1,039,101	\$ 1,113,343	\$ 1,110,036
2. Unsecured Property Tax	2	3,963	7,931	11,909	15,900	21,319	26,761	31,004	35,281	39,381	43,521	43,322
3. Document Transfer Tax	2	86,062	93,661	101,447	109,088	128,946	137,549	151,965	161,616	153,629	162,633	76,322
4. Project Sales and Use Tax	3	61,064	122,128	183,192	244,256	320,928	397,599	482,155	566,885	628,179	689,474	689,474
5. Prop 172 Sales Tax	3	891	1,781	2,672	3,562	4,681	5,799	7,032	8,268	9,162	10,056	10,056
6. Measure W Sales and Use Tax	3	13,660	27,319	40,979	54,639	71,789	88,940	107,855	126,808	140,520	154,231	154,231
7. Vehicle License Fees (VLF)	3	4,620	9,240	13,860	18,481	23,101	27,721	34,110	40,512	45,150	49,788	49,788
8. Property Tax in Lieu of VLF (PTILVLF)	3	201,695	353,183	505,177	664,579	839,149	1,017,834	1,204,640	1,383,535	1,542,247	1,652,438	1,647,529
Annual Recurring Revenues - Per Capita / Table 4												
1. Taxes	4	133,181	266,362	399,542	532,723	678,256	823,788	994,926	1,166,345	1,299,906	1,433,467	1,433,467
2. Licenses and Permits	4	60,467	120,933	181,400	241,867	323,972	406,077	466,856	527,636	588,106	648,576	648,576
3. Revenues from Other Agencies	4	743	1,485	2,228	2,971	3,782	4,594	5,548	6,504	7,249	7,994	7,994
4. Charges for Services	4	14,160	28,319	42,479	56,639	72,112	87,585	105,780	124,005	138,205	152,406	152,406
5. Fines & Forfeitures	4	11,298	22,596	33,893	45,191	57,537	69,882	84,400	98,942	110,272	121,602	121,602
6. Other Revenues	4	26,235	52,469	78,704	104,939	133,607	162,274	195,986	229,753	256,063	282,372	282,372
7. Gas Tax Fund Revenues	4	13,647	27,294	40,940	54,587	68,234	81,881	100,753	119,663	133,363	147,062	147,062
		\$ 793,844	\$ 1,395,825	\$ 1,998,850	\$ 2,613,700	\$ 3,325,763	\$ 4,033,646	\$ 4,790,854	\$ 5,531,025	\$ 6,130,532	\$ 6,668,962	6,574,237
Annual Recurring Costs - Per Capita / Table 5												
1. Administrative Services	5	\$ 7,075	\$ 14,149	\$ 21,224	\$ 28,299	\$ 36,029	\$ 43,760	\$ 52,851	\$ 61,957	\$ 69,052	\$ 76,147	\$ 76,147
2. City Attorney	5	3,057	6,114	9,172	12,229	15,570	18,910	22,839	26,774	29,840	32,906	32,906
3. City Auditor	5	1,449	2,899	4,348	5,798	7,382	8,966	10,828	12,694	14,148	15,601	15,601
4. City Clerk	5	2,230	4,459	6,689	8,919	11,355	13,792	16,657	19,527	21,763	23,999	23,999
5. City Council	5	1,385	2,770	4,156	5,541	7,054	8,568	10,348	12,131	13,520	14,909	14,909
6. City Manager	5	3,366	6,731	10,097	13,462	17,140	20,817	25,142	29,474	32,849	36,224	36,224
7. Economic Development	5	2,465	4,931	7,396	9,861	12,555	15,249	18,417	21,590	24,063	26,535	26,535
8. Fire	5	-	-	-	-	-	-	-	-	-	-	-
9. Human Resources	5	5,280	10,561	15,841	21,121	26,891	32,661	39,446	46,242	51,538	56,833	56,833
10. Non-Departmental	5	9,569	19,138	28,706	38,275	48,732	59,188	71,484	83,800	93,396	102,992	102,992
11. Parks and Recreation	5	27,220	54,440	81,659	108,879	136,099	163,319	200,961	238,680	266,005	293,329	293,329
12. Police	5	289,109	578,219	867,328	1,156,437	1,472,360	1,788,283	2,159,790	2,531,906	2,821,842	3,111,777	3,111,777
13. Public Works	5	60,152	120,304	180,456	240,608	306,339	372,070	449,365	526,788	587,112	647,435	647,435
14. Library Services	5	17,584	35,169	52,753	70,337	87,922	105,506	129,824	154,191	171,843	189,495	189,495
15. Other Post-Employment Benefits (OPEB)	5	20,292	40,584	60,877	81,169	103,343	125,517	151,593	177,711	198,061	218,411	218,411
16. Measure W (Police)	5	15,664	31,328	46,992	62,656	79,773	96,890	117,018	137,180	152,888	168,597	168,597
Annual Recurring Costs - Case Study / Table 6												
1. Road Maintenance	6	37,936	75,872	90,282	97,359	108,165	113,201	148,980	164,551	217,103	269,656	269,656
2. Fire Engine Company Obligation	6	-	1,153,316	1,537,755	1,537,755	1,537,755	1,537,755	1,537,755	1,537,755	1,537,755	1,537,755	1,537,755
3. Raw Land and Finished Lot Police Monitoring	6	5,750	5,750	5,750	5,750	5,750	5,750	5,750	5,750	5,750	-	-
		\$ 509,584	\$ 2,166,734	\$ 3,031,481	\$ 3,504,456	\$ 4,020,215	\$ 4,530,203	\$ 5,169,050	\$ 5,788,701	\$ 6,308,528	\$ 6,822,604	\$ 6,822,604
Net Annual Surplus / Deficit		\$ 284,260	\$ (770,909)	\$ (1,032,632)	\$ (890,756)	\$ (694,452)	\$ (496,557)	\$ (378,195)	\$ (257,676)	\$ (177,995)	\$ (153,642)	\$ (248,367)

TABLE 1 - FISCAL IMPACT ANALYSIS SUMMARY

Tidewater Crossing - FY 2011

September 19, 2008

	Ref. Table	Revenue / Costs At Buildout	Percent of Total
<u>Annual Recurring Revenues - Per Tables 2 & 3</u>			
1. Secured Property Tax	2	\$ 162,160	20.4%
2. Unsecured Property Tax	2	\$ 3,963	0.5%
3. Document Transfer Tax	2	\$ 86,062	10.8%
4. Project Sales and Use Tax	3	\$ 61,064	7.7%
5. Prop 172 Sales Tax	3	\$ 891	0.1%
6. Measure W Sales and Use Tax	3	\$ 13,660	1.7%
7. Vehicle License Fees (VLF)	3	\$ 4,620	0.6%
8. Property Tax in Lieu of VLF (PTILVLF)	3	\$ 201,695	25.4%
<u>Annual Recurring Revenues - Per Capita / Table 4</u>			
1. Taxes	4	\$ 133,181	16.8%
2. Licenses and Permits	4	\$ 60,467	7.6%
3. Revenues from Other Agencies	4	\$ 743	0.1%
4. Charges for Services	4	\$ 14,160	1.8%
5. Fines & Forfeitures	4	\$ 11,298	1.4%
6. Other Revenues	4	\$ 26,235	3.3%
7. Gas Tax Fund Revenues	4	\$ 13,647	1.7%
		<u>\$ 793,844</u>	<u>100.0%</u>
<u>Annual Recurring Costs - Per Capita / Table 5</u>			
1. Administrative Services	5	\$ 7,075	1.4%
2. City Attorney	5	\$ 3,057	0.6%
3. City Auditor	5	\$ 1,449	0.3%
4. City Clerk	5	\$ 2,230	0.4%
5. City Council	5	\$ 1,385	0.3%
6. City Manager	5	\$ 3,366	0.7%
7. Economic Development	5	\$ 2,465	0.5%
8. Fire	5	\$ -	0.0%
9. Human Resources	5	\$ 5,280	1.0%
10. Non-Departmental	5	\$ 9,569	1.9%
11. Parks and Recreation	5	\$ 27,220	5.3%
12. Police	5	\$ 289,109	56.7%
13. Public Works	5	\$ 60,152	11.8%
14. Library Services	5	\$ 17,584	3.5%
15. Other Post-Employment Benefits (OPEB)	5	\$ 20,292	4.0%
16. Measure W (Police)	5	\$ 15,664	3.1%
<u>Annual Recurring Costs - Case Study / Table 6</u>			
1. Road Maintenance	6	\$ 37,936	7.4%
2. Fire Engine Company Obligation	6	\$ -	0.0%
3. Raw Land and Finished Lot Police Monitoring	6	\$ 5,750	1.1%
		<u>\$ 509,584</u>	<u>100.0%</u>
Direct Recurring Costs		<u>\$ 509,584</u>	<u>100.0%</u>
Net Annual Surplus		<u>\$ 284,260</u>	

TABLE 3 - SALES AND USE TAX REVENUE CALCULATIONS
Tidewater Crossing - FY 2011
September 19, 2008

Description	Amount
Residential Taxable Sales	
<u>Household Income by Product Type (a)</u>	
Standard Lot Single-Family Residential	\$ 109,921
Small Lot Detached Single-Family Residential	\$ 90,523
Multi-Family Residential	\$ 59,380
<u>Retail Taxable Sales per Unit (@ % of household income) (b)</u>	
Standard Lot Single-Family Residential	25.6% \$ 28,140
Small Lot Detached Single-Family Residential	27.8% \$ 25,165
Multi-Family Residential	31.9% \$ 18,942
<u>Total Residential Retail Taxable Sales Generated by Project (Taxable Sales per Unit x Residential Units)</u>	
Standard Lot Single-Family Residential	\$ 4,305,383
Small Lot Detached Single-Family Residential	\$ 2,164,227
Multi-Family Residential	\$ -
	<u>\$ 6,469,610</u>
<u>Projected Off-Site Taxable Sales Captured in City (@82.0% of Residential Retail Taxable Sales) (c)</u>	82.0% \$ 5,305,080
Non-Residential Taxable Sales	
On-Site Taxable Sales	Cumulative Building Sq. Ft. Taxable Sales Per Sq. Ft. Total On-Site Taxable Sales
Retail Buildings	- \$ 250.00 \$ -
Office Buildings	- \$ 5.00 \$ -
Industrial	529,260 \$ 5.00 \$ 2,646,300
	<u>\$ 2,646,300</u>
<u>Total Non-Residential Taxable Sales based on Regional Demand</u>	6.0% \$ 158,778
Total Project Taxable Sales	<u>\$ 5,463,858</u>
<u>Project Sales and Use Tax to City</u>	
Sales Tax (@0.75% of taxable sales)	0.75% \$ 40,979
Property Tax in Lieu of Sales Tax (@0.25% of taxable sales)	0.25% 13,660
	<u>\$ 54,639</u>
<u>Countywide and Statewide Pooled Sales Tax Revenue</u>	11.76% \$ 6,425
<u>Project Measure W - City of Stockton Public Safety Transactions and Use - Quarter Cent Tax</u>	0.25% \$ 13,660
<u>Project Proposition 172 - Half Cent Sales Tax</u>	
Proposition 172 Half Cent Sales Tax Generated by Tidewater Crossing Development	0.50% \$ 27,319
Total Proposition 172 - Half Cent Sales Tax for Public Safety Allocated to City of Stockton	3.26% \$ 890.61
<u>Vehicle License Fees (VLF)</u>	
Remaining VLF	\$ 1,847,985
Remaining VLF per Resident	\$ 6.22
VLF Generated by Project	\$ 4,620
<u>Property Tax in Lieu of VLF (PTILVLF)</u>	
San Joaquin County Total Assessed Value	\$ 21,727,998,334
FY 07-08 San Joaquin County Property Tax in Lieu of VLF	\$ 22,762,941
Property Tax in Lieu of VLF per \$10,000 of Net AV	\$ 10.48
Project Property Tax in Lieu of VLF	\$ 201,695

Footnote:

- (a) Household income is calculated for each product type based upon estimated sales prices. A 7%, 30 year fixed rate mortgage with a 15% down payment is assumed along with 2% of purchase price for annual taxes and insurance and a 35% debt ratio.
- (b) Based upon Table 7 - City of Stockton Fiscal Impact Analysis: Consumer Expenditure Patterns by Income Bracket.
- (c) 82% of Total Taxable Sales Generated by the Project are captured within the City of Stockton.

TABLE 4 - GENERAL FUND AND GAS TAX REVENUE CALCULATIONS
Tidewater Crossing - FY 2011
September 19, 2008

Cost	Budget /(a)	Budget Amount Per Person Served	Persons Served by Development	Factor Measure	Revenue
<u>CITY GENERAL FUND / Additional Per Person Served Revenue</u>					
1. Taxes	\$ 45,951,200	\$ 133.53	997	per resident + 50% employee	\$ 133,181
2. Business Licenses	\$ 11,000,000	\$ 116.56	510	per employee	\$ 59,446
3. Licenses & Permits	\$ 278,749	\$ 0.81	997	per resident + 50% employee	\$ 808
4. Animal Licenses	\$ 85,000	\$ 0.29	742	per resident	\$ 213
5. Revenues from Other Agencies	\$ 256,245	\$ 0.74	997	per resident + 50% employee	\$ 743
6. Charges for Services	\$ 4,885,508	\$ 14.20	997	per resident + 50% employee	\$ 14,160
7. Fines & Forfeitures	\$ 3,898,064	\$ 11.33	997	per resident + 50% employee	\$ 11,298
8. Other Revenues	\$ 9,051,719	\$ 26.30	997	per resident + 50% employee	\$ 26,235
9. Gas Tax Fund Revenues	\$ 5,458,500	\$ 18.38	742	per resident	\$ 13,647
	<u>\$ 80,864,985</u>	<u>\$ 322.15</u>			<u>\$ 259,729</u>

Footnote:

(a) Per City of Stockton FY 07-08 Budget.

TABLE 5 - GENERAL FUND AND MEASURE W COST CALCULATIONS
Tidewater Crossing - FY 2011
September 19, 2008

Cost	Budget /(a)	Cost Factor /(b)	Adjusted Budget Amount Per Capita / (c)	Persons Served by Development	Factor Measure	Cost
CITY GENERAL FUND / Expenditures						
1. Administrative Services	\$ 3,334,648	73.2%	\$ 7.09	997	per resident + 50% employee	\$ 7,075
2. City Attorney	\$ 1,441,025	73.2%	\$ 3.07	997	per resident + 50% employee	\$ 3,057
3. City Auditor	\$ 683,222	73.2%	\$ 1.45	997	per resident + 50% employee	\$ 1,449
4. City Clerk	\$ 1,050,974	73.2%	\$ 2.24	997	per resident + 50% employee	\$ 2,230
5. City Council	\$ 652,914	73.2%	\$ 1.39	997	per resident + 50% employee	\$ 1,385
6. City Manager	\$ 1,586,333	73.2%	\$ 3.37	997	per resident + 50% employee	\$ 3,366
7. Economic Development	\$ 850,609	100.0%	\$ 2.47	997	per resident + 50% employee	\$ 2,465
8. Fire	\$ 45,622,527	0.0%	\$ -	997	per resident + 50% employee	\$ -
9. Human Resources	\$ 2,488,858	73.2%	\$ 5.29	997	per resident + 50% employee	\$ 5,280
10. Non-Departmental	\$ 3,301,520	100.0%	\$ 9.59	997	per resident + 50% employee	\$ 9,569
11. Parks and Recreation	\$ 10,887,509	100.0%	\$ 36.67	742	per resident	\$ 27,220
12. Police	\$ 99,751,057	100.0%	\$ 289.88	997	per resident + 50% employee	\$ 289,109
13. Public Works	\$ 20,754,175	100.0%	\$ 60.31	997	per resident + 50% employee	\$ 60,152
14. Library Services	\$ 7,033,487	100.0%	\$ 23.69	742	per resident	\$ 17,584
15. Other Post-Employment Benefits (OPEB)	\$ 7,001,386	100.0%	\$ 20.35	997	per resident + 50% employee	\$ 20,292
16. Measure W (Police)	\$ 5,404,548	100.0%	\$ 15.71	997	per resident + 50% employee	\$ 15,664
	<u>\$ 211,844,792.00</u>		<u>\$ 482.57</u>			<u>\$ 465,898</u>

Footnote:

- (a) Per City of Stockton FY 07-08 Budget.
- (b) An efficiency factor of 73.2% has been assumed for all general City staff costs (items 1 - 6 & 9). Fire costs are determined on a project by project basis, thus a 0% cost factor is used.
- (c) Only residents impact items 11 and 14, as a result their adjusted budget amount per capita is calculated in per capita terms. Items 1-10, 12-13, and 15-16 are impacted by residents and employees, as a result their adjusted budget amount per capita is calculated on a per persons served basis with employees treated as half a resident.

TABLE 6 - CASE STUDY EXPENDITURE CALCULATIONS
Tidewater Crossing - FY 2011
September 19, 2008

Description	Unit	Unit Count	Cost per Unit	Amount
<u>Road Maintenance</u>				
Pavement Maintenance	Lane Mile	2.19	\$ 12,000	\$ 26,244
Curb, Gutter, and Sidewalk Maintenance (City Street Tree Repair Only)				
Local Streets	Road Mile	0.00	\$ 5,500	\$ -
Arterial Streets	Road Mile	0.76	\$ 6,300	\$ 4,814
Streetlight Maintenance and Energy				
Local Streets	Road Mile	0.00	\$ 3,500	\$ -
Arterial Streets	Road Mile	0.76	\$ 7,000	\$ 5,349
Traffic Signal Maintenance and Energy	Road Mile	0.76	\$ 2,000	\$ 1,528
				\$ 37,936
<u>Fire Department / (a)</u>				
Project share of Engine Company at buildout	Engine Company	0.51	\$ 3,043,909	\$ 1,537,755
				\$ -
<u>Raw Land and Finished Lot Police Monitoring / (b)</u>				
				\$ 5,750
				\$ 43,686

Footnote:

- (a) The project shares its funding obligation for a new engine company with the French Camp project. Tidewater's share of funding for a new engine is based on its proportionate share of persons served that will be generated by the projects. French Camp will have an estimated 10,514 persons served at buildout. Per conversations with the City of Stockton Fire Chief the Project will commence funding its share of the new engine company with the 301st occupied residential structure. As an even monthly absorption schedule is assumed engine company costs are assumed to commence in FY 2012 on the beginning of the fourth month, when the 301st residential structure becomes occupied. Thus the Project pays 75% of the annual cost for the remainder of FY 2012 and the entirety of the cost from FY 2013 and into the future.
- (b) The cost for monitoring the Project's raw land and unfinished lots assumes Police monitoring of two hours per week over a 52 week work year at \$5,000 annually. Assumes the Police Officer assigned to monitoring the Project receives \$100,000 in compensation, inclusive of salary and benefits. Other City administrative costs are assumed to be an additional 15%. Raw Land and Finished Lot Police Monitoring for the Project ends in FY 2020 as the Project will have reached buildout.

TABLE 1 - FISCAL IMPACT ANALYSIS SUMMARY

Tidewater Crossing - FY 2012

September 19, 2008

	Ref. Table	Revenue / Costs At Buildout	Percent of Total
<u>Annual Recurring Revenues - Per Tables 2 & 3</u>			
1. Secured Property Tax	2	\$ 261,123	18.7%
2. Unsecured Property Tax	2	\$ 7,931	0.6%
3. Document Transfer Tax	2	\$ 93,661	6.7%
4. Project Sales and Use Tax	3	\$ 122,128	8.7%
5. Prop 172 Sales Tax	3	\$ 1,781	0.1%
6. Measure W Sales and Use Tax	3	\$ 27,319	2.0%
7. Vehicle License Fees (VLF)	3	\$ 9,240	0.7%
8. Property Tax in Lieu of VLF (PTILVLF)	3	\$ 353,183	25.3%
<u>Annual Recurring Revenues - Per Capita / Table 4</u>			
1. Taxes	4	\$ 266,362	19.1%
2. Licenses and Permits	4	\$ 120,933	8.7%
3. Revenues from Other Agencies	4	\$ 1,485	0.1%
4. Charges for Services	4	\$ 28,319	2.0%
5. Fines & Forfeitures	4	\$ 22,596	1.6%
6. Other Revenues	4	\$ 52,469	3.8%
7. Gas Tax Fund Revenues	4	\$ 27,294	2.0%
		<u>\$ 1,395,825</u>	<u>100.0%</u>
<u>Annual Recurring Costs - Per Capita / Table 5</u>			
1. Administrative Services	5	\$ 14,149	0.7%
2. City Attorney	5	\$ 6,114	0.3%
3. City Auditor	5	\$ 2,899	0.1%
4. City Clerk	5	\$ 4,459	0.2%
5. City Council	5	\$ 2,770	0.1%
6. City Manager	5	\$ 6,731	0.3%
7. Economic Development	5	\$ 4,931	0.2%
8. Fire	5	\$ -	0.0%
9. Human Resources	5	\$ 10,561	0.5%
10. Non-Departmental	5	\$ 19,138	0.9%
11. Parks and Recreation	5	\$ 54,440	2.5%
12. Police	5	\$ 578,219	26.7%
13. Public Works	5	\$ 120,304	5.6%
14. Library Services	5	\$ 35,169	1.6%
15. Other Post-Employment Benefits (OPEB)	5	\$ 40,584	1.9%
16. Measure W (Police)	5	\$ 31,328	1.4%
<u>Annual Recurring Costs - Case Study / Table 6</u>			
1. Road Maintenance	6	\$ 75,872	3.5%
2. Fire Engine Company Obligation	6	\$ 1,153,316	53.2%
3. Raw Land and Finished Lot Police Monitoring	6	\$ 5,750	0.3%
		<u>\$ 2,166,734</u>	<u>100.0%</u>
Direct Recurring Costs			
		<u>\$ (770,909)</u>	

TABLE 2 - LAND USE INFORMATION AND PROPERTY TAX CALCULATIONS
Tidewater Crossing - FY 2012
September 19, 2008

Product	Quantity	Cumulative Quantity	Price Per Unit	Total Valuation		
Residential						
Traditional Single Family Residential	153	306	\$ 442,257	\$ 134,122,008		
Small Lot Detached	86	172	\$ 364,211	\$ 62,089,029		
Multi-Family Residential	0	0	\$ 208,121	\$ -		
	239	478		196,211,038		
Non-Residential						
Retail Buildings	-	-	\$ 208.12	\$ -		
Office Buildings	-	-	\$ 208.12	\$ -		
Industrial	529,260	1,058,520	\$ 88.45	\$ 92,746,858		
				92,746,858		
Land						
	Developed	Remainder Land	Acres Raw	Finished Lot	Total Valuation Raw	Finished Lot
Residential (LDR)	27	212	186	27	\$ 13,990,516	\$ 22,331,774
Residential (MDR)	9	75	66	9	\$ 4,962,335	\$ 10,385,434
Residential (HDR)	0	10	10	0	\$ 783,487	\$ -
Industrial	22	179	157	22	\$ 11,828,393	\$ 15,450,085
Commercial	0	17	17	0	\$ 1,250,566	\$ -
	58	494	436	58	\$ 32,815,297	\$ 48,167,293
Total Project Valuation					\$ 369,940,486	
Property Tax						
Basic Rate				1.000%		
Residential - Secured Property Tax				\$	1,962,110	
Non-Residential - Secured Property Tax				\$	927,469	
Land - Secured Property Tax				\$	809,826	
Residential - Secured Property Tax Allocated to the City of Stockton /(a)				7.06%	\$ 138,496	
Non-Residential - Secured Property Tax Allocated to the City of Stockton /(a)				7.06%	\$ 65,465	
Land - Secured Property Tax Allocated to the City of Stockton /(a)				7.06%	\$ 57,162	
Total Secured Property Tax Allocated to the City of Stockton /(a)				\$	261,123	
Unsecured Property Tax (@1% of Residential Secured Property Tax)				1.00%	1,385	
Unsecured Property Tax (@10% of Non-Residential Secured Property Tax)				10.00%	6,547	
Total Unsecured Property Tax				\$	7,931	
Total Persons Served by Development						
Persons per Household /(b)						
Low Density Residential				3.25		
Medium Density Residential				2.85		
High Density Residential				2.10		
Number of Households						
Low Density Residential				306		
Medium Density Residential				172		
High Density Residential				-		
Residents				1,485		
Employees (50% of one resident)				510		
Total Persons				1,995		
Single Family Residential Turnover Rate /(c)				10.00%		
Multi Family Residential Turnover Rate				5.00%		
Non-Residential Turnover Rate				5.00%		
Single Family Residential Assessed Valuation				196,211,038		
Multi Family Residential Assessed Valuation				-		
Non-Residential Assessed Valuation				92,746,858		
Amount				\$ 24,258,447		
Document Transfer Tax						
Rate				0.0550%		
Amount				\$ 93,661		

Footnote:

- (a) Pursuant to the Tax Sharing Agreement between the City of Stockton and San Joaquin County.
- (b) Based on persons per household data from Goodwin Consulting Group. Standard Lot Single-Family Residential is classified as low density residential housing, Small Lot Detached Single-Family Residential is classified as medium density residential, and Multi-Family Residential is classified as high density residential.
- (c) Assumes single family residential property is sold once every 10 years, and multi-family and non-residential property is sold once every 20 years.

TABLE 3 - SALES AND USE TAX REVENUE CALCULATIONS
Tidewater Crossing - FY 2012
September 19, 2008

Description	Amount																		
Residential Taxable Sales																			
<u>Household Income by Product Type (a)</u>																			
Standard Lot Single-Family Residential	\$ 109,921																		
Small Lot Detached Single-Family Residential	\$ 90,523																		
Multi-Family Residential	\$ 59,380																		
<u>Retail Taxable Sales per Unit (@ % of household income) (b)</u>																			
Standard Lot Single-Family Residential	25.6% \$ 28,140																		
Small Lot Detached Single-Family Residential	27.8% \$ 25,165																		
Multi-Family Residential	31.9% \$ 18,942																		
<u>Total Residential Retail Taxable Sales Generated by Project (Taxable Sales per Unit x Residential Units)</u>																			
Standard Lot Single-Family Residential	\$ 8,610,767																		
Small Lot Detached Single-Family Residential	\$ 4,328,454																		
Multi-Family Residential	\$ -																		
	<u>\$ 12,939,220</u>																		
<u>Projected Off-Site Taxable Sales Captured in City (@82.0% of Residential Retail Taxable Sales) (c)</u>	82.0% <u>\$ 10,610,161</u>																		
Non-Residential Taxable Sales																			
	<table border="1"> <thead> <tr> <th>Cumulative Building</th> <th>Taxable Sales</th> <th>Total On-Site</th> </tr> <tr> <th>Sq. Ft.</th> <th>Per Sq. Ft.</th> <th>Taxable Sales</th> </tr> </thead> <tbody> <tr> <td>-</td> <td>\$ 250.00</td> <td>\$ -</td> </tr> <tr> <td>-</td> <td>\$ 5.00</td> <td>\$ -</td> </tr> <tr> <td>1,058,520</td> <td>\$ 5.00</td> <td>\$ 5,292,600</td> </tr> <tr> <td></td> <td></td> <td><u>\$ 5,292,600</u></td> </tr> </tbody> </table>	Cumulative Building	Taxable Sales	Total On-Site	Sq. Ft.	Per Sq. Ft.	Taxable Sales	-	\$ 250.00	\$ -	-	\$ 5.00	\$ -	1,058,520	\$ 5.00	\$ 5,292,600			<u>\$ 5,292,600</u>
Cumulative Building	Taxable Sales	Total On-Site																	
Sq. Ft.	Per Sq. Ft.	Taxable Sales																	
-	\$ 250.00	\$ -																	
-	\$ 5.00	\$ -																	
1,058,520	\$ 5.00	\$ 5,292,600																	
		<u>\$ 5,292,600</u>																	
On-Site Taxable Sales																			
Retail Buildings																			
Office Buildings																			
Industrial																			
<u>Total Non-Residential Taxable Sales based on Regional Demand</u>	6.0% <u>\$ 317,556</u>																		
Total Project Taxable Sales	<u>\$ 10,927,717</u>																		
<u>Project Sales and Use Tax to City</u>																			
Sales Tax (@0.75% of taxable sales)	0.75% \$ 81,958																		
Property Tax in Lieu of Sales Tax (@0.25% of taxable sales)	0.25% 27,319																		
	<u>\$ 109,277</u>																		
<u>Countywide and Statewide Pooled Sales Tax Revenue</u>	11.76% \$ 12,851																		
<u>Project Measure W - City of Stockton Public Safety Transactions and Use - Quarter Cent Tax</u>	0.25% <u>\$ 27,319</u>																		
<u>Project Proposition 172 - Half Cent Sales Tax</u>																			
Proposition 172 Half Cent Sales Tax Generated by Tidewater Crossing Development	0.50% \$ 54,639																		
Total Proposition 172 - Half Cent Sales Tax for Public Safety Allocated to City of Stockton	3.26% \$ 1,781.22																		
<u>Vehicle License Fees (VLF)</u>																			
Remaining VLF	\$ 1,847,985																		
Remaining VLF per Resident	\$ 6.22																		
VLF Generated by Project	\$ 9,240																		
<u>Property Tax in Lieu of VLF (PTILVLF)</u>																			
San Joaquin County Total Assessed Value	\$ 21,727,998,334																		
FY 07-08 San Joaquin County Property Tax in Lieu of VLF	\$ 22,762,941																		
Property Tax in Lieu of VLF per \$10,000 of Net AV	\$ 10.48																		
Project Property Tax in Lieu of VLF	\$ 353,183																		

Footnote:

- (a) Household income is calculated for each product type based upon estimated sales prices. A 7%, 30 year fixed rate mortgage with a 15% down payment is assumed along with 2% of purchase price for annual taxes and insurance and a 35% debt ratio.
- (b) Based upon Table 7 - City of Stockton Fiscal Impact Analysis: Consumer Expenditure Patterns by Income Bracket.
- (c) 82% of Total Taxable Sales Generated by the Project are captured within the City of Stockton.

TABLE 4 - GENERAL FUND AND GAS TAX REVENUE CALCULATIONS
Tidewater Crossing - FY 2012
September 19, 2008

Cost	Budget /(a)	Budget Amount Per Person Served	Persons Served by Development	Factor Measure	Revenue
CITY GENERAL FUND / Additional Per Person Served Revenue					
1. Taxes	\$ 45,951,200	\$ 133.53	1,995	per resident + 50% employee	\$ 266,362
2. Business Licenses	\$ 11,000,000	\$ 116.56	1,020	per employee	\$ 118,892
3. Licenses & Permits	\$ 278,749	\$ 0.81	1,995	per resident + 50% employee	\$ 1,616
4. Animal Licenses	\$ 85,000	\$ 0.29	1,485	per resident	\$ 425
5. Revenues from Other Agencies	\$ 256,245	\$ 0.74	1,995	per resident + 50% employee	\$ 1,485
6. Charges for Services	\$ 4,885,508	\$ 14.20	1,995	per resident + 50% employee	\$ 28,319
7. Fines & Forfeitures	\$ 3,898,064	\$ 11.33	1,995	per resident + 50% employee	\$ 22,596
8. Other Revenues	\$ 9,051,719	\$ 26.30	1,995	per resident + 50% employee	\$ 52,469
9. Gas Tax Fund Revenues	\$ 5,458,500	\$ 18.38	1,485	per resident	\$ 27,294
	<u>\$ 80,864,985</u>	<u>\$ 322.15</u>			<u>\$ 519,458</u>

Footnote:

(a) Per City of Stockton FY 07-08 Budget.

TABLE 5 - GENERAL FUND AND MEASURE W COST CALCULATIONS
Tidewater Crossing - FY 2012
September 19, 2008

Cost	Budget /(a)	Cost Factor /(b)	Adjusted Budget Amount Per Capita / (c)	Persons Served by Development	Factor Measure	Cost
<u>CITY GENERAL FUND / Expenditures</u>						
1. Administrative Services	\$ 3,334,648	73%	\$ 7.09	1,995	per resident + 50% employee	\$ 14,149
2. City Attorney	\$ 1,441,025	73%	\$ 3.07	1,995	per resident + 50% employee	\$ 6,114
3. City Auditor	\$ 683,222	73%	\$ 1.45	1,995	per resident + 50% employee	\$ 2,899
4. City Clerk	\$ 1,050,974	73%	\$ 2.24	1,995	per resident + 50% employee	\$ 4,459
5. City Council	\$ 652,914	73%	\$ 1.39	1,995	per resident + 50% employee	\$ 2,770
6. City Manager	\$ 1,586,333	73%	\$ 3.37	1,995	per resident + 50% employee	\$ 6,731
7. Economic Development	\$ 850,609	100%	\$ 2.47	1,995	per resident + 50% employee	\$ 4,931
8. Fire	\$ 45,622,527	0%	\$ -	1,995	per resident + 50% employee	\$ -
9. Human Resources	\$ 2,488,858	73%	\$ 5.29	1,995	per resident + 50% employee	\$ 10,561
10. Non-Departmental	\$ 3,301,520	100%	\$ 9.59	1,995	per resident + 50% employee	\$ 19,138
11. Parks and Recreation	\$ 10,887,509	100%	\$ 36.67	1,485	per resident	\$ 54,440
12. Police	\$ 99,751,057	100%	\$ 289.88	1,995	per resident + 50% employee	\$ 578,219
13. Public Works	\$ 20,754,175	100%	\$ 60.31	1,995	per resident + 50% employee	\$ 120,304
14. Library Services	\$ 7,033,487	100%	\$ 23.69	1,485	per resident	\$ 35,169
15. Other Post-Employment Benefits (OPEB)	\$ 7,001,386	100%	\$ 20.35	1,995	per resident + 50% employee	\$ 40,584
16. Measure W (Police)	\$ 5,404,548	100%	\$ 15.71	1,995	per resident + 50% employee	\$ 31,328
	<u>\$ 211,844,792.00</u>		<u>\$ 482.57</u>			<u>\$ 931,796</u>

Footnote:

- (a) Per City of Stockton FY 07-08 Budget.
- (b) An efficiency factor of 73.2% has been assumed for all general City staff costs (items 1 - 6 & 9). Fire costs are determined on a project by project basis, thus a 0% cost factor is used.
- (c) Only residents impact items 11 and 14, as a result their adjusted budget amount per capita is calculated in per capita terms. Items 1-10, 12-13, and 15-16 are impacted by residents and employees, as a result their adjusted budget amount per capita is calculated on a per persons served basis with employees treated as half a resident.

TABLE 6 - CASE STUDY EXPENDITURE CALCULATIONS
Tidewater Crossing - FY 2012
September 19, 2008

Description	Unit	Unit Count	Cost per Unit	Amount
<u>Road Maintenance</u>				
Pavement Maintenance	Lane Mile	4.37	\$ 12,000	\$ 52,487
Curb, Gutter, and Sidewalk Maintenance (City Street Tree Repair Only)				
Local Streets	Road Mile	0.00	\$ 5,500	\$ -
Arterial Streets	Road Mile	1.53	\$ 6,300	\$ 9,629
Streetlight Maintenance and Energy				
Local Streets	Road Mile	0.00	\$ 3,500	\$ -
Arterial Streets	Road Mile	1.53	\$ 7,000	\$ 10,699
Traffic Signal Maintenance and Energy	Road Mile	1.53	\$ 2,000	\$ 3,057
				\$ 75,872
<u>Fire Department / (a)</u>				
Project share of Engine Company at buildout	Engine Company	0.51	\$ 3,043,909	\$ 1,537,755
75% of Annual Project Share of Engine Company Cost				\$ 1,153,316
<u>Raw Land and Finished Lot Police Monitoring / (b)</u>				
				\$ 5,750
				<u>\$ 1,234,939</u>

Footnote:

- (a) The project shares its funding obligation for a new engine company with the French Camp project. Tidewater's share of funding for a new engine is based on its proportionate share of persons served that will be generated by the projects. French Camp will have an estimated 10,514 persons served at buildout. Per conversations with the City of Stockton Fire Chief the Project will commence funding its share of the new engine company with the 301st occupied residential structure. As an even monthly absorption schedule is assumed engine company costs are assumed to commence in FY 2012 on the beginning of the fourth month, when the 301st residential structure becomes occupied. Thus the Project pays 75% of the annual cost for the remainder of FY 2012 and the entirety of the cost from FY 2013 and into the future.
- (b) The cost for monitoring the Project's raw land and unfinished lots assumes Police monitoring of two hours per week over a 52 week work year at \$5,000 annually. Assumes the Police Officer assigned to monitoring the Project receives \$100,000 in compensation, inclusive of salary and benefits. Other City administrative costs are assumed to be an additional 15%. Raw Land and Finished Lot Police Monitoring for the Project ends in FY 2020 as the Project will have reached buildout.

TABLE 1 - FISCAL IMPACT ANALYSIS SUMMARY

Tidewater Crossing - FY 2013

September 19, 2008

	Ref. Table	Revenue / Costs At Buildout	Percent of Total
<u>Annual Recurring Revenues - Per Tables 2 & 3</u>			
1. Secured Property Tax	2	\$ 360,426	18.0%
2. Unsecured Property Tax	2	\$ 11,909	0.6%
3. Document Transfer Tax	2	\$ 101,447	5.1%
4. Project Sales and Use Tax	3	\$ 183,192	9.2%
5. Prop 172 Sales Tax	3	\$ 2,672	0.1%
6. Measure W Sales and Use Tax	3	\$ 40,979	2.1%
7. Vehicle License Fees (VLF)	3	\$ 13,860	0.7%
8. Property Tax in Lieu of VLF (PTILVLF)	3	\$ 505,177	25.3%
<u>Annual Recurring Revenues - Per Capita / Table 4</u>			
1. Taxes	4	\$ 399,542	20.0%
2. Licenses and Permits	4	\$ 181,400	9.1%
3. Revenues from Other Agencies	4	\$ 2,228	0.1%
4. Charges for Services	4	\$ 42,479	2.1%
5. Fines & Forfeitures	4	\$ 33,893	1.7%
6. Other Revenues	4	\$ 78,704	3.9%
7. Gas Tax Fund Revenues	4	\$ 40,940	2.0%
		<u>\$ 1,998,850</u>	<u>100.0%</u>
<u>Annual Recurring Costs - Per Capita / Table 5</u>			
1. Administrative Services	5	\$ 21,224	0.7%
2. City Attorney	5	\$ 9,172	0.3%
3. City Auditor	5	\$ 4,348	0.1%
4. City Clerk	5	\$ 6,689	0.2%
5. City Council	5	\$ 4,156	0.1%
6. City Manager	5	\$ 10,097	0.3%
7. Economic Development	5	\$ 7,396	0.2%
8. Fire	5	\$ -	0.0%
9. Human Resources	5	\$ 15,841	0.5%
10. Non-Departmental	5	\$ 28,706	0.9%
11. Parks and Recreation	5	\$ 81,659	2.7%
12. Police	5	\$ 867,328	28.6%
13. Public Works	5	\$ 180,456	6.0%
14. Library Services	5	\$ 52,753	1.7%
15. Other Post-Employment Benefits (OPEB)	5	\$ 60,877	2.0%
16. Measure W (Police)	5	\$ 46,992	1.6%
<u>Annual Recurring Costs - Case Study / Table 6</u>			
1. Road Maintenance	6	\$ 90,282	3.0%
2. Fire Engine Company Obligation	6	\$ 1,537,755	50.7%
3. Raw Land and Finished Lot Police Monitoring	6	\$ 5,750	0.2%
		<u>\$ 3,031,481</u>	<u>100.0%</u>
Direct Recurring Costs			
		<u>\$ (1,032,632)</u>	

TABLE 2 - LAND USE INFORMATION AND PROPERTY TAX CALCULATIONS
Tidewater Crossing -FY 2013
September 19, 2008

Product	Quantity	Cumulative Quantity	Price Per Unit	Total Valuation		
Residential						
Traditional Single Family Residential	153	459	\$ 446,679	\$ 201,518,296		
Small Lot Detached	86	258	\$ 367,854	\$ 93,284,493		
Multi-Family Residential	0	0	\$ 210,202	\$ -		
	239	717		294,802,789		
Non-Residential						
Retail Buildings	-	-	\$ 210.20	\$ -		
Office Buildings	-	-	\$ 210.20	\$ -		
Industrial	529,260	1,587,780	\$ 89.34	\$ 139,238,504		
				139,238,504		
Land						
	Developed	Remainder Land	Acres Raw	Finished Lot	Total Valuation Raw	Finished Lot
Residential (LDR)	27	186	159	27	\$ 11,991,871	\$ 22,331,774
Residential (MDR)	9	66	56	9	\$ 4,253,430	\$ 10,385,434
Residential (HDR)	0	10	10	0	\$ 783,487	\$ -
Industrial	22	157	135	22	\$ 10,138,623	\$ 15,450,085
Commercial	0	17	17	0	\$ 1,250,566	\$ -
	58	436	377	58	\$ 28,417,976	\$ 48,167,293
Total Project Valuation						\$ 510,626,563
Property Tax						
Basic Rate						1.00%
Residential - Secured Property Tax					\$	2,948,028
Non-Residential - Secured Property Tax					\$	1,392,385
Land - Secured Property Tax					\$	765,853
Residential - Secured Property Tax Allocated to the City of Stockton /(a)				7.06%	\$	208,087
Non-Residential - Secured Property Tax Allocated to the City of Stockton /(a)				7.06%	\$	98,282
Land - Secured Property Tax Allocated to the City of Stockton /(a)				7.06%	\$	54,058
Total Secured Property Tax Allocated to the City of Stockton /(a)					\$	360,426
Unsecured Property Tax (@1% of Residential Secured Property Tax)				1.00%		2,081
Unsecured Property Tax (@10% of Non-Residential Secured Property Tax)				10.00%		9,828
Total Unsecured Property Tax					\$	11,909
Total Persons Served by Development						
Persons per Household /(b)						
Low Density Residential						3.25
Medium Density Residential						2.85
High Density Residential						2.10
Number of Households						
Low Density Residential						459
Medium Density Residential						258
High Density Residential						-
Residents						2,227
Employees (50% of one resident)						765
Total Persons						2,992
Turnover Rates						
Single Family Residential Turnover Rate /(c)						10.00%
Multi Family Residential Turnover Rate						5.00%
Non-Residential Turnover Rate						5.00%
Assessed Valuation						
Single Family Residential Assessed Valuation						294,802,789
Multi Family Residential Assessed Valuation						-
Non-Residential Assessed Valuation						139,238,504
Amount					\$	36,442,204
Document Transfer Tax						
Rate						0.0550%
Amount					\$	101,447

Footnote:

- (a) Pursuant to the Tax Sharing Agreement between the City of Stockton and San Joaquin County.
- (b) Based on persons per household data from Goodwin Consulting Group. Standard Lot Single-Family Residential is classified as low density residential housing, Small Lot Detached Single-Family Residential is classified as medium density residential, and Multi-Family Residential is classified as high density residential.
- (c) Assumes single family residential property is sold once every 10 years, and multi-family and non-residential property is sold once every 20 years.

TABLE 3 - SALES AND USE TAX REVENUE CALCULATIONS
Tidewater Crossing -FY 2013
September 19, 2008

Description	Amount
Residential Taxable Sales	
<u>Household Income by Product Type (a)</u>	
Standard Lot Single-Family Residential	\$ 109,921
Small Lot Detached Single-Family Residential	\$ 90,523
Multi-Family Residential	\$ 59,380
<u>Retail Taxable Sales per Unit (@ % of household income) (b)</u>	
Standard Lot Single-Family Residential	25.6% \$ 28,140
Small Lot Detached Single-Family Residential	27.8% \$ 25,165
Multi-Family Residential	31.9% \$ 18,942
<u>Total Residential Retail Taxable Sales Generated by Project (Taxable Sales per Unit x Residential Units)</u>	
Standard Lot Single-Family Residential	\$ 12,916,150
Small Lot Detached Single-Family Residential	\$ 6,492,681
Multi-Family Residential	\$ -
	<u>\$ 19,408,831</u>
<u>Projected Off-Site Taxable Sales Captured in City (@82.0% of Residential Retail Taxable Sales) (c)</u>	82.0% \$ 15,915,241
Non-Residential Taxable Sales	
	Cumulative Building Sq. Ft. Taxable Sales Per Sq. Ft. Total On-Site Taxable Sales
On-Site Taxable Sales	
Retail Buildings	- \$ 250.00 \$ -
Office Buildings	- \$ 5.00 \$ -
Industrial	1,587,780 \$ 5.00 \$ 7,938,900
	<u>\$ 7,938,900</u>
<u>Total Non-Residential Taxable Sales based on Regional Demand</u>	6.0% \$ 476,334
<u>Total Project Taxable Sales</u>	<u>\$ 16,391,575</u>
<u>Project Sales and Use Tax to City</u>	
Sales Tax (@0.75% of taxable sales)	0.75% \$ 122,937
Property Tax in Lieu of Sales Tax (@0.25% of taxable sales)	0.25% 40,979
	<u>\$ 163,916</u>
<u>Countywide and Statewide Pooled Sales Tax Revenue</u>	11.76% \$ 19,276
<u>Project Measure W - City of Stockton Public Safety Transactions and Use - Quarter Cent Tax</u>	0.25% <u>\$ 40,979</u>
<u>Project Proposition 172 - Half Cent Sales Tax</u>	
Proposition 172 Half Cent Sales Tax Generated by Tidewater Crossing Development	0.50% \$ 81,958
Total Proposition 172 - Half Cent Sales Tax for Public Safety Allocated to City of Stockton	3.26% \$ 2,671.83
<u>Vehicle License Fees (VLF)</u>	
Remaining VLF	\$ 1,847,985
Remaining VLF per Resident	\$ 6.22
VLF Generated by Project	<u>\$ 13,860</u>
<u>Property Tax in Lieu of VLF (PTILVLF)</u>	
San Joaquin County Total Assessed Value	\$ 21,727,998,334
FY 07-08 San Joaquin County Property Tax in Lieu of VLF	\$ 22,762,941
Property Tax in Lieu of VLF per \$10,000 of Net AV	\$ 10.48
Project Property Tax in Lieu of VLF	<u>\$ 505,177</u>

Footnote:

- (a) Household income is calculated for each product type based upon estimated sales prices. A 7%, 30 year fixed rate mortgage with a 15% down payment is assumed along with 2% of purchase price for annual taxes and insurance and a 35% debt ratio.
- (b) Based upon Table 7 - City of Stockton Fiscal Impact Analysis: Consumer Expenditure Patterns by Income Bracket.
- (c) 82% of Total Taxable Sales Generated by the Project are captured within the City of Stockton.

TABLE 4 - GENERAL FUND AND GAS TAX REVENUE CALCULATIONS
Tidewater Crossing -FY 2013
September 19, 2008

Cost	Budget /(a)	Budget Amount Per Person Served	Persons Served by Development	Factor Measure	Revenue
<u>CITY GENERAL FUND / Additional Per Person Served Revenue</u>					
1. Taxes	\$ 45,951,200	\$ 133.53	2,992	per resident + 50% employee	\$ 399,542
2. Business Licenses	\$ 11,000,000	\$ 116.56	1,530	per employee	\$ 178,339
3. Licenses & Permits	\$ 278,749	\$ 0.81	2,992	per resident + 50% employee	\$ 2,424
4. Animal Licenses	\$ 85,000	\$ 0.29	2,227	per resident	\$ 638
5. Revenues from Other Agencies	\$ 256,245	\$ 0.74	2,992	per resident + 50% employee	\$ 2,228
6. Charges for Services	\$ 4,885,508	\$ 14.20	2,992	per resident + 50% employee	\$ 42,479
7. Fines & Forfeitures	\$ 3,898,064	\$ 11.33	2,992	per resident + 50% employee	\$ 33,893
8. Other Revenues	\$ 9,051,719	\$ 26.30	2,992	per resident + 50% employee	\$ 78,704
9. Gas Tax Fund Revenues	\$ 5,458,500	\$ 18.38	2,227	per resident	\$ 40,940
	<u>\$ 80,864,985</u>	<u>\$ 322.15</u>			<u>\$ 779,187</u>

Footnote:

(a) Per City of Stockton FY 07-08 Budget.

TABLE 5 - GENERAL FUND AND MEASURE W COST CALCULATIONS
Tidewater Crossing -FY 2013
September 19, 2008

Cost	Budget /(a)	Cost Factor /(b)	Adjusted Budget Amount Per Capita / (c)	Persons Served by Development	Factor Measure	Cost
<u>CITY GENERAL FUND / Expenditures</u>						
1. Administrative Services	\$ 3,334,648	73%	\$ 7.09	2,992	per resident + 50% employee	\$ 21,224
2. City Attorney	\$ 1,441,025	73%	\$ 3.07	2,992	per resident + 50% employee	\$ 9,172
3. City Auditor	\$ 683,222	73%	\$ 1.45	2,992	per resident + 50% employee	\$ 4,348
4. City Clerk	\$ 1,050,974	73%	\$ 2.24	2,992	per resident + 50% employee	\$ 6,689
5. City Council	\$ 652,914	73%	\$ 1.39	2,992	per resident + 50% employee	\$ 4,156
6. City Manager	\$ 1,586,333	73%	\$ 3.37	2,992	per resident + 50% employee	\$ 10,097
7. Economic Development	\$ 850,609	100%	\$ 2.47	2,992	per resident + 50% employee	\$ 7,396
8. Fire	\$ 45,622,527	0%	\$ -	2,992	per resident + 50% employee	\$ -
9. Human Resources	\$ 2,488,858	73%	\$ 5.29	2,992	per resident + 50% employee	\$ 15,841
10. Non-Departmental	\$ 3,301,520	100%	\$ 9.59	2,992	per resident + 50% employee	\$ 28,706
11. Parks and Recreation	\$ 10,887,509	100%	\$ 36.67	2,227	per resident	\$ 81,659
12. Police	\$ 99,751,057	100%	\$ 289.88	2,992	per resident + 50% employee	\$ 867,328
13. Public Works	\$ 20,754,175	100%	\$ 60.31	2,992	per resident + 50% employee	\$ 180,456
14. Library Services	\$ 7,033,487	100%	\$ 23.69	2,227	per resident	\$ 52,753
15. Other Post-Employment Benefits (OPEB)	\$ 7,001,386	100%	\$ 20.35	2,992	per resident + 50% employee	\$ 60,877
16. Measure W (Police)	\$ 5,404,548	100%	\$ 15.71	2,992	per resident + 50% employee	\$ 46,992
	<u>\$ 211,844,792.00</u>		<u>\$ 482.57</u>			<u>\$ 1,397,694</u>

Footnote:

- (a) Per City of Stockton FY 07-08 Budget.
- (b) An efficiency factor of 73.2% has been assumed for all general City staff costs (items 1 - 6 & 9). Fire costs are determined on a project by project basis, thus a 0% cost factor is used.
- (c) Only residents impact items 11 and 14, as a result their adjusted budget amount per capita is calculated in per capita terms. Items 1-10, 12-13, and 15-16 are impacted by residents and employees, as a result their adjusted budget amount per capita is calculated on a per persons served basis with employees treated as half a resident.

TABLE 6 - CASE STUDY EXPENDITURE CALCULATIONS
Tidewater Crossing -FY 2013
September 19, 2008

Description	Unit	Unit Count	Cost per Unit	Amount
<u>Road Maintenance</u>				
Pavement Maintenance	Lane Mile	5.0	\$ 12,000	\$ 59,564
Curb, Gutter, and Sidewalk Maintenance (City Street Tree Repair Only)				
Local Streets	Road Mile	0.7	\$ 5,500	\$ 3,667
Arterial Streets	Road Mile	1.5	\$ 6,300	\$ 9,629
Streetlight Maintenance and Energy				
Local Streets	Road Mile	0.7	\$ 3,500	\$ 2,333
Arterial Streets	Road Mile	1.5	\$ 7,000	\$ 10,699
Traffic Signal Maintenance and Energy	Road Mile	2.2	\$ 2,000	\$ 4,390
				\$ 90,282
<u>Fire Department / (a)</u>				
Project share of Engine Company at buildout	Engine Company	0.51	\$ 3,043,909	\$ 1,537,755
				\$ 1,537,755
<u>Raw Land and Finished Lot Police Monitoring / (b)</u>				
				\$ 5,750
				\$ 1,633,788

Footnote:

- (a) The project shares its funding obligation for a new engine company with the French Camp project. Tidewater's share of funding for a new engine is based on its proportionate share of persons served that will be generated by the projects. French Camp will have an estimated 10,514 persons served at buildout. Per conversations with the City of Stockton Fire Chief the Project will commence funding its share of the new engine company with the 301st occupied residential structure. As an even monthly absorption schedule is assumed engine company costs are assumed to commence in FY 2012 on the beginning of the fourth month, when the 301st residential structure becomes occupied. Thus the Project pays 75% of the annual cost for the remainder of FY 2012 and the entirety of the cost from FY 2013 and into the future.
- (b) The cost for monitoring the Project's raw land and unfinished lots assumes Police monitoring of two hours per week over a 52 week work year at \$5,000 annually. Assumes the Police Officer assigned to monitoring the Project receives \$100,000 in compensation, inclusive of salary and benefits. Other City administrative costs are assumed to be an additional 15%. Raw Land and Finished Lot Police Monitoring for the Project ends in FY 2020 as the Project will have reached buildout.

TABLE 1 - FISCAL IMPACT ANALYSIS SUMMARY

Tidewater Crossing - FY 2014

September 19, 2008

	Ref. Table	Revenue / Costs At Buildout	Percent of Total
<u>Annual Recurring Revenues - Per Tables 2 & 3</u>			
1. Secured Property Tax	2	\$ 464,279	17.8%
2. Unsecured Property Tax	2	\$ 15,900	0.6%
3. Document Transfer Tax	2	\$ 109,088	4.2%
4. Project Sales and Use Tax	3	\$ 244,256	9.3%
5. Prop 172 Sales Tax	3	\$ 3,562	0.1%
6. Measure W Sales and Use Tax	3	\$ 54,639	2.1%
7. Vehicle License Fees (VLF)	3	\$ 18,481	0.7%
8. Property Tax in Lieu of VLF (PTILVLF)	3	\$ 664,579	25.4%
<u>Annual Recurring Revenues - Per Capita / Table 4</u>			
1. Taxes	4	\$ 532,723	20.4%
2. Licenses and Permits	4	\$ 241,867	9.3%
3. Revenues from Other Agencies	4	\$ 2,971	0.1%
4. Charges for Services	4	\$ 56,639	2.2%
5. Fines & Forfeitures	4	\$ 45,191	1.7%
6. Other Revenues	4	\$ 104,939	4.0%
7. Gas Tax Fund Revenues	4	\$ 54,587	2.1%
		<u>\$ 2,613,700</u>	<u>100.0%</u>
<u>Annual Recurring Costs - Per Capita / Table 5</u>			
1. Administrative Services	5	\$ 28,299	0.8%
2. City Attorney	5	\$ 12,229	0.3%
3. City Auditor	5	\$ 5,798	0.2%
4. City Clerk	5	\$ 8,919	0.3%
5. City Council	5	\$ 5,541	0.2%
6. City Manager	5	\$ 13,462	0.4%
7. Economic Development	5	\$ 9,861	0.3%
8. Fire	5	\$ -	0.0%
9. Human Resources	5	\$ 21,121	0.6%
10. Non-Departmental	5	\$ 38,275	1.1%
11. Parks and Recreation	5	\$ 108,879	3.1%
12. Police	5	\$ 1,156,437	33.0%
13. Public Works	5	\$ 240,608	6.9%
14. Library Services	5	\$ 70,337	2.0%
15. Other Post-Employment Benefits (OPEB)	5	\$ 81,169	2.3%
16. Measure W (Police)	5	\$ 62,656	1.8%
<u>Annual Recurring Costs - Case Study / Table 6</u>			
1. Road Maintenance	6	\$ 97,359	2.8%
2. Fire Engine Company Obligation	6	\$ 1,537,755	43.9%
3. Raw Land and Finished Lot Police Monitoring	6	\$ 5,750	0.2%
		<u>\$ 3,504,456</u>	<u>100.0%</u>
Direct Recurring Costs			
		<u>\$ (890,756)</u>	

TABLE 2 - LAND USE INFORMATION AND PROPERTY TAX CALCULATIONS

**Tidewater Crossing - FY 2014
September 19, 2008**

Product	Quantity	Cumulative Quantity	Price Per Unit	Total Valuation		
Residential						
Traditional Single Family Residential	153	612	\$ 451,146	\$ 269,269,902		
Small Lot Detached	86	344	\$ 371,532	\$ 124,659,551		
Multi-Family Residential	0	0	\$ 212,304	\$ -		
	239	956		393,929,453		
Non-Residential						
	Building Sq. Ft.	Cumulative Building Sq. Ft.	Price Per Sq. Ft.	Total Valuation		
Retail Buildings	-	-	\$ 212.30	\$ -		
Office Buildings	-	-	\$ 212.30	\$ -		
Industrial	529,260	2,117,040	\$ 90.23	\$ 185,871,734		
				185,871,734		
Land						
	Remainder		Acres		Total Valuation	
	Developed	Land	Raw	Finished Lot	Raw	Finished Lot
Residential (LDR)	27	159	133	27	\$ 9,993,226	\$ 22,331,774
Residential (MDR)	9	56	47	9	\$ 3,544,525	\$ 10,385,434
Residential (HDR)	0	10	10	0	\$ 783,487	\$ -
Industrial	22	135	112	22	\$ 8,448,852	\$ 15,450,085
Commercial	0	17	8	8	\$ 625,283	\$ 6,394,735
	58	377	311	67	\$ 23,395,373	\$ 54,562,028
Total Project Valuation				\$ 657,758,588		
Property Tax						
Basic Rate				1.000%		
Residential - Secured Property Tax				\$ 3,939,295		
Non-Residential - Secured Property Tax				\$ 1,858,717		
Land - Secured Property Tax				\$ 779,574		
Residential - Secured Property Tax Allocated to the City of Stockton /(a)				7.06% \$ 278,055		
Non-Residential - Secured Property Tax Allocated to the City of Stockton /(a)				7.06% \$ 131,198		
Land - Secured Property Tax Allocated to the City of Stockton /(a)				7.06% \$ 55,026		
Total Secured Property Tax Allocated to the City of Stockton /(a)				\$ 464,279		
Unsecured Property Tax (@1% of Residential Secured Property Tax)				1.00% 2,781		
Unsecured Property Tax (@10% of Non-Residential Secured Property Tax)				10.00% 13,120		
Total Unsecured Property Tax				\$ 15,900		
Total Persons Served by Development						
Persons per Household /(b)						
Low Density Residential 3.25						
Medium Density Residential 2.85						
High Density Residential 2.10						
Number of Households						
Low Density Residential 612						
Medium Density Residential 344						
High Density Residential -						
Residents 2,969						
Employees (50% of one resident) 1020						
Total Persons 3,989						
Single Family Residential Turnover Rate /(c) 10.00%						
Multi Family Residential Turnover Rate 5.00%						
Non-Residential Turnover Rate 5.00%						
Single Family Residential Assessed Valuation 393,929,453						
Multi Family Residential Assessed Valuation -						
Non-Residential Assessed Valuation 185,871,734						
Amount \$ 48,686,532						
Document Transfer Tax						
Rate 0.0550%						
Amount \$ 109,088						

Footnote:

- (a) Pursuant to the Tax Sharing Agreement between the City of Stockton and San Joaquin County.
- (b) Based on persons per household data from Goodwin Consulting Group. Standard Lot Single-Family Residential is classified as low density residential housing, Small Lot Detached Single-Family Residential is classified as medium density residential, and Multi-Family Residential is classified as high density residential.
- (c) Assumes single family residential property is sold once every 10 years, and multi-family and non-residential property is sold once every 20 years.

TABLE 3 - SALES AND USE TAX REVENUE CALCULATIONS
Tidewater Crossing - FY 2014
September 19, 2008

Description	Amount
Residential Taxable Sales	
<u>Household Income by Product Type (a)</u>	
Standard Lot Single-Family Residential	\$ 109,921
Small Lot Detached Single-Family Residential	\$ 90,523
Multi-Family Residential	\$ 59,380
<u>Retail Taxable Sales per Unit (@ % of household income) (b)</u>	
Standard Lot Single-Family Residential	25.6% \$ 28,140
Small Lot Detached Single-Family Residential	27.8% \$ 25,165
Multi-Family Residential	31.9% \$ 18,942
<u>Total Residential Retail Taxable Sales Generated by Project (Taxable Sales per Unit x Residential Units)</u>	
Standard Lot Single-Family Residential	\$ 17,221,533
Small Lot Detached Single-Family Residential	\$ 8,656,908
Multi-Family Residential	\$ -
	\$ 25,878,441
<u>Projected Off-Site Taxable Sales Captured in City (@82.0% of Residential Retail Taxable Sales) (c)</u>	82.0% \$ 21,220,322
Non-Residential Taxable Sales	
<u>On-Site Taxable Sales</u>	
Retail Buildings	Cumulative Building Sq. Ft. Taxable Sales Per Sq. Ft. Total On-Site Taxable Sales
Office Buildings	- \$ 250.00 \$ -
Industrial	- \$ 5.00 \$ -
	2,117,040 \$ 5.00 \$ 10,585,200
	\$ 10,585,200
<u>Total Non-Residential Taxable Sales based on Regional Demand</u>	6.0% \$ 635,112
Total Project Taxable Sales	\$ 21,855,434
<u>Project Sales and Use Tax to City</u>	
Sales Tax (@0.75% of taxable sales)	0.75% \$ 163,916
Property Tax in Lieu of Sales Tax (@0.25% of taxable sales)	0.25% \$ 54,639
	\$ 218,554
<u>Countywide and Statewide Pooled Sales Tax Revenue</u>	11.76% \$ 25,702
<u>Project Measure W - City of Stockton Public Safety Transactions and Use - Quarter Cent Tax</u>	0.25% \$ 54,639
<u>Project Proposition 172 - Half Cent Sales Tax</u>	
Proposition 172 Half Cent Sales Tax Generated by Tidewater Crossing Development	0.50% \$ 109,277
Total Proposition 172 - Half Cent Sales Tax for Public Safety Allocated to City of Stockton	3.26% \$ 3,562.44
<u>Vehicle License Fees (VLF)</u>	
Remaining VLF	\$ 1,847,985
Remaining VLF per Resident	\$ 6.22
VLF Generated by Project	\$ 18,481
<u>Property Tax in Lieu of VLF (PTILVLF)</u>	
San Joaquin County Total Assessed Value	\$ 21,727,998,334
FY 07-08 San Joaquin County Property Tax in Lieu of VLF	\$ 22,762,941
Property Tax in Lieu of VLF per \$10,000 of Net AV	\$ 10.48
Project Property Tax in Lieu of VLF	\$ 664,579

Footnote:

- (a) Household income is calculated for each product type based upon estimated sales prices. A 7%, 30 year fixed rate mortgage with a 15% down payment is assumed along with 2% of purchase price for annual taxes and insurance and a 35% debt ratio.
- (b) Based upon Table 7 - City of Stockton Fiscal Impact Analysis: Consumer Expenditure Patterns by Income Bracket.
- (c) 82% of Total Taxable Sales Generated by the Project are captured within the City of Stockton.

TABLE 4 - GENERAL FUND AND GAS TAX REVENUE CALCULATIONS
Tidewater Crossing - FY 2014
September 19, 2008

Cost	Budget /(a)	Budget Amount Per Person Served	Persons Served by Development	Factor Measure	Revenue
CITY GENERAL FUND / Additional Per Person Served Revenue					
1. Taxes	\$ 45,951,200	\$ 133.53	3,989	per resident + 50% employee	\$ 532,723
2. Business Licenses	\$ 11,000,000	\$ 116.56	2,040	per employee	\$ 237,785
3. Licenses & Permits	\$ 278,749	\$ 0.81	3,989	per resident + 50% employee	\$ 3,232
4. Animal Licenses	\$ 85,000	\$ 0.29	2,969	per resident	\$ 850
5. Revenues from Other Agencies	\$ 256,245	\$ 0.74	3,989	per resident + 50% employee	\$ 2,971
6. Charges for Services	\$ 4,885,508	\$ 14.20	3,989	per resident + 50% employee	\$ 56,639
7. Fines & Forfeitures	\$ 3,898,064	\$ 11.33	3,989	per resident + 50% employee	\$ 45,191
8. Other Revenues	\$ 9,051,719	\$ 26.30	3,989	per resident + 50% employee	\$ 104,939
9. Gas Tax Fund Revenues	\$ 5,458,500	\$ 18.38	2,969	per resident	\$ 54,587
	<u>\$ 80,864,985</u>	<u>\$ 322.15</u>			<u>\$ 1,038,916</u>

Footnote:

(a) Per City of Stockton FY 07-08 Budget.

TABLE 5 - GENERAL FUND AND MEASURE W COST CALCULATIONS
Tidewater Crossing - FY 2014
September 19, 2008

Cost	Budget /(a)	Cost Factor /(b)	Adjusted Budget		Factor Measure	Cost
			Amount Per Capita / (c)	Persons Served by Development		
<u>CITY GENERAL FUND / Expenditures</u>						
1. Administrative Services	\$ 3,334,648	73%	\$ 7.09	3,989	per resident + 50% employee	\$ 28,299
2. City Attorney	\$ 1,441,025	73%	\$ 3.07	3,989	per resident + 50% employee	\$ 12,229
3. City Auditor	\$ 683,222	73%	\$ 1.45	3,989	per resident + 50% employee	\$ 5,798
4. City Clerk	\$ 1,050,974	73%	\$ 2.24	3,989	per resident + 50% employee	\$ 8,919
5. City Council	\$ 652,914	73%	\$ 1.39	3,989	per resident + 50% employee	\$ 5,541
6. City Manager	\$ 1,586,333	73%	\$ 3.37	3,989	per resident + 50% employee	\$ 13,462
7. Economic Development	\$ 850,609	100%	\$ 2.47	3,989	per resident + 50% employee	\$ 9,861
8. Fire	\$ 45,622,527	0%	\$ -	3,989	per resident + 50% employee	\$ -
9. Human Resources	\$ 2,488,858	73%	\$ 5.29	3,989	per resident + 50% employee	\$ 21,121
10. Non-Departmental	\$ 3,301,520	100%	\$ 9.59	3,989	per resident + 50% employee	\$ 38,275
11. Parks and Recreation	\$ 10,887,509	100%	\$ 36.67	2,969	per resident	\$ 108,879
12. Police	\$ 99,751,057	100%	\$ 289.88	3,989	per resident + 50% employee	\$ 1,156,437
13. Public Works	\$ 20,754,175	100%	\$ 60.31	3,989	per resident + 50% employee	\$ 240,608
14. Library Services	\$ 7,033,487	100%	\$ 23.69	2,969	per resident	\$ 70,337
15. Other Post-Employment Benefits (OPEB)	\$ 7,001,386	100%	\$ 20.35	3,989	per resident + 50% employee	\$ 81,169
16. Measure W (Police)	\$ 5,404,548	100%	\$ 15.71	3,989	per resident + 50% employee	\$ 62,656
	<u>\$ 211,844,792.00</u>		<u>\$ 482.57</u>			<u>\$ 1,863,592</u>

Footnote:

- (a) Per City of Stockton FY 07-08 Budget.
- (b) An efficiency factor of 73.2% has been assumed for all general City staff costs (items 1 - 6 & 9). Fire costs are determined on a project by project basis, thus a 0% cost factor is used.
- (c) Only residents impact items 11 and 14, as a result their adjusted budget amount per capita is calculated in per capita terms. Items 1-10, 12-13, and 15-16 are impacted by residents and employees, as a result their adjusted budget amount per capita is calculated on a per persons served basis with employees treated as half a resident.

TABLE 6 - CASE STUDY EXPENDITURE CALCULATIONS
Tidewater Crossing - FY 2014
September 19, 2008

Description	Unit	Unit Count	Cost per Unit	Amount
Road Maintenance				
Pavement Maintenance	Lane Mile	5.6	\$ 12,000	\$ 66,641
Curb, Gutter, and Sidewalk Maintenance (City Street Tree Repair Only)				
Local Streets	Road Mile	0.7	\$ 5,500	\$ 3,667
Arterial Streets	Road Mile	1.5	\$ 6,300	\$ 9,629
Streetlight Maintenance and Energy				
Local Streets	Road Mile	0.7	\$ 3,500	\$ 2,333
Arterial Streets	Road Mile	1.5	\$ 7,000	\$ 10,699
Traffic Signal Maintenance and Energy	Road Mile	2.2	\$ 2,000	\$ 4,390
				\$ 97,359
Fire Department / (a)				
Project share of Engine Company at buildout	Engine Company	0.51	\$ 3,043,909	\$ 1,537,755
				\$ 1,537,755
Raw Land and Finished Lot Police Monitoring / (b)				
				\$ 5,750
				<u>\$ 1,640,865</u>

Footnote:

- (a) The project shares its funding obligation for a new engine company with the French Camp project. Tidewater's share of funding for a new engine is based on its proportionate share of persons served that will be generated by the projects. French Camp will have an estimated 10,514 persons served at buildout. Per conversations with the City of Stockton Fire Chief the Project will commence funding its share of the new engine company with the 301st occupied residential structure. As an even monthly absorption schedule is assumed engine company costs are assumed to commence in FY 2012 on the beginning of the fourth month, when the 301st residential structure becomes occupied. Thus the Project pays 75% of the annual cost for the remainder of FY 2012 and the entirety of the cost from FY 2013 and into the future.
- (b) The cost for monitoring the Project's raw land and unfinished lots assumes Police monitoring of two hours per week over a 52 week work year at \$5,000 annually. Assumes the Police Officer assigned to monitoring the Project receives \$100,000 in compensation, inclusive of salary and benefits. Other City administrative costs are assumed to be an additional 15%. Raw Land and Finished Lot Police Monitoring for the Project ends in FY 2020 as the Project will have reached buildout.

TABLE 1 - FISCAL IMPACT ANALYSIS SUMMARY

Tidewater Crossing - FY 2015

September 19, 2008

	Ref. Table	Revenue / Costs At Buildout	Percent of Total
<u>Annual Recurring Revenues - Per Tables 2 & 3</u>			
1. Secured Property Tax	2	\$ 578,352	17.4%
2. Unsecured Property Tax	2	\$ 21,319	0.6%
3. Document Transfer Tax	2	\$ 128,946	3.9%
4. Project Sales and Use Tax	3	\$ 320,928	9.6%
5. Prop 172 Sales Tax	3	\$ 4,681	0.1%
6. Measure W Sales and Use Tax	3	\$ 71,789	2.2%
7. Vehicle License Fees (VLF)	3	\$ 23,101	0.7%
8. Property Tax in Lieu of VLF (PTILVLF)	3	\$ 839,149	25.2%
<u>Annual Recurring Revenues - Per Capita / Table 4</u>			
1. Taxes	4	\$ 678,256	20.4%
2. Licenses and Permits	4	\$ 323,972	9.7%
3. Revenues from Other Agencies	4	\$ 3,782	0.1%
4. Charges for Services	4	\$ 72,112	2.2%
5. Fines & Forfeitures	4	\$ 57,537	1.7%
6. Other Revenues	4	\$ 133,607	4.0%
7. Gas Tax Fund Revenues	4	\$ 68,234	2.1%
		<u>\$ 3,325,763</u>	<u>100.0%</u>
<u>Annual Recurring Costs - Per Capita / Table 5</u>			
1. Administrative Services	5	\$ 36,029	0.9%
2. City Attorney	5	\$ 15,570	0.4%
3. City Auditor	5	\$ 7,382	0.2%
4. City Clerk	5	\$ 11,355	0.3%
5. City Council	5	\$ 7,054	0.2%
6. City Manager	5	\$ 17,140	0.4%
7. Economic Development	5	\$ 12,555	0.3%
8. Fire	5	\$ -	0.0%
9. Human Resources	5	\$ 26,891	0.7%
10. Non-Departmental	5	\$ 48,732	1.2%
11. Parks and Recreation	5	\$ 136,099	3.4%
12. Police	5	\$ 1,472,360	36.6%
13. Public Works	5	\$ 306,339	7.6%
14. Library Services	5	\$ 87,922	2.2%
15. Other Post-Employment Benefits (OPEB)	5	\$ 103,343	2.6%
16. Measure W (Police)	5	\$ 79,773	2.0%
<u>Annual Recurring Costs - Case Study / Table 6</u>			
1. Road Maintenance	6	\$ 108,165	2.7%
2. Fire Engine Company Obligation	6	\$ 1,537,755	38.3%
3. Raw Land and Finished Lot Police Monitoring	6	\$ 5,750	0.1%
		<u>\$ 4,020,215</u>	<u>100.0%</u>
Direct Recurring Costs			
		<u>\$ (694,452)</u>	

TABLE 3 - SALES AND USE TAX REVENUE CALCULATIONS
Tidewater Crossing - FY 2015
September 19, 2008

Description	Amount
Residential Taxable Sales	
<u>Household Income by Product Type (a)</u>	
Standard Lot Single-Family Residential	\$ 109,921
Small Lot Detached Single-Family Residential	\$ 90,523
Multi-Family Residential	\$ 59,380
<u>Retail Taxable Sales per Unit (@ % of household income) (b)</u>	
Standard Lot Single-Family Residential	25.6% \$ 28,140
Small Lot Detached Single-Family Residential	27.8% \$ 25,165
Multi-Family Residential	31.9% \$ 18,942
<u>Total Residential Retail Taxable Sales Generated by Project (Taxable Sales per Unit x Residential Units)</u>	
Standard Lot Single-Family Residential	\$ 21,526,917
Small Lot Detached Single-Family Residential	\$ 10,821,135
Multi-Family Residential	\$ -
	\$ 32,348,051
<u>Projected Off-Site Taxable Sales Captured in City (@82.0% of Residential Retail Taxable Sales) (c)</u>	82.0% \$ 26,525,402
Non-Residential Taxable Sales	
On-Site Taxable Sales	
Retail Buildings	Cumulative Building Sq. Ft. 93,100 Taxable Sales Per Sq. Ft. \$ 250.00 Total On-Site Taxable Sales \$ 23,275,000
Office Buildings	- \$ 5.00 \$ -
Industrial	2,646,300 \$ 5.00 \$ 13,231,500
	\$ 36,506,500
<u>Total Non-Residential Taxable Sales based on Regional Demand</u>	6.0% \$ 2,190,390
Total Project Taxable Sales	\$ 28,715,792
<u>Project Sales and Use Tax to City</u>	
Sales Tax (@0.75% of taxable sales)	0.75% \$ 215,368
Property Tax in Lieu of Sales Tax (@0.25% of taxable sales)	0.25% \$ 71,789
	\$ 287,158
<u>Countywide and Statewide Pooled Sales Tax Revenue</u>	11.76% \$ 33,770
<u>Project Measure W - City of Stockton Public Safety Transactions and Use - Quarter Cent Tax</u>	0.25% \$ 71,789
<u>Project Proposition 172 - Half Cent Sales Tax</u>	
Proposition 172 Half Cent Sales Tax Generated by Tidewater Crossing Development	0.50% \$ 143,579
Total Proposition 172 - Half Cent Sales Tax for Public Safety Allocated to City of Stockton	3.26% \$ 4,680.67
<u>Vehicle License Fees (VLF)</u>	
Remaining VLF	\$ 1,847,985
Remaining VLF per Resident	\$ 6.22
VLF Generated by Project	\$ 23,101
<u>Property Tax in Lieu of VLF (PTILVLF)</u>	
San Joaquin County Total Assessed Value	\$ 21,727,998,334
FY 07-08 San Joaquin County Property Tax in Lieu of VLF	\$ 22,762,941
Property Tax in Lieu of VLF per \$10,000 of Net AV	\$ 10.48
Project Property Tax in Lieu of VLF	\$ 839,149

Footnote:

- (a) Household income is calculated for each product type based upon estimated sales prices. A 7%, 30 year fixed rate mortgage with a 15% down payment is assumed along with 2% of purchase price for annual taxes and insurance and a 35% debt ratio.
- (b) Based upon Table 7 - City of Stockton Fiscal Impact Analysis: Consumer Expenditure Patterns by Income Bracket.
- (c) 82% of Total Taxable Sales Generated by the Project are captured within the City of Stockton.

TABLE 4 - GENERAL FUND AND GAS TAX REVENUE CALCULATIONS
Tidewater Crossing - FY 2015
September 19, 2008

Cost	Budget /(a)	Budget Amount Per Person Served	Persons Served by Development	Factor Measure	Revenue
CITY GENERAL FUND / Additional Per Person Served Revenue					
1. Taxes	\$ 45,951,200	\$ 133.53	5,079	per resident + 50% employee	\$ 678,256
2. Business Licenses	\$ 11,000,000	\$ 116.56	2,735	per employee	\$ 318,795
3. Licenses & Permits	\$ 278,749	\$ 0.81	5,079	per resident + 50% employee	\$ 4,114
4. Animal Licenses	\$ 85,000	\$ 0.29	3,712	per resident	\$ 1,063
5. Revenues from Other Agencies	\$ 256,245	\$ 0.74	5,079	per resident + 50% employee	\$ 3,782
6. Charges for Services	\$ 4,885,508	\$ 14.20	5,079	per resident + 50% employee	\$ 72,112
7. Fines & Forfeitures	\$ 3,898,064	\$ 11.33	5,079	per resident + 50% employee	\$ 57,537
8. Other Revenues	\$ 9,051,719	\$ 26.30	5,079	per resident + 50% employee	\$ 133,607
9. Gas Tax Fund Revenues	\$ 5,458,500	\$ 18.38	3,712	per resident	\$ 68,234
	<u>\$ 80,864,985</u>	<u>\$ 322.15</u>			<u>\$ 1,337,499</u>

Footnote:

(a) Per City of Stockton FY 07-08 Budget.

TABLE 5 - GENERAL FUND AND MEASURE W COST CALCULATIONS
Tidewater Crossing - FY 2015
September 19, 2008

Cost	Budget / (a)	Cost Factor / (b)	Adjusted Budget		Factor Measure	Cost
			Amount Per Capita / (c)	Persons Served by Development		
<u>CITY GENERAL FUND / Expenditures</u>						
1. Administrative Services	\$ 3,334,648	73%	\$ 7.09	5,079	per resident + 50% employee	\$ 36,029
2. City Attorney	\$ 1,441,025	73%	\$ 3.07	5,079	per resident + 50% employee	\$ 15,570
3. City Auditor	\$ 683,222	73%	\$ 1.45	5,079	per resident + 50% employee	\$ 7,382
4. City Clerk	\$ 1,050,974	73%	\$ 2.24	5,079	per resident + 50% employee	\$ 11,355
5. City Council	\$ 652,914	73%	\$ 1.39	5,079	per resident + 50% employee	\$ 7,054
6. City Manager	\$ 1,586,333	73%	\$ 3.37	5,079	per resident + 50% employee	\$ 17,140
7. Economic Development	\$ 850,609	100%	\$ 2.47	5,079	per resident + 50% employee	\$ 12,555
8. Fire	\$ 45,622,527	0%	\$ -	5,079	per resident + 50% employee	\$ -
9. Human Resources	\$ 2,488,858	73%	\$ 5.29	5,079	per resident + 50% employee	\$ 26,891
10. Non-Departmental	\$ 3,301,520	100%	\$ 9.59	5,079	per resident + 50% employee	\$ 48,732
11. Parks and Recreation	\$ 10,887,509	100%	\$ 36.67	3,712	per resident	\$ 136,099
12. Police	\$ 99,751,057	100%	\$ 289.88	5,079	per resident + 50% employee	\$ 1,472,360
13. Public Works	\$ 20,754,175	100%	\$ 60.31	5,079	per resident + 50% employee	\$ 306,339
14. Library Services	\$ 7,033,487	100%	\$ 23.69	3,712	per resident	\$ 87,922
15. Other Post-Employment Benefits (OPEB)	\$ 7,001,386	100%	\$ 20.35	5,079	per resident + 50% employee	\$ 103,343
16. Measure W (Police)	\$ 5,404,548	100%	\$ 15.71	5,079	per resident + 50% employee	\$ 79,773
	<u>\$ 211,844,792.00</u>		<u>\$ 482.57</u>			<u>\$ 2,368,544</u>

Footnote:

- (a) Per City of Stockton FY 07-08 Budget.
- (b) An efficiency factor of 73.2% has been assumed for all general City staff costs (items 1 - 6 & 9). Fire costs are determined on a project by project basis, thus a 0% cost factor is used.
- (c) Only residents impact items 11 and 14, as a result their adjusted budget amount per capita is calculated in per capita terms. Items 1-10, 12-13, and 15-16 are impacted by residents and employees, as a result their adjusted budget amount per capita is calculated on a per persons served basis with employees treated as half a resident.

TABLE 6 - CASE STUDY EXPENDITURE CALCULATIONS
Tidewater Crossing - FY 2015
September 19, 2008

Description	Unit	Unit Count	Cost per Unit	Amount
Road Maintenance				
Pavement Maintenance	Lane Mile	6.0	\$ 12,000	\$ 71,677
Curb, Gutter, and Sidewalk Maintenance (City Street Tree Repair Only)				
Local Streets	Road Mile	1.2	\$ 5,500	\$ 6,552
Arterial Streets	Road Mile	1.5	\$ 6,300	\$ 9,629
Streetlight Maintenance and Energy				
Local Streets	Road Mile	1.2	\$ 3,500	\$ 4,170
Arterial Streets	Road Mile	1.5	\$ 7,000	\$ 10,699
Traffic Signal Maintenance and Energy	Road Mile	2.7	\$ 2,000	\$ 5,439
				\$ 108,165
Fire Department / (a)				
Project share of Engine Company at buildout	Engine Company	0.51	\$ 3,043,909	\$ 1,537,755
				\$ 1,537,755
Raw Land and Finished Lot Police Monitoring / (b)				
				\$ 5,750
				<u>\$ 1,651,671</u>

Footnote:

- (a) The project shares its funding obligation for a new engine company with the French Camp project. Tidewater's share of funding for a new engine is based on its proportionate share of persons served that will be generated by the projects. French Camp will have an estimated 10,514 persons served at buildout. Per conversations with the City of Stockton Fire Chief the Project will commence funding its share of the new engine company with the 301st occupied residential structure. As an even monthly absorption schedule is assumed engine company costs are assumed to commence in FY 2012 on the beginning of the fourth month, when the 301st residential structure becomes occupied. Thus the Project pays 75% of the annual cost for the remainder of FY 2012 and the entirety of the cost from FY 2013 and into the future.
- (b) The cost for monitoring the Project's raw land and unfinished lots assumes Police monitoring of two hours per week over a 52 week work year at \$5,000 annually. Assumes the Police Officer assigned to monitoring the Project receives \$100,000 in compensation, inclusive of salary and benefits. Other City administrative costs are assumed to be an additional 15%. Raw Land and Finished Lot Police Monitoring for the Project ends in FY 2020 as the Project will have reached buildout.

TABLE 1 - FISCAL IMPACT ANALYSIS SUMMARY

Tidewater Crossing - FY 2016

September 19, 2008

	Ref. Table	Revenue / Costs At Buildout	Percent of Total
<u>Annual Recurring Revenues - Per Tables 2 & 3</u>			
1. Secured Property Tax	2	\$ 695,362	17.2%
2. Unsecured Property Tax	2	\$ 26,761	0.7%
3. Document Transfer Tax	2	\$ 137,549	3.4%
4. Project Sales and Use Tax	3	\$ 397,599	9.9%
5. Prop 172 Sales Tax	3	\$ 5,799	0.1%
6. Measure W Sales and Use Tax	3	\$ 88,940	2.2%
7. Vehicle License Fees (VLF)	3	\$ 27,721	0.7%
8. Property Tax in Lieu of VLF (PTILVLF)	3	\$ 1,017,834	25.2%
<u>Annual Recurring Revenues - Per Capita / Table 4</u>			
1. Taxes	4	\$ 823,788	20.4%
2. Licenses and Permits	4	\$ 406,077	10.1%
3. Revenues from Other Agencies	4	\$ 4,594	0.1%
4. Charges for Services	4	\$ 87,585	2.2%
5. Fines & Forfeitures	4	\$ 69,882	1.7%
6. Other Revenues	4	\$ 162,274	4.0%
7. Gas Tax Fund Revenues	4	\$ 81,881	2.0%
		<u>\$ 4,033,646</u>	<u>100.0%</u>
<u>Annual Recurring Costs - Per Capita / Table 5</u>			
1. Administrative Services	5	\$ 43,760	1.0%
2. City Attorney	5	\$ 18,910	0.4%
3. City Auditor	5	\$ 8,966	0.2%
4. City Clerk	5	\$ 13,792	0.3%
5. City Council	5	\$ 8,568	0.2%
6. City Manager	5	\$ 20,817	0.5%
7. Economic Development	5	\$ 15,249	0.3%
8. Fire	5	\$ -	0.0%
9. Human Resources	5	\$ 32,661	0.7%
10. Non-Departmental	5	\$ 59,188	1.3%
11. Parks and Recreation	5	\$ 163,319	3.6%
12. Police	5	\$ 1,788,283	39.5%
13. Public Works	5	\$ 372,070	8.2%
14. Library Services	5	\$ 105,506	2.3%
15. Other Post-Employment Benefits (OPEB)	5	\$ 125,517	2.8%
16. Measure W (Police)	5	\$ 96,890	2.1%
<u>Annual Recurring Costs - Case Study / Table 6</u>			
1. Road Maintenance	6	\$ 113,201	2.5%
2. Fire Engine Company Obligation	6	\$ 1,537,755	33.9%
3. Raw Land and Finished Lot Police Monitoring	6	\$ 5,750	0.1%
		<u>\$ 4,530,203</u>	<u>100.0%</u>
Direct Recurring Costs			
		<u>\$ (496,557)</u>	

TABLE 2 - LAND USE INFORMATION AND PROPERTY TAX CALCULATIONS

Tidewater Crossing - FY 2016

September 19, 2008

Product	Quantity	Cumulative Quantity	Price Per Unit	Total Valuation
Residential				
Traditional Single Family Residential	153	918	\$ 460,214	\$ 406,352,102
Small Lot Detached	86	516	\$ 379,000	\$ 188,113,486
Multi-Family Residential	0	0	\$ 216,571	\$ -
	239	1,434		594,465,588

	Cumulative Building		Price Per Sq. Ft.	Total Valuation
	Building Sq. Ft.	Sq. Ft.		
Non-Residential				
Retail Buildings	93,100	186,200	\$ 216.57	\$ 39,946,284
Office Buildings	-	-	\$ 216.57	\$ -
Industrial	529,260	3,175,560	\$ 92.04	\$ 279,739,187
				319,685,470

Land	Remainder		Acres		Total Valuation	
	Developed	Land	Raw	Finished Lot	Raw	Finished Lot
Residential (LDR)	27	106	80	27	\$ 5,995,935	\$ 22,331,774
Residential (MDR)	9	38	28	9	\$ 2,126,715	\$ 10,385,434
Residential (HDR)	0	10	5	5	\$ 391,743	\$ 9,238,366
Industrial	22	90	67	22	\$ 5,069,311	\$ 15,450,085
Commercial	8	0	0	0	\$ -	\$ -
	67	244	180	64	\$ 13,583,705	\$ 57,405,659

Total Project Valuation \$ 985,140,422

Property Tax		
Basic Rate		1.000%
Residential - Secured Property Tax	\$ 5,944,656	
Non-Residential - Secured Property Tax	\$ 3,196,855	
Land - Secured Property Tax	\$ 709,894	
Residential - Secured Property Tax Allocated to the City of Stockton /(a)	7.06% \$ 419,604	
Non-Residential - Secured Property Tax Allocated to the City of Stockton /(a)	7.06% \$ 225,650	
Land - Secured Property Tax Allocated to the City of Stockton /(a)	7.06% \$ 50,108	
Total Secured Property Tax Allocated to the City of Stockton /(a)	\$ 695,362	
Unsecured Property Tax (@1% of Residential Secured Property Tax)	1.00% 4,196	
Unsecured Property Tax (@10% of Non-Residential Secured Property Tax)	10.00% 22,565	
Total Unsecured Property Tax	\$ 26,761	

Total Persons Served by Development

Persons per Household /(b)		
Low Density Residential		3.25
Medium Density Residential		2.85
High Density Residential		2.10
Number of Households		
Low Density Residential		918
Medium Density Residential		516
High Density Residential		-
Residents		4,454
Employees (50% of one resident)		1715
Total Persons		<u>6,169</u>
Single Family Residential Turnover Rate /(c)		
Multi Family Residential Turnover Rate		10.00%
Non-Residential Turnover Rate		5.00%
Single Family Residential Assessed Valuation		594,465,588
Multi Family Residential Assessed Valuation		-
Non-Residential Assessed Valuation		319,685,470
Amount		<u>\$ 75,430,832</u>
Document Transfer Tax		
Rate		0.0550%
Amount		<u>\$ 137,549</u>

Footnote:

- (a) Pursuant to the Tax Sharing Agreement between the City of Stockton and San Joaquin County.
- (b) Based on persons per household data from Goodwin Consulting Group. Standard Lot Single-Family Residential is classified as low density residential housing, Small Lot Detached Single-Family Residential is classified as medium density residential, and Multi-Family Residential is classified as high density residential.
- (c) Assumes single family residential property is sold once every 10 years, and multi-family and non-residential property is sold once every 20 years.

TABLE 3 - SALES AND USE TAX REVENUE CALCULATIONS
Tidewater Crossing - FY 2016
September 19, 2008

Description	Amount
Residential Taxable Sales	
<u>Household Income by Product Type (a)</u>	
Standard Lot Single-Family Residential	\$ 109,921
Small Lot Detached Single-Family Residential	\$ 90,523
Multi-Family Residential	\$ 59,380
<u>Retail Taxable Sales per Unit (@ % of household income) (b)</u>	
Standard Lot Single-Family Residential	25.6% \$ 28,140
Small Lot Detached Single-Family Residential	27.8% \$ 25,165
Multi-Family Residential	31.9% \$ 18,942
<u>Total Residential Retail Taxable Sales Generated by Project (Taxable Sales per Unit x Residential Units)</u>	
Standard Lot Single-Family Residential	\$ 25,832,300
Small Lot Detached Single-Family Residential	\$ 12,985,361
Multi-Family Residential	\$ -
	<u>\$ 38,817,661</u>
<u>Projected Off-Site Taxable Sales Captured in City (@82.0% of Residential Retail Taxable Sales) (c)</u>	82.0% \$ <u>31,830,482</u>
Non-Residential Taxable Sales	
On-Site Taxable Sales	
Retail Buildings	Cumulative Building Sq. Ft. 186,200 Taxable Sales Per Sq. Ft. \$ 250.00 Total On-Site Taxable Sales \$ 46,550,000
Office Buildings	- \$ 5.00 \$ -
Industrial	3,175,560 \$ 5.00 \$ 15,877,800
	<u>\$ 62,427,800</u>
<u>Total Non-Residential Taxable Sales based on Regional Demand</u>	6.0% \$ <u>3,745,668</u>
Total Project Taxable Sales	<u>\$ 35,576,150</u>
<u>Project Sales and Use Tax to City</u>	
Sales Tax (@0.75% of taxable sales)	0.75% \$ 266,821
Property Tax in Lieu of Sales Tax (@0.25% of taxable sales)	0.25% \$ 88,940
	<u>\$ 355,762</u>
<u>Countywide and Statewide Pooled Sales Tax Revenue</u>	11.76% \$ 41,838
<u>Project Measure W - City of Stockton Public Safety Transactions and Use - Quarter Cent Tax</u>	0.25% \$ <u>88,940</u>
<u>Project Proposition 172 - Half Cent Sales Tax</u>	
Proposition 172 Half Cent Sales Tax Generated by Tidewater Crossing Development	0.50% \$ 177,881
Total Proposition 172 - Half Cent Sales Tax for Public Safety Allocated to City of Stockton	3.26% \$ 5,798.91
<u>Vehicle License Fees (VLF)</u>	
Remaining VLF	\$ 1,847,985
Remaining VLF per Resident	\$ 6.22
VLF Generated by Project	\$ 27,721
<u>Property Tax in Lieu of VLF (PTILVLF)</u>	
San Joaquin County Total Assessed Value	\$ 21,727,998,334
FY 07-08 San Joaquin County Property Tax in Lieu of VLF	\$ 22,762,941
Property Tax in Lieu of VLF per \$10,000 of Net AV	\$ 10.48
Project Property Tax in Lieu of VLF	\$ 1,017,834

Footnote:

- (a) Household income is calculated for each product type based upon estimated sales prices. A 7%, 30 year fixed rate mortgage with a 15% down payment is assumed along with 2% of purchase price for annual taxes and insurance and a 35% debt ratio.
- (b) Based upon Table 7 - City of Stockton Fiscal Impact Analysis: Consumer Expenditure Patterns by Income Bracket.
- (c) 82% of Total Taxable Sales Generated by the Project are captured within the City of Stockton.

TABLE 4 - GENERAL FUND AND GAS TAX REVENUE CALCULATIONS
Tidewater Crossing - FY 2016
September 19, 2008

Cost	Budget /(a)	Budget Amount Per Person Served	Persons Served by Development	Factor Measure	Revenue
CITY GENERAL FUND / Additional Per Person Served Revenue					
1. Taxes	\$ 45,951,200	\$ 133.53	6,169	per resident + 50% employee	\$ 823,788
2. Business Licenses	\$ 11,000,000	\$ 116.56	3,430	per employee	\$ 399,805
3. Licenses & Permits	\$ 278,749	\$ 0.81	6,169	per resident + 50% employee	\$ 4,997
4. Animal Licenses	\$ 85,000	\$ 0.29	4,454	per resident	\$ 1,275
5. Revenues from Other Agencies	\$ 256,245	\$ 0.74	6,169	per resident + 50% employee	\$ 4,594
6. Charges for Services	\$ 4,885,508	\$ 14.20	6,169	per resident + 50% employee	\$ 87,585
7. Fines & Forfeitures	\$ 3,898,064	\$ 11.33	6,169	per resident + 50% employee	\$ 69,882
8. Other Revenues	\$ 9,051,719	\$ 26.30	6,169	per resident + 50% employee	\$ 162,274
9. Gas Tax Fund Revenues	\$ 5,458,500	\$ 18.38	4,454	per resident	\$ 81,881
	<u>\$ 80,864,985</u>	<u>\$ 322.15</u>			<u>\$ 1,636,082</u>

Footnote:

(a) Per City of Stockton FY 07-08 Budget.

TABLE 5 - GENERAL FUND AND MEASURE W COST CALCULATIONS
Tidewater Crossing - FY 2016
September 19, 2008

Cost	Budget /(a)	Cost Factor /(b)	Adjusted Budget Amount Per Capita / (c)	Persons Served by Development	Factor Measure	Cost
<u>CITY GENERAL FUND / Expenditures</u>						
1. Administrative Services	\$ 3,334,648	73%	\$ 7.09	6,169	per resident + 50% employee	\$ 43,760
2. City Attorney	\$ 1,441,025	73%	\$ 3.07	6,169	per resident + 50% employee	\$ 18,910
3. City Auditor	\$ 683,222	73%	\$ 1.45	6,169	per resident + 50% employee	\$ 8,966
4. City Clerk	\$ 1,050,974	73%	\$ 2.24	6,169	per resident + 50% employee	\$ 13,792
5. City Council	\$ 652,914	73%	\$ 1.39	6,169	per resident + 50% employee	\$ 8,568
6. City Manager	\$ 1,586,333	73%	\$ 3.37	6,169	per resident + 50% employee	\$ 20,817
7. Economic Development	\$ 850,609	100%	\$ 2.47	6,169	per resident + 50% employee	\$ 15,249
8. Fire	\$ 45,622,527	0%	\$ -	6,169	per resident + 50% employee	\$ -
9. Human Resources	\$ 2,488,858	73%	\$ 5.29	6,169	per resident + 50% employee	\$ 32,661
10. Non-Departmental	\$ 3,301,520	100%	\$ 9.59	6,169	per resident + 50% employee	\$ 59,188
11. Parks and Recreation	\$ 10,887,509	100%	\$ 36.67	4,454	per resident	\$ 163,319
12. Police	\$ 99,751,057	100%	\$ 289.88	6,169	per resident + 50% employee	\$ 1,788,283
13. Public Works	\$ 20,754,175	100%	\$ 60.31	6,169	per resident + 50% employee	\$ 372,070
14. Library Services	\$ 7,033,487	100%	\$ 23.69	4,454	per resident	\$ 105,506
15. Other Post-Employment Benefits (OPEB)	\$ 7,001,386	100%	\$ 20.35	6,169	per resident + 50% employee	\$ 125,517
16. Measure W (Police)	\$ 5,404,548	100%	\$ 15.71	6,169	per resident + 50% employee	\$ 96,890
	<u>\$ 211,844,792.00</u>		<u>\$ 482.57</u>			<u>\$ 2,873,497</u>

Footnote:

- (a) Per City of Stockton FY 07-08 Budget.
- (b) An efficiency factor of 73.2% has been assumed for all general City staff costs (items 1 - 6 & 9). Fire costs are determined on a project by project basis, thus a 0% cost factor is used.
- (c) Only residents impact items 11 and 14, as a result their adjusted budget amount per capita is calculated in per capita terms. Items 1-10, 12-13, and 15-16 are impacted by residents and employees, as a result their adjusted budget amount per capita is calculated on a per persons served basis with employees treated as half a resident.

TABLE 6 - CASE STUDY EXPENDITURE CALCULATIONS
Tidewater Crossing - FY 2016
September 19, 2008

Description	Unit	Unit Count	Cost per Unit	Amount
Road Maintenance				
Pavement Maintenance	Lane Mile	6.4	\$ 12,000	\$ 76,712
Curb, Gutter, and Sidewalk Maintenance (City Street Tree Repair Only)				
Local Streets	Road Mile	1.2	\$ 5,500	\$ 6,552
Arterial Streets	Road Mile	1.5	\$ 6,300	\$ 9,629
Streetlight Maintenance and Energy				
Local Streets	Road Mile	1.2	\$ 3,500	\$ 4,170
Arterial Streets	Road Mile	1.5	\$ 7,000	\$ 10,699
Traffic Signal Maintenance and Energy	Road Mile	2.7	\$ 2,000	\$ 5,439
				\$ 113,201
Fire Department / (a)				
Project share of Engine Company at buildout	Engine Company	0.51	\$ 3,043,909	\$ 1,537,755
				\$ 1,537,755
Raw Land and Finished Lot Police Monitoring / (b)				
				\$ 5,750
				<u>\$ 1,656,706</u>

Footnote:

- (a) The project shares its funding obligation for a new engine company with the French Camp project. Tidewater's share of funding for a new engine is based on its proportionate share of persons served that will be generated by the projects. French Camp will have an estimated 10,514 persons served at buildout. Per conversations with the City of Stockton Fire Chief the Project will commence funding its share of the new engine company with the 301st occupied residential structure. As an even monthly absorption schedule is assumed engine company costs are assumed to commence in FY 2012 on the beginning of the fourth month, when the 301st residential structure becomes occupied. Thus the Project pays 75% of the annual cost for the remainder of FY 2012 and the entirety of the cost from FY 2013 and into the future.
- (b) The cost for monitoring the Project's raw land and unfinished lots assumes Police monitoring of two hours per week over a 52 week work year at \$5,000 annually. Assumes the Police Officer assigned to monitoring the Project receives \$100,000 in compensation, inclusive of salary and benefits. Other City administrative costs are assumed to be an additional 15%. Raw Land and Finished Lot Police Monitoring for the Project ends in FY 2020 as the Project will have reached buildout.

TABLE 1 - FISCAL IMPACT ANALYSIS SUMMARY

Tidewater Crossing - FY 2017

September 19, 2008

	Ref. Table	Revenue / Costs At Buildout	Percent of Total
<u>Annual Recurring Revenues - Per Tables 2 & 3</u>			
1. Secured Property Tax	2	\$ 817,844	17.1%
2. Unsecured Property Tax	2	\$ 31,004	0.6%
3. Document Transfer Tax	2	\$ 151,965	3.2%
4. Project Sales and Use Tax	3	\$ 482,155	10.1%
5. Prop 172 Sales Tax	3	\$ 7,032	0.1%
6. Measure W Sales and Use Tax	3	\$ 107,855	2.3%
7. Vehicle License Fees (VLF)	3	\$ 34,110	0.7%
8. Property Tax in Lieu of VLF (PTILVLF)	3	\$ 1,204,640	25.1%
<u>Annual Recurring Revenues - Per Capita / Table 4</u>			
1. Taxes	4	\$ 994,926	20.8%
2. Licenses and Permits	4	\$ 466,856	9.7%
3. Revenues from Other Agencies	4	\$ 5,548	0.1%
4. Charges for Services	4	\$ 105,780	2.2%
5. Fines & Forfeitures	4	\$ 84,400	1.8%
6. Other Revenues	4	\$ 195,986	4.1%
7. Gas Tax Fund Revenues	4	\$ 100,753	2.1%
		<u>\$ 4,790,854</u>	<u>100.0%</u>
<u>Annual Recurring Costs - Per Capita / Table 5</u>			
1. Administrative Services	5	\$ 52,851	1.0%
2. City Attorney	5	\$ 22,839	0.4%
3. City Auditor	5	\$ 10,828	0.2%
4. City Clerk	5	\$ 16,657	0.3%
5. City Council	5	\$ 10,348	0.2%
6. City Manager	5	\$ 25,142	0.5%
7. Economic Development	5	\$ 18,417	0.4%
8. Fire	5	\$ -	0.0%
9. Human Resources	5	\$ 39,446	0.8%
10. Non-Departmental	5	\$ 71,484	1.4%
11. Parks and Recreation	5	\$ 200,961	3.9%
12. Police	5	\$ 2,159,790	41.8%
13. Public Works	5	\$ 449,365	8.7%
14. Library Services	5	\$ 129,824	2.5%
15. Other Post-Employment Benefits (OPEB)	5	\$ 151,593	2.9%
16. Measure W (Police)	5	\$ 117,018	2.3%
<u>Annual Recurring Costs - Case Study / Table 6</u>			
1. Road Maintenance	6	\$ 148,980	2.9%
2. Fire Engine Company Obligation	6	\$ 1,537,755	29.7%
3. Raw Land and Finished Lot Police Monitoring	6	\$ 5,750	0.1%
		<u>\$ 5,169,050</u>	<u>100.0%</u>
Direct Recurring Costs			
		<u>\$ (378,195)</u>	

TABLE 2 - LAND USE INFORMATION AND PROPERTY TAX CALCULATIONS

Tidewater Crossing - FY 2017

September 19, 2008

Product	Quantity	Cumulative Quantity	Price Per Unit	Total Valuation
Residential				
Traditional Single Family Residential	153	1,071	\$ 464,816	\$ 475,820,817
Small Lot Detached	87	603	\$ 382,790	\$ 220,669,806
Multi-Family Residential	134	134	\$ 218,737	\$ 29,310,765
	374	1,808		725,801,388

	Cumulative Building		Price Per Sq. Ft.	Total Valuation
	Building Sq. Ft.	Sq. Ft.		
Non-Residential				
Retail Buildings	-	186,200	\$ 218.74	\$ 39,605,921
Office Buildings	-	-	\$ 218.74	-
Industrial	529,260	3,704,820	\$ 92.96	\$ 327,056,960
				366,662,880

Land	Remainder		Acres		Total Valuation	
	Developed	Land	Raw	Finished Lot	Raw	Finished Lot
Residential (LDR)	27	80	53	27	\$ 3,997,290	\$ 22,331,774
Residential (MDR)	9	28	19	9	\$ 1,417,810	\$ 10,385,434
Residential (HDR)	5	5	0	5	\$ -	\$ 9,238,366
Industrial	22	67	45	22	\$ 3,379,541	\$ 15,450,085
Commercial	0	0	0	0	\$ -	\$ -
	64	180	117	64	\$ 8,794,641	\$ 57,405,659

Total Project Valuation \$ 1,158,664,569

Property Tax		
Basic Rate		1.000%
Residential - Secured Property Tax	\$ 7,258,014	
Non-Residential - Secured Property Tax	\$ 3,666,629	
Land - Secured Property Tax	\$ 662,003	
Residential - Secured Property Tax Allocated to the City of Stockton /(a)	7.06% \$ 512,307	
Non-Residential - Secured Property Tax Allocated to the City of Stockton /(a)	7.06% \$ 258,809	
Land - Secured Property Tax Allocated to the City of Stockton /(a)	7.06% \$ 46,727	
Total Secured Property Tax Allocated to the City of Stockton /(a)	\$ 817,844	
Unsecured Property Tax (@1% of Residential Secured Property Tax)	1.00%	5,123
Unsecured Property Tax (@10% of Non-Residential Secured Property Tax)	10.00%	25,881
Total Unsecured Property Tax	\$	31,004

Total Persons Served by Development

Persons per Household /(b)	
Low Density Residential	3.25
Medium Density Residential	2.85
High Density Residential	2.10
Number of Households	
Low Density Residential	1,071
Medium Density Residential	603
High Density Residential	134
Residents	5,481
Employees (50% of one resident)	1970
Total Persons	7,451
Single Family Residential Turnover Rate /(c)	10.00%
Multi Family Residential Turnover Rate	5.00%
Non-Residential Turnover Rate	5.00%
Single Family Residential Assessed Valuation	696,490,623
Multi Family Residential Assessed Valuation	29,310,765
Non-Residential Assessed Valuation	366,662,880
Amount	\$ 89,447,745
Document Transfer Tax	
Rate	0.0550%
Amount	\$ 151,965

Footnote:

- (a) Pursuant to the Tax Sharing Agreement between the City of Stockton and San Joaquin County.
 (b) Based on persons per household data from Goodwin Consulting Group. Standard Lot Single-Family Residential is classified as low density residential housing, Small Lot Detached Single-Family Residential is classified as medium density residential, and Multi-Family Residential is classified as high density residential.
 (c) Assumes single family residential property is sold once every 10 years, and multi-family and non-residential property is sold once every 20 years.

TABLE 3 - SALES AND USE TAX REVENUE CALCULATIONS
Tidewater Crossing - FY 2017
September 19, 2008

Description	Amount
Residential Taxable Sales	
<u>Household Income by Product Type (a)</u>	
Standard Lot Single-Family Residential	\$ 109,921
Small Lot Detached Single-Family Residential	\$ 90,523
Multi-Family Residential	\$ 59,380
<u>Retail Taxable Sales per Unit (@ % of household income) (b)</u>	
Standard Lot Single-Family Residential	25.6% \$ 28,140
Small Lot Detached Single-Family Residential	27.8% \$ 25,165
Multi-Family Residential	31.9% \$ 18,942
<u>Total Residential Retail Taxable Sales Generated by Project (Taxable Sales per Unit x Residential Units)</u>	
Standard Lot Single-Family Residential	\$ 30,137,683
Small Lot Detached Single-Family Residential	\$ 15,174,754
Multi-Family Residential	\$ 2,538,244
	\$ 47,850,681
<u>Projected Off-Site Taxable Sales Captured in City (@82.0% of Residential Retail Taxable Sales) (c)</u>	82.0% \$ 39,237,559
Non-Residential Taxable Sales	
On-Site Taxable Sales	
Retail Buildings	Cumulative Building Sq. Ft. 186,200 Taxable Sales Per Sq. Ft. \$ 250.00 Total On-Site Taxable Sales \$ 46,550,000
Office Buildings	- \$ 5.00 \$ -
Industrial	3,704,820 \$ 5.00 \$ 18,524,100
	\$ 65,074,100
<u>Total Non-Residential Taxable Sales based on Regional Demand</u>	6.0% \$ 3,904,446
Total Project Taxable Sales	\$ 43,142,005
<u>Project Sales and Use Tax to City</u>	
Sales Tax (@0.75% of taxable sales)	0.75% \$ 323,565
Property Tax in Lieu of Sales Tax (@0.25% of taxable sales)	0.25% 107,855
	\$ 431,420
<u>Countywide and Statewide Pooled Sales Tax Revenue</u>	11.76% \$ 50,735
<u>Project Measure W - City of Stockton Public Safety Transactions and Use - Quarter Cent Tax</u>	0.25% \$ 107,855
<u>Project Proposition 172 - Half Cent Sales Tax</u>	
Proposition 172 Half Cent Sales Tax Generated by Tidewater Crossing Development	0.50% \$ 215,710
Total Proposition 172 - Half Cent Sales Tax for Public Safety Allocated to City of Stockton	3.26% \$ 7,032.15
<u>Vehicle License Fees (VLF)</u>	
Remaining VLF	\$ 1,847,985
Remaining VLF per Resident	\$ 6.22
VLF Generated by Project	\$ 34,110
<u>Property Tax in Lieu of VLF (PTILVLF)</u>	
San Joaquin County Total Assessed Value	\$ 21,727,998,334
FY 07-08 San Joaquin County Property Tax in Lieu of VLF	\$ 22,762,941
Property Tax in Lieu of VLF per \$10,000 of Net AV	\$ 10.48
Project Property Tax in Lieu of VLF	\$ 1,204,640

Footnote:

- (a) Household income is calculated for each product type based upon estimated sales prices. A 7%, 30 year fixed rate mortgage with a 15% down payment is assumed along with 2% of purchase price for annual taxes and insurance and a 35% debt ratio.
- (b) Based upon Table 7 - City of Stockton Fiscal Impact Analysis: Consumer Expenditure Patterns by Income Bracket.
- (c) 82% of Total Taxable Sales Generated by the Project are captured within the City of Stockton.

TABLE 4 - GENERAL FUND AND GAS TAX REVENUE CALCULATIONS
Tidewater Crossing - FY 2017
September 19, 2008

Cost	Budget /(a)	Budget Amount Per Person Served	Persons Served by Development	Factor Measure	Revenue
CITY GENERAL FUND / Additional Per Person Served Revenue					
1. Taxes	\$ 45,951,200	\$ 133.53	7,451	per resident + 50% employee	\$ 994,926
2. Business Licenses	\$ 11,000,000	\$ 116.56	3,940	per employee	\$ 459,251
3. Licenses & Permits	\$ 278,749	\$ 0.81	7,451	per resident + 50% employee	\$ 6,035
4. Animal Licenses	\$ 85,000	\$ 0.29	5,481	per resident	\$ 1,569
5. Revenues from Other Agencies	\$ 256,245	\$ 0.74	7,451	per resident + 50% employee	\$ 5,548
6. Charges for Services	\$ 4,885,508	\$ 14.20	7,451	per resident + 50% employee	\$ 105,780
7. Fines & Forfeitures	\$ 3,898,064	\$ 11.33	7,451	per resident + 50% employee	\$ 84,400
8. Other Revenues	\$ 9,051,719	\$ 26.30	7,451	per resident + 50% employee	\$ 195,986
9. Gas Tax Fund Revenues	\$ 5,458,500	\$ 18.38	5,481	per resident	\$ 100,753
	<u>\$ 80,864,985</u>	<u>\$ 322.15</u>			<u>\$ 1,954,249</u>

Footnote:

(a) Per City of Stockton FY 07-08 Budget.

TABLE 5 - GENERAL FUND AND MEASURE W COST CALCULATIONS
Tidewater Crossing - FY 2017
September 19, 2008

Cost	Budget / (a)	Cost Factor / (b)	Adjusted Budget		Factor Measure	Cost
			Amount Per Capita / (c)	Persons Served by Development		
<u>CITY GENERAL FUND / Expenditures</u>						
1. Administrative Services	\$ 3,334,648	73%	\$ 7.09	7,451	per resident + 50% employee	\$ 52,851
2. City Attorney	\$ 1,441,025	73%	\$ 3.07	7,451	per resident + 50% employee	\$ 22,839
3. City Auditor	\$ 683,222	73%	\$ 1.45	7,451	per resident + 50% employee	\$ 10,828
4. City Clerk	\$ 1,050,974	73%	\$ 2.24	7,451	per resident + 50% employee	\$ 16,657
5. City Council	\$ 652,914	73%	\$ 1.39	7,451	per resident + 50% employee	\$ 10,348
6. City Manager	\$ 1,586,333	73%	\$ 3.37	7,451	per resident + 50% employee	\$ 25,142
7. Economic Development	\$ 850,609	100%	\$ 2.47	7,451	per resident + 50% employee	\$ 18,417
8. Fire	\$ 45,622,527	0%	\$ -	7,451	per resident + 50% employee	\$ -
9. Human Resources	\$ 2,488,858	73%	\$ 5.29	7,451	per resident + 50% employee	\$ 39,446
10. Non-Departmental	\$ 3,301,520	100%	\$ 9.59	7,451	per resident + 50% employee	\$ 71,484
11. Parks and Recreation	\$ 10,887,509	100%	\$ 36.67	5,481	per resident	\$ 200,961
12. Police	\$ 99,751,057	100%	\$ 289.88	7,451	per resident + 50% employee	\$ 2,159,790
13. Public Works	\$ 20,754,175	100%	\$ 60.31	7,451	per resident + 50% employee	\$ 449,365
14. Library Services	\$ 7,033,487	100%	\$ 23.69	5,481	per resident	\$ 129,824
15. Other Post-Employment Benefits (OPEB)	\$ 7,001,386	100%	\$ 20.35	7,451	per resident + 50% employee	\$ 151,593
16. Measure W (Police)	\$ 5,404,548	100%	\$ 15.71	7,451	per resident + 50% employee	\$ 117,018
	<u>\$ 211,844,792.00</u>		<u>\$ 482.57</u>			<u>\$ 3,476,565</u>

Footnote:

- (a) Per City of Stockton FY 07-08 Budget.
- (b) An efficiency factor of 73.2% has been assumed for all general City staff costs (items 1 - 6 & 9). Fire costs are determined on a project by project basis, thus a 0% cost factor is used.
- (c) Only residents impact items 11 and 14, as a result their adjusted budget amount per capita is calculated in per capita terms. Items 1-10, 12-13, and 15-16 are impacted by residents and employees, as a result their adjusted budget amount per capita is calculated on a per persons served basis with employees treated as half a resident.

TABLE 6 - CASE STUDY EXPENDITURE CALCULATIONS
Tidewater Crossing - FY 2017
September 19, 2008

Description	Unit	Unit Count	Cost per Unit	Amount
Road Maintenance				
Pavement Maintenance	Lane Mile	7.7	\$ 12,000	\$ 92,283
Curb, Gutter, and Sidewalk Maintenance (City Street Tree Repair Only)				
Local Streets	Road Mile	3.0	\$ 5,500	\$ 16,656
Arterial Streets	Road Mile	1.5	\$ 6,300	\$ 9,629
Streetlight Maintenance and Energy				
Local Streets	Road Mile	3.0	\$ 3,500	\$ 10,599
Arterial Streets	Road Mile	1.5	\$ 7,000	\$ 10,699
Traffic Signal Maintenance and Energy	Road Mile	4.6	\$ 2,000	\$ 9,114
				\$ 148,980
Fire Department / (a)				
Project share of Engine Company at buildout	Engine Company	0.51	\$ 3,043,909	\$ 1,537,755
				\$ 1,537,755
Raw Land and Finished Lot Police Monitoring / (b)				
				\$ 5,750
				<u>\$ 1,692,485</u>

Footnote:

- (a) The project shares its funding obligation for a new engine company with the French Camp project. Tidewater's share of funding for a new engine is based on its proportionate share of persons served that will be generated by the projects. French Camp will have an estimated 10,514 persons served at buildout. Per conversations with the City of Stockton Fire Chief the Project will commence funding its share of the new engine company with the 301st occupied residential structure. As an even monthly absorption schedule is assumed engine company costs are assumed to commence in FY 2012 on the beginning of the fourth month, when the 301st residential structure becomes occupied. Thus the Project pays 75% of the annual cost for the remainder of FY 2012 and the entirety of the cost from FY 2013 and into the future.
- (b) The cost for monitoring the Project's raw land and unfinished lots assumes Police monitoring of two hours per week over a 52 week work year at \$5,000 annually. Assumes the Police Officer assigned to monitoring the Project receives \$100,000 in compensation, inclusive of salary and benefits. Other City administrative costs are assumed to be an additional 15%. Raw Land and Finished Lot Police Monitoring for the Project ends in FY 2020 as the Project will have reached buildout.

TABLE 1 - FISCAL IMPACT ANALYSIS SUMMARY

Tidewater Crossing - FY 2018

September 19, 2008

	Ref. Table	Revenue / Costs At Buildout	Percent of Total
<u>Annual Recurring Revenues - Per Tables 2 & 3</u>			
1. Secured Property Tax	2	\$ 935,272	16.9%
2. Unsecured Property Tax	2	\$ 35,281	0.6%
3. Document Transfer Tax	2	\$ 161,616	2.9%
4. Project Sales and Use Tax	3	\$ 566,885	10.2%
5. Prop 172 Sales Tax	3	\$ 8,268	0.1%
6. Measure W Sales and Use Tax	3	\$ 126,808	2.3%
7. Vehicle License Fees (VLF)	3	\$ 40,512	0.7%
8. Property Tax in Lieu of VLF (PTILVLF)	3	\$ 1,383,535	25.0%
<u>Annual Recurring Revenues - Per Capita / Table 4</u>			
1. Taxes	4	\$ 1,166,345	21.1%
2. Licenses and Permits	4	\$ 527,636	9.5%
3. Revenues from Other Agencies	4	\$ 6,504	0.1%
4. Charges for Services	4	\$ 124,005	2.2%
5. Fines & Forfeitures	4	\$ 98,942	1.8%
6. Other Revenues	4	\$ 229,753	4.2%
7. Gas Tax Fund Revenues	4	\$ 119,663	2.2%
		<u>\$ 5,531,025</u>	<u>100.0%</u>
<u>Annual Recurring Costs - Per Capita / Table 5</u>			
1. Administrative Services	5	\$ 61,957	1.1%
2. City Attorney	5	\$ 26,774	0.5%
3. City Auditor	5	\$ 12,694	0.2%
4. City Clerk	5	\$ 19,527	0.3%
5. City Council	5	\$ 12,131	0.2%
6. City Manager	5	\$ 29,474	0.5%
7. Economic Development	5	\$ 21,590	0.4%
8. Fire	5	\$ -	0.0%
9. Human Resources	5	\$ 46,242	0.8%
10. Non-Departmental	5	\$ 83,800	1.4%
11. Parks and Recreation	5	\$ 238,680	4.1%
12. Police	5	\$ 2,531,906	43.7%
13. Public Works	5	\$ 526,788	9.1%
14. Library Services	5	\$ 154,191	2.7%
15. Other Post-Employment Benefits (OPEB)	5	\$ 177,711	3.1%
16. Measure W (Police)	5	\$ 137,180	2.4%
<u>Annual Recurring Costs - Case Study / Table 6</u>			
1. Road Maintenance	6	\$ 164,551	2.8%
2. Fire Engine Company Obligation	6	\$ 1,537,755	26.6%
3. Raw Land and Finished Lot Police Monitoring	6	\$ 5,750	0.1%
		<u>\$ 5,788,701</u>	<u>100.0%</u>
Direct Recurring Costs		<u>\$ 5,788,701</u>	<u>100.0%</u>
Net Annual Deficit		<u><u>\$ (257,676)</u></u>	

TABLE 2 - LAND USE INFORMATION AND PROPERTY TAX CALCULATIONS

Tidewater Crossing - FY 2018

September 19, 2008

Product	Quantity	Cumulative Quantity	Price Per Unit	Total Valuation
Residential				
Traditional Single Family Residential	153	1,224	\$ 469,464	\$ 546,028,151
Small Lot Detached	87	690	\$ 386,618	\$ 253,572,821
Multi-Family Residential	135	269	\$ 220,924	\$ 58,873,078
	375	2,183		858,474,050

	Cumulative Building		Price Per Sq. Ft.	Total Valuation
	Building Sq. Ft.	Sq. Ft.		
Non-Residential				
Retail Buildings	-	186,200	\$ 220.92	\$ 39,306,168
Office Buildings	-	-	\$ 220.92	\$ -
Industrial	529,260	4,234,080	\$ 93.89	\$ 374,683,628
				413,989,796

Land	Remainder		Acres		Total Valuation	
	Developed	Land	Raw	Finished Lot	Raw	Finished Lot
Residential (LDR)	27	53	27	27	\$ 1,998,645	\$ 22,331,774
Residential (MDR)	9	19	9	9	\$ 708,905	\$ 10,385,434
Residential (HDR)	5	0	0	0	\$ -	\$ -
Industrial	22	45	22	22	\$ 1,689,770	\$ 15,450,085
Commercial	0	0	0	0	\$ -	\$ -
	64	117	58	58	\$ 4,397,321	\$ 48,167,293

Total Project Valuation \$ 1,325,028,459

Property Tax		
Basic Rate		1.000%
Residential - Secured Property Tax	\$ 8,584,741	
Non-Residential - Secured Property Tax	\$ 4,139,898	
Land - Secured Property Tax	\$ 525,646	
Residential - Secured Property Tax Allocated to the City of Stockton /(a)	7.06%	\$ 605,954
Non-Residential - Secured Property Tax Allocated to the City of Stockton /(a)	7.06%	\$ 292,215
Land - Secured Property Tax Allocated to the City of Stockton /(a)	7.06%	\$ 37,103
Total Secured Property Tax Allocated to the City of Stockton /(a)	\$	935,272
Unsecured Property Tax (@1% of Residential Secured Property Tax)	1.00%	6,060
Unsecured Property Tax (@10% of Non-Residential Secured Property Tax)	10.00%	29,221
Total Unsecured Property Tax	\$	35,281

Total Persons Served by Development

Persons per Household /(b)	
Low Density Residential	3.25
Medium Density Residential	2.85
High Density Residential	2.10
Number of Households	
Low Density Residential	1,224
Medium Density Residential	690
High Density Residential	269
Residents	6,509
Employees (50% of one resident)	2225
Total Persons	8,734
Single Family Residential Turnover Rate /(c)	10.00%
Multi Family Residential Turnover Rate	5.00%
Non-Residential Turnover Rate	5.00%
Single Family Residential Assessed Valuation	799,600,972
Multi Family Residential Assessed Valuation	58,873,078
Non-Residential Assessed Valuation	413,989,796
Amount	\$ 1,03,603,241

Document Transfer Tax	
Rate	0.0550%
Amount	\$ 161,616

Footnote:

- (a) Pursuant to the Tax Sharing Agreement between the City of Stockton and San Joaquin County.
- (b) Based on persons per household data from Goodwin Consulting Group. Standard Lot Single-Family Residential is classified as low density residential housing, Small Lot Detached Single-Family Residential is classified as medium density residential, and Multi-Family Residential is classified as high density residential.
- (c) Assumes single family residential property is sold once every 10 years, and multi-family and non-residential property is sold once every 20 years.

TABLE 3 - SALES AND USE TAX REVENUE CALCULATIONS
Tidewater Crossing - FY 2018
September 19, 2008

Description	Amount
Residential Taxable Sales	
<u>Household Income by Product Type (a)</u>	
Standard Lot Single-Family Residential	\$ 109,921
Small Lot Detached Single-Family Residential	\$ 90,523
Multi-Family Residential	\$ 59,380
<u>Retail Taxable Sales per Unit (@ % of household income) (b)</u>	
Standard Lot Single-Family Residential	25.6% \$ 28,140
Small Lot Detached Single-Family Residential	27.8% \$ 25,165
Multi-Family Residential	31.9% \$ 18,942
<u>Total Residential Retail Taxable Sales Generated by Project (Taxable Sales per Unit x Residential Units)</u>	
Standard Lot Single-Family Residential	\$ 34,443,067
Small Lot Detached Single-Family Residential	\$ 17,364,146
Multi-Family Residential	\$ 5,095,430
	<u>\$ 56,902,643</u>
<u>Projected Off-Site Taxable Sales Captured in City (@82.0% of Residential Retail Taxable Sales) (c)</u>	82.0% \$ <u>46,660,167</u>
Non-Residential Taxable Sales	
<u>On-Site Taxable Sales</u>	
Retail Buildings	Cumulative Building Sq. Ft. 186,200 Taxable Sales Per Sq. Ft. \$ 250.00 Total On-Site Taxable Sales \$ 46,550,000
Office Buildings	- \$ 5.00 \$ -
Industrial	4,234,080 \$ 5.00 \$ 21,170,400
	<u>\$ 67,720,400</u>
<u>Total Non-Residential Taxable Sales based on Regional Demand</u>	6.0% \$ <u>4,063,224</u>
Total Project Taxable Sales	<u>\$ 50,723,391</u>
<u>Project Sales and Use Tax to City</u>	
Sales Tax (@0.75% of taxable sales)	0.75% \$ 380,425
Property Tax in Lieu of Sales Tax (@0.25% of taxable sales)	0.25% <u>126,808</u>
	<u>\$ 507,234</u>
<u>Countywide and Statewide Pooled Sales Tax Revenue</u>	11.76% \$ 59,651
<u>Project Measure W - City of Stockton Public Safety Transactions and Use - Quarter Cent Tax</u>	0.25% \$ <u>126,808</u>
<u>Project Proposition 172 - Half Cent Sales Tax</u>	
Proposition 172 Half Cent Sales Tax Generated by Tidewater Crossing Development	0.50% \$ 253,617
Total Proposition 172 - Half Cent Sales Tax for Public Safety Allocated to City of Stockton	3.26% \$ 8,267.91
<u>Vehicle License Fees (VLF)</u>	
Remaining VLF	\$ 1,847,985
Remaining VLF per Resident	\$ 6.22
VLF Generated by Project	\$ 40,512
<u>Property Tax in Lieu of VLF (PTILVLF)</u>	
San Joaquin County Total Assessed Value	\$ 21,727,998,334
FY 07-08 San Joaquin County Property Tax in Lieu of VLF	\$ 22,762,941
Property Tax in Lieu of VLF per \$10,000 of Net AV	\$ 10.48
Project Property Tax in Lieu of VLF	\$ 1,383,535

Footnote:

- (a) Household income is calculated for each product type based upon estimated sales prices. A 7%, 30 year fixed rate mortgage with a 15% down payment is assumed along with 2% of purchase price for annual taxes and insurance and a 35% debt ratio.
- (b) Based upon Table 7 - City of Stockton Fiscal Impact Analysis: Consumer Expenditure Patterns by Income Bracket.
- (c) 82% of Total Taxable Sales Generated by the Project are captured within the City of Stockton.

TABLE 4 - GENERAL FUND AND GAS TAX REVENUE CALCULATIONS
Tidewater Crossing - FY 2018
September 19, 2008

Cost	Budget / (a)	Budget Amount Per Person Served	Persons Served by Development	Factor Measure	Revenue
<u>CITY GENERAL FUND / Additional Per Person Served Revenue</u>					
1. Taxes	\$ 45,951,200	\$ 133.53	8,734	per resident + 50% employee	\$ 1,166,345
2. Business Licenses	\$ 11,000,000	\$ 116.56	4,450	per employee	\$ 518,697
3. Licenses & Permits	\$ 278,749	\$ 0.81	8,734	per resident + 50% employee	\$ 7,075
4. Animal Licenses	\$ 85,000	\$ 0.29	6,509	per resident	\$ 1,863
5. Revenues from Other Agencies	\$ 256,245	\$ 0.74	8,734	per resident + 50% employee	\$ 6,504
6. Charges for Services	\$ 4,885,508	\$ 14.20	8,734	per resident + 50% employee	\$ 124,005
7. Fines & Forfeitures	\$ 3,898,064	\$ 11.33	8,734	per resident + 50% employee	\$ 98,942
8. Other Revenues	\$ 9,051,719	\$ 26.30	8,734	per resident + 50% employee	\$ 229,753
9. Gas Tax Fund Revenues	\$ 5,458,500	\$ 18.38	6,509	per resident	\$ 119,663
	<u>\$ 80,864,985</u>	<u>\$ 322.15</u>			<u>\$ 2,272,848</u>

Footnote:

(a) Per City of Stockton FY 07-08 Budget.

TABLE 5 - GENERAL FUND AND MEASURE W COST CALCULATIONS
Tidewater Crossing - FY 2018
September 19, 2008

Cost	Budget /(a)	Cost Factor /(b)	Adjusted Budget Amount Per Capita / (c)	Persons Served by Development	Factor Measure	Cost
<u>CITY GENERAL FUND / Expenditures</u>						
1. Administrative Services	\$ 3,334,648	73%	\$ 7.09	8,734	per resident + 50% employee	\$ 61,957
2. City Attorney	\$ 1,441,025	73%	\$ 3.07	8,734	per resident + 50% employee	\$ 26,774
3. City Auditor	\$ 683,222	73%	\$ 1.45	8,734	per resident + 50% employee	\$ 12,694
4. City Clerk	\$ 1,050,974	73%	\$ 2.24	8,734	per resident + 50% employee	\$ 19,527
5. City Council	\$ 652,914	73%	\$ 1.39	8,734	per resident + 50% employee	\$ 12,131
6. City Manager	\$ 1,586,333	73%	\$ 3.37	8,734	per resident + 50% employee	\$ 29,474
7. Economic Development	\$ 850,609	100%	\$ 2.47	8,734	per resident + 50% employee	\$ 21,590
8. Fire	\$ 45,622,527	0%	\$ -	8,734	per resident + 50% employee	\$ -
9. Human Resources	\$ 2,488,858	73%	\$ 5.29	8,734	per resident + 50% employee	\$ 46,242
10. Non-Departmental	\$ 3,301,520	100%	\$ 9.59	8,734	per resident + 50% employee	\$ 83,800
11. Parks and Recreation	\$ 10,887,509	100%	\$ 36.67	6,509	per resident	\$ 238,680
12. Police	\$ 99,751,057	100%	\$ 289.88	8,734	per resident + 50% employee	\$ 2,531,906
13. Public Works	\$ 20,754,175	100%	\$ 60.31	8,734	per resident + 50% employee	\$ 526,788
14. Library Services	\$ 7,033,487	100%	\$ 23.69	6,509	per resident	\$ 154,191
15. Other Post-Employment Benefits (OPEB)	\$ 7,001,386	100%	\$ 20.35	8,734	per resident + 50% employee	\$ 177,711
16. Measure W (Police)	\$ 5,404,548	100%	\$ 15.71	8,734	per resident + 50% employee	\$ 137,180
	<u>\$ 211,844,792.00</u>		<u>\$ 482.57</u>			<u>\$ 4,080,646</u>

Footnote:

- (a) Per City of Stockton FY 07-08 Budget.
- (b) An efficiency factor of 73.2% has been assumed for all general City staff costs (items 1 - 6 & 9). Fire costs are determined on a project by project basis, thus a 0% cost factor is used.
- (c) Only residents impact items 11 and 14, as a result their adjusted budget amount per capita is calculated in per capita terms. Items 1-10, 12-13, and 15-16 are impacted by residents and employees, as a result their adjusted budget amount per capita is calculated on a per persons served basis with employees treated as half a resident.

TABLE 6 - CASE STUDY EXPENDITURE CALCULATIONS
Tidewater Crossing - FY 2018
September 19, 2008

Description	Unit	Unit Count	Cost per Unit	Amount
Road Maintenance				
Pavement Maintenance	Lane Mile	9.0	\$ 12,000	\$ 107,853
Curb, Gutter, and Sidewalk Maintenance (City Street Tree Repair Only)				
Local Streets	Road Mile	3.0	\$ 5,500	\$ 16,656
Arterial Streets	Road Mile	1.5	\$ 6,300	\$ 9,629
Streetlight Maintenance and Energy				
Local Streets	Road Mile	3.0	\$ 3,500	\$ 10,599
Arterial Streets	Road Mile	1.5	\$ 7,000	\$ 10,699
Traffic Signal Maintenance and Energy	Road Mile	4.6	\$ 2,000	\$ 9,114
				\$ 164,551
Fire Department / (a)				
Project share of Engine Company at buildout	Engine Company	0.51	\$ 3,043,909	\$ 1,537,755
				\$ 1,537,755
Raw Land and Finished Lot Police Monitoring / (b)				
				\$ 5,750
				<u>\$ 1,708,056</u>

Footnote:

- (a) The project shares its funding obligation for a new engine company with the French Camp project. Tidewater's share of funding for a new engine is based on its proportionate share of persons served that will be generated by the projects. French Camp will have an estimated 10,514 persons served at buildout. Per conversations with the City of Stockton Fire Chief the Project will commence funding its share of the new engine company with the 301st occupied residential structure. As an even monthly absorption schedule is assumed engine company costs are assumed to commence in FY 2012 on the beginning of the fourth month, when the 301st residential structure becomes occupied. Thus the Project pays 75% of the annual cost for the remainder of FY 2012 and the entirety of the cost from FY 2013 and into the future.
- (b) The cost for monitoring the Project's raw land and unfinished lots assumes Police monitoring of two hours per week over a 52 week work year at \$5,000 annually. Assumes the Police Officer assigned to monitoring the Project receives \$100,000 in compensation, inclusive of salary and benefits. Other City administrative costs are assumed to be an additional 15%. Raw Land and Finished Lot Police Monitoring for the Project ends in FY 2020 as the Project will have reached buildout.

TABLE 1 - FISCAL IMPACT ANALYSIS SUMMARY

Tidewater Crossing - FY 2019

September 19, 2008

	Ref. Table	Revenue / Costs At Buildout	Percent of Total
<u>Annual Recurring Revenues - Per Tables 2 & 3</u>			
1. Secured Property Tax	2	\$ 1,039,101	16.9%
2. Unsecured Property Tax	2	\$ 39,381	0.6%
3. Document Transfer Tax	2	\$ 153,629	2.5%
4. Project Sales and Use Tax	3	\$ 628,179	10.2%
5. Prop 172 Sales Tax	3	\$ 9,162	0.1%
6. Measure W Sales and Use Tax	3	\$ 140,520	2.3%
7. Vehicle License Fees (VLF)	3	\$ 45,150	0.7%
8. Property Tax in Lieu of VLF (PTILVLF)	3	\$ 1,542,247	25.2%
<u>Annual Recurring Revenues - Per Capita / Table 4</u>			
1. Taxes	4	\$ 1,299,906	21.2%
2. Licenses and Permits	4	\$ 588,106	9.6%
3. Revenues from Other Agencies	4	\$ 7,249	0.1%
4. Charges for Services	4	\$ 138,205	2.3%
5. Fines & Forfeitures	4	\$ 110,272	1.8%
6. Other Revenues	4	\$ 256,063	4.2%
7. Gas Tax Fund Revenues	4	\$ 133,363	2.2%
		<u>\$ 6,130,532</u>	<u>100.0%</u>
<u>Annual Recurring Costs - Per Capita / Table 5</u>			
1. Administrative Services	5	\$ 69,052	1.1%
2. City Attorney	5	\$ 29,840	0.5%
3. City Auditor	5	\$ 14,148	0.2%
4. City Clerk	5	\$ 21,763	0.3%
5. City Council	5	\$ 13,520	0.2%
6. City Manager	5	\$ 32,849	0.5%
7. Economic Development	5	\$ 24,063	0.4%
8. Fire	5	\$ -	0.0%
9. Human Resources	5	\$ 51,538	0.8%
10. Non-Departmental	5	\$ 93,396	1.5%
11. Parks and Recreation	5	\$ 266,005	4.2%
12. Police	5	\$ 2,821,842	44.7%
13. Public Works	5	\$ 587,112	9.3%
14. Library Services	5	\$ 171,843	2.7%
15. Other Post-Employment Benefits (OPEB)	5	\$ 198,061	3.1%
16. Measure W (Police)	5	\$ 152,888	2.4%
<u>Annual Recurring Costs - Case Study / Table 6</u>			
1. Road Maintenance	6	\$ 217,103	3.4%
2. Fire Engine Company Obligation	6	\$ 1,537,755	24.4%
3. Raw Land and Finished Lot Police Monitoring	6	\$ 5,750	0.1%
		<u>\$ 6,308,528</u>	<u>100.0%</u>
Direct Recurring Costs			
		<u>\$ (177,995)</u>	

TABLE 2 - LAND USE INFORMATION AND PROPERTY TAX CALCULATIONS

Tidewater Crossing - FY 2019

September 19, 2008

Product	Quantity	Cumulative Quantity	Price Per Unit	Total Valuation		
Residential						
Traditional Single Family Residential	153	1,377	\$ 474,159	\$ 617,072,420		
Small Lot Detached	87	777	\$ 390,484	\$ 286,817,623		
Multi-Family Residential	0	269	\$ 223,134	\$ 58,367,774		
	240	2,423		962,257,817		
Non-Residential						
	Building Sq. Ft.	Cumulative Building Sq. Ft.	Price Per Sq. Ft.	Total Valuation		
Retail Buildings	-	186,200	\$ 223.13	\$ 39,044,817		
Office Buildings	-	-	\$ 223.13	-		
Industrial	529,260	4,763,340	\$ 94.83	\$ 422,656,897		
				461,701,714		
Land						
	Developed	Remainder Land	Acres Raw	Finished Lot	Total Valuation Raw	Finished Lot
Residential (LDR)	27	27	0	27	\$ -	\$ 22,331,774
Residential (MDR)	9	9	0	9	\$ -	\$ 10,385,434
Residential (HDR)	0	0	0	0	\$ -	\$ -
Industrial	22	22	0	22	\$ -	\$ 15,450,085
Commercial	0	0	0	0	\$ -	\$ -
	58	58	0	58	\$ -	\$ 48,167,293
Total Project Valuation				\$ 1,472,126,823		
Property Tax						
Basic Rate				1.000%		
Residential - Secured Property Tax					\$ 9,622,578	
Non-Residential - Secured Property Tax					\$ 4,617,017	
Land - Secured Property Tax					\$ 481,673	
Residential - Secured Property Tax Allocated to the City of Stockton /(a)				7.06%	\$ 679,210	
Non-Residential - Secured Property Tax Allocated to the City of Stockton /(a)				7.06%	\$ 325,892	
Land - Secured Property Tax Allocated to the City of Stockton /(a)				7.06%	\$ 33,999	
Total Secured Property Tax Allocated to the City of Stockton /(a)					\$ 1,039,101	
Unsecured Property Tax (@1% of Residential Secured Property Tax)				1.00%	6,792	
Unsecured Property Tax (@10% of Non-Residential Secured Property Tax)				10.00%	32,589	
Total Unsecured Property Tax					\$ 39,381	
Total Persons Served by Development						
Persons per Household /(b)						
Low Density Residential						3.25
Medium Density Residential						2.85
High Density Residential						2.10
Number of Households						
Low Density Residential						1,377
Medium Density Residential						777
High Density Residential						269
Residents						7,255
Employees (50% of one resident)						2480
Total Persons						9,735
Single Family Residential Turnover Rate /(c)						10.00%
Multi Family Residential Turnover Rate						5.00%
Non-Residential Turnover Rate						5.00%
Single Family Residential Assessed Valuation						903,890,043
Multi Family Residential Assessed Valuation						58,367,774
Non-Residential Assessed Valuation						461,701,714
Amount						\$ 116,392,479
Document Transfer Tax						
Rate						0.0550%
Amount						\$ 153,629

Footnote:

- (a) Pursuant to the Tax Sharing Agreement between the City of Stockton and San Joaquin County.
- (b) Based on persons per household data from Goodwin Consulting Group. Standard Lot Single-Family Residential is classified as low density residential housing, Small Lot Detached Single-Family Residential is classified as medium density residential, and Multi-Family Residential is classified as high density residential.
- (c) Assumes single family residential property is sold once every 10 years, and multi-family and non-residential property is sold once every 20 years.

TABLE 3 - SALES AND USE TAX REVENUE CALCULATIONS
Tidewater Crossing - FY 2019
September 19, 2008

Description	Amount
Residential Taxable Sales	
<u>Household Income by Product Type (a)</u>	
Standard Lot Single-Family Residential	\$ 109,921
Small Lot Detached Single-Family Residential	\$ 90,523
Multi-Family Residential	\$ 59,380
<u>Retail Taxable Sales per Unit (@ % of household income) (b)</u>	
Standard Lot Single-Family Residential	25.6% \$ 28,140
Small Lot Detached Single-Family Residential	27.8% \$ 25,165
Multi-Family Residential	31.9% \$ 18,942
<u>Total Residential Retail Taxable Sales Generated by Project (Taxable Sales per Unit x Residential Units)</u>	
Standard Lot Single-Family Residential	\$ 38,748,450
Small Lot Detached Single-Family Residential	\$ 19,553,538
Multi-Family Residential	\$ 5,095,430
	\$ 63,397,419
<u>Projected Off-Site Taxable Sales Captured in City (@82.0% of Residential Retail Taxable Sales) (c)</u>	82.0% \$ 51,985,883
Non-Residential Taxable Sales	
<u>On-Site Taxable Sales</u>	
Retail Buildings	Cumulative Building Sq. Ft. 186,200 Taxable Sales Per Sq. Ft. \$ 250.00 Total On-Site Taxable Sales \$ 46,550,000
Office Buildings	- \$ 5.00 \$ -
Industrial	4,763,340 \$ 5.00 \$ 23,816,700
	\$ 70,366,700
<u>Total Non-Residential Taxable Sales based on Regional Demand</u>	6.0% \$ 4,222,002
Total Project Taxable Sales	\$ 56,207,885
<u>Project Sales and Use Tax to City</u>	
Sales Tax (@0.75% of taxable sales)	0.75% \$ 421,559
Property Tax in Lieu of Sales Tax (@0.25% of taxable sales)	0.25% 140,520
	\$ 562,079
<u>Countywide and Statewide Pooled Sales Tax Revenue</u>	11.76% \$ 66,100
<u>Project Measure W - City of Stockton Public Safety Transactions and Use - Quarter Cent Tax</u>	0.25% \$ 140,520
<u>Project Proposition 172 - Half Cent Sales Tax</u>	
Proposition 172 Half Cent Sales Tax Generated by Tidewater Crossing Development	0.50% \$ 281,039
Total Proposition 172 - Half Cent Sales Tax for Public Safety Allocated to City of Stockton	3.26% \$ 9,161.89
<u>Vehicle License Fees (VLF)</u>	
Remaining VLF	\$ 1,847,985
Remaining VLF per Resident	\$ 6.22
VLF Generated by Project	\$ 45,150
<u>Property Tax in Lieu of VLF (PTILVLF)</u>	
San Joaquin County Total Assessed Value	\$ 21,727,998,334
FY 07-08 San Joaquin County Property Tax in Lieu of VLF	\$ 22,762,941
Property Tax in Lieu of VLF per \$10,000 of Net AV	\$ 10.48
Project Property Tax in Lieu of VLF	\$ 1,542,247

Footnote:

- (a) Household income is calculated for each product type based upon estimated sales prices. A 7%, 30 year fixed rate mortgage with a 15% down payment is assumed along with 2% of purchase price for annual taxes and insurance and a 35% debt ratio.
- (b) Based upon Table 7 - City of Stockton Fiscal Impact Analysis: Consumer Expenditure Patterns by Income Bracket.
- (c) 82% of Total Taxable Sales Generated by the Project are captured within the City of Stockton.

TABLE 4 - GENERAL FUND AND GAS TAX REVENUE CALCULATIONS
Tidewater Crossing - FY 2019
September 19, 2008

Cost	Budget /(a)	Budget Amount Per Person Served	Persons Served by Development	Factor Measure	Revenue
CITY GENERAL FUND / Additional Per Person Served Revenue					
1. Taxes	\$ 45,951,200	\$ 133.53	9,735	per resident + 50% employee	\$ 1,299,906
2. Business Licenses	\$ 11,000,000	\$ 116.56	4,960	per employee	\$ 578,144
3. Licenses & Permits	\$ 278,749	\$ 0.81	9,735	per resident + 50% employee	\$ 7,885
4. Animal Licenses	\$ 85,000	\$ 0.29	7,255	per resident	\$ 2,077
5. Revenues from Other Agencies	\$ 256,245	\$ 0.74	9,735	per resident + 50% employee	\$ 7,249
6. Charges for Services	\$ 4,885,508	\$ 14.20	9,735	per resident + 50% employee	\$ 138,205
7. Fines & Forfeitures	\$ 3,898,064	\$ 11.33	9,735	per resident + 50% employee	\$ 110,272
8. Other Revenues	\$ 9,051,719	\$ 26.30	9,735	per resident + 50% employee	\$ 256,063
9. Gas Tax Fund Revenues	\$ 5,458,500	\$ 18.38	7,255	per resident	\$ 133,363
	<u>\$ 80,864,985</u>	<u>\$ 322.15</u>			<u>\$ 2,533,163</u>

Footnote:

(a) Per City of Stockton FY 07-08 Budget.

TABLE 5 - GENERAL FUND AND MEASURE W COST CALCULATIONS
Tidewater Crossing - FY 2019
September 19, 2008

Cost	Budget /(a)	Cost Factor /(b)	Adjusted Budget Amount Per Capita / (c)	Persons Served by Development	Factor Measure	Cost
<u>CITY GENERAL FUND / Expenditures</u>						
1. Administrative Services	\$ 3,334,648	73%	\$ 7.09	9,735	per resident + 50% employee	\$ 69,052
2. City Attorney	\$ 1,441,025	73%	\$ 3.07	9,735	per resident + 50% employee	\$ 29,840
3. City Auditor	\$ 683,222	73%	\$ 1.45	9,735	per resident + 50% employee	\$ 14,148
4. City Clerk	\$ 1,050,974	73%	\$ 2.24	9,735	per resident + 50% employee	\$ 21,763
5. City Council	\$ 652,914	73%	\$ 1.39	9,735	per resident + 50% employee	\$ 13,520
6. City Manager	\$ 1,586,333	73%	\$ 3.37	9,735	per resident + 50% employee	\$ 32,849
7. Economic Development	\$ 850,609	100%	\$ 2.47	9,735	per resident + 50% employee	\$ 24,063
8. Fire	\$ 45,622,527	0%	\$ -	9,735	per resident + 50% employee	\$ -
9. Human Resources	\$ 2,488,858	73%	\$ 5.29	9,735	per resident + 50% employee	\$ 51,538
10. Non-Departmental	\$ 3,301,520	100%	\$ 9.59	9,735	per resident + 50% employee	\$ 93,396
11. Parks and Recreation	\$ 10,887,509	100%	\$ 36.67	7,255	per resident	\$ 266,005
12. Police	\$ 99,751,057	100%	\$ 289.88	9,735	per resident + 50% employee	\$ 2,821,842
13. Public Works	\$ 20,754,175	100%	\$ 60.31	9,735	per resident + 50% employee	\$ 587,112
14. Library Services	\$ 7,033,487	100%	\$ 23.69	7,255	per resident	\$ 171,843
15. Other Post-Employment Benefits (OPEB)	\$ 7,001,386	100%	\$ 20.35	9,735	per resident + 50% employee	\$ 198,061
16. Measure W (Police)	\$ 5,404,548	100%	\$ 15.71	9,735	per resident + 50% employee	\$ 152,888
	<u>\$ 211,844,792.00</u>		<u>\$ 482.57</u>			<u>\$ 4,547,919</u>

Footnote:

- (a) Per City of Stockton FY 07-08 Budget.
- (b) An efficiency factor of 73.2% has been assumed for all general City staff costs (items 1 - 6 & 9). Fire costs are determined on a project by project basis, thus a 0% cost factor is used.
- (c) Only residents impact items 11 and 14, as a result their adjusted budget amount per capita is calculated in per capita terms. Items 1-10, 12-13, and 15-16 are impacted by residents and employees, as a result their adjusted budget amount per capita is calculated on a per persons served basis with employees treated as half a resident.

TABLE 6 - CASE STUDY EXPENDITURE CALCULATIONS
Tidewater Crossing - FY 2019
September 19, 2008

Description	Unit	Unit Count	Cost per Unit	Amount
Road Maintenance				
Pavement Maintenance	Lane Mile	12.4	\$ 12,000	\$ 149,337
Curb, Gutter, and Sidewalk Maintenance (City Street Tree Repair Only)				
Local Streets	Road Mile	3.0	\$ 5,500	\$ 16,656
Arterial Streets	Road Mile	2.3	\$ 6,300	\$ 14,187
Streetlight Maintenance and Energy				
Local Streets	Road Mile	3.0	\$ 3,500	\$ 10,599
Arterial Streets	Road Mile	2.3	\$ 7,000	\$ 15,763
Traffic Signal Maintenance and Energy	Road Mile	5.3	\$ 2,000	\$ 10,561
				\$ 217,103
Fire Department / (a)				
Project share of Engine Company at buildout	Engine Company	0.51	\$ 3,043,909	\$ 1,537,755
				\$ 1,537,755
Raw Land and Finished Lot Police Monitoring / (b)				
				\$ 5,750
				<u>\$ 1,760,609</u>

Footnote:

- (a) The project shares its funding obligation for a new engine company with the French Camp project. Tidewater's share of funding for a new engine is based on its proportionate share of persons served that will be generated by the projects. French Camp will have an estimated 10,514 persons served at buildout. Per conversations with the City of Stockton Fire Chief the Project will commence funding its share of the new engine company with the 301st occupied residential structure. As an even monthly absorption schedule is assumed engine company costs are assumed to commence in FY 2012 on the beginning of the fourth month, when the 301st residential structure becomes occupied. Thus the Project pays 75% of the annual cost for the remainder of FY 2012 and the entirety of the cost from FY 2013 and into the future.
- (b) The cost for monitoring the Project's raw land and unfinished lots assumes Police monitoring of two hours per week over a 52 week work year at \$5,000 annually. Assumes the Police Officer assigned to monitoring the Project receives \$100,000 in compensation, inclusive of salary and benefits. Other City administrative costs are assumed to be an additional 15%. Raw Land and Finished Lot Police Monitoring for the Project ends in FY 2020 as the Project will have reached buildout.

TABLE 1 - FISCAL IMPACT ANALYSIS SUMMARY

Tidewater Crossing - FY 2020

September 19, 2008

	Ref. Table	Revenue / Costs At Buildout	Percent of Total
<u>Annual Recurring Revenues - Per Tables 2 & 3</u>			
1. Secured Property Tax	2	\$ 1,113,343	16.7%
2. Unsecured Property Tax	2	\$ 43,521	0.7%
3. Document Transfer Tax	2	\$ 162,633	2.4%
4. Project Sales and Use Tax	3	\$ 689,474	10.3%
5. Prop 172 Sales Tax	3	\$ 10,056	0.2%
6. Measure W Sales and Use Tax	3	\$ 154,231	2.3%
7. Vehicle License Fees (VLF)	3	\$ 49,788	0.7%
8. Property Tax in Lieu of VLF (PTILVLF)	3	\$ 1,652,438	24.8%
<u>Annual Recurring Revenues - Per Capita / Table 4</u>			
1. Taxes	4	\$ 1,433,467	21.5%
2. Licenses and Permits	4	\$ 648,576	9.7%
3. Revenues from Other Agencies	4	\$ 7,994	0.1%
4. Charges for Services	4	\$ 152,406	2.3%
5. Fines & Forfeitures	4	\$ 121,602	1.8%
6. Other Revenues	4	\$ 282,372	4.2%
7. Gas Tax Fund Revenues	4	\$ 147,062	2.2%
		\$ 6,668,962	100.0%
<u>Annual Recurring Costs - Per Capita / Table 5</u>			
1. Administrative Services	5	\$ 76,147	1.1%
2. City Attorney	5	\$ 32,906	0.5%
3. City Auditor	5	\$ 15,601	0.2%
4. City Clerk	5	\$ 23,999	0.4%
5. City Council	5	\$ 14,909	0.2%
6. City Manager	5	\$ 36,224	0.5%
7. Economic Development	5	\$ 26,535	0.4%
8. Fire	5	\$ -	0.0%
9. Human Resources	5	\$ 56,833	0.8%
10. Non-Departmental	5	\$ 102,992	1.5%
11. Parks and Recreation	5	\$ 293,329	4.3%
12. Police	5	\$ 3,111,777	45.6%
13. Public Works	5	\$ 647,435	9.5%
14. Library Services	5	\$ 189,495	2.8%
15. Other Post-Employment Benefits (OPEB)	5	\$ 218,411	3.2%
16. Measure W (Police)	5	\$ 168,597	2.5%
<u>Annual Recurring Costs - Case Study / Table 6</u>			
1. Road Maintenance	6	\$ 269,656	4.0%
2. Fire Engine Company Obligation	6	\$ 1,537,755	22.5%
3. Raw Land and Finished Lot Police Monitoring	6	\$ -	0.0%
		\$ 6,822,604	100.0%
Direct Recurring Costs			
		\$ (153,642)	

TABLE 2 - LAND USE INFORMATION AND PROPERTY TAX CALCULATIONS

Tidewater Crossing - FY 2020

September 19, 2008

Product	Quantity	Cumulative Quantity	Price Per Unit	Total Valuation
Residential				
Traditional Single Family Residential	153	1,530	\$ 478,901	\$ 689,077,503
Small Lot Detached	87	864	\$ 394,389	\$ 320,468,224
Multi-Family Residential	0	269	\$ 225,365	\$ 57,929,165
	240	2,663		1,067,474,893

	Cumulative Building		Price Per Sq. Ft.	Total Valuation
	Building Sq. Ft.	Sq. Ft.		
Non-Residential				
Retail Buildings	-	186,200	\$ 225.37	\$ 38,819,808
Office Buildings	-	-	\$ 225.37	\$ -
Industrial	529,260	5,292,600	\$ 95.78	\$ 471,013,065
				509,832,873

Land	Remainder		Acres		Total Valuation	
	Developed	Land	Raw	Finished Lot	Raw	Finished Lot
Residential (LDR)	27	0	0	0	\$ -	\$ -
Residential (MDR)	9	0	0	0	\$ -	\$ -
Residential (HDR)	0	0	0	0	\$ -	\$ -
Industrial	22	0	0	0	\$ -	\$ -
Commercial	0	0	0	0	\$ -	\$ -
	58	0	0	0	\$ -	\$ -

Total Project Valuation \$ 1,577,307,766

Property Tax		
Basic Rate		1.000%
Residential - Secured Property Tax	\$ 10,674,749	
Non-Residential - Secured Property Tax	\$ 5,098,329	
Land - Secured Property Tax	\$ -	
Residential - Secured Property Tax Allocated to the City of Stockton /(a)	7.06%	\$ 753,477
Non-Residential - Secured Property Tax Allocated to the City of Stockton /(a)	7.06%	\$ 359,866
Land - Secured Property Tax Allocated to the City of Stockton /(a)	7.06%	\$ -
Total Secured Property Tax Allocated to the City of Stockton /(a)	\$	1,113,343
Unsecured Property Tax (@1% of Residential Secured Property Tax)	1.00%	7,535
Unsecured Property Tax (@10% of Non-Residential Secured Property Tax)	10.00%	35,987
Total Unsecured Property Tax	\$	43,521

Total Persons Served by Development

Persons per Household /(b)		
Low Density Residential		3.25
Medium Density Residential		2.85
High Density Residential		2.10
Number of Households		
Low Density Residential		1,530
Medium Density Residential		864
High Density Residential		269
Residents		8,000
Employees (50% of one resident)		2735
Total Persons		10,735
Single Family Residential Turnover Rate /(c)		10.00%
Multi Family Residential Turnover Rate		5.00%
Non-Residential Turnover Rate		5.00%
Single Family Residential Assessed Valuation		1,009,545,727
Multi Family Residential Assessed Valuation		57,929,165
Non-Residential Assessed Valuation		509,832,873
Amount	\$	129,342,675
Document Transfer Tax		
Rate		0.0550%
Amount	\$	162,633

Footnote:

- (a) Pursuant to the Tax Sharing Agreement between the City of Stockton and San Joaquin County.
- (b) Based on persons per household data from Goodwin Consulting Group. Standard Lot Single-Family Residential is classified as low density residential housing, Small Lot Detached Single-Family Residential is classified as medium density residential, and Multi-Family Residential is classified as high density residential.
- (c) Assumes single family residential property is sold once every 10 years, and multi-family and non-residential property is sold once every 20 years.

TABLE 3 - SALES AND USE TAX REVENUE CALCULATIONS
Tidewater Crossing - FY 2020
September 19, 2008

Description	Amount
Residential Taxable Sales	
<u>Household Income by Product Type (a)</u>	
Standard Lot Single-Family Residential	\$ 109,921
Small Lot Detached Single-Family Residential	\$ 90,523
Multi-Family Residential	\$ 59,380
<u>Retail Taxable Sales per Unit (@ % of household income) (b)</u>	
Standard Lot Single-Family Residential	25.6% \$ 28,140
Small Lot Detached Single-Family Residential	27.8% \$ 25,165
Multi-Family Residential	31.9% \$ 18,942
<u>Total Residential Retail Taxable Sales Generated by Project (Taxable Sales per Unit x Residential Units)</u>	
Standard Lot Single-Family Residential	\$ 43,053,833
Small Lot Detached Single-Family Residential	\$ 21,742,931
Multi-Family Residential	\$ 5,095,430
	<u>\$ 69,892,195</u>
<u>Projected Off-Site Taxable Sales Captured in City (@82.0% of Residential Retail Taxable Sales) (c)</u>	82.0% \$ 57,311,600
Non-Residential Taxable Sales	
<u>On-Site Taxable Sales</u>	
Retail Buildings	Cumulative Building Sq. Ft. 186,200 Taxable Sales Per Sq. Ft. \$ 250.00 Total On-Site Taxable Sales \$ 46,550,000
Office Buildings	- \$ 5.00 \$ -
Industrial	5,292,600 \$ 5.00 \$ 26,463,000
	<u>\$ 73,013,000</u>
<u>Total Non-Residential Taxable Sales based on Regional Demand</u>	6.0% \$ 4,380,780
Total Project Taxable Sales	<u>\$ 61,692,380</u>
<u>Project Sales and Use Tax to City</u>	
Sales Tax (@0.75% of taxable sales)	0.75% \$ 462,693
Property Tax in Lieu of Sales Tax (@0.25% of taxable sales)	0.25% 154,231
	<u>\$ 616,924</u>
<u>Countywide and Statewide Pooled Sales Tax Revenue</u>	11.76% \$ 72,550
<u>Project Measure W - City of Stockton Public Safety Transactions and Use - Quarter Cent Tax</u>	0.25% \$ 154,231
<u>Project Proposition 172 - Half Cent Sales Tax</u>	
Proposition 172 Half Cent Sales Tax Generated by Tidewater Crossing Development	0.50% \$ 308,462
Total Proposition 172 - Half Cent Sales Tax for Public Safety Allocated to City of Stockton	3.26% \$ 10,055.86
<u>Vehicle License Fees (VLF)</u>	
Remaining VLF	\$ 1,847,985
Remaining VLF per Resident	\$ 6.22
VLF Generated by Project	\$ 49,788
<u>Property Tax in Lieu of VLF (PTILVLF)</u>	
San Joaquin County Total Assessed Value	\$ 21,727,998,334
FY 07-08 San Joaquin County Property Tax in Lieu of VLF	\$ 22,762,941
Property Tax in Lieu of VLF per \$10,000 of Net AV	\$ 10.48
Project Property Tax in Lieu of VLF	\$ 1,652,438

Footnote:

- (a) Household income is calculated for each product type based upon estimated sales prices. A 7%, 30 year fixed rate mortgage with a 15% down payment is assumed along with 2% of purchase price for annual taxes and insurance and a 35% debt ratio.
- (b) Based upon Table 7 - City of Stockton Fiscal Impact Analysis: Consumer Expenditure Patterns by Income Bracket.
- (c) 82% of Total Taxable Sales Generated by the Project are captured within the City of Stockton.

TABLE 4 - GENERAL FUND AND GAS TAX REVENUE CALCULATIONS
Tidewater Crossing - FY 2020
September 19, 2008

Cost	Budget /(a)	Budget Amount Per Person Served	Persons Served by Development	Factor Measure	Revenue
CITY GENERAL FUND / Additional Per Person Served Revenue					
1. Taxes	\$ 45,951,200	\$ 133.53	10,735	per resident + 50% employee	\$ 1,433,467
2. Business Licenses	\$ 11,000,000	\$ 116.56	5,470	per employee	\$ 637,590
3. Licenses & Permits	\$ 278,749	\$ 0.81	10,735	per resident + 50% employee	\$ 8,696
4. Animal Licenses	\$ 85,000	\$ 0.29	8,000	per resident	\$ 2,290
5. Revenues from Other Agencies	\$ 256,245	\$ 0.74	10,735	per resident + 50% employee	\$ 7,994
6. Charges for Services	\$ 4,885,508	\$ 14.20	10,735	per resident + 50% employee	\$ 152,406
7. Fines & Forfeitures	\$ 3,898,064	\$ 11.33	10,735	per resident + 50% employee	\$ 121,602
8. Other Revenues	\$ 9,051,719	\$ 26.30	10,735	per resident + 50% employee	\$ 282,372
9. Gas Tax Fund Revenues	\$ 5,458,500	\$ 18.38	8,000	per resident	\$ 147,062
	<u>\$ 80,864,985</u>	<u>\$ 322.15</u>			<u>\$ 2,793,478</u>

Footnote:

(a) Per City of Stockton FY 07-08 Budget.

TABLE 5 - GENERAL FUND AND MEASURE W COST CALCULATIONS
Tidewater Crossing - FY 2020
September 19, 2008

Cost	Budget /(a)	Cost Factor /(b)	Adjusted Budget		Factor Measure	Cost
			Amount Per Capita / (c)	Persons Served by Development		
<u>CITY GENERAL FUND / Expenditures</u>						
1. Administrative Services	\$ 3,334,648	73%	\$ 7.09	10,735	per resident + 50% employee	\$ 76,147
2. City Attorney	\$ 1,441,025	73%	\$ 3.07	10,735	per resident + 50% employee	\$ 32,906
3. City Auditor	\$ 683,222	73%	\$ 1.45	10,735	per resident + 50% employee	\$ 15,601
4. City Clerk	\$ 1,050,974	73%	\$ 2.24	10,735	per resident + 50% employee	\$ 23,999
5. City Council	\$ 652,914	73%	\$ 1.39	10,735	per resident + 50% employee	\$ 14,909
6. City Manager	\$ 1,586,333	73%	\$ 3.37	10,735	per resident + 50% employee	\$ 36,224
7. Economic Development	\$ 850,609	100%	\$ 2.47	10,735	per resident + 50% employee	\$ 26,535
8. Fire	\$ 45,622,527	0%	\$ -	10,735	per resident + 50% employee	\$ -
9. Human Resources	\$ 2,488,858	73%	\$ 5.29	10,735	per resident + 50% employee	\$ 56,833
10. Non-Departmental	\$ 3,301,520	100%	\$ 9.59	10,735	per resident + 50% employee	\$ 102,992
11. Parks and Recreation	\$ 10,887,509	100%	\$ 36.67	8,000	per resident	\$ 293,329
12. Police	\$ 99,751,057	100%	\$ 289.88	10,735	per resident + 50% employee	\$ 3,111,777
13. Public Works	\$ 20,754,175	100%	\$ 60.31	10,735	per resident + 50% employee	\$ 647,435
14. Library Services	\$ 7,033,487	100%	\$ 23.69	8,000	per resident	\$ 189,495
15. Other Post-Employment Benefits (OPEB)	\$ 7,001,386	100%	\$ 20.35	10,735	per resident + 50% employee	\$ 218,411
16. Measure W (Police)	\$ 5,404,548	100%	\$ 15.71	10,735	per resident + 50% employee	\$ 168,597
	<u>\$ 211,844,792.00</u>		<u>\$ 482.57</u>			<u>\$ 5,015,192</u>

Footnote:

- (a) Per City of Stockton FY 07-08 Budget.
- (b) An efficiency factor of 73.2% has been assumed for all general City staff costs (items 1 - 6 & 9). Fire costs are determined on a project by project basis, thus a 0% cost factor is used.
- (c) Only residents impact items 11 and 14, as a result their adjusted budget amount per capita is calculated in per capita terms. Items 1-10, 12-13, and 15-16 are impacted by residents and employees, as a result their adjusted budget amount per capita is calculated on a per persons served basis with employees treated as half a resident.

TABLE 6 - CASE STUDY EXPENDITURE CALCULATIONS
Tidewater Crossing - FY 2020
September 19, 2008

Description	Unit	Unit Count	Cost per Unit	Amount
Road Maintenance				
Pavement Maintenance	Lane Mile	15.9	\$ 12,000	\$ 190,821
Curb, Gutter, and Sidewalk Maintenance (City Street Tree Repair Only)				
Local Streets	Road Mile	3.0	\$ 5,500	\$ 16,656
Arterial Streets	Road Mile	3.0	\$ 6,300	\$ 18,745
Streetlight Maintenance and Energy				
Local Streets	Road Mile	3.0	\$ 3,500	\$ 10,599
Arterial Streets	Road Mile	3.0	\$ 7,000	\$ 20,828
Traffic Signal Maintenance and Energy	Road Mile	6.0	\$ 2,000	\$ 12,008
				\$ 269,656
Fire Department / (a)				
Project share of Engine Company at buildout	Engine Company	0.51	\$ 3,043,909	\$ 1,537,755
				\$ 1,537,755
Raw Land and Finished Lot Police Monitoring / (b)				
				\$ -
				<u>\$ 1,807,412</u>

Footnote:

- (a) The project shares its funding obligation for a new engine company with the French Camp project. Tidewater's share of funding for a new engine is based on its proportionate share of persons served that will be generated by the projects. French Camp will have an estimated 10,514 persons served at buildout. Per conversations with the City of Stockton Fire Chief the Project will commence funding its share of the new engine company with the 301st occupied residential structure. As an even monthly absorption schedule is assumed engine company costs are assumed to commence in FY 2012 on the beginning of the fourth month, when the 301st residential structure becomes occupied. Thus the Project pays 75% of the annual cost for the remainder of FY 2012 and the entirety of the cost from FY 2013 and into the future.
- (b) The cost for monitoring the Project's raw land and unfinished lots assumes Police monitoring of two hours per week over a 52 week work year at \$5,000 annually. Assumes the Police Officer assigned to monitoring the Project receives \$100,000 in compensation, inclusive of salary and benefits. Other City administrative costs are assumed to be an additional 15%. Raw Land and Finished Lot Police Monitoring for the Project ends in FY 2020 as the Project will have reached buildout.

APPENDIX B

**City of Stockton
Hotel / Motel Supply**

	<u>Population</u>	
Current City	296,929	
Buildout of Plan Areas	191,379	(3.1 pph X 61,735 dwelling units)

	<u>Hotel / Motel Rooms</u>
Current City	2,300
Buildout of Plan Areas	200

	<u>Hotel / Motel Rooms per 1,000 Residents</u>	<u>New Hotel / Motel Rooms as a % of Existing Supply</u>
Current City	7.75	8.7%
Buildout of Plan Areas	1.05	

Footnotes:

- (a) Current City hotel / motel room data is from Monica Singleman, City of Stockton Conference and Visitors Bureau.
- (b) Population estimate for buildout of plan areas was provided by Jenny Liaw, City of Stockton Planning Department.
- (c) According to Jenny Liaw, City of Stockton Planning Department, a maximum of 200 hotel / motel rooms will be added by the Sanctuary project. This accounts for all of the planned hotel / motel rooms for the buildout of plan areas.

Multi-Family Income Calculations

\$59,379.69 Average
\$64,659.38 For Sale
\$54,100.00 For Rent
\$1,352.50 Average Monthly Rent
\$16,230.00 Annual Rent
\$6,492.00 Operating Expense
\$9,738.00 Net Operating Income

Household Income Calculation

	Home Price	Mortgage After Down Payment	Annual Mortgage Payment	Annual Taxes and Insurance	Total Annual House Payment	Annual Income
Standard Lot Single-Family Residential	\$437,877.93	\$372,196.24	\$29,714.77	\$8,757.56	\$38,472.33	\$109,920.94
Small Lot Detached Single-Family Residential	\$360,605.35	\$306,514.55	\$24,470.99	\$7,212.11	\$31,683.09	\$90,523.13
Multi-Family Residential (For sale only)-Average is 200k	\$257,575.25	\$218,938.96	\$17,479.28	\$5,151.51	\$22,630.78	\$64,659.38
<u>Mortgage Assumptions</u>						
Term		30				
# of Payments		360				
Annual Interest Rate		7%				
Interest Rate		0.583%				
Down Payment		15%				

Tidewater Assessed Value and Turnover Calculation

Assessed Value Additions	Average Home Price	Total Assessed Value:										
		2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Standard Lot Single-Family Residential	\$ 437,878	66,995,323	134,122,008	201,518,296	269,269,902	337,533,883	406,352,102	475,820,817	546,028,151	617,072,420	689,077,503	687,960,555
Small Lot Detached Single-Family Residential	\$ 360,605	31,012,060	62,089,029	93,284,493	124,659,551	156,246,329	188,113,486	220,669,806	253,572,821	286,817,623	320,468,224	319,897,459
Multi-Family Residential	\$ 206,060	-	-	-	-	-	-	29,310,765	58,873,078	58,367,774	57,929,165	57,547,846
Retail	\$ 206.06	-	-	-	-	19,963,160	39,946,284	39,605,921	39,306,168	39,044,817	38,819,808	38,629,150
Office	\$ 206.06	-	-	-	-	-	-	-	-	-	-	-
Industrial	\$ 87.58	46,350,254	92,746,858	139,238,504	185,871,734	232,691,080	279,739,187	327,056,960	374,683,628	422,656,897	471,013,065	468,587,546
Total		144,357,637	288,957,896	434,041,293	579,801,187	746,434,453	914,151,058	1,092,464,269	1,272,463,846	1,423,959,530	1,577,307,766	1,572,622,557

Annual Market Price Increase: 1.00%
 Annual AV Increase: -1.00%
 Annual Existing Home Turnover: 10.00%
 Annual Existing Multi-Family Turnover: 5.00%
 Annual Existing Non-Residential Turnover: 5.00%

Esc. Period (Every Year)	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10	YEAR 11
	0	1	2	3	4	5	6	7	8	9	10

Fiscal year:	2011	0	1	2	3	4	5	6	7	8	9	10
--------------	------	---	---	---	---	---	---	---	---	---	---	----

Product: Standard Lot Single-Family Residential												
	Starting Value	Value w/ AV Increase, Market Rate Increase & Turnover										
Market Price of Standard Lot Single-Family Residential	\$ 437,878	\$ 437,878	\$ 442,257	\$ 446,679	\$ 451,146	\$ 455,658	\$ 460,214	\$ 464,816	\$ 469,464	\$ 474,159	\$ 478,901	\$ 483,690
Annual Absorption of Standard Lot Single-Family Residential		153	153	153	153	153	153	153	153	153	153	0
Cumulative Total Standard Lot Single-Family Residential		153	306	459	612	765	918	1071	1224	1377	1530	1530
Annual No. of Units Assessed												
Year	0	153	138	124	112	101	91	82	74	67	60	54
Annual Units Assessed: Standard Lot Single-Family Residential	1		168	151	136	122	110	99	89	80	72	65
Annual Units Assessed: Standard Lot Single-Family Residential	2			184	166	149	134	121	109	98	88	79
Annual Units Assessed: Standard Lot Single-Family Residential	3				198	178	160	144	130	117	105	95
Annual Units Assessed: Standard Lot Single-Family Residential	4					215	194	175	158	142	128	115
Annual Units Assessed: Standard Lot Single-Family Residential	5						229	206	185	167	150	135
Annual Units Assessed: Standard Lot Single-Family Residential	6							244	220	198	178	160
Annual Units Assessed: Standard Lot Single-Family Residential	7								259	233	210	189
Annual Units Assessed: Standard Lot Single-Family Residential	8									275	248	223
Annual Units Assessed: Standard Lot Single-Family Residential	9										291	262
Annual Units Assessed: Standard Lot Single-Family Residential	10											153
Total		153	306	459	612	765	918	1,071	1,224	1,377	1,530	1,530

Annual Assessed Values	Year	0	1	2	3	4	5	6	7	8	9	10	
Annual Assessed Values: Standard Lot Single-Family Residential	0	-	66,995,323	59,822,882	53,216,355	47,585,721	42,483,003	37,893,997	33,804,777	30,201,682	27,071,319	24,000,542	
Annual Assessed Values: Standard Lot Single-Family Residential	1			74,299,126	66,112,955	58,949,988	52,352,791	46,731,303	41,637,591	37,057,456	32,976,972	29,382,482	
Annual Assessed Values: Standard Lot Single-Family Residential	2				82,188,986	73,407,271	65,230,763	58,077,268	51,918,477	46,301,842	41,212,887	36,637,416	
Annual Assessed Values: Standard Lot Single-Family Residential	3					89,326,921	79,500,959	70,746,921	63,035,507	56,337,984	50,197,144	44,598,232	
Annual Assessed Values: Standard Lot Single-Family Residential	4						97,966,368	87,513,584	78,153,239	69,855,598	62,153,798	55,465,699	
Annual Assessed Values: Standard Lot Single-Family Residential	5							105,389,029	93,856,064	83,445,330	74,573,062	66,311,974	
Annual Assessed Values: Standard Lot Single-Family Residential	6								113,415,163	101,236,977	90,202,147	80,279,911	
Annual Assessed Values: Standard Lot Single-Family Residential	7									121,591,280	108,291,354	96,625,633	
Annual Assessed Values: Standard Lot Single-Family Residential	8										130,393,738	116,415,529	
Annual Assessed Values: Standard Lot Single-Family Residential	9											139,360,086	
Annual Assessed Values: Standard Lot Single-Family Residential	10												74,004,516
Total		66,995,323	134,122,008	201,518,296	269,269,902	337,533,883	406,352,102	475,820,817	546,028,151	617,072,420	689,077,503	687,960,555	

Tidewater Assessed Value and Turnover Calculation

Assessed Value Additions	Average Home Price	Total Assessed Value:										
		2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Standard Lot Single-Family Residential	\$ 437,878	66,995,323	134,122,008	201,518,296	269,269,902	337,533,883	406,352,102	475,820,817	546,028,151	617,072,420	689,077,503	687,960,555
Small Lot Detached Single-Family Residential	\$ 360,605	31,012,060	62,089,029	93,284,493	124,659,551	156,246,329	188,113,486	220,669,806	253,572,821	286,817,623	320,468,224	319,897,459
Multi-Family Residential	\$ 206,060	-	-	-	-	-	-	29,310,765	58,873,078	58,367,774	57,929,165	57,547,846
Retail	\$ 206.06	-	-	-	-	19,963,160	39,946,284	39,605,921	39,306,168	39,044,817	38,819,808	38,629,150
Office	\$ 206.06	-	-	-	-	-	-	-	-	-	-	-
Industrial	\$ 87.58	46,350,254	92,746,858	139,238,504	185,871,734	232,691,080	279,739,187	327,056,960	374,683,628	422,656,897	471,013,065	468,587,546
Total		144,357,637	288,957,896	434,041,293	579,801,187	746,434,453	914,151,058	1,092,464,269	1,272,463,846	1,423,959,530	1,577,307,766	1,572,622,557

Annual Market Price Increase: 1.00%
 Annual AV Increase: -1.00%
 Annual Existing Home Turnover: 10.00%
 Annual Existing Multi-Family Turnover: 5.00%
 Annual Existing Non-Residential Turnover: 5.00%

Esc. Period (Every Year)	Fiscal year:	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	
		0	1	2	3	4	5	6	7	8	9	10	
Product: Small Lot Detached Single-Family Residential													
		Starting Value	Value w/ AV Increase, Market Rate Increase & Turnover										
Market Price of Small Lot Detached Single-Family Residential		\$ 360,605	\$ 360,605	\$ 364,211	\$ 367,854	\$ 371,532	\$ 375,247	\$ 379,000	\$ 382,790	\$ 386,618	\$ 390,484	\$ 394,389	\$ 398,333
Annual Absorption of Small Lot Detached Single-Family Residential			86	86	86	86	86	86	87	87	87	87	0
Cumulative Total Small Lot Detached Single-Family Residential			86	172	258	344	430	516	603	690	777	864	864
Annual No. of Units Assessed													
Year	0	-	86	77	69	62	56	50	45	41	37	33	30
	1			95	86	77	69	62	56	50	45	41	37
	2				103	93	84	76	68	61	55	50	45
	3					112	101	91	82	74	67	60	54
	4						120	108	97	87	78	70	63
	5							129	116	104	94	85	77
	6								139	125	113	102	92
	7									148	133	120	108
	8										155	140	126
	9											163	147
	10												85
Total			86	172	258	344	430	516	603	690	777	864	864

Annual Assessed Values	Year	0	1	2	3	4	5	6	7	8	9	10	
Annual Assessed Values: Small Lot Detached Single-Family Residential	0	-	31,012,060	27,488,946	24,386,622	21,693,491	19,398,179	17,146,605	15,277,625	13,780,418	12,311,627	10,870,834	9,783,750
Annual Assessed Values: Small Lot Detached Single-Family Residential	1			34,600,083	31,008,959	27,486,197	24,384,183	21,691,321	19,396,240	17,144,890	15,276,097	13,779,040	12,310,396
Annual Assessed Values: Small Lot Detached Single-Family Residential	2				37,888,912	33,868,273	30,284,792	27,126,520	24,028,386	21,339,327	19,047,973	17,143,176	15,274,570
Annual Assessed Values: Small Lot Detached Single-Family Residential	3					41,611,590	37,149,490	33,136,609	29,560,769	26,410,023	23,672,660	20,987,403	18,699,776
Annual Assessed Values: Small Lot Detached Single-Family Residential	4						45,029,685	40,121,449	35,674,655	31,676,887	28,115,968	24,979,956	22,257,141
Annual Assessed Values: Small Lot Detached Single-Family Residential	5							48,890,960	43,524,342	38,631,606	34,567,858	30,945,588	27,752,731
Annual Assessed Values: Small Lot Detached Single-Family Residential	6								53,207,789	47,370,243	42,394,473	37,884,902	33,828,989
Annual Assessed Values: Small Lot Detached Single-Family Residential	7									57,219,426	50,905,958	45,470,886	40,514,560
Annual Assessed Values: Small Lot Detached Single-Family Residential	8										60,525,008	54,121,071	48,221,875
Annual Assessed Values: Small Lot Detached Single-Family Residential	9											64,285,368	57,395,396
Annual Assessed Values: Small Lot Detached Single-Family Residential	10												33,858,275
Total			31,012,060	62,089,029	93,284,493	124,659,551	156,246,329	188,113,486	220,669,806	253,572,821	286,817,623	320,468,224	319,897,459

Tidewater Assessed Value and Turnover Calculation

Assessed Value Additions	Average Home Price	Total Assessed Value:										
		2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Standard Lot Single-Family Residential	\$ 437,878	66,995,323	134,122,008	201,518,296	269,269,902	337,533,883	406,352,102	475,820,817	546,028,151	617,072,420	689,077,503	687,960,555
Small Lot Detached Single-Family Residential	\$ 360,605	31,012,060	62,089,029	93,284,493	124,659,551	156,246,329	188,113,486	220,669,806	253,572,821	286,817,623	320,468,224	319,897,459
Multi-Family Residential	\$ 206,060	-	-	-	-	-	-	29,310,765	58,873,078	58,367,774	57,929,165	57,547,846
Retail	\$ 206.06	-	-	-	-	19,963,160	39,946,284	39,605,921	39,306,168	39,044,817	38,819,808	38,629,150
Office	\$ 206.06	-	-	-	-	-	-	-	-	-	-	-
Industrial	\$ 87.58	46,350,254	92,746,858	139,238,504	185,871,734	232,691,080	279,739,187	327,056,960	374,683,628	422,656,897	471,013,065	468,587,546
Total		144,357,637	288,957,896	434,041,293	579,801,187	746,434,453	914,151,058	1,092,464,269	1,272,463,846	1,423,959,530	1,577,307,766	1,572,622,557

Annual Market Price Increase: 1.00%
 Annual AV Increase: -1.00%
 Annual Existing Home Turnover: 10.00%
 Annual Existing Multi-Family Turnover: 5.00%
 Annual Existing Non-Residential Turnover: 5.00%

Esc. Period (Every Year)	2011		2012		2013		2014		2015		2016		2017		2018		2019		2020		2021	
	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10	YEAR 11	YEAR 12	YEAR 13	YEAR 14	YEAR 15	YEAR 16	YEAR 17	YEAR 18	YEAR 19	YEAR 20	YEAR 21	

Fiscal year:	2011	2011	2012	2012	2013	2013	2014	2014	2015	2015	2016	2016	2017	2017	2018	2018	2019	2019	2020	2020	2021	2021
	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
Product: Multi-Family Residential	Starting Value	Value w/ AV increase, Market Rate Increase & Turnover																				
Market Price of Multi-Family Residential	\$ 206,060	\$ 206,060	\$ 208,121	\$ 210,202	\$ 212,304	\$ 214,427	\$ 216,571	\$ 218,737	\$ 220,924	\$ 223,134	\$ 225,365	\$ 227,619										
Annual Absorption of Multi-Family Residential		0	0	0	0	0	0	0	0	0	0	0	134	135	136	137	138	139	140	141	142	143
Cumulative Total Multi-Family Residential		0	0	0	0	0	0	0	0	0	0	0	134	269	404	539	674	809	944	1079	1214	1349
Annual No. of Units Assessed	Year																					
Annual Units Assessed: Multi-Family Residential	0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Annual Units Assessed: Multi-Family Residential	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Annual Units Assessed: Multi-Family Residential	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Annual Units Assessed: Multi-Family Residential	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Annual Units Assessed: Multi-Family Residential	4	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Annual Units Assessed: Multi-Family Residential	5	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Annual Units Assessed: Multi-Family Residential	6	-	-	-	-	-	-	-	-	-	-	-	134	135	136	137	138	139	140	141	142	143
Annual Units Assessed: Multi-Family Residential	7	-	-	-	-	-	-	-	-	-	-	-	134	269	404	539	674	809	944	1079	1214	1349
Annual Units Assessed: Multi-Family Residential	8	-	-	-	-	-	-	-	-	-	-	-	134	269	404	539	674	809	944	1079	1214	1349
Annual Units Assessed: Multi-Family Residential	9	-	-	-	-	-	-	-	-	-	-	-	134	269	404	539	674	809	944	1079	1214	1349
Annual Units Assessed: Multi-Family Residential	10	-	-	-	-	-	-	-	-	-	-	-	134	269	404	539	674	809	944	1079	1214	1349
Total		-	-	-	-	-	-	-	-	-	-	-	134	269	404	539	674	809	944	1079	1214	1349

Annual Assessed Values	Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Annual Assessed Values: Multi-Family Residential	0	-	-	-	-	-	-	-	-	-	-	-
Annual Assessed Values: Multi-Family Residential	1	-	-	-	-	-	-	-	-	-	-	-
Annual Assessed Values: Multi-Family Residential	2	-	-	-	-	-	-	-	-	-	-	-
Annual Assessed Values: Multi-Family Residential	3	-	-	-	-	-	-	-	-	-	-	-
Annual Assessed Values: Multi-Family Residential	4	-	-	-	-	-	-	-	-	-	-	-
Annual Assessed Values: Multi-Family Residential	5	-	-	-	-	-	-	-	-	-	-	-
Annual Assessed Values: Multi-Family Residential	6	-	-	-	-	-	-	-	-	-	-	-
Annual Assessed Values: Multi-Family Residential	7	-	-	-	-	-	-	29,310,765	27,501,810	25,940,487	24,407,640	22,902,856
Annual Assessed Values: Multi-Family Residential	8	-	-	-	-	-	-	31,371,268	29,526,549	27,715,588	26,152,255	24,667,422
Annual Assessed Values: Multi-Family Residential	9	-	-	-	-	-	-	2,900,738	2,900,738	2,900,738	2,900,738	2,900,738
Annual Assessed Values: Multi-Family Residential	10	-	-	-	-	-	-	3,155,110	3,155,110	3,155,110	3,155,110	3,155,110
Total		-	-	-	-	-	-	29,310,765	58,873,078	58,367,774	57,929,165	57,547,846

Tidewater Assessed Value and Turnover Calculation

Assessed Value Additions	Average Home Price	Total Assessed Value:										
		2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Standard Lot Single-Family Residential	\$ 437,878	66,995,323	134,122,008	201,518,296	269,269,902	337,533,883	406,352,102	475,820,817	546,028,151	617,072,420	689,077,503	687,960,555
Small Lot Detached Single-Family Residential	\$ 360,605	31,012,060	62,089,029	93,284,493	124,659,551	156,246,329	188,113,486	220,669,806	253,572,821	286,817,623	320,468,224	319,897,459
Multi-Family Residential	\$ 206,060	-	-	-	-	-	-	29,310,765	58,873,078	58,367,774	57,929,165	57,547,846
Retail	\$ 206.06	-	-	-	-	19,963,160	39,946,284	39,605,921	39,306,168	39,044,817	38,819,808	38,629,150
Office	\$ 206.06	-	-	-	-	-	-	-	-	-	-	-
Industrial	\$ 87.58	46,350,254	92,746,858	139,238,504	185,871,734	232,691,080	279,739,187	327,056,960	374,683,628	422,656,897	471,013,065	468,587,546
Total		144,357,637	288,957,896	434,041,293	579,801,187	746,434,453	914,151,058	1,092,464,269	1,272,463,846	1,423,959,530	1,577,307,766	1,572,622,557

Annual Market Price Increase: 1.00%
 Annual AV Increase: -1.00%
 Annual Existing Home Turnover: 10.00%
 Annual Existing Multi-Family Turnover: 5.00%
 Annual Existing Non-Residential Turnover: 5.00%

Esc. Period (Every Year)	2011		2012		2013		2014		2015		2016		2017		2018		2019		2020		2021	
	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10	YEAR 11	YEAR 12	YEAR 13	YEAR 14	YEAR 15	YEAR 16	YEAR 17	YEAR 18	YEAR 19	YEAR 20	YEAR 21	

Fiscal year:		2011	2011	2012	2012	2013	2013	2014	2014	2015	2015	2016	2016	2017	2017	2018	2018	2019	2019	2020	2020	2021	
		0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	
Product: Retail		Starting Value Value w/ AV increase, Market Rate Increase & Turnover																					
Market Price of Retail		\$ 206	\$ 206	\$ 208	\$ 210	\$ 212	\$ 214	\$ 217	\$ 219	\$ 221	\$ 223	\$ 225	\$ 228										
Annual Absorption of Retail		0	0	0	0	0	93100	93100	93100	93100	93100	93100	93100										
Cumulative Total Retail		0	0	0	0	0	93100	186200	186200	186200	186200	186200	186200										
Annual No. of Sq. Ft. Assessed	Year	0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Annual Sq. Ft. Assessed: Retail	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Annual Sq. Ft. Assessed: Retail	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Annual Sq. Ft. Assessed: Retail	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Annual Sq. Ft. Assessed: Retail	4	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Annual Sq. Ft. Assessed: Retail	5	-	-	-	-	-	-	-	-	93,100	88,445	84,023	79,822	75,831	72,039	68,437							
Annual Sq. Ft. Assessed: Retail	6	-	-	-	-	-	-	-	-	92,867	88,224	83,813	79,622	75,641									
Annual Sq. Ft. Assessed: Retail	7	-	-	-	-	-	-	-	-	9,310	8,845	8,403	7,983	7,584									
Annual Sq. Ft. Assessed: Retail	8	-	-	-	-	-	-	-	-	9,309	8,844	8,402	7,982										
Annual Sq. Ft. Assessed: Retail	9	-	-	-	-	-	-	-	-	9,309	8,844	8,402	7,982										
Annual Sq. Ft. Assessed: Retail	10	-	-	-	-	-	-	-	-	9,310	8,845	8,402	7,982										
Total		-	-	-	-	-	93,100	186,200	186,200	186,200	186,200	186,200	186,200	186,200	186,200	186,200	186,200	186,200	186,200	186,200	186,200	186,200	

Annual Assessed Values		Year	0	1	2	3	4	5	6	7	8	9	10	
Annual Assessed Values: Retail		0	-	-	-	-	-	-	-	-	-	-	-	
Annual Assessed Values: Retail		1	-	-	-	-	-	-	-	-	-	-	-	
Annual Assessed Values: Retail		2	-	-	-	-	-	-	-	-	-	-	-	
Annual Assessed Values: Retail		3	-	-	-	-	-	-	-	-	-	-	-	
Annual Assessed Values: Retail		4	-	-	-	-	-	-	-	-	-	-	-	
Annual Assessed Values: Retail		5	-	-	-	-	-	19,963,160	18,775,352	17,658,271	16,607,635	15,619,502	14,690,050	
Annual Assessed Values: Retail		6	-	-	-	-	-	21,170,931	19,911,207	18,726,565	17,612,376	16,564,367	15,578,808	
Annual Assessed Values: Retail		7	-	-	-	-	-	-	2,036,442	1,915,382	1,801,470	1,694,315	1,593,534	
Annual Assessed Values: Retail		8	-	-	-	-	-	-	-	2,056,585	1,934,317	1,819,268	1,711,043	
Annual Assessed Values: Retail		9	-	-	-	-	-	-	-	-	2,077,151	1,953,660	1,837,461	
Annual Assessed Values: Retail		10	-	-	-	-	-	-	-	-	-	2,098,148	1,973,420	
Total			-	-	-	-	-	19,963,160	39,946,284	39,605,921	39,306,168	39,044,817	38,819,808	38,629,150

Tidewater Assessed Value and Turnover Calculation

Assessed Value Additions	Average Home Price	Total Assessed Value:										
		2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Standard Lot Single-Family Residential	\$ 437,878	66,995,323	134,122,008	201,518,296	269,269,902	337,533,883	406,352,102	475,820,817	546,028,151	617,072,420	689,077,503	687,960,555
Small Lot Detached Single-Family Residential	\$ 360,605	31,012,060	62,089,029	93,284,493	124,659,551	156,246,329	188,113,486	220,669,806	253,572,821	286,817,623	320,468,224	319,897,459
Multi-Family Residential	\$ 206,060	-	-	-	-	-	-	29,310,765	58,873,078	58,367,774	57,929,165	57,547,846
Retail	\$ 206.06	-	-	-	-	19,963,160	39,946,284	39,605,921	39,306,168	39,044,817	38,819,808	38,629,150
Office	\$ 206.06	-	-	-	-	-	-	-	-	-	-	-
Industrial	\$ 87.58	46,350,254	92,746,858	139,238,504	185,871,734	232,691,080	279,739,187	327,056,960	374,683,628	422,656,897	471,013,065	468,587,546
Total		144,357,637	288,957,896	434,041,293	579,801,187	746,434,453	914,151,058	1,092,464,269	1,272,463,846	1,423,959,530	1,577,307,766	1,572,622,557

Annual Market Price Increase: 1.00%
 Annual AV Increase: -1.00%
 Annual Existing Home Turnover: 10.00%
 Annual Existing Multi-Family Turnover: 5.00%
 Annual Existing Non-Residential Turnover: 5.00%

Esc. Period (Every Year)	2011		2012		2013		2014		2015		2016		2017		2018		2019		2020		2021	
	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10	YEAR 11	YEAR 12	YEAR 13	YEAR 14	YEAR 15	YEAR 16	YEAR 17	YEAR 18	YEAR 19	YEAR 20	YEAR 21	

Fiscal year:		2011	0	1	2	3	4	5	6	7	8	9	10
Product: Office		Starting Value Value w/ AV increase, Market Rate Increase & Turnover											
Market Price of Office		\$ 206	\$ 206	\$ 208	\$ 210	\$ 212	\$ 214	\$ 217	\$ 219	\$ 221	\$ 223	\$ 225	\$ 228
Annual Absorption of Office		0	0	0	0	0	0	0	0	0	0	0	0
Cumulative Total Office		0	0	0	0	0	0	0	0	0	0	0	0
Annual No. of Sq. Ft. Assessed	Year	0	-	-	-	-	-	-	-	-	-	-	-
Annual Sq. Ft. Assessed: Office	1	-	-	-	-	-	-	-	-	-	-	-	-
Annual Sq. Ft. Assessed: Office	2	-	-	-	-	-	-	-	-	-	-	-	-
Annual Sq. Ft. Assessed: Office	3	-	-	-	-	-	-	-	-	-	-	-	-
Annual Sq. Ft. Assessed: Office	4	-	-	-	-	-	-	-	-	-	-	-	-
Annual Sq. Ft. Assessed: Office	5	-	-	-	-	-	-	-	-	-	-	-	-
Annual Sq. Ft. Assessed: Office	6	-	-	-	-	-	-	-	-	-	-	-	-
Annual Sq. Ft. Assessed: Office	7	-	-	-	-	-	-	-	-	-	-	-	-
Annual Sq. Ft. Assessed: Office	8	-	-	-	-	-	-	-	-	-	-	-	-
Annual Sq. Ft. Assessed: Office	9	-	-	-	-	-	-	-	-	-	-	-	-
Annual Sq. Ft. Assessed: Office	10	-	-	-	-	-	-	-	-	-	-	-	-
Total		-	-	-	-	-	-	-	-	-	-	-	-

Annual Assessed Values		Year	0	1	2	3	4	5	6	7	8	9	10
Annual Assessed Values: Office		0	-	-	-	-	-	-	-	-	-	-	-
Annual Assessed Values: Office		1	-	-	-	-	-	-	-	-	-	-	-
Annual Assessed Values: Office		2	-	-	-	-	-	-	-	-	-	-	-
Annual Assessed Values: Office		3	-	-	-	-	-	-	-	-	-	-	-
Annual Assessed Values: Office		4	-	-	-	-	-	-	-	-	-	-	-
Annual Assessed Values: Office		5	-	-	-	-	-	-	-	-	-	-	-
Annual Assessed Values: Office		6	-	-	-	-	-	-	-	-	-	-	-
Annual Assessed Values: Office		7	-	-	-	-	-	-	-	-	-	-	-
Annual Assessed Values: Office		8	-	-	-	-	-	-	-	-	-	-	-
Annual Assessed Values: Office		9	-	-	-	-	-	-	-	-	-	-	-
Annual Assessed Values: Office		10	-	-	-	-	-	-	-	-	-	-	-
Total			-	-	-	-	-	-	-	-	-	-	-

Tidewater Assessed Value and Turnover Calculation

Assessed Value Additions	Average Home Price	Total Assessed Value:										
		2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Standard Lot Single-Family Residential	\$ 437,878	66,995,323	134,122,008	201,518,296	269,269,902	337,533,883	406,352,102	475,820,817	546,028,151	617,072,420	689,077,503	687,960,555
Small Lot Detached Single-Family Residential	\$ 360,605	31,012,060	62,089,029	93,284,493	124,659,551	156,246,329	188,113,486	220,669,806	253,572,821	286,817,623	320,468,224	319,897,459
Multi-Family Residential	\$ 206,060	-	-	-	-	-	-	29,310,765	58,873,078	58,367,774	57,929,165	57,547,846
Retail	\$ 206.06	-	-	-	-	19,963,160	39,946,284	39,605,921	39,306,168	39,044,817	38,819,808	38,629,150
Office	\$ 206.06	-	-	-	-	-	-	-	-	-	-	-
Industrial	\$ 87.58	46,350,254	92,746,858	139,238,504	185,871,734	232,691,080	279,739,187	327,056,960	374,683,628	422,656,897	471,013,065	468,587,546
Total		144,357,637	288,957,896	434,041,293	579,801,187	746,434,453	914,151,058	1,092,464,269	1,272,463,846	1,423,959,530	1,577,307,766	1,572,622,557

Annual Market Price Increase: 1.00%
 Annual AV Increase: -1.00%
 Annual Existing Home Turnover: 10.00%
 Annual Existing Multi-Family Turnover: 5.00%
 Annual Existing Non-Residential Turnover: 5.00%

Esc. Period (Every Year)	Fiscal year:	2011	2012		2013		2014		2015		2016		2017		2018		2019		2020		2021	
			0	1	2	3	4	5	6	7	8	9	10									
Product: Industrial																						
Starting Value Value w/ AV Increase, Market Rate Increase & Turnover																						
Market Price of Industrial		\$ 88	\$ 88	\$ 88	\$ 89	\$ 90	\$ 91	\$ 92	\$ 93	\$ 94	\$ 95	\$ 96	\$ 97									
Annual Absorption of Industrial			529,260	529,260	529,260	529,260	529,260	529,260	529,260	529,260	529,260	529,260	529,260									0
Cumulative Total Industrial			529,260	1,058,520	1,587,780	2,117,040	2,646,300	3,175,560	3,704,820	4,234,080	4,763,340	5,292,600	5,292,600									
Annual No. of Sq. Ft. Assessed	Year	0																				
Annual Sq. Ft. Assessed: Industrial	1		529,260	502,797	477,657	453,774	431,085	409,531	389,054	369,601	351,121	333,565	316,887									
Annual Sq. Ft. Assessed: Industrial	2			555,723	527,937	501,540	476,463	452,640	430,008	408,508	388,083	368,679	350,245									
Annual Sq. Ft. Assessed: Industrial	3				582,186	553,077	528,217	503,356	479,152	454,194	430,841	407,962	386,234									
Annual Sq. Ft. Assessed: Industrial	4					608,649	578,217	549,306	521,841	495,749	470,962	447,414	425,043									
Annual Sq. Ft. Assessed: Industrial	5						636,112	603,356	573,188	544,529	517,303	491,438	466,866									
Annual Sq. Ft. Assessed: Industrial	6							661,575	628,496	597,071	567,217	538,856	511,913									
Annual Sq. Ft. Assessed: Industrial	7								688,039	653,637	620,955	589,907	560,412									
Annual Sq. Ft. Assessed: Industrial	8									714,501	678,776	644,837	612,595									
Annual Sq. Ft. Assessed: Industrial	9										740,963	703,915	668,719									
Annual Sq. Ft. Assessed: Industrial	10											767,427	729,056									
Total			529,260	1,058,520	1,587,780	2,117,040	2,646,300	3,175,560	3,704,820	4,234,080	4,763,340	5,292,600	5,292,600									

Annual Assessed Values		Year	0	1	2	3	4	5	6	7	8	9	10
Annual Assessed Values: Industrial		0	46,350,254	43,592,414	40,998,652	38,559,220	36,264,921	34,107,179	32,077,765	30,169,113	28,374,055	26,685,803	25,098,017
Annual Assessed Values: Industrial		1		49,154,444	46,229,768	43,479,084	40,892,078	38,459,013	36,170,701	34,018,578	31,994,505	30,090,845	28,300,435
Annual Assessed Values: Industrial		2			52,010,084	48,915,510	46,005,024	43,267,738	40,693,274	38,271,998	35,994,831	33,863,139	31,838,885
Annual Assessed Values: Industrial		3				54,917,920	51,650,344	48,577,135	45,686,822	42,968,460	40,411,876	38,007,378	35,745,913
Annual Assessed Values: Industrial		4					57,878,712	54,434,893	51,195,999	48,149,872	45,284,994	42,590,550	40,056,404
Annual Assessed Values: Industrial		5						60,893,229	57,270,059	53,862,472	50,657,615	47,643,474	44,808,669
Annual Assessed Values: Industrial		6							63,962,340	60,156,576	56,577,246	53,210,878	50,044,862
Annual Assessed Values: Industrial		7								67,086,557	63,094,912	59,340,746	55,809,958
Annual Assessed Values: Industrial		8									70,266,862	66,085,998	62,153,858
Annual Assessed Values: Industrial		9										73,504,256	69,130,786
Annual Assessed Values: Industrial		10											25,599,758
Total			46,350,254	92,746,858	139,238,504	185,871,734	232,691,080	279,739,187	327,056,960	374,683,628	422,656,897	471,013,065	468,587,546

**Land Assessed Valuation Calculations
Property Tax Calculations**

3	Residential (Low)	26.5	185.7	159.2	26.5	\$ 11,991,871	\$ 22,331,774
	Residential (Medium)	9.4	65.9	56.5	9.4	\$ 4,253,430	\$ 10,385,434
	Residential (High)	-	10.4	10.4	-	\$ 783,487	\$ -
	Industrial	22.4	157.0	134.6	22.4	\$ 10,138,623	\$ 15,450,085
	Commercial	-	16.6	16.6	-	\$ 1,250,566	\$ -
			<u>58.4</u>	<u>435.6</u>	<u>377.2</u>	<u>58.4</u>	<u>\$28,417,976</u>
	\$	54,058					
4	Residential (Low)	26.5	159.2	132.7	26.5	\$ 9,993,226	\$ 22,331,774
	Residential (Medium)	9.4	56.5	47.1	9.4	\$ 3,544,525	\$ 10,385,434
	Residential (High)	-	10.4	10.4	-	\$ 783,487	\$ -
	Industrial	22.4	134.6	112.2	22.4	\$ 8,448,852	\$ 15,450,085
	Commercial	-	16.6	8.3	8.3	\$ 625,283	\$ 6,394,735
			<u>58.4</u>	<u>377.2</u>	<u>310.6</u>	<u>66.7</u>	<u>\$23,395,373</u>
	\$	55,026					
5	Residential (Low)	26.5	132.7	106.1	26.5	\$ 7,994,580	\$ 22,331,774
	Residential (Medium)	9.4	47.1	37.6	9.4	\$ 2,835,620	\$ 10,385,434
	Residential (High)	-	10.4	10.4	-	\$ 783,487	\$ -
	Industrial	22.4	112.2	89.7	22.4	\$ 6,759,082	\$ 15,450,085
	Commercial	8.3	8.3	-	8.3	\$ -	\$ 6,394,735
			<u>66.7</u>	<u>310.6</u>	<u>243.9</u>	<u>66.7</u>	<u>\$18,372,769</u>
	\$	51,481					
6	Residential (Low)	26.5	106.1	79.6	26.5	\$ 5,995,935	\$ 22,331,774
	Residential (Medium)	9.4	37.6	28.2	9.4	\$ 2,126,715	\$ 10,385,434
	Residential (High)	-	10.4	5.2	5.2	\$ 391,743	\$ 9,238,366
	Industrial	22.4	89.7	67.3	22.4	\$ 5,069,311	\$ 15,450,085
	Commercial	8.3	-	-	-	\$ -	\$ -
			<u>66.7</u>	<u>243.9</u>	<u>180.3</u>	<u>63.6</u>	<u>\$13,583,705</u>
	\$	50,108					
7	Residential (Low)	26.5	79.6	53.1	26.5	\$ 3,997,290	\$ 22,331,774
	Residential (Medium)	9.4	28.2	18.8	9.4	\$ 1,417,810	\$ 10,385,434
	Residential (High)	5.2	5.2	-	5.2	\$ -	\$ 9,238,366
	Industrial	22.4	67.3	44.9	22.4	\$ 3,379,541	\$ 15,450,085
	Commercial	-	-	-	-	\$ -	\$ -
			<u>63.6</u>	<u>180.3</u>	<u>116.7</u>	<u>63.6</u>	<u>\$8,794,641</u>
	\$	46,727					

**Land Assessed Valuation Calculations
Property Tax Calculations**

8	Residential (Low)	26.5	53.1	26.5	26.5	\$	1,998,645	\$	22,331,774
	Residential (Medium)	9.4	18.8	9.4	9.4	\$	708,905	\$	10,385,434
	Residential (High)	5.2	-	-	-	\$	-	\$	-
	Industrial	22.4	44.9	22.4	22.4	\$	1,689,770	\$	15,450,085
	Commercial	-	-	-	-	\$	-	\$	-
		63.6	116.7	58.4	58.4		\$4,397,321		\$48,167,293
	\$	37,103							
9	Residential (Low)	26.5	26.5	-	26.5	\$0		\$0	\$22,331,774
	Residential (Medium)	9.4	9.4	-	9.4	\$0		\$0	\$10,385,434
	Residential (High)	-	-	-	-	\$0		\$0	\$0
	Industrial	22.4	22.4	-	22.4	\$0		\$0	\$15,450,085
	Commercial	-	-	-	-	\$0		\$0	\$0
		58.4	58.4	-	58.4	\$0		\$0	\$48,167,293
	\$	33,999							
10	Residential (Low)	26.5	-	-	-	\$0		\$0	\$0
	Residential (Medium)	9.4	-	-	-	\$0		\$0	\$0
	Residential (High)	-	-	-	-	\$0		\$0	\$0
	Industrial	22.4	-	-	-	\$0		\$0	\$0
	Commercial	-	-	-	-	\$0		\$0	\$0
		58.4	-	-	-	\$0		\$0	\$0
	\$	-							

Fire Engine Company Proportionate Share Calculation

<u>Persons per Household</u>	
Low Density Residential	3.25
Medium Density Residential	2.85
High Density Residential	2.10
<u>Sq. Ft. Per Employee Factors</u>	
Retail/Commercial	450
Office	350
Industrial	750

Project	French Camp	Tidewater Crossing	TW Unit % Breakdown
<u>Residential (units)</u>			
Standard Lot Single-Family Residential	2,011	1,530	57%
Small Lot Detached Single-Family Residential	1,136	864	32%
Multi-Family Residential	354	269	10%
Total Units	3,500	2,663	100%
<u>Non-Residential (sq. ft.)</u>			
Retail Buildings		186,200	
Office Buildings		-	
Industrial		5,292,600	
Total Sq. Ft.	-	5,478,800	
<u>Persons Served</u>	<u>10,514</u>	<u>10,735</u>	
Project Engine Company Share	49.48%	50.52%	

Notes:

Persons served for French Camp are calculated using the persons per household and sq. ft per employee assumptions from the Goodwin FIA template. Tidewater Crossing calculates persons served by using the Goodwin persons per household factors and uses the estimated employee count from the March 2008 MDP.

French Camp unit type breakdown is based on the same proportion of unit types for Tidewater Crossing as we were only provided with the total unit count for the French Camp project by Jenny Liaw at the City of Stockton Planning Department.

APPENDIX C

FISCAL IMPACT ANALYSIS 16 YEAR SUMMARY
Tidewater Crossing
September 19, 2008

	Ref. Table	2011	2012	2013	2014	2015	2016	2017	2018
Annual Recurring Revenues - Per Tables 2 & 3									
1. Secured Property Tax	2	\$ 118,435	\$ 184,579	\$ 250,942	\$ 317,639	\$ 384,735	\$ 459,351	\$ 551,674	\$ 640,750
2. Unsecured Property Tax	2	2,644	5,291	7,944	10,607	13,281	15,971	20,219	24,487
3. Document Transfer Tax	2	57,520	62,588	67,549	73,011	78,164	84,082	109,447	116,241
4. Project Sales and Use Tax	3	40,863	81,726	122,589	163,453	204,316	245,179	313,280	381,381
5. Prop 172 Sales Tax	3	596	1,192	1,788	2,384	2,980	3,576	4,569	5,562
6. Measure W Sales and Use Tax	3	9,141	18,282	27,422	36,563	45,704	54,845	70,079	85,312
7. Vehicle License Fees (VLF)	3	3,092	6,184	9,276	12,368	15,460	18,551	22,519	26,487
8. Property Tax in Lieu of VLF (PTILVLF)	3	133,726	234,970	336,537	438,601	541,257	655,935	796,893	932,376
Annual Recurring Revenues - Per Capita / Table 4									
1. Taxes	4	89,041	178,082	267,123	356,164	445,204	534,245	654,426	774,608
2. Licenses and Permits	4	40,313	80,626	120,940	161,253	201,566	241,879	303,985	366,091
3. Revenues from Other Agencies	4	497	993	1,490	1,986	2,483	2,979	3,649	4,320
4. Charges for Services	4	9,467	18,934	28,400	37,867	47,334	56,801	69,578	82,356
5. Fines & Forfeitures	4	7,553	15,107	22,660	30,214	37,767	45,320	55,515	65,710
6. Other Revenues	4	17,540	35,080	52,619	70,159	87,699	105,239	128,913	152,586
7. Gas Tax Fund Revenues	4	9,133	18,266	27,398	36,531	45,664	54,797	66,516	78,235
		\$ 539,560	\$ 941,898	\$ 1,344,677	\$ 1,748,798	\$ 2,153,613	\$ 2,578,750	\$ 3,171,263	\$ 3,736,503
Annual Recurring Costs - Per Capita / Table 5									
1. Administrative Services	5	\$ 4,730	\$ 9,460	\$ 14,190	\$ 18,920	\$ 23,650	\$ 28,380	\$ 34,764	\$ 41,148
2. City Attorney	5	2,044	4,088	6,132	8,176	10,220	12,264	15,023	17,781
3. City Auditor	5	969	1,938	2,907	3,876	4,845	5,815	7,123	8,431
4. City Clerk	5	1,491	2,981	4,472	5,963	7,454	8,944	10,956	12,968
5. City Council	5	926	1,852	2,778	3,704	4,631	5,557	6,807	8,057
6. City Manager	5	2,250	4,500	6,750	9,000	11,250	13,500	16,537	19,574
7. Economic Development	5	1,648	3,296	4,945	6,593	8,241	9,889	12,114	14,339
8. Fire	5	-	-	-	-	-	-	-	-
9. Human Resources	5	3,530	7,060	10,591	14,121	17,651	21,181	25,946	30,711
10. Non-Departmental	5	6,397	12,795	19,192	25,590	31,987	38,385	47,019	55,654
11. Parks and Recreation	5	18,216	36,432	54,649	72,865	91,081	109,297	132,672	156,048
12. Police	5	193,290	386,581	579,871	773,161	966,452	1,159,742	1,420,632	1,681,522
13. Public Works	5	40,216	80,432	120,648	160,864	201,080	241,296	295,576	349,857
14. Library Services	5	11,768	23,536	35,304	47,072	58,840	70,608	85,708	100,809
15. Other Post-Employment Benefits (OPEB)	5	13,567	27,134	40,700	54,267	67,834	81,401	99,712	118,024
16. Measure W (Police)	5	10,473	20,945	31,418	41,890	52,363	62,835	76,970	91,105
Annual Recurring Costs - Case Study / Table 6									
1. Road Maintenance	6	25,291	50,581	75,872	83,034	90,197	97,359	102,640	107,920
2. Fire Engine Company Obligation	6	-	256,293	1,537,755	1,537,755	1,537,755	1,537,755	1,537,755	1,537,755
3. Raw Land and Finished Lot Police Monitoring	6	5,750	5,750	5,750	5,750	5,750	5,750	5,750	5,750
		\$ 342,556	\$ 935,655	\$ 2,553,924	\$ 2,872,602	\$ 3,191,280	\$ 3,509,958	\$ 3,933,705	\$ 4,357,453
Net Annual Surplus / Deficit		\$ 197,004	\$ 6,243	\$ (1,209,247)	\$ (1,123,803)	\$ (1,037,667)	\$ (931,208)	\$ (762,442)	\$ (620,950)

FISCAL IMPACT ANALYSIS 16 YEAR SUMMARY
Tidewater Crossing
September 19, 2008

	Ref. Table	2019	2020	2021	2022	2023	2024	Buildout 2025	After Buildout 2026
Annual Recurring Revenues - Per Tables 2 & 3									
1. Secured Property Tax	2	\$ 720,326	\$ 797,501	\$ 867,958	\$ 939,864	\$ 1,012,382	\$ 1,086,174	\$ 1,142,049	\$ 1,141,568
2. Unsecured Property Tax	2	27,315	30,167	32,941	35,784	38,612	41,500	44,510	44,421
3. Document Transfer Tax	2	111,163	116,829	115,052	123,812	130,414	136,377	142,952	83,052
4. Project Sales and Use Tax	3	433,875	486,311	526,944	567,576	608,209	648,842	689,474	689,474
5. Prop 172 Sales Tax	3	6,328	7,093	7,685	8,278	8,871	9,463	10,056	10,056
6. Measure W Sales and Use Tax	3	97,055	108,785	117,874	126,963	136,052	145,142	154,231	154,231
7. Vehicle License Fees (VLF)	3	30,454	34,417	37,491	40,566	43,640	46,714	49,788	49,788
8. Property Tax in Lieu of VLF (PTILVLF)	3	1,053,760	1,171,376	1,279,021	1,388,815	1,499,518	1,612,113	1,695,043	1,694,329
Annual Recurring Revenues - Per Capita / Table 4									
1. Taxes	4	882,437	990,166	1,078,826	1,167,487	1,256,147	1,344,807	1,433,467	1,433,467
2. Licenses and Permits	4	406,559	447,025	487,335	527,646	567,956	608,266	648,576	648,576
3. Revenues from Other Agencies	4	4,921	5,522	6,016	6,510	7,005	7,499	7,994	7,994
4. Charges for Services	4	93,820	105,274	114,700	124,127	133,553	142,979	152,406	152,406
5. Fines & Forfeitures	4	74,858	83,996	91,517	99,038	106,560	114,081	121,602	121,602
6. Other Revenues	4	173,827	195,048	212,513	229,978	247,443	264,907	282,372	282,372
7. Gas Tax Fund Revenues	4	89,954	101,660	110,740	119,821	128,901	137,981	147,062	147,062
		\$ 4,206,651	\$ 4,681,172	\$ 5,086,616	\$ 5,506,265	\$ 5,925,261	\$ 6,346,845	\$ 6,721,580	\$ 6,660,398
Annual Recurring Costs - Per Capita / Table 5									
1. Administrative Services	5	\$ 46,876	\$ 52,598	\$ 57,308	\$ 62,018	\$ 66,727	\$ 71,437	\$ 76,147	\$ 76,147
2. City Attorney	5	20,257	22,730	24,765	26,800	28,835	30,871	32,906	32,906
3. City Auditor	5	9,604	10,777	11,742	12,707	13,672	14,636	15,601	15,601
4. City Clerk	5	14,774	16,577	18,062	19,546	21,030	22,515	23,999	23,999
5. City Council	5	9,178	10,299	11,221	12,143	13,065	13,987	14,909	14,909
6. City Manager	5	22,299	25,022	27,262	29,503	31,743	33,984	36,224	36,224
7. Economic Development	5	16,335	18,329	19,970	21,612	23,253	24,894	26,535	26,535
8. Fire	5	-	-	-	-	-	-	-	-
9. Human Resources	5	34,986	39,257	42,773	46,288	49,803	53,318	56,833	56,833
10. Non-Departmental	5	63,402	71,142	77,512	83,882	90,252	96,622	102,992	102,992
11. Parks and Recreation	5	179,423	202,771	220,882	238,994	257,106	275,217	293,329	293,329
12. Police	5	1,915,598	2,149,456	2,341,920	2,534,385	2,726,849	2,919,313	3,111,777	3,111,777
13. Public Works	5	398,559	447,215	487,259	527,303	567,347	607,391	647,435	647,435
14. Library Services	5	115,910	130,993	142,693	154,394	166,094	177,794	189,495	189,495
15. Other Post-Employment Benefits (OPEB)	5	134,453	150,867	164,376	177,885	191,394	204,902	218,411	218,411
16. Measure W (Police)	5	103,788	116,458	126,886	137,314	147,742	158,169	168,597	168,597
Annual Recurring Costs - Case Study / Table 6									
1. Road Maintenance	6	113,201	130,317	147,434	164,551	199,586	234,621	269,656	269,656
2. Fire Engine Company Obligation	6	1,537,755	1,537,755	1,537,755	1,537,755	1,537,755	1,537,755	1,537,755	1,537,755
3. Raw Land and Finished Lot Police Monitoring	6	5,750	5,750	5,750	5,750	5,750	5,750	-	-
		\$ 4,742,146	\$ 5,138,314	\$ 5,465,571	\$ 5,792,827	\$ 6,138,003	\$ 6,483,178	\$ 6,822,604	\$ 6,822,604
Net Annual Surplus / Deficit		\$ (535,495)	\$ (457,142)	\$ (378,955)	\$ (286,563)	\$ (212,741)	\$ (136,333)	\$ (101,024)	\$ (162,206)

Sensitivity Analysis - One Time Shortfall Fee

The following documentation reflects the results of an extended absorption schedule associated with the Project. The sensitivity analysis was conducted to analyze a more conservative fifteen year absorption schedule, as well as the year after buildout, initiating in FY 2011 and ending in FY 2026.

The Project currently anticipates use of a One Time Shortfall Fee for purposes of funding annual operating deficiencies. A One Time Shortfall Fee will provide cash flow in the form of an upfront mitigation payment. The mitigation payment shall be paid at building permit for residential units that are issued a building permit in the year indicated. The fee payment will provide the necessary funds to cover operating and maintenance costs during Project buildout. As a result of the extended absorption schedule, the following calculations are provided:

Year	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>
Amount	\$0	\$0	\$7,375	\$6,780	\$6,181
Year	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
Amount	\$5,455	\$3,040	\$2,356	\$1,919	\$1,513
Year	<u>2021</u>	<u>2022</u>	<u>2023</u>	<u>2024</u>	<u>2025</u>
Amount	\$1,607	\$965	\$440	\$0	\$0

No fee obligation is warranted in year FY2011 and year FY2012 as fire services costs are not charged until the 301st occupied residential structure. FY 2013 through FY 2023 reflect net fee obligations after application of a \$61 per residential unit special tax. In FY 2024 and FY 2025 the special tax amount exceeds the estimated deficit. Overall, the average One Time Shortfall Fee is \$2,379 per residential unit. The average fee amount is calculated inclusive of surplus revenues in FY 2011, FY 2012, FY 2024, and FY 2025 in the amounts of \$1,292, \$161, \$102, and \$385, per unit, respectively.