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## **PUBLIC REVIEW DRAFT REPORT**

# **SUTTER POINTE FISCAL IMPACT ANALYSIS**

Prepared for:

Measure M Owners' Group

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EPS #15377

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# I. INTRODUCTION

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The Measure M Owners' Group retained Economic & Planning Systems, Inc., (EPS) to prepare a fiscal impact analysis (Fiscal Impact Analysis) of the Sutter Pointe Specific Plan project (Project or Plan Area), a 7,527-acre development proposed for unincorporated Sutter County (County).

The Fiscal Impact Analysis examines the Project's ability to generate adequate revenues to cover the costs of providing countywide and a subset of urban services to the Project area. For countywide services, it evaluates the fiscal impact of providing services on the County's General Fund. For urban services, it focuses on urban services that will be initially provided by the County through a Community Service Area (CSA) and funded through allocations from the County's General Fund and Road Fund. The fiscal impact of the Project is estimated by analyzing Project land uses under five different land use scenarios, which are described in detail in this memorandum.

This Fiscal Impact Analysis is based on input provided by County staff, Measure M Owners' Group, EDAW, Wildan Financial Services, and other County and developer consultants. It includes several assumptions concerning the allocation of revenues to support both countywide and urban services. The revenue-sharing assumptions indicated in this memorandum should not be considered policy recommendations. Rather, at this stage of the entitlement process, they should be regarded as preliminary placeholder assumptions used to balance costs and revenues for countywide and urban services. For example, the Fiscal Impact Analysis assumes property taxes are initially shared 20 percent to the County and 80 percent to the CSA. As additional tax revenues are generated through continuing retail, commercial, and industrial development during the Project's long-term absorption schedule, the property tax split can be adjusted to achieve the County's preferred property tax sharing goal of 45 percent to the County and 55 percent to the CSA. Ultimately, the County will make policy decisions regarding these assumptions.

## ADMINISTRATIVE STRUCTURE

This Fiscal Impact Analysis examines the fiscal impact of providing City General Fund and Road Fund urban services to the Project assuming that a Community Services Area (CSA) is created initially for an interim period (once Project construction begins and before incorporation). The Urban Services Plan, a companion technical document to this Fiscal Impact Analysis, discusses in detail the administrative structure and funding implications pertaining to a CSA.

The Plan Area is expected to become an incorporated City once it reaches a sufficient population threshold.<sup>1</sup> Upon incorporation, the responsibility for providing certain services would transfer, in whole or in part, from the CSA to the future city that will encompass the Plan Area.

## COMPANION DOCUMENTS

In an effort to plan comprehensively, a variety of documents were commissioned to consider public facilities and services required by the Project and the costs associated with each. The Urban Services Plan provides a full list of companion documents produced for the Project.

In addition to the Fiscal Impact Analysis, EPS also was retained to prepare the technical reports listed below:

- **Sutter Pointe Urban Services Plan (Urban Services Plan)** describes the service levels and financing strategy to fund an urban level of public services that will be provided to the Project's future residents, businesses, and employees. It estimates annual urban services cash flow during the period of residential development, when service delivery is more likely to generate shortfalls, and tracks the need for supplemental financing mechanisms to cover shortfalls. The Urban Services Plan is based on an annual absorption schedule that straight-lines the development of residential units through buildout and nonresidential square footage anticipated to be developed during that time.
- **Sutter Pointe Public Facilities Financing Plan (Financing Plan)** describes the cost, timing, and funding of backbone infrastructure and public facilities serving the Plan Area.

**Figure 1** compares the Fiscal Impact Analysis and the Urban Services Plan.

## REPORT ORGANIZATION

This report is divided into two chapters. This introduction is **Chapter I**, and **Chapter II** provides a detailed discussion of the methodologies, assumptions, and fiscal impact results.

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<sup>1</sup> The precise population threshold for incorporation has not been determined as of this date.

**Figure 1  
 Comparison of Fiscal Impact Analysis and Urban Services Plan**

<b>Item</b>	<b>Fiscal Impact Analysis</b>	<b>Urban Services Plan</b>
<b>Land Use Analysis</b>	<b>Full Buildout;</b> Building Block Approach by Land Use	<b>Residential Buildout</b> (with limited nonresidential)
<b>County Services</b>	<b>General Fund Including:</b> General Government Public Protection Health & Sanitation Public Assistance Education <b>Road Fund</b>	<b>Not Included</b>
<b>CSA Services</b>	Administration Park Maintenance Recreation Services Fire Protection Services Law Enforcement Library Services	<b>CSA Services Plus the Following:</b> Road Maintenance Drainage Maintenance Transit Services Landscaping & Lighting

The report also includes the following technical appendices, which detail the assumptions and calculations used in this Fiscal Impact Analysis:

- **Appendix A** indicates proposed land uses and general assumptions.
- **Appendix B** identifies the projected revenues for countywide services that will be generated by the Project and allocated to the County’s budget at buildout.
- **Appendix C** details the estimated expenditures for countywide services.
- **Appendix D** identifies the projected revenues for urban services.
- **Appendix E** estimates expenditures for urban services.
- **Appendix F** shows the projected assessed value of the Project, which serves as the basis for calculating property tax revenues. It also provides detail on the portion of the AB 8 allocation of property tax revenues retained by the County and uses a preliminary tax split of these revenues for urban and countywide services.

## II. FISCAL IMPACT ANALYSIS

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The Fiscal Impact Analysis examines the Project's ability to generate adequate revenues to cover the costs of providing countywide and a subset of urban services to the Project area. For countywide services, it evaluates the fiscal impact of providing services on the County's General Fund. For urban services, it focuses on urban services that will be initially provided by the County through a CSA and funded through allocations from the County's General Fund and Road Fund. The Analysis does not address activities budgeted in other governmental funds, such as Enterprise or Special District Funds. In addition, it does not address capital facilities needed to serve the Project's new residents and employees. These items are analyzed respectively in EPS's Urban Services Plan and Public Facilities Financing Plan to the extent that they are affected by development of the Project.

### COUNTYWIDE SERVICES

The County will provide countywide services (e.g., Health and Welfare, Education, and countywide Public Protection) to Project area residents and employees. Forecasted Project revenues and expenditures are based on the Fiscal Year (FY) 2007–08 County budget, current tax regulations and statutes, and general assumptions shown in the appendices of this memorandum. The portion of the following county functions funded with discretionary General Fund revenues are addressed in the Fiscal Impact Analysis:

- General Government
- Public Protection—Countywide Services
- Health & Sanitation
- Public Assistance
- Education

### URBAN SERVICES—CSA

The Fiscal Impact Analysis focuses exclusively on General Fund and Road Fund urban services that the Project area will require. In particular, it estimates the share of urban services costs that will be covered by General Fund discretionary revenues. Discretionary revenues available for urban services are estimated largely based on these:

- A preliminary County tax-sharing approach developed by Wildan Financial Services.<sup>2</sup>
- General Fund revenues budgeted by comparative cities.
- Project land uses, population projections, and estimated assessed values.

The following urban services are addressed in the Fiscal Impact Analysis:

**General Fund Urban Services**

- Administration
- Park Maintenance
- Recreation Services
- Fire Protection Services
- Law Enforcement
- Library Services

**Road Fund Services**

- Road Maintenance

The Urban Services Plan provides a broader analysis of funding and urban services, including others not provided by the General Fund and Road Fund (e.g., transit, lighting and landscaping, and drainage maintenance).

## PROPOSED LAND USES

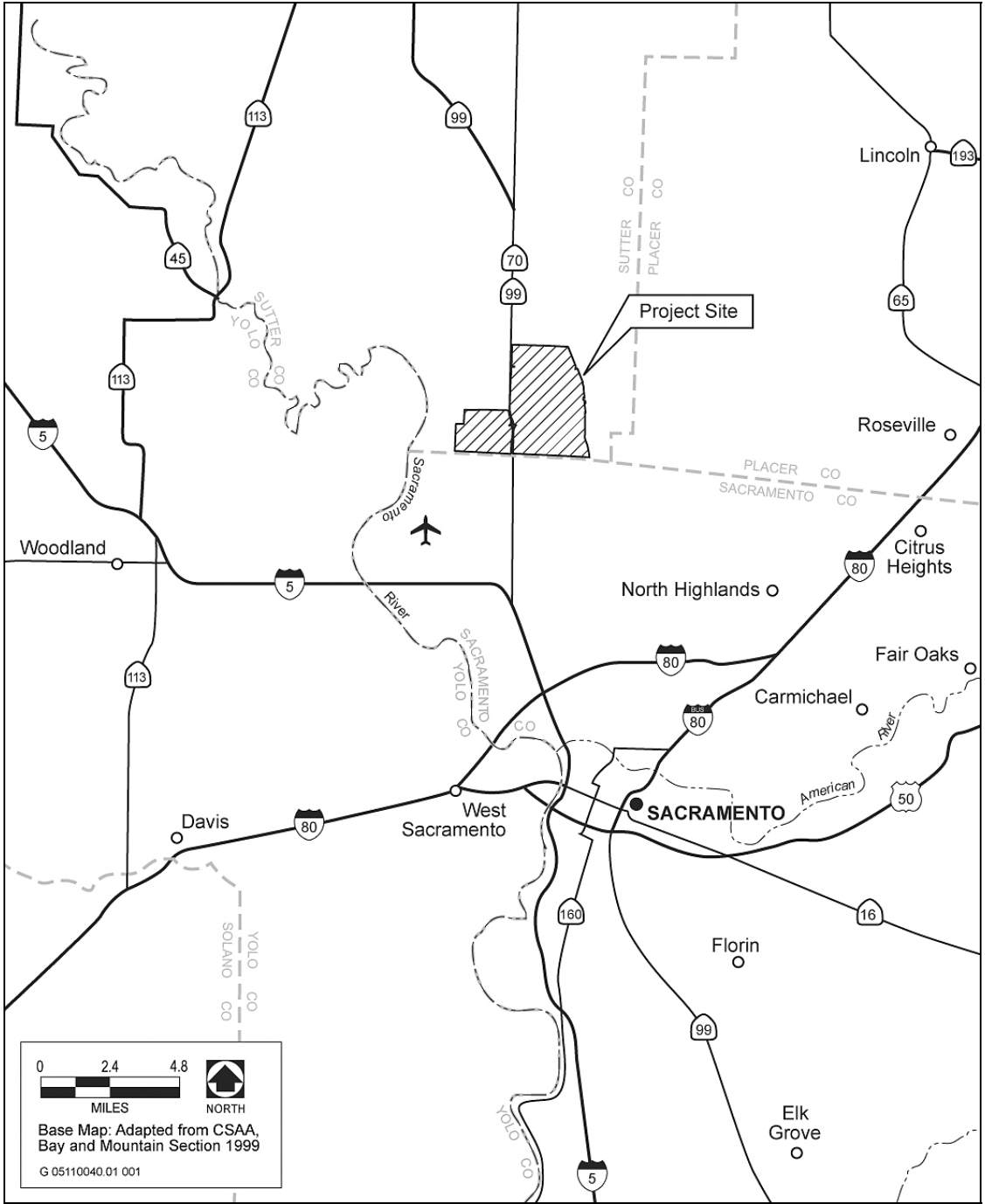
The Project area consists of approximately 7,527 acres located in the unincorporated County along combined State Routes 70 and 99 (Highway 70/99) (see **Map 1**). East of Highway 70/99, the Project extends to Natomas Road from the County/Sacramento County Line to slightly north of Sankey Road. West of Highway 70/99, the Project extends to Powerline Road between the County/Sacramento County Line to just north of Riego Road. Located near the Project site are several existing and planned developments, including Sacramento International Airport and Metro Air Park to the southwest, Placer Vineyards Specific Plan and Rio Linda/Elverta Community Plan to the southeast, Natomas Vision development area to the south, and habitat preservation

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<sup>2</sup> Presented in the May 31, 2007, Wildan Financial Services (previously known as MuniFinancial) memorandum entitled “County revenue allocation approach for Sutter Pointe Urban Services Plan.” The approach provides guidelines for allocating County revenues to a County Services Area for the Project’s urban services. This Fiscal Impact Analysis draws on this approach in developing a framework for allocating County revenues to the future City that will encompass the Project area. See **Figure 2** later in this memorandum for preliminary County/City revenue allocations.



**Map 1**  
**Sutter Pointe Project Site and Vicinity**



zones (Natomas Basin Conservancy Mitigation Lands) along the Sacramento River to the east and the Natomas cross canal to the northeast.

The Project's Specific Plan<sup>3</sup> calls for more than 2,600 acres of net developable residential land and 17,500 residential units, encompassing low-density, medium-density, mixed use, and high-density product types.<sup>4</sup> The Specific Plan proposes nearly 50 million square feet of nonresidential employment and mixed use development, including office, retail, and industrial uses, on nearly 3,000 acres.<sup>5</sup> In addition, the Specific Plan calls for almost 2,000 acres of public uses, including schools, drainage basins, parks and open space, and other public uses. See **Table A-2** for a detailed description of the Project's proposed land uses as described in the Specific Plan.

It is estimated that proposed residential and nonresidential development will result in approximately 47,000 residents and 67,000 employees at full buildout. **Table A-5** provides projections of the number of Project resident and employees, based on the proposed land uses.

## BUILDING BLOCK APPROACH

The timeline and sequencing of development have not yet been determined. For the purpose of this Fiscal Impact Analysis, the Project's land uses were analyzed by applying a building block approach. This approach identifies the fiscal impact of specific land use types by combining scenarios cumulatively in the order identified below:

- Scenario 1: 100-percent Single-Family and High-Density Residential.
- Scenario 2: Scenario 1 Plus Local-Serving Retail.<sup>6</sup>
- Scenario 3: Scenario 2 plus Regional-Serving Retail.
- Scenario 4: Scenario 3 Plus Office.
- Scenario 5: Scenario 4 Plus Industrial (Buildout).

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<sup>3</sup> The Project's land uses are based on the Sutter Pointe Revised Land Use Plan prepared by EDAW on February 7, 2008.

<sup>4</sup> Residential units are assumed to be market-rate for-sale units. Affordable housing is excluded from this version of the Analysis.

<sup>5</sup> Assumptions are based on the Sutter Pointe traffic analysis prepared by Fehr & Peers as of February 28, 2008. See **Table A-11** in EPS's Urban Services Plan for a summary of the Project's land use designations.

<sup>6</sup> For the purposes of this Analysis, the Project's retail land uses are considered 50 percent local-serving and 50 percent regional-serving.

The building block approach is not a substitute for a phasing or absorption schedule. It is a methodological tool used to project the fiscal impact of each land use type and different combinations of land uses. It should not be interpreted that land uses will be developed in the order identified or that land use types will be developed in isolation of each other. For example, while industrial land uses are included in Scenario 5, it is possible that some or all of the industrial land uses will be developed before, or at the same time, as residential or retail development.

For countywide services, the cumulative fiscal impact of Project scenarios is shown in **Table 1**. For urban services the cumulative fiscal impacts are shown in **Table 2**.

## KEY ASSUMPTIONS

The development schedule uses information from the developer that is combined with historical data and projected demographic data from the California Department of Finance (DOF), California Employment Development Department (EDD), and U.S. Census' Censtats Business Patterns. It also draws from the March 2008 Sutter Pointe Urban Services Plan prepared by EPS. The results of this Fiscal Impact Analysis will vary if development plans change from those presented in this memorandum.

The actual fiscal impacts of development will vary from those presented in this Fiscal Impact Analysis, depending on the actual sale prices of homes in the development area. The variability of home prices directly affects the amount of property tax revenue generated by the Project. Also, changes in the residential assumptions or the assumed mix of commercial uses can affect the levels of anticipated sales tax revenues.

Each revenue item is estimated based on current State legislation and current County practices. Future changes by either the State legislation or to the County practices can affect the revenues that the Project will generate.

The following list documents the fundamental assumptions used in the Fiscal Impact Analysis.

## GENERAL ASSUMPTIONS

- **County Budget**—Countywide fiscal projections are based on the final FY 2007-08 County budget. All costs and revenues are shown in constant 2008 dollars.
- **Administrative Costs**—Costs of administering urban services through a CSA are less than the costs incurred by the future incorporated City. CSA administration

**Table 1**  
**Sutter Pointe Specific Plan**  
**Fiscal Impact Analysis**  
**Annual Fiscal Impact Summary by Fund/Category, Countywide Services (2008\$)**

Countywide Services

CSA Scenario

Item	Fiscal Scenario 1 [1]	Fiscal Scenario 2 [1]	Fiscal Scenario 3 [1]	Fiscal Scenario 4 [1]	Fiscal Scenario 5 [1]
	100% Single-Family & High-Density	Scenario 1 plus Local-Serving Retail	Scenario 2 plus Regional-Serving Retail	Scenario 3 plus All Office	Scenario 4 plus All Industrial (Buildout)
<b>ANNUAL GENERAL FUND REVENUES [2]</b>					
Property Tax	\$3,189,954	\$3,560,756	\$3,931,559	\$4,455,249	\$7,671,383
Property Tax in Lieu of Sales Tax	\$0	\$0	\$0	\$0	\$0
Property Tax in Lieu of VLF	\$6,465,805	\$7,217,395	\$7,968,985	\$9,030,468	\$15,549,339
Real Property Transfer Tax	\$338,827	\$358,520	\$378,212	\$406,025	\$576,829
Sales Tax	\$0	\$0	\$0	\$0	\$0
Proposition 172 - Public Safety Aug. Fund	\$0	\$1,863,923	\$4,660,779	\$4,760,787	\$5,743,475
Licenses, Permits & Franchises	\$0	\$0	\$0	\$0	\$0
Transient Occupancy Tax	\$0	\$0	\$0	\$0	\$0
Intergovernmental Revenue	\$190,931	\$190,931	\$190,931	\$190,931	\$190,931
Fines, Forfeitures & Penalties	\$6,796	\$7,127	\$7,457	\$8,681	\$11,685
Motor Vehicle in Lieu	\$0	\$0	\$0	\$0	\$0
Service Fees	\$307,626	\$322,607	\$337,521	\$392,910	\$528,917
Interest/Rents	\$0	\$0	\$0	\$0	\$0
Miscellaneous	\$527,905	\$527,905	\$527,905	\$527,905	\$527,905
Transfers & Cost Allocations	\$0	\$0	\$0	\$0	\$0
Use of Undesignated Fund Balance	\$0	\$0	\$0	\$0	\$0
<b>Total Annual Operating Revenues</b>	<b>\$11,027,844</b>	<b>\$14,049,163</b>	<b>\$18,003,349</b>	<b>\$19,772,956</b>	<b>\$30,800,464</b>
<b>ANNUAL GENERAL FUND EXPENDITURES [3]</b>					
General Government	\$5,900,515	\$6,187,223	\$6,473,301	\$7,535,696	\$10,145,055
Public Protection - Countywide Services	\$2,990,849	\$3,136,176	\$3,281,183	\$3,819,689	\$5,142,319
Public Protection - Unincorporated Area Services	\$0	\$0	\$0	\$0	\$0
Health & Sanitation	\$1,103,387	\$1,103,387	\$1,103,387	\$1,103,387	\$1,103,387
Public Assistance	\$725,208	\$725,208	\$725,208	\$725,208	\$725,208
Education	\$57,548	\$57,548	\$57,548	\$57,548	\$57,548
Recreation - Countywide Services	\$0	\$0	\$0	\$0	\$0
Recreation - Unincorporated Area Services	\$0	\$0	\$0	\$0	\$0
<b>Total Annual General Fund Expenses</b>	<b>\$10,777,506</b>	<b>\$11,209,541</b>	<b>\$11,640,626</b>	<b>\$13,241,527</b>	<b>\$17,173,516</b>
<b>Annual Operating Surplus/(Deficit)</b>	<b>\$250,337</b>	<b>\$2,839,623</b>	<b>\$6,362,723</b>	<b>\$6,531,428</b>	<b>\$13,626,949</b>
<b>Annual Surplus/(Deficit) per Residential Unit</b>	<b>\$14</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Annual Surplus/(Deficit) per Sq. Ft.</b>	<b>-</b>	<b>\$1.39</b>	<b>\$1.38</b>	<b>\$0.79</b>	<b>\$0.27</b>
<b>ANNUAL ROAD FUND</b>					
Annual Road Fund Revenues [2]	\$803,195	\$842,308	\$881,250	\$1,025,866	\$1,380,974
Annual Road Fund Expenditures [3]	\$612,686	\$642,456	\$672,162	\$782,476	\$1,053,422
<b>Annual Operating Surplus/(Deficit)</b>	<b>\$190,509</b>	<b>\$199,852</b>	<b>\$209,088</b>	<b>\$243,390</b>	<b>\$327,552</b>
<b>Annual Surplus/(Deficit) per Residential Unit</b>	<b>\$11</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Annual Surplus/(Deficit) per Sq. Ft.</b>	<b>-</b>	<b>\$0.10</b>	<b>\$0.05</b>	<b>\$0.03</b>	<b>\$0.01</b>

"summary"

Source: EPS.

[1] Fiscal Scenarios provide a cumulative estimate of how development might occur based on market demand. The precise phasing schedule for the Project is not available at this time.  
 [2] See Table B-1 for Countywide revenue detail.  
 [3] See Table C-1 for Countywide expenditure detail.

**Table 2**  
**Sutter Pointe Specific Plan**  
**Fiscal Impact Analysis**  
**Annual Fiscal Impact Summary by Fund/Category, Urban Services (2008\$)**

<b>Urban Services</b>
<b>CSA Scenario</b>

Item	Fiscal Scenario 1 [1]	Fiscal Scenario 2 [1]	Fiscal Scenario 3 [1]	Fiscal Scenario 4 [1]	Fiscal Scenario 5 [1]
	100% Single-Family & High-Density	Scenario 1 plus Local-Serving Retail	Scenario 2 plus Regional-Serving Retail	Scenario 3 plus All Office	Scenario 4 plus All Industrial (Buildout)
<b>ANNUAL REVENUES [2]</b>					
Property Tax	\$16,919,642	\$18,886,394	\$20,853,146	\$23,630,823	\$40,689,327
Property Tax in Lieu of Sales Tax	\$0	\$981,739	\$2,454,859	\$2,507,534	\$3,025,122
Property Tax in Lieu of VLF	\$0	\$0	\$0	\$0	\$0
Real Property Transfer Tax	\$338,827	\$358,520	\$378,212	\$406,025	\$576,829
Sales Tax	\$0	\$3,926,956	\$9,819,436	\$10,030,136	\$12,100,486
Proposition 172 - Public Safety Augmentation Fund	\$0	\$0	\$0	\$0	\$0
Licenses, Permits & Franchises	\$702,300	\$736,500	\$770,550	\$897,000	\$1,207,500
Transient Occupancy Tax	\$608,660	\$638,300	\$667,810	\$777,400	\$1,046,500
Intergovernmental Revenue	\$0	\$0	\$0	\$0	\$0
Fines, Forfeitures & Penalties	\$46,820	\$49,100	\$51,370	\$59,800	\$80,500
Motor Vehicle in Lieu	\$0	\$0	\$0	\$0	\$0
Service Fees	\$0	\$0	\$0	\$0	\$0
Interest/Rents	\$0	\$0	\$0	\$0	\$0
Miscellaneous	\$0	\$0	\$0	\$0	\$0
Transfers & Cost Allocations	\$0	\$0	\$0	\$0	\$0
Use of Undesignated Fund Balance	\$0	\$0	\$0	\$0	\$0
<b>Total Annual Revenues for Urban Services</b>	<b>\$18,616,249</b>	<b>\$25,577,509</b>	<b>\$34,995,384</b>	<b>\$38,308,718</b>	<b>\$58,726,263</b>
<b>ANNUAL EXPENDITURES [3]</b>					
Administration	\$1,334,370	\$1,399,350	\$1,464,045	\$1,704,300	\$2,294,250
Other Services	\$0	\$0	\$0	\$0	\$0
Park Maintenance	\$1,685,520	\$1,685,520	\$1,685,520	\$1,685,520	\$1,685,520
Recreation	\$632,070	\$632,070	\$632,070	\$632,070	\$632,070
Fire Services	\$3,932,880	\$4,124,400	\$4,315,080	\$5,023,200	\$6,762,000
Police Services	\$5,243,840	\$5,499,200	\$5,753,440	\$6,697,600	\$9,016,000
Library	\$351,150	\$368,250	\$385,275	\$448,500	\$603,750
<b>Total General Fund Expenditures</b>	<b>\$13,179,830</b>	<b>\$13,708,790</b>	<b>\$14,235,430</b>	<b>\$16,191,190</b>	<b>\$20,993,590</b>
<b>Annual Surplus/(Deficit)</b>	<b>\$5,436,419</b>	<b>\$11,868,719</b>	<b>\$20,759,954</b>	<b>\$22,117,528</b>	<b>\$37,732,673</b>
<b>Annual Surplus/(Deficit) per Residential Unit</b>	<b>\$311</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Annual Surplus/(Deficit) per Sq. Ft.</b>	<b>-</b>	<b>\$5.80</b>	<b>\$5.07</b>	<b>\$2.66</b>	<b>\$0.76</b>
<b>ROADS</b>					
Road Operations and Maintenance Revenues [2]	\$775,794	\$865,972	\$956,151	\$1,083,512	\$1,865,673
Road Maintenance Costs [3]	\$643,775	\$675,125	\$706,338	\$822,250	\$1,106,875
<b>Annual Surplus/(Deficit)</b>	<b>\$132,019</b>	<b>\$190,847</b>	<b>\$249,814</b>	<b>\$261,262</b>	<b>\$758,798</b>
<b>Annual Surplus/(Deficit) per Residential Unit</b>	<b>\$8</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Annual Surplus/(Deficit) per Sq. Ft.</b>	<b>-</b>	<b>\$0.09</b>	<b>\$0.06</b>	<b>\$0.03</b>	<b>\$0.02</b>

"muni\_summary"

Source: EPS.

[1] Fiscal Scenarios provide a cumulative estimate of how development might occur based on market demand. The precise phasing schedule for the Project is not available at this time.

[2] See Table D-1 for Urban Services revenue detail.

[3] See Table E-1 for Urban Services expenditure detail.

is assumed to benefit from economies of scale because it would be able to use County staffing resources.

- **Residential Assessed Value**—Estimates of prices for market-rate homes were based on fourth quarter 2007 sales of comparable homes in the region according to the Gregory Group. While it is likely that some of the residential land uses, especially high-density units, will be rental units, for the purpose of this Fiscal Impact Analysis, it is assumed that all residential units in the Project area will be for-sale units.
- **Nonresidential Assessed Value**—The valuation of the Project’s nonresidential land uses is based on recent sales in the region for comparable office, retail, and industrial product types.

## REVENUE ASSUMPTIONS

- **Revenue Estimates**—As detailed on **Table B-1** and **Table D-1**, the Project’s County revenues were based on multipliers using average and marginal revenue-estimating techniques.
- **Countywide and CSA Tax Sharing Split**—To promote revenue neutrality, EPS preliminarily allocated certain County revenues to the CSA to cover urban services costs. **Figure 2** identifies the revenues included in this allocation and the share applied to urban services.
- **Property Tax Sharing**—EPS assumed that Project-related property taxes will be split 20 percent to the County and 80 percent to the CSA.

The Fiscal Impact Analysis assigns the full share of property tax in lieu of VLF revenue to the County. As a result of this allocation EPS assumed a higher allocation of property tax revenues to support urban services and promote revenue neutrality between the County and the City.

- **Selected CSA Revenues**—The following discretionary General Fund revenues were estimated based on the County budget:
  - Licenses, Permits, and Franchises
  - Fines, Forfeitures, and Penalties

**Table E-1** provides detail regarding this calculation.

In the Urban Services Plan, service fees and charges for services were accounted for and deducted from total urban services costs. As a result, these revenue items are not included as CSA revenues in the Fiscal Impact Analysis.

**Figure 2**  
**Preliminary County Revenue Allocations upon City Incorporation**

Item	Revenue Allocation Share	
	Countywide Services	Urban Services
<b>COUNTY REVENUES SUBJECT TO ALLOCATION</b>		
<b>ANNUAL GENERAL FUND REVENUES</b>		
Property Tax	20%	80%
Property Tax in Lieu of Sales Tax	-	100%
Property Tax in Lieu of VLF	100%	-
Real Property Transfer Tax	50%	50%
Sales Tax	-	100%
<b>ANNUAL ROAD REVENUES</b>		
Property Tax	-	100%
State Gas Tax	100%	-

"rev\_alloc"

Source: Sutter County 2007-08 Final Budget, Wildan and EPS.

- **TOT Revenues**—TOT revenues are based on the City of Folsom and Woodland city budgets. The TOT revenues projected in building block Scenario 2 roughly represent revenues that 170 to 200 rooms could generate with 75 percent vacancy, a \$120 daily room rate, and a 10 percent TOT tax. TOT revenues projected in building block Scenario 5 roughly represent revenues that 260 to 400 rooms would generate under the same assumptions.
- **Sales Tax Revenue and Allocation**—Sales tax revenue projections are based on estimated Project area spending at proposed commercial land uses in the Project. The sales tax-based revenues examined include the Bradley Burns Uniform Sales Tax 1-percent rate and a revenue-neutral factor estimating the reduction in revenues resulting from the shift of property tax in lieu of sales tax (0.25 percent). In this Fiscal Impact Analysis, 100 percent of the Bradley Burns sales tax and the shift of property tax in lieu of sales tax has been allocated to the City for urban services. **Table B-5** provides detail on these calculations.
- **Sales Tax Case Study Methodology**—Annual taxable sales generated by retail uses in the Project were calculated by taking an “annual sales per square foot” factor published in the Urban Land Institute’s *Dollars and Cents of Shopping Centers: 2007*. The Project is located in a rural part of the County, relatively far from Yuba City, where the majority of the County’s population is concentrated. In addition, the Project is relatively close to regional shopping center destinations

in other counties (e.g., Roseville and North Natomas). Because of the Project's location relative to the County's existing population, it is expected that market support largely will arise from residents and employees in the Project and Placer and Sacramento Counties. The projected sales tax revenue generated by retail development in the Project is shown in **Table D-6**.

- **Public Safety Sales Tax (Proposition 172)**—This revenue source amounts to a half-cent sales tax revenue that is allocated to public safety. Although excluded from the General Fund, Proposition 172 revenues cover services costs that are funded otherwise by discretionary General Fund revenues. This revenue source has been included as a County revenue to represent the discretionary General Fund revenues made available for countywide services as a result of Proposition 172 revenue generation. **Table B-5** provides detail on this calculation.
- **Motor Vehicle in Lieu (MVIL)**—MVIL is not allocated to the Project's urban services while a CSA is used to administer urban services.
- **Gas Tax**—Gas Tax revenues accrue to the County to support Project-related impact on on-site and off-site road maintenance activities.

## EXPENDITURE ASSUMPTIONS

- **Persons Served Weighting**—Expenditures are projected based on a *per capita* and *persons served* approach for estimating the service population.<sup>7</sup> For countywide services estimated on a persons served basis (e.g., general government and countywide police protection) employees were weighted by 50 percent a standard methodological approach.

For urban services the persons-served population was weighted based on service usage assumptions that varied for each service type. Assumptions are based on discussions between EPS and County consultants regarding estimated nonresidential service demand for urban services relative to residential land uses. It is assumed, for example, that a small fraction of employees use services such as library and parks and recreation. As an approximation this Fiscal Impact Analysis assumes that demand by employees for these services is roughly 20 percent of residential demand. For law enforcement it is assumed that calls for service generated by nonresidential land uses are half of that generated by

---

<sup>7</sup> A *per capita* basis of estimating expenditures is based on the assumption that only residents have an impact on services. A *per person served* basis of estimating service-related expenditures is used to take into account the assumption that businesses (and their employees) have an impact on many services, but at a lower level than residential development's impact. On the average, nonresidential employees are assumed to have half the impact of residents. Thus, as an industry standard, the persons served population is equal to residents plus 50 percent of employees.



residential units. As a result employees are assigned a 50-percent weighting. **Table E-2** identifies the weighting applied to the persons-served calculation for each urban service type.

- **Countywide Service Cost Estimates**—Costs associated with countywide service delivery were projected using average and marginal cost-estimating techniques. Costs were based on the County’s FY 2007–08 budget.
- **Urban Service Cost Estimates**—The Fiscal Impact Analysis estimates the share of total urban services costs that the CSA can cover while maintaining a fiscally neutral state. This share is based on the total estimated amount of discretionary General Fund and Road Fund revenues (e.g., sales tax, property tax, or MVIL) available to cover the Project’s urban services. As previously noted, total urban services costs are based on cost estimates and funding assumptions derived in EPS’s Sutter Pointe Urban Services Plan.

## FISCAL IMPACT RESULTS

This section summarizes the fiscal impact on the County and CSA from providing countywide and urban services to the Plan Area. **Tables 3** through **7** provide detailed fiscal impact results by scenario.

### COUNTYWIDE SERVICES

For countywide services, this Fiscal Impact Analysis projects a positive fiscal impact for all of the development scenarios. Scenario 1 shows the lowest surplus largely because it contains only residential land uses and generates more County expenditures than revenues relative to other land uses:

Scenario	(Deficit)	Surplus
Scenario 1	-	\$250,000
Scenario 2	-	\$2,800,000
Scenario 3	-	\$6,400,000
Scenario 4	-	\$6,500,000
Scenario 5	-	\$13,600,000

A detailed summary of the cumulative fiscal revenues and expenditures generated in each scenario is shown in **Table 1**.

**Table 3**  
**Sutter Pointe Specific Plan**  
**Fiscal Impact Analysis**  
**Annual Fiscal Impact - Fiscal Scenario 1 (2008\$)**

<b>Scenario 1 -          100% Single-Family          &amp; High-Density</b>
---

Item	Countywide Services	Urban Services	Project Total
<b>GENERAL FUND REVENUE</b>			
Property Tax	\$3,189,954	\$16,919,642	\$20,109,596
Property Tax in Lieu of Sales Tax	\$0	\$0	\$0
Property Tax in Lieu of VLF	\$6,465,805	\$0	\$6,465,805
Real Property Transfer Tax	\$338,827	\$338,827	\$677,654
Sales Tax	\$0	\$0	\$0
Proposition 172	\$0	\$0	\$0
Licenses, Permits, & Franchises	\$0	\$702,300	\$702,300
Transient Occupancy Tax	\$0	\$608,660	\$608,660
Intergovernmental Revenue	\$190,931	\$0	\$190,931
Fines, Forfeitures & Penalties	\$6,796	\$46,820	\$53,616
Motor Vehicle In Lieu	\$0	\$0	\$0
Service Fees	\$307,626	\$0	\$307,626
Interest/Rents	\$0	\$0	\$0
Miscellaneous	\$527,905	\$0	\$527,905
Transfers & Cost Allocations	\$0	\$0	\$0
Use of Undesignated Fund Balance	\$0	\$0	\$0
<b>TOTAL ANNUAL GENERAL FUND REVENUE</b>	<b>\$11,027,844</b>	<b>\$18,616,249</b>	<b>\$29,644,093</b>
<b>ANNUAL GENERAL FUND EXPENDITURES</b>	<b>\$10,777,506</b>	<b>\$13,179,830</b>	<b>\$23,957,336</b>
<b>Annual Surplus/(Deficit)</b>	<b>\$250,337</b>	<b>\$5,436,419</b>	<b>\$5,686,756</b>
<b>ROADS</b>			
Road Operations and Maintenance Revenues	N/A	\$775,794	\$775,794
Road Maintenance Costs	N/A	\$643,775	\$643,775
<b>Annual Surplus/(Deficit)</b>	<b>N/A</b>	<b>\$132,019</b>	<b>\$132,019</b>

Source: EPS.

"project\_summary\_1"

**Table 4**  
**Sutter Pointe Specific Plan**  
**Fiscal Impact Analysis**  
**Annual Fiscal Impact - Fiscal Scenario 2 (2008\$)**

<b>Scenario 2 -                  Scenario 1 plus                  Local-Serving Retail</b>
--

Item	Countywide Services	Urban Services	Project Total
<b>GENERAL FUND REVENUE</b>			
Property Tax	\$3,560,756	\$18,886,394	\$22,447,150
Property Tax in Lieu of Sales Tax	\$0	\$981,739	\$981,739
Property Tax in Lieu of VLF	\$7,217,395	\$0	\$7,217,395
Real Property Transfer Tax	\$358,520	\$358,520	\$717,039
Sales Tax	\$0	\$3,926,956	\$3,926,956
Proposition 172	\$1,863,923	\$0	\$1,863,923
Licenses, Permits, & Franchises	\$0	\$736,500	\$736,500
Transient Occupancy Tax	\$0	\$638,300	\$638,300
Intergovernmental Revenue	\$190,931	\$0	\$190,931
Fines, Forfeitures & Penalties	\$7,127	\$49,100	\$56,227
Motor Vehicle In Lieu	\$0	\$0	\$0
Service Fees	\$322,607	\$0	\$322,607
Interest/Rents	\$0	\$0	\$0
Miscellaneous	\$527,905	\$0	\$527,905
Transfers & Cost Allocations	\$0	\$0	\$0
Use of Undesignated Fund Balance	\$0	\$0	\$0
<b>TOTAL ANNUAL GENERAL FUND REVENUE</b>	<b>\$14,049,163</b>	<b>\$25,577,509</b>	<b>\$39,626,672</b>
<b>ANNUAL GENERAL FUND EXPENDITURES</b>	<b>\$11,209,541</b>	<b>\$13,708,790</b>	<b>\$24,918,331</b>
<b>Annual Surplus/(Deficit)</b>	<b>\$2,839,623</b>	<b>\$11,868,719</b>	<b>\$14,708,342</b>
<b>ROADS</b>			
Road Operations and Maintenance Revenues	N/A	\$865,972	\$865,972
Road Maintenance Costs	N/A	\$675,125	\$675,125
<b>Annual Surplus/(Deficit)</b>	<b>N/A</b>	<b>\$190,847</b>	<b>\$190,847</b>

"project\_summary\_2"

Source: EPS.

**Table 5**  
**Sutter Pointe Specific Plan**  
**Fiscal Impact Analysis**  
**Annual Fiscal Impact - Fiscal Scenario 3 (2008\$)**

<b>Scenario 3 -                  Scenario 2 plus                  Regional-Serving Retail</b>
---

Item	Countywide Services	Urban Services	Project Total
<b>GENERAL FUND REVENUE</b>			
Property Tax	\$3,931,559	\$20,853,146	\$24,784,705
Property Tax in Lieu of Sales Tax	\$0	\$2,454,859	\$2,454,859
Property Tax in Lieu of VLF	\$7,968,985	\$0	\$7,968,985
Real Property Transfer Tax	\$378,212	\$378,212	\$756,425
Sales Tax	\$0	\$9,819,436	\$9,819,436
Proposition 172	\$4,660,779	\$0	\$4,660,779
Licenses, Permits, & Franchises	\$0	\$770,550	\$770,550
Transient Occupancy Tax	\$0	\$667,810	\$667,810
Intergovernmental Revenue	\$190,931	\$0	\$190,931
Fines, Forfeitures & Penalties	\$7,457	\$51,370	\$58,827
Motor Vehicle In Lieu	\$0	\$0	\$0
Service Fees	\$337,521	\$0	\$337,521
Interest/Rents	\$0	\$0	\$0
Miscellaneous	\$527,905	\$0	\$527,905
Transfers & Cost Allocations	\$0	\$0	\$0
Use of Undesignated Fund Balance	\$0	\$0	\$0
<b>TOTAL ANNUAL GENERAL FUND REVENUE</b>	<b>\$18,003,349</b>	<b>\$34,995,384</b>	<b>\$52,998,732</b>
<b>ANNUAL GENERAL FUND EXPENDITURES</b>	<b>\$11,640,626</b>	<b>\$14,235,430</b>	<b>\$25,876,056</b>
<b>Annual Surplus/(Deficit)</b>	<b>\$6,362,723</b>	<b>\$20,759,954</b>	<b>\$27,122,677</b>
<b>ROADS</b>			
Road Operations and Maintenance Revenues	N/A	\$956,151	\$956,151
Road Maintenance Costs	N/A	\$706,338	\$706,338
<b>Annual Surplus/(Deficit)</b>	<b>N/A</b>	<b>\$249,814</b>	<b>\$249,814</b>

"project\_summary\_3"

Source: EPS.

**Table 6  
Sutter Pointe Specific Plan  
Fiscal Impact Analysis  
Annual Fiscal Impact - Fiscal Scenario 4 (2008\$)**

<b>Scenario 4 - Scenario 3 plus Office</b>
--

Item	Countywide Services	Urban Services	Project Total
<b>GENERAL FUND REVENUE</b>			
Property Tax	\$4,455,249	\$23,630,823	\$28,086,072
Property Tax in Lieu of Sales Tax	\$0	\$2,507,534	\$2,507,534
Property Tax in Lieu of VLF	\$9,030,468	\$0	\$9,030,468
Real Property Transfer Tax	\$406,025	\$406,025	\$812,050
Sales Tax	\$0	\$10,030,136	\$10,030,136
Proposition 172	\$4,760,787	\$0	\$4,760,787
Licenses, Permits, & Franchises	\$0	\$897,000	\$897,000
Transient Occupancy Tax	\$0	\$777,400	\$777,400
Intergovernmental Revenue	\$190,931	\$0	\$190,931
Fines, Forfeitures & Penalties	\$8,681	\$59,800	\$68,481
Motor Vehicle In Lieu	\$0	\$0	\$0
Service Fees	\$392,910	\$0	\$392,910
Interest/Rents	\$0	\$0	\$0
Miscellaneous	\$527,905	\$0	\$527,905
Transfers & Cost Allocations	\$0	\$0	\$0
Use of Undesignated Fund Balance	\$0	\$0	\$0
<b>TOTAL ANNUAL GENERAL FUND REVENUE</b>	<b>\$19,772,956</b>	<b>\$38,308,718</b>	<b>\$58,081,673</b>
<b>ANNUAL GENERAL FUND EXPENDITURES</b>	<b>\$13,241,527</b>	<b>\$16,191,190</b>	<b>\$29,432,717</b>
<b>Annual Surplus/(Deficit)</b>	<b>\$6,531,428</b>	<b>\$22,117,528</b>	<b>\$28,648,956</b>
<b>ROADS</b>			
Road Operations and Maintenance Revenues	N/A	\$1,083,512	\$1,083,512
Road Maintenance Costs	N/A	\$822,250	\$822,250
<b>Annual Surplus/(Deficit)</b>	<b>N/A</b>	<b>\$261,262</b>	<b>\$261,262</b>

"project\_summary\_4"

Source: EPS.

**Table 7**  
**Sutter Pointe Specific Plan**  
**Fiscal Impact Analysis**  
**Annual Fiscal Impact - Fiscal Scenario 5 (2008\$)**

<b>Scenario 5 -                  Scenario 4 plus                  Industrial</b>
--

Item	General Fund		Project Total
	Countywide Services	Urban Services	
<b>GENERAL FUND REVENUE</b>			
Property Tax	\$7,671,383	\$40,689,327	\$48,360,710
Property Tax in Lieu of Sales Tax	\$0	\$3,025,122	\$3,025,122
Property Tax in Lieu of VLF	\$15,549,339	\$0	\$15,549,339
Real Property Transfer Tax	\$576,829	\$576,829	\$1,153,657
Sales Tax	\$0	\$12,100,486	\$12,100,486
Proposition 172	\$5,743,475	\$0	\$5,743,475
Licenses, Permits, & Franchises	\$0	\$1,207,500	\$1,207,500
Transient Occupancy Tax	\$0	\$1,046,500	\$1,046,500
Intergovernmental Revenue	\$190,931	\$0	\$190,931
Fines, Forfeitures & Penalties	\$11,685	\$80,500	\$92,185
Motor Vehicle In Lieu	\$0	\$0	\$0
Service Fees	\$528,917	\$0	\$528,917
Interest/Rents	\$0	\$0	\$0
Miscellaneous	\$527,905	\$0	\$527,905
Transfers & Cost Allocations	\$0	\$0	\$0
Use of Undesignated Fund Balance	\$0	\$0	\$0
<b>TOTAL ANNUAL GENERAL FUND REVENUE</b>	<b>\$30,800,464</b>	<b>\$58,726,263</b>	<b>\$89,526,728</b>
<b>ANNUAL GENERAL FUND EXPENDITURES</b>	<b>\$17,173,516</b>	<b>\$20,993,590</b>	<b>\$38,167,106</b>
<b>Annual Surplus/(Deficit)</b>	<b>\$13,626,949</b>	<b>\$37,732,673</b>	<b>\$51,359,622</b>
<b>ROADS</b>			
Road Operations and Maintenance Revenues	N/A	\$1,865,673	\$1,865,673
Road Maintenance Costs	N/A	\$1,106,875	\$1,106,875
<b>Annual Surplus/(Deficit)</b>	<b>N/A</b>	<b>\$758,798</b>	<b>\$758,798</b>

"project\_summary\_5"

Source: EPS.

## URBAN SERVICES—GENERAL FUND

For urban services, this Fiscal Impact Analysis projects a positive fiscal impact for all of the development scenarios. Scenario 1 shows the lowest surplus largely because it contains only residential land uses and generates more and thus generates no sales tax revenue for urban services:

Scenario	(Deficit)	Surplus
Scenario 1	-	\$5,400,000
Scenario 2	-	\$11,900,000
Scenario 3	-	\$20,800,000
Scenario 4	-	\$22,100,000
Scenario 5	-	\$37,700,000

The Special Tax/Assessment for services will be adjusted if General Fund surpluses arise. A summary of the cumulative fiscal results for urban services is shown in **Table 2**.

## REVENUES—GENERAL FUND

The Project’s estimated main sources of revenue for countywide and urban services at project buildout (Scenario 5) and their percentage share of total revenue are shown below:

<b>Countywide Services</b>		<b>Urban Services</b>	
Property Tax in Lieu of VLF	50%	Property Tax	69%
Property Tax	25%	Sales Tax	21%
Other	<u>25%</u>	Other	<u>10%</u>
Total	100%	Total	100%

## EXPENDITURES

The Project’s estimated main sources of expenditures at buildout (Scenario 5) and their projected amount as a share of the Project’s total General Fund expenditures are shown below:

<b>Countywide Services</b>		<b>Urban Services</b>	
General Government	59%	Police	43%
Public Protection (Countywide Services)	30%	Fire Protection	32%
Health & Sanitation	6%	Administration	11%
Public Assistance	4%	Park Maintenance	8%
Other	<u>1%</u>	Library & Recreation	<u>6%</u>
Total	100%	Total	100%

## APPENDICES

APPENDIX A: LAND USE AND GENERAL ASSUMPTIONS

APPENDIX B: COUNTYWIDE SERVICES  
REVENUE ANALYSIS

APPENDIX C: COUNTYWIDE SERVICES  
EXPENDITURE ANALYSIS

APPENDIX D: URBAN SERVICES  
REVENUE ANALYSIS

APPENDIX E: URBAN SERVICES  
EXPENDITURE ANALYSIS

APPENDIX F: ASSESSED VALUE AND PROPERTY TAX  
REVENUE ALLOCATIONS



## APPENDIX A

## LAND USE AND GENERAL ASSUMPTIONS

Table A-1	General Assumptions .....	A-1
Table A-2	Land Use Development Plan .....	A-2
Table A-3	Land Use Assumptions .....	A-3
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Table A-5	Estimated Residential and Employee Population by Land Use Category .....	A-5

**Table A-1**  
**Sutter Pointe Specific Plan**  
**Fiscal Impact Analysis**  
**General Assumptions**

Item	Assumption
<b>General Assumptions</b>	
Fiscal Year Development Starts	2011
Fiscal Year to which Dollars are Discounted	2007-08
<b>Property Turnover Rate (% per year)</b>	
Residential	10.0%
Nonresidential	5.0%
<b>General Demographics</b>	
<b>Sutter County</b>	
Countywide Population [1]	93,919
Unincorporated Population [1]	23,710
Employees [2]	40,667
Persons Served [3]	114,253

*"general\_assumptions"*

Sources: California Department of Finance, California Employment Development Department, and EPS.

[1] Population estimates based on California Department of Finance Table 2: E-4 Population Estimates for Cities, Counties and State, 1/1/2008.

[2] Represents estimated employment as of 2008. Based on U.S. Census' 2006 employment data for Sutter County. Employment growth between 2006 and 2008 was estimated based on the population growth rate during that period.

[3] "Persons Served" is defined as Sutter County's countywide population plus 50% of its employees.

**Table A-2**  
**Sutter Pointe Specific Plan**  
**Fiscal Impact Analysis**  
**Land Use Development Plan**

Land Use	Assumptions	Land Use at Buildout		
		Acreage	Dwelling Units	Nonresidential Square Feet
<b>Residential Development</b>	<u>Units/Acre</u>			
<b>Single-Family</b>				
Low-Density	2.9	512.4	1,461	-
Medium-Density	6.2	1,950.2	12,014	-
<b>Subtotal Single-Family</b>		<b>2,462.6</b>	<b>13,475</b>	-
<b>Multifamily</b>				
Mixed Use [1]	-	-	599	-
High-Density	187.6	187.6	3,426	-
Affordable Housing [2]	-	-	-	-
<b>Subtotal Multifamily</b>		<b>187.6</b>	<b>4,025</b>	-
<b>Total Residential Development</b>		<b>2,650.2</b>	<b>17,500</b>	-
<b>Nonresidential Development [3]</b>	<u>FAR/[7]</u>			
Commercial Retail [4]	0.25	318.7	-	4,092,000
Office	0.35	256.5	-	4,214,000
Industrial	0.42	2,337.9	-	41,407,000
<b>Total Nonresidential Development</b>		<b>2,913.1</b>	-	<b>49,713,000</b>
<b>Total Res. and Nonres. Development</b>		<b>5,563.3</b>	<b>17,500</b>	<b>49,713,000</b>
<b>Public Uses</b>				
Backbone Roadways [5]	-	548.6	-	-
Industrial Drainage Basins	-	414.9	-	-
Neighborhood Park	-	431.7	-	-
Parks and Open Space	-	394.5	-	-
Schools [6]	-	174.5	-	-
<b>Total Public Uses</b>	-	<b>1,964.2</b>	-	-
<b>Total</b>	-	<b>7,527.5</b>	<b>17,500</b>	<b>49,713,000</b>

"land\_use\_plan"

Source: EPS and Sutter Pointe Revised Conceptual Land Use Plan (2/7/2008).

- [1] Mixed-Use acreage is counted under Nonresidential Development.
- [2] Refers to set aside units for affordable housing. Affordable units are currently excluded from this analysis.
- [3] For the purpose of this analysis, Specific Plan land use designations (e.g. employment 1, employment 2) have been organized by land use type (e.g. retail, office, industrial). See Table A-11 in EPS's Urban Services Plan for detail.
- [4] In this analysis, Commercial Retail is considered 50% local-serving and 50% regional-serving.
- [5] Includes residential roads (293 acres) and employment roads (225 acres).
- [6] Includes High School (50 acres) and K-8 School (120 acres) uses.
- [7] Floor Area Ratios (FARs) taken from the Revised Conceptual Land Use Plan (3/15/07).

**Table A-3  
Sutter Pointe Specific Plan  
Fiscal Impact Analysis  
Land Use Assumptions**

Land Use	Units/ Sq. Ft. [1]	Secured Value per Unit/Sq. Ft. [2]	Turnover Rate [3]	Persons per Dwelling Unit [4]	Sq. Ft. per Employee [5]
<b>Residential Development</b>					
<b>Single-Family</b>	<i>Units</i>				
Low-Density	1,461	\$500,000	10.0%	2.93	-
Medium-Density	12,014	\$370,000	10.0%	2.77	-
<b>Subtotal Single-Family</b>	<b>13,475</b>				
<b>Multifamily</b>					
Mixed Use	599	\$300,000	10.0%	2.30	-
High-Density	3,426	\$235,000	10.0%	2.30	-
Affordable Housing	-	-	-	-	-
<b>Subtotal Multifamily</b>	<b>4,025</b>				
<b>Total Residential Development</b>	<b>17,500</b>				
<b>Nonresidential Development</b>					
	<i>Sq. Ft.</i>				
Commercial Retail	4,092,000	\$350	5.0%	-	450
Office	4,214,000	\$240	5.0%	-	250
Industrial	41,407,000	\$150	5.0%	-	1,000
<b>Total Nonresidential Development</b>	<b>49,713,000</b>				

"land\_use\_assumptions"

Source: Loopnet, EPS and Sutter Pointe Revised Conceptual Land Use Plan (2/7/2008).

[1] Taken from Table A-2.

[2] Residential values based on adjusted home sales prices from the Gregory Group's 4th quarter 2007 values for similar products in the area. Nonresidential values based on values from comparable area products in LoopNet's Recent Sales and For Sale database.

[3] Refers to the percent of property in each land use category that is sold in a given year.

[4] Estimate derived from 2000 U.S. Census data for Sutter County.

[5] EPS assumptions based on data findings for the Sacramento region over a period of several decades.

**Table A-4**  
**Sutter Pointe Specific Plan**  
**Fiscal Impact Analysis**  
**Estimated Development Schedule**

Land Use	Assumptions	Fiscal Scenario 1 [1] 100% Single-Family & High-Density			Fiscal Scenario 2 [1] Scenario 1 plus Local-Serving Retail			Fiscal Scenario 3 [1] Scenario 2 plus Regional-Serving Retail			Fiscal Scenario 4 [1] Scenario 3 plus All Office			Fiscal Scenario 5 [1] Scenario 4 plus All Industrial (buildout)		
		Acreage	Dwelling Units	Nonres. Sq. Ft.	Acreage	Dwelling Units	Nonres. Sq. Ft.	Acreage	Dwelling Units	Nonres. Sq. Ft.	Acreage	Dwelling Units	Nonres. Sq. Ft.	Acreage	Dwelling Units	Nonres. Sq. Ft.
<b>Residential Development</b>	<i>Units/Acre</i>															
<b>Single-Family</b>																
Low-Density	2.9	512.4	1,461	-	512.4	1,461	-	512.4	1,461	-	512.4	1,461	-	512.4	1,461	-
Medium-Density	6.2	1,950.2	12,014	-	1,950.2	12,014	-	1,950.2	12,014	-	1,950.2	12,014	-	1,950.2	12,014	-
<b>Subtotal Single-Family</b>		<b>2,462.6</b>	<b>13,475</b>	-	<b>2,462.6</b>	<b>13,475</b>	-	<b>2,462.6</b>	<b>13,475</b>	-	<b>2,462.6</b>	<b>13,475</b>	-	<b>2,462.6</b>	<b>13,475</b>	-
<b>Multifamily</b>																
Mixed Use [2]	-	-	599	-	-	599	-	-	599	-	-	599	-	-	599	-
High-Density	187.6	187.6	3,426	-	187.6	3,426	-	187.6	3,426	-	187.6	3,426.0	-	187.6	3,426.0	-
Affordable Housing [3]	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Subtotal Multifamily</b>		<b>187.6</b>	<b>4,025</b>	-	<b>187.6</b>	<b>4,025</b>	-	<b>187.6</b>	<b>4,025</b>	-	<b>187.6</b>	<b>4,025</b>	-	<b>187.6</b>	<b>4,025</b>	-
<b>Total Residential Development</b>		<b>2,650.2</b>	<b>17,500</b>	-	<b>2,650.2</b>	<b>17,500</b>	-	<b>2,650.2</b>	<b>17,500</b>	-	<b>2,650.2</b>	<b>17,500</b>	-	<b>2,650.2</b>	<b>17,500</b>	-
<b>Nonresidential Development</b>	<i>Floor Area Ratio</i>															
Commercial Retail [4]	0.25	-	-	-	159.4	-	2,046,000	318.7	-	4,092,000	318.7	-	4,092,000	318.7	-	4,092,000
Office	0.35	-	-	-	-	-	-	-	-	-	256.5	-	4,214,000	256.5	-	4,214,000
Industrial	0.42	-	-	-	-	-	-	-	-	-	-	-	2,337.9	-	-	41,407,000
<b>Total Nonresidential Development</b>		<b>-</b>	<b>-</b>	<b>-</b>	<b>159.4</b>	<b>-</b>	<b>2,046,000</b>	<b>318.7</b>	<b>-</b>	<b>4,092,000</b>	<b>575.2</b>	<b>-</b>	<b>8,306,000</b>	<b>2,913.1</b>	<b>-</b>	<b>49,713,000</b>
<b>Total Res. and Nonres. Development</b>		<b>2,650.2</b>	<b>17,500</b>	<b>-</b>	<b>2,809.6</b>	<b>17,500</b>	<b>2,046,000</b>	<b>2,968.9</b>	<b>17,500</b>	<b>4,092,000</b>	<b>3,225.4</b>	<b>17,500</b>	<b>8,306,000</b>	<b>5,563.3</b>	<b>17,500</b>	<b>49,713,000</b>

"development\_schedule"

Source: Loopnet, EPS and Sutter Pointe Revised Conceptual Land Use Plan (2/7/2008).

[1] Fiscal Scenarios provide a cumulative estimate of how development might occur based on market demand. The precise phasing schedule for the Project is not available at this time.

[2] Mixed use acreage is counted under nonresidential development only.

[3] Refers to set aside units for affordable housing. Affordable units are currently excluded from this analysis.

[4] In this analysis, Commercial Retail is considered 50% local-serving and 50% regional-serving. Local-Serving is captured in Scenario 2, while Local-serving and regional-serving are in Scenario 3.

**Table A-5**  
**Sutter Pointe Specific Plan**  
**Fiscal Impact Analysis**  
**Estimated Residential and Employee Population by Land Use Category**

<b>Land Use</b>	<b>Residents per DU/ Sq. Ft. per Employee [1]</b>	<b>Fiscal Scenario 1 [2]</b> 100% Single-Family & High-Density	<b>Fiscal Scenario 2 [2]</b> Scenario 1 plus Local-Serving Retail	<b>Fiscal Scenario 3 [2]</b> Scenario 2 plus Regional-Serving Retail	<b>Fiscal Scenario 4 [2]</b> Scenario 3 plus All Office	<b>Fiscal Scenario 5 [2]</b> Scenario 4 plus All Industrial (Buildout)
<b>Residential Development</b>						
<b>Single-Family</b>	<i>per unit</i>					
Low-Density	2.93	4,280	4,280	4,280	4,280	4,280
Medium-Density	2.77	33,280	33,280	33,280	33,280	33,280
<b>Subtotal Single-Family</b>		<b>37,560</b>	<b>37,560</b>	<b>37,560</b>	<b>37,560</b>	<b>37,560</b>
<b>Multifamily</b>						
Mixed Use	2.30	1,380	1,380	1,380	1,380	1,380
High-Density	2.30	7,880	7,880	7,880	7,880	7,880
Affordable Housing	-	-	-	-	-	-
<b>Subtotal Multifamily</b>		<b>9,260</b>	<b>9,260</b>	<b>9,260</b>	<b>9,260</b>	<b>9,260</b>
<b>Total Residential Population</b>		<b>46,820</b>	<b>46,820</b>	<b>46,820</b>	<b>46,820</b>	<b>46,820</b>
<b>Nonresidential Development</b>						
	<i>per sq. ft.</i>					
Commercial Retail	450	-	4,545	9,090	9,090	9,090
Office	250	-	-	-	16,860	16,860
Industrial	1,000	-	-	-	-	41,410
<b>Total Employees</b>		-	<b>4,550</b>	<b>9,090</b>	<b>25,950</b>	<b>67,360</b>
<b>Persons Served (Residents &amp; Weighted Employees [3])</b>		<b>46,820</b>	<b>49,100</b>	<b>51,370</b>	<b>59,800</b>	<b>80,500</b>

"population"

Source: Loopnet, EPS and Sutter Pointe Revised Conceptual Land Use Plan (2/7/2008).

[1] Taken from Table A-3.

[2] Fiscal Scenarios provide a cumulative estimate of how development might occur based on market demand. The precise phasing schedule for the Project is not available at this time.

[3] Persons Served equals the total residential population plus 50% of the total employee population.

## APPENDIX B

## COUNTYWIDE SERVICES REVENUE ANALYSIS

Table B-1	Revenue-Estimating Procedures based on Sutter County FY 2007–08 Budget .....	B-1
Table B-2	Estimated Annual Revenues at Buildout by Land Use Category.....	B-2
Table B-3	Estimated Annual Property Tax Revenues.....	B-3
Table B-4	Real Property Transfer Tax Revenues .....	B-4
Table B-5	Estimated Annual Sales and Use Tax Revenues .....	B-5

**Table B-1**  
**Sutter Pointe Specific Plan**  
**Fiscal Impact Analysis**  
**Revenue Estimating Procedures based on Sutter County FY 2007-08 Budget (2008\$)**

Revenues	Estimating Procedure	Sutter County FY 2007-08 Budgeted Revenues	Offsetting Program Revenues	Discretionary Revenues	1/1/2008 Population or Persons Served	Revenue Multiplier
<b>ANNUAL GENERAL FUND REVENUES</b>						
Property Tax	Table B-3	\$12,120,000	\$0	\$12,120,000	N/A	N/A
Property Tax in Lieu of Sales Tax [1]	N/A	\$619,250	\$0	\$619,250	N/A	N/A
Property Tax in Lieu of VLF [1]	Table B-3	\$8,555,324	\$0	\$8,555,324	N/A	N/A
Real Property Transfer Tax [2]	Table B-4	\$400,000	\$0	\$400,000	N/A	N/A
Sales Tax [1]	N/A	\$2,980,000	\$0	\$2,980,000	N/A	N/A
Proposition 172 - Public Safety Augmentation Fund [3]	Table B-5	\$6,500,000	\$0	\$6,500,000	N/A	N/A
Licenses, Permits & Franchises [1]	N/A	\$2,361,900	\$736,900	\$1,625,000	N/A	N/A
Transient Occupancy Tax [1]	N/A	\$35,000	\$0	\$35,000	N/A	N/A
Intergovernmental Revenue	Per Capita	\$11,185,340	\$10,802,340	\$383,000	93,919	\$4.08
Fines, Forfeitures & Penalties [4]	Persons Served	\$111,559	\$14,000	\$97,559	114,253	\$0.15
Motor Vehicle in Lieu [5]	N/A	-	-	-	N/A	N/A
Service Fees	Persons Served	\$2,242,657	\$1,491,971	\$750,686	114,253	\$6.57
Interest/Rents [6]	N/A	\$2,013,122	\$1,312,622	\$700,500	N/A	N/A
Miscellaneous	Per Capita	\$2,903,763	\$1,844,808	\$1,058,955	93,919	\$11.28
Transfers & Cost Allocations [6]	N/A	\$10,582,124	\$7,917,612	\$2,664,512	N/A	N/A
Use of Undesignated Fund Balance [6]	N/A	\$17,616,917	\$8,146,795	\$9,470,122	N/A	N/A
<b>Total Annual General Fund Available Financing</b>		<b>\$80,226,956</b>	<b>\$32,267,048</b>	<b>\$47,959,908</b>		
<b>ANNUAL ROAD REVENUES</b>						
Property Tax [1]	N/A	\$347,000	\$0	\$347,000	N/A	N/A
State Gas Tax	N/A	\$1,960,000	\$0	\$1,960,000	114,253	\$17.15
Transportation Development Act (TDA) [1]	N/A	\$948,109	\$948,109	\$0	N/A	N/A
Other Revenues [7]	N/A	\$15,838,108	\$15,838,108	\$0	N/A	N/A
<b>Total Annual Road Fund Revenues</b>		<b>\$19,093,217</b>	<b>\$16,786,217</b>	<b>\$2,307,000</b>		

"revenue\_estimating\_procedures"

Source: Sutter County 2007-08 Final Budget and EPS.

[1] These Project revenues will be used for urban services only and are thus excluded from the Countywide Services Analysis.

[2] This analysis assumes the Real Property Transfer Tax will be split evenly to support both Countywide and Urban Services.

[3] Although the County does not include Proposition 172 funds from the General Fund, they have been included in this analysis to represent the General Fund revenues that become available for non-Public Safety functions as a result of Prop. 172 revenue generation.

[4] If Project is administered through a CSA, County receives 17% of total revenue with 83% going to the CSA. See Wildan memorandum dated May 31, 2007 to Sutter County. If Project incorporates all revenue will be City revenues.

[5] County Motor Vehicle in lieu revenue is dedicated to County health and welfare services. Since it is not a discretionary General Fund revenue, it has been omitted from this analysis.

[6] These revenue sources are not expected to be affected by the Project and are thus excluded from the Analysis.

[7] Other Revenues in the Road Fund include \$15.08 million of Intergovernmental Revenues (\$11.87 million from the Federal Bridge Replacement Program and \$3.22 million in miscellaneous State revenues/grants) and \$754,200 of miscellaneous revenues including \$230,000 from Franchises, Permits and Fees and \$429,700 from Interfund Transfers.



**Table B-2**  
**Sutter Pointe Specific Plan**  
**Fiscal Impact Analysis**  
**Estimated Annual Revenues at Buildout by Land Use Category (2008\$)**

<b>Countywide Services</b>
CSA Scenario

	<u>Fiscal Scenario 1 [1]</u>	<u>Fiscal Scenario 2 [1]</u>	<u>Fiscal Scenario 3 [1]</u>	<u>Fiscal Scenario 4 [1]</u>	<u>Fiscal Scenario 5 [1]</u>
<b>Revenues</b>	100% Single-Family & High-Density	Scenario 1 plus Local-Serving Retail	Scenario 2 plus Regional-Serving Retail	Scenario 3 plus All Office	Scenario 4 plus All Industrial (Buildout)
<b>ANNUAL REVENUE</b>					
Property Tax	\$3,189,954	\$3,560,756	\$3,931,559	\$4,455,249	\$7,671,383
Property Tax in Lieu of Sales Tax	-	-	-	-	-
Property Tax in Lieu of VLF	\$6,465,805	\$7,217,395	\$7,968,985	\$9,030,468	\$15,549,339
Real Property Transfer Tax	\$338,827	\$358,520	\$378,212	\$406,025	\$576,829
Sales Tax	-	-	-	-	-
Proposition 172 - Public Safety Aug. Fund	-	\$1,863,923	\$4,660,779	\$4,760,787	\$5,743,475
Licenses, Permits & Franchises	-	-	-	-	-
Transient Occupancy Tax	-	-	-	-	-
Intergovernmental Revenue	\$190,931	\$190,931	\$190,931	\$190,931	\$190,931
Fines, Forfeitures & Penalties	\$6,796	\$7,127	\$7,457	\$8,681	\$11,685
Motor Vehicle in Lieu	-	-	-	-	-
Service Fees	\$307,626	\$322,607	\$337,521	\$392,910	\$528,917
Interest/Rents	-	-	-	-	-
Miscellaneous	\$527,905	\$527,905	\$527,905	\$527,905	\$527,905
Transfers & Cost Allocations	-	-	-	-	-
Use of Undesignated Fund Balance	-	-	-	-	-
<b>TOTAL</b>	<b>\$11,027,844</b>	<b>\$14,049,163</b>	<b>\$18,003,349</b>	<b>\$19,772,956</b>	<b>\$30,800,464</b>
<b>ANNUAL ROAD REVENUES</b>					
State Gas Tax	\$803,195	\$842,308	\$881,250	\$1,025,866	\$1,380,974

*"revenues"*

Source: EPS.

[1] Fiscal Scenarios provide a cumulative estimate of how development might occur based on market demand. The precise phasing schedule for the Project is not available at this time.

B-2

Countywide  
Services

**Table B-3**  
**Sutter Pointe Specific Plan**  
**Fiscal Impact Analysis**  
**Estimated Annual Property Tax Revenues (2008\$)**

Land Use	Assumption	Formula	Fiscal Scenario 1 [1]	Fiscal Scenario 2 [1]	Fiscal Scenario 3 [1]	Fiscal Scenario 4 [1]	Fiscal Scenario 5 [2]
			100% Single-Family & High-Density	Scenario 1 plus Local-Serving Retail	Scenario 2 plus Regional-Serving Retail	Scenario 3 plus All Office	Scenario 4 plus All Industrial (Buildout)
<b>Property Tax</b>							
Adjusted Assessed Value (2008\$) [2]		$a$	\$6,160,490,000	\$6,876,590,000	\$7,592,690,000	\$8,604,050,000	\$14,815,100,000
Property Tax (@ 1% of Assessed Value)	1.00%	$b = a * 1\%$	\$61,604,900	\$68,765,900	\$75,926,900	\$86,040,500	\$148,151,000
Post-ERAF Allocation of Property Tax to Sutter County [3]	5.18%	$c = b * 5.18\%$	\$3,189,954	\$3,560,756	\$3,931,559	\$4,455,249	\$7,671,383
<b>Post-ERAF Property Taxes for Countywide Services</b>	<b>5.18%</b>	$d = c$	<b>\$3,189,954</b>	<b>\$3,560,756</b>	<b>\$3,931,559</b>	<b>\$4,455,249</b>	<b>\$7,671,383</b>
<b>Property Tax in Lieu of VLF</b>							
Total Countywide Assessed Value [4]		$e$	\$8,151,342,194	\$8,151,342,194	\$8,151,342,194	\$8,151,342,194	\$8,151,342,194
Total Assessed Value of Project		$f = a$	\$6,160,490,000	\$6,876,590,000	\$7,592,690,000	\$8,604,050,000	\$14,815,100,000
<b>Total Assessed Value</b>		$g = e + f$	<b>\$14,311,832,194</b>	<b>\$15,027,932,194</b>	<b>\$15,744,032,194</b>	<b>\$16,755,392,194</b>	<b>\$22,966,442,194</b>
<b>Percentage Change in Assessed Value</b>		$h = (g - e) / e$	75.58%	84.36%	93.15%	105.55%	181.75%
<b>Total Property Tax in Lieu of VLF [5]</b>	<b>\$8,555,324</b>	$i = h * \$8,555,324$	<b>\$6,465,805</b>	<b>\$7,217,395</b>	<b>\$7,968,985</b>	<b>\$9,030,468</b>	<b>\$15,549,339</b>

"property\_tax"

Source: League of California Cities, Sutter County Auditor-Controllers Office, and EPS.

[1] Fiscal Scenarios provide a cumulative estimate of how development might occur based on market demand. The precise phasing schedule for the Project is not available at this time.  
 [2] For assumptions and calculation of adjusted assessed value, see Table F-2.  
 [3] For assumptions and calculation of the estimated Post-ERAF property tax allocation, see Table F-1. Assumes a post-ERAF property tax allocation of 20% for countywide services.  
 [4] Total County secured and unsecured assessed value for FY 07-08 provided by the Sutter County Auditor/Controller's Office.  
 [5] Estimated impact of the adjustment in Vehicle License Fee Revenue based on Senate Bill 1096 (SB 1096), as amended by Assembly Bill 2115 (AB 2115). Based on the State Controller Division of Accounting and Reporting report: Vehicle License Fee Adjustment Amounts. This adjustment multiplies 2007-08 County VLF revenues of \$8,555,324 by the percentage change in assessed value resulting from the Project's development.

B-3

**Table B-4**  
**Sutter Pointe Specific Plan**  
**Fiscal Impact Analysis**  
**Real Property Transfer Tax Revenues (2008\$)**

Description	Assumption	Formula	Fiscal Scenario 1 [1]	Fiscal Scenario 2 [1]	Fiscal Scenario 3 [1]	Fiscal Scenario 4 [1]	Fiscal Scenario 5 [1]
			100% Single-Family & High-Density	Scenario 1 plus Local-Serving Retail	Scenario 2 plus Regional-Serving Retail	Scenario 3 plus All Office	Scenario 4 plus All Industrial (buildout)
Rate per \$1,000 value	\$1.10						
Residential Turnover Rate [1] [2]	10%						
Nonresidential Property Turnover Rate [2]	5%						
<b>Property Transfer Tax</b>							
Total Residential Assessed Value [3]		$a$	\$6,160,490,000	\$6,160,490,000	\$6,160,490,000	\$6,160,490,000	\$6,160,490,000
Turnover of Residential Property		$b = a * 10\%$	\$616,049,000	\$616,049,000	\$616,049,000	\$616,049,000	\$616,049,000
<b>Residential Property Transfer Tax</b>		$c = \$1.1/1000 * b$	<b>\$677,654</b>	<b>\$677,654</b>	<b>\$677,654</b>	<b>\$677,654</b>	<b>\$677,654</b>
Total Nonresidential Assessed Value [3]		$d$	\$0	\$716,100,000	\$1,432,200,000	\$2,443,560,000	\$8,654,610,000
Turnover of Nonresidential Property		$e = d * 5\%$	\$0	\$35,805,000	\$71,610,000	\$122,178,000	\$432,730,500
<b>Nonresidential Property Transfer Tax</b>		$f = \$1.1/1000 * e$	<b>\$0</b>	<b>\$39,386</b>	<b>\$78,771</b>	<b>\$134,396</b>	<b>\$476,004</b>
<b>Total Property Transfer Tax</b>		$g = c + f$	<b>\$677,654</b>	<b>\$717,039</b>	<b>\$756,425</b>	<b>\$812,050</b>	<b>\$1,153,657</b>
<b>Countywide Services Share [4]</b>	50%	$h * 0.5$	<b>\$338,827</b>	<b>\$358,520</b>	<b>\$378,212</b>	<b>\$406,025</b>	<b>\$576,829</b>

"cw\_transfer\_tax"

Source: EPS

[1] All single-family dwelling units are considered owner-occupied.  
 [2] Assumes residential property turnover averages 10 percent and commercial property turnover averages 5 percent annually.  
 [3] Taken from Table F-2.  
 [4] This analysis preliminarily assumes that 50% of the Real Property Transfer Tax will be allocated to urban services.

B-4

**Table B-5**  
**Sutter Pointe Specific Plan**  
**Fiscal Impact Analysis**  
**Estimated Annual Sales and Use Tax Revenues (2008\$)**

Item	Formula	Source/ Assumption	Revenue Recipient	Fiscal Scenario 1 [1]	Fiscal Scenario 2 [1]	Fiscal Scenario 3 [1]	Fiscal Scenario 4 [1]	Fiscal Scenario 5 [1]
				100% Single-Family & High-Density	Scenario 1 plus Local-Serving Retail	Scenario 2 plus Regional-Serving Retail	Scenario 3 plus All Office	Scenario 4 plus All Industrial (Buildout)
<b>Taxable Sales from On-Site Retail Development</b>	<i>a</i>	Table D-7		<b>\$0</b>	<b>\$392,695,600</b>	<b>\$981,943,600</b>	<b>\$1,003,013,600</b>	<b>\$1,210,048,600</b>
<b>Countywide Sales Tax Revenue</b>								
Bradley Burns Sales Tax Rate	$b = a * 1\%$	1.0000%	City/CSA	\$0	\$3,926,956	\$9,819,436	\$10,030,136	\$12,100,486
Total Annual Proposition 172 Sales Tax Revenue [2]	$c = a * .4746\%$	<u>0.4746%</u>	County	\$0	\$1,863,923	\$4,660,779	\$4,760,787	\$5,743,475
<b>Subtotal Estimated Local Sales Tax Rate</b>	$d = b + c$	1.4746%		<b>\$0</b>	<b>\$5,790,879</b>	<b>\$14,480,215</b>	<b>\$14,790,923</b>	<b>\$17,843,961</b>
<i>Less Property Tax in-Lieu of Sales Rate [2]</i>	$e = a * -.25\%$	<u>(0.2500%)</u>	City/CSA	\$0	(\$981,739)	(\$2,454,859)	(\$2,507,534)	(\$3,025,122)
<b>Total Annual Sales Tax Revenue</b>	$f = d + e$	<b>1.2246%</b>		<b>\$0</b>	<b>\$4,809,140</b>	<b>\$12,025,356</b>	<b>\$12,283,389</b>	<b>\$14,818,840</b>
<b>Annual Property Tax in Lieu of Sales Tax [3]</b>	$g = a * .25\%$	0.2500%	City/CSA	<b>\$0</b>	<b>\$981,739</b>	<b>\$2,454,859</b>	<b>\$2,507,534</b>	<b>\$3,025,122</b>
<b>Annual Sales Tax Revenue to County</b>	$h = c$	<b>0.4746%</b>	County	<b>\$0</b>	<b>\$1,863,923</b>	<b>\$4,660,779</b>	<b>\$4,760,787</b>	<b>\$5,743,475</b>

"sales\_tax"

Source: State Board of Equalization and EPS.

[1] Fiscal Scenarios provide a cumulative estimate of how development might occur based on market demand. The precise phasing schedule for the Project is not available at this time.

[2] EPS assumes that Proposition 172 Sales Tax revenue will fully offset regional countywide public safety costs.

[3] Based on Senate Bill 1096 as amended by Assembly Bill 2115, which states that 1/4 of the 1 percent sales tax revenue (0.25%) will be exchanged for an equal dollar amount of property tax revenue.

B-5

## APPENDIX C

### COUNTYWIDE SERVICES EXPENDITURE ANALYSIS

Table C-1	Expenditure-Estimating Procedure based on Sutter County FY 2007–08 Budget .....	C-1
Table C-2	Expenditure-Estimating Procedure by County Function .....	C-2
Table C-3	Estimated Annual Expenditures at Buildout by Land Use Category .....	C-3

**Table C-1**  
**Sutter Pointe Specific Plan**  
**Fiscal Impact Analysis**  
**Expenditure-Estimating Procedure based on Sutter County FY 2007-08 Budget (2008\$)**

Item	Non-Personnel Expenditures [1]	Personnel Expenditures	Net County Expenditures [1]	Offsetting Program Revenues [1]	Unreimbursed County Cost	Expenditure Multiplier
<i>Formula</i>	<i>a</i>	<i>b</i>	<i>c=a+b</i>	<i>d</i>	<i>e=c-d</i>	<i>f</i>
<b>ANNUAL GENERAL FUND EXPENSES BY FUNCTION</b>						
General Government	\$18,671,691	\$10,747,803	\$29,419,494	\$15,020,737	\$14,398,757	\$126.03
Public Protection - Countywide Services	\$8,258,094	\$8,511,375	\$16,769,469	\$9,471,036	\$27,600,932	\$63.88
Public Protection - Unincorporated Area Services [2] [3]	\$20,302,499	\$0	\$20,302,499	\$0	\$20,302,499	N/A
Health & Sanitation	\$9,479,211	\$0	\$9,479,211	\$6,786,667	\$2,692,544	\$23.57
Public Assistance	\$1,969,336	\$0	\$1,969,336	\$199,645	\$1,769,691	\$15.49
Education	\$394,726	\$1,197,414	\$1,592,140	\$512,243	\$1,079,897	\$1.23
Recreation - Countywide Services [4]	\$269,355	\$156,429	\$425,784	\$69,340	\$356,444	N/A
Recreation - Unincorporated Area Services [2]	\$269,043	\$0	\$269,043	\$14,700	\$254,343	N/A
<b>Total Annual General Fund Expenses</b>	<b>\$59,613,955</b>	<b>\$20,613,021</b>	<b>\$80,226,976</b>	<b>\$32,074,368</b>	<b>\$68,455,107</b>	
<b>ANNUAL ROAD EXPENSES [2] [5]</b>	<b>\$20,148,973</b>	<b>\$2,473,471</b>	<b>\$22,622,444</b>	<b>\$17,778,108</b>	<b>\$1,495,109</b>	<b>\$13.09</b>

"expenditure\_estimating\_procedures"

Source: Sutter County FY 2007-08 Budget and EPS.

- [1] Includes intrafund transfers and budgeted contingencies and fund reserves.
- [2] These expenditures are included in the Urban Services Analysis shown in Table E-2 and are excluded from the Countywide Services Analysis.
- [3] Includes expenditures funded with Proposition 172 Public Safety Augmentation Funds (\$5.8 million) that are not budgeted in the General Fund. These funds are budgeted in the Criminal Justice & Law Fund and the expenses incurred in the Public Safety Fund.
- [4] Expenditures for countywide recreation services are not expected to be impacted by development.
- [5] Includes \$180,000 budgeted in the General Fund.

C-1

**Table C-2**  
**Sutter Pointe Specific Plan**  
**Fiscal Impact Analysis**  
**Expenditure-Estimating Procedure by County Function (2008\$)**

<b>Countywide Services</b>
----------------------------

Item	Estimating Procedure [1]	Expenditure Multiplier [2]	Incremental County Cost Multiplier	
			Per Capita	Per Employee
<b>ANNUAL GENERAL FUND EXPENSES BY FUNCTION</b>				
General Government	Person Served	\$126.03	\$126.03	\$63.01
Public Protection - Countywide Services	Person Served	\$63.88	\$63.88	\$31.94
Public Protection - Unincorporated Area Services	N/A	N/A	N/A	N/A
Health & Sanitation	Per Capita	\$23.57	\$23.57	-
Public Assistance	Per Capita	\$15.49	\$15.49	-
Education	Per Capita	\$1.23	\$1.23	-
Recreation - Countywide Services	N/A	N/A	N/A	N/A
Recreation - Unincorporated Area Services	N/A	N/A	N/A	N/A
<b>Total Annual General Fund Expenses</b>				
<b>ANNUAL ROAD EXPENSES</b>				
	Person Served	\$13.09	\$13.09	\$6.54

*"county\_expenditure\_multiplier"*

Source: Sutter County FY 2007-08 Budget and EPS.

[1] "Person Served" is defined as residents plus 50% of employees.

[2] From Table C-1.

C-2

**Table C-3**  
**Sutter Pointe Specific Plan**  
**Fiscal Impact Analysis**  
**Estimated Annual Expenditures at Buildout by Land Use Category (2008\$)**

<b>Expense Category</b>	<b>Fiscal Scenario 1 [1]</b>	<b>Fiscal Scenario 2 [1]</b>	<b>Fiscal Scenario 3 [1]</b>	<b>Fiscal Scenario 4 [1]</b>	<b>Fiscal Scenario 5 [1]</b>
	100% Single-Family & High-Density	Scenario 1 plus Local-Serving Retail	Scenario 2 plus Regional-Serving Retail	Scenario 3 plus All Office	Scenario 4 plus All Industrial (Buildout)
<b>ANNUAL GENERAL FUND EXPENSES BY FUNCTION</b>					
General Government	\$5,900,515	\$6,187,223	\$6,473,301	\$7,535,696	\$10,145,055
Public Protection - Countywide Services	\$2,990,849	\$3,136,176	\$3,281,183	\$3,819,689	\$5,142,319
Public Protection - Unincorporated Area Services	-	-	-	-	-
Health & Sanitation	\$1,103,387	\$1,103,387	\$1,103,387	\$1,103,387	\$1,103,387
Public Assistance	\$725,208	\$725,208	\$725,208	\$725,208	\$725,208
Education	\$57,548	\$57,548	\$57,548	\$57,548	\$57,548
Recreation - Countywide Services	-	-	-	-	-
Recreation - Unincorporated Area Services	-	-	-	-	-
<b>Total Annual General Fund Expenses</b>	<b>\$10,777,506</b>	<b>\$11,209,541</b>	<b>\$11,640,626</b>	<b>\$13,241,527</b>	<b>\$17,173,516</b>
<b>ANNUAL ROAD EXPENSES</b>	<b>\$612,686</b>	<b>\$642,456</b>	<b>\$672,162</b>	<b>\$782,476</b>	<b>\$1,053,422</b>

*"expenditures"*

Source: EPS.

[1] Fiscal Scenarios provide a cumulative estimate of how development might occur based on market demand. The precise phasing schedule for the Project is not available at this time.



## APPENDIX D

### URBAN SERVICES REVENUE ANALYSIS

Table D-1	Revenue-Estimating Procedures .....	D-1
Table D-2	Summary of Revenue Multipliers for Urban Services .....	D-2
Table D-3	Estimated Annual Revenues by Fiscal Scenario .....	D-3
Table D-4	Estimated Annual Property Tax Revenues.....	D-4
Table D-5	Real Property Transfer Tax Revenues .....	D-5
Table D-6	Estimated Annual Sales and Use Tax Revenues .....	D-6
Table D-7	Estimated Annual Taxable Sales, Retail Space Method .....	D-7

**Table D-1**  
**Sutter Pointe Specific Plan**  
**Fiscal Impact Analysis**  
**Revenue-Estimating Procedures (2008\$)**

Revenues	Estimating Procedure	Reference	Folsom		Woodland		Sutter County			Average Revenue Multiplier	2008\$ Rounded Multiplier [1]
			FY 2006-07 Budgeted Revenue	Revenue Multiplier	FY 2006-07 Budgeted Revenue	Revenue Multiplier	FY 2007-08 Budgeted Revenue	Offsetting Program Revenues	Discretionary Revenues		
<b>General Assumptions [2]</b>											
Population			69,445		52,972		93,919				
Employees			28,885		19,437		40,667				
Persons Served			83,887		62,691		114,253				
<b>ANNUAL GENERAL FUND REVENUES</b>											
Property Tax	Case Study	Table D-4	\$14,541,736	-	\$9,248,135	-	-	-	-	-	-
Property Tax in Lieu of Sales Tax	Case Study	Table D-6	-	-	-	-	-	-	-	-	-
Property Tax in Lieu of VLF [3]	N/A		\$4,400,000	-	-	-	-	-	-	-	-
Real Property Transfer Tax [4]	Case Study	Table D-5	\$734,117	-	-	-	-	-	-	-	-
Sales Tax	Case Study	Table D-6	\$20,756,063	-	\$9,900,000	-	-	-	-	-	-
Proposition 172 - Public Safety Aug. Fund	N/A		-	-	-	-	-	-	-	-	-
Licenses, Permits & Franchises	Persons Served		-	-	-	-	\$2,361,900	\$736,900	\$1,625,000	\$14.22	\$15.00
Transient Occupancy Tax	Persons Served		\$1,361,000	\$16.22	\$607,750	\$9.69	-	-	-	\$12.96	\$13.00
Intergovernmental Revenue [5]	N/A		-	-	-	-	-	-	-	-	-
Fines, Forfeitures & Penalties [6]	Persons Served		-	-	-	-	\$111,559	\$14,000	\$97,559	\$0.85	\$1.00
Motor Vehicle in Lieu [7]	Per Capita		-	-	-	-	-	-	-	-	-
Service Fees [3]	N/A		\$2,515,523	-	\$2,349,205	-	-	-	-	-	-
Interest/Rents [8]	N/A		\$525,000	-	\$86,000	-	-	-	-	-	-
Miscellaneous [3]	N/A		\$945,025	-	\$6,887,029	-	-	-	-	-	-
Transfers & Cost Allocations [8]	N/A		\$9,914,756	-	-	-	-	-	-	-	-
Use of Undesignated Fund Balance [8]	N/A		-	-	-	-	-	-	-	-	-
<b>Total Annual General Fund Revenues</b>			<b>\$56,256,987</b>		<b>\$29,542,738</b>						
<b>ANNUAL ROAD REVENUES</b>											
Property Tax	Case Study	Table D-4	-	-	-	-	\$347,000	\$0	\$347,000	-	-
State Gas Tax	N/A		-	-	-	-	\$1,960,000	\$0	\$1,960,000	-	-
Transportation Development Act (TDA)	Persons Served		-	-	-	-	\$948,109	\$948,109	\$0	-	-
Other Revenues [9]	N/A		-	-	-	-	\$15,838,108	\$15,838,108	\$0	-	-
<b>Total Annual Road Fund Revenues</b>							<b>\$19,093,217</b>	<b>\$16,786,217</b>	<b>\$2,307,000</b>		

\*muni\_revenue\_estimating\_procedures\*

Source: Sutter County 2007-08 Final Budget and EPS.

[1] Folsom and Woodland based multipliers were escalated to 2008\$ using the Consumer Price Index for the San Francisco Bay Area.

[2] Taken from Table A-1.

[3] These Project revenues will be used for countywide services only and are thus excluded from the Urban Services Analysis.

[4] This analysis assumes the Real Property Transfer Tax will be split evenly to support both Countywide and Urban Services.

[5] This analysis assumes that General Fund costs associated with intergovernmental services will be entirely offset by revenues. As a result, intergovernmental revenues and costs are excluded from this analysis.

[6] If Project is administered through a CSA these revenues will be split 83% CSA and 17% County. See Wildan memorandum dated May 31, 2007 to Sutter County.

[7] Per Capita Revenue Multiplier from FY 2005-06 State of California Shared Revenue Estimates, published by California State Controller. AB1602 allocates approximately \$54 per capita in revenue to new incorporated cities and developed annexation areas. It does not apply since this legislation will sunset in 2009, before the Project is developed. It is possible, though, that the State will renew it or enact an equivalent revenue source. In such cases, this revenue would be allocated to the City to cover municipal services.

[8] These revenue sources are not expected to be affected by the Project and are thus excluded from the Analysis.

[9] Other Revenues in the Road Fund include \$15.08 million of Intergovernmental Revenues (\$11.87 million from the Federal Bridge Replacement Program and \$3.22 million in miscellaneous State revenues/grants) and \$754,200 of miscellaneous revenues including \$230,000 from Franchises, Permits and Fees and \$429,700 from Interfund Transfers.

**Table D-2**  
**Sutter Pointe Specific Plan**  
**Fiscal Impact Analysis**  
**Summary of Revenue Multipliers for Urban Services (2008\$)**

<b>Urban Services</b>
CSA Scenario

Category	Estimating Procedure [1]	Estimated Gross Municipal Revenue Multiplier [1]	Rounded Revenue Multiplier	
			per Resident	per Employee
<i>Formula</i>		<i>a</i>	<i>b = c</i>	<i>c = b *0.5</i>
<b>ANNUAL GENERAL FUND REVENUES</b>				
Property Tax	Table D-4	-	-	-
Property Tax in Lieu of Sales Tax	Table D-6	-	-	-
Property Tax in Lieu of VLF	N/A	-	-	-
Real Property Transfer Tax	Table D-5	-	-	-
Sales Tax	Table D-6	-	-	-
Proposition 172 - Public Safety Augmentation Fund	N/A	-	-	-
Licenses, Permits & Franchises	Persons Served	\$15.00	\$15.00	\$7.50
Transient Occupancy Tax	Persons Served	\$13.00	\$13.00	\$6.50
Intergovernmental Revenue	N/A	-	-	-
Fines, Forfeitures & Penalties	Persons Served	\$0.85	\$0.85	\$0.43
Motor Vehicle in Lieu	Per Capita	-	-	-
Service Fees	N/A	-	-	-
Interest/Rents	N/A	-	-	-
Miscellaneous	N/A	-	-	-
Transfers & Cost Allocations	N/A	-	-	-
Use of Undesignated Fund Balance	N/A	-	-	-
<b>ANNUAL ROAD REVENUES</b>				
Property Tax	Table D-4	-	-	-
State Gas Tax	N/A	-	-	-
Transportation Development Act (TDA)	N/A	-	-	-
Other Revenues	N/A	-	-	-

Source: EPS.

"muni\_rev\_mult"

[1] See Table D-1 for detail on estimating procedures used in this analysis.

D-2

**Table D-3**  
**Sutter Pointe Specific Plan**  
**Fiscal Impact Analysis**  
**Estimated Annual Revenues by Fiscal Scenario (2008\$)**

	<b>Fiscal Scenario 1 [1]</b>	<b>Fiscal Scenario 2 [1]</b>	<b>Fiscal Scenario 3 [1]</b>	<b>Fiscal Scenario 4 [1]</b>	<b>Fiscal Scenario 5 [1]</b>
<b>Revenues</b>	100% Single-Family & High-Density	Scenario 1 plus Local-Serving Retail	Scenario 2 plus Regional-Serving Retail	Scenario 3 plus All Office	Scenario 4 plus All Industrial (Buildout)
<b>General Fund and Road Fund Revenues [2]</b>					
<b>Annual General Fund Revenues</b>					
Property Tax	\$16,919,642	\$18,886,394	\$20,853,146	\$23,630,823	\$40,689,327
Property Tax in Lieu of Sales Tax	-	\$981,739	\$2,454,859	\$2,507,534	\$3,025,122
Property Tax in Lieu of VLF	-	-	-	-	-
Real Property Transfer Tax	\$338,827	\$358,520	\$378,212	\$406,025	\$576,829
Sales Tax	-	\$3,926,956	\$9,819,436	\$10,030,136	\$12,100,486
Proposition 172 - Public Safety Aug. Fund	-	-	-	-	-
Licenses, Permits & Franchises	\$702,300	\$736,500	\$770,550	\$897,000	\$1,207,500
Transient Occupancy Tax	\$608,660	\$638,300	\$667,810	\$777,400	\$1,046,500
Intergovernmental Revenue	-	-	-	-	-
Fines, Forfeitures & Penalties	\$46,820	\$49,100	\$51,370	\$59,800	\$80,500
Motor Vehicle in Lieu	-	-	-	-	-
Service Fees	-	-	-	-	-
Interest/Rents	-	-	-	-	-
Miscellaneous	-	-	-	-	-
Transfers & Cost Allocations	-	-	-	-	-
Use of Undesignated Fund Balance	-	-	-	-	-
<b>Total Annual General Fund Revenues</b>	<b>\$18,616,249</b>	<b>\$25,577,509</b>	<b>\$34,995,384</b>	<b>\$38,308,718</b>	<b>\$58,726,263</b>
<b>Annual Road Revenues</b>					
Property Tax	\$775,794	\$865,972	\$956,151	\$1,083,512	\$1,865,673
State Gas Tax	-	-	-	-	-
Transportation Development Act (TDA)	-	-	-	-	-
Other Revenues	-	-	-	-	-
<b>Total Annual Road Fund Revenues</b>	<b>\$775,794</b>	<b>\$865,972</b>	<b>\$956,151</b>	<b>\$1,083,512</b>	<b>\$1,865,673</b>

"muni\_revenues"

Source: EPS.

[1] Fiscal Scenarios provide a cumulative estimate of how development might occur based on market demand. The precise Project phasing schedule is not available at this time.

[2] See Table D-1 for the estimating procedures used for each revenue item.

**Urban Services**

**Table D-4**  
**Sutter Pointe Specific Plan**  
**Fiscal Impact Analysis**  
**Estimated Annual Property Tax Revenues (2008\$)**

Item	Assumption	Formula	Fiscal Scenario 1 [1]	Fiscal Scenario 2 [1]	Fiscal Scenario 3 [1]	Fiscal Scenario 4 [1]	Fiscal Scenario 5 [1]
			100% Single-Family & High-Density	Scenario 1 plus Local-Serving Retail	Scenario 2 plus Regional-Serving Retail	Scenario 3 plus All Office	Scenario 4 plus All Industrial (Buildout)
Adjusted Assessed Value (2008\$) [2]		$a$	\$6,160,490,000	\$6,876,590,000	\$7,592,690,000	\$8,604,050,000	\$14,815,100,000
Property Tax (@ 1% of Assessed Value)	1.00%	$b = a * 1\%$	\$61,604,900	\$68,765,900	\$75,926,900	\$86,040,500	\$148,151,000
<b>Post-ERAF Allocation of Property Taxes [3]</b>							
<b>General Municipal Services &amp; Fire Protection</b>							
General Fund	20.71%	$c = b * 20.71\%$	\$12,759,814	\$14,243,024	\$15,726,235	\$17,820,998	\$30,685,533
County Service Area D (Fire Service)	6.75%	$d = b * 6.75\%$	\$4,159,828	\$4,643,370	\$5,126,911	\$5,809,825	\$10,003,794
<b>Subtotal</b>			<b>\$16,919,642</b>	<b>\$18,886,394</b>	<b>\$20,853,146</b>	<b>\$23,630,823</b>	<b>\$40,689,327</b>
<b>Road Services</b>	1.26%	$e = b * 1.26\%$	<b>\$775,794</b>	<b>\$865,972</b>	<b>\$956,151</b>	<b>\$1,083,512</b>	<b>\$1,865,673</b>
<b>Total General, Fire Protection, &amp; Road Services</b>	<b>28.72%</b>	$f = c + d + e$	<b>\$17,695,436</b>	<b>\$19,752,367</b>	<b>\$21,809,298</b>	<b>\$24,714,335</b>	<b>\$42,555,000</b>

*"muni\_property\_tax"*

Source: League of California Cities, Sutter County Auditor-Controllers Office, and EPS.

[1] Fiscal Scenarios provide a cumulative estimate of how development might occur based on market demand. The precise phasing schedule for the Project is not available at this time.

[2] For assumptions and calculation of adjusted assessed value, see Table F-2. Assumes a post-ERAF property tax allocation of 80% for countywide services.

[3] For assumptions and calculation of the Post-ERAF estimated property tax allocation, see Table F-1. Assumes a post-ERAF property tax allocation of 80% for urban services. with Sutter County. This represents a proxy for allocating property tax revenues between urban and county services provided by Sutter County.

D-4

**Table D-5**  
**Sutter Pointe Specific Plan**  
**Fiscal Impact Analysis**  
**Real Property Transfer Tax Revenues (2008\$)**

Description	Assumption	Formula	Fiscal Scenario 1 [1]	Fiscal Scenario 2 [1]	Fiscal Scenario 3 [1]	Fiscal Scenario 4 [1]	Fiscal Scenario 5 [1]
			100% Single-Family & High-Density	Scenario 1 plus Local-Serving Retail	Scenario 2 plus Regional-Serving Retail	Scenario 3 plus All Office	Scenario 4 plus All Industrial (buildout)
Rate per \$1,000 value	\$1.10						
Residential Turnover Rate [1] [2]	10%						
Nonresidential Property Turnover Rate [2]	5%						
<b>Property Transfer Tax</b>							
Total Residential Assessed Value [3]		$a$	\$6,160,490,000	\$6,160,490,000	\$6,160,490,000	\$6,160,490,000	\$6,160,490,000
Turnover of Residential Property		$b = a * 10\%$	\$616,049,000	\$616,049,000	\$616,049,000	\$616,049,000	\$616,049,000
<b>Residential Property Transfer Tax</b>		$c = \$1.1/1000 * b$	<b>\$677,654</b>	<b>\$677,654</b>	<b>\$677,654</b>	<b>\$677,654</b>	<b>\$677,654</b>
Total Nonresidential Assessed Value [3]		$d$	\$0	\$716,100,000	\$1,432,200,000	\$2,443,560,000	\$8,654,610,000
Turnover of Nonresidential Property		$e = d * 5\%$	\$0	\$35,805,000	\$71,610,000	\$122,178,000	\$432,730,500
<b>Nonresidential Property Transfer Tax</b>		$f = \$1.1/1000 * e$	<b>\$0</b>	<b>\$39,386</b>	<b>\$78,771</b>	<b>\$134,396</b>	<b>\$476,004</b>
<b>Total Property Transfer Tax</b>		$g = c + f$	<b>\$677,654</b>	<b>\$717,039</b>	<b>\$756,425</b>	<b>\$812,050</b>	<b>\$1,153,657</b>
<b>Municipal Services Share [4]</b>	50%	$h * 0.5$	<b>\$338,827</b>	<b>\$358,520</b>	<b>\$378,212</b>	<b>\$406,025</b>	<b>\$576,829</b>

"muni\_transfer\_tax"

Source: EPS

[1] All single-family dwelling units are considered owner-occupied.

[2] Assumes residential property turnover averages 10 percent and commercial property turnover averages 5 percent annually.

[3] Taken from Table F-2.

[4] This analysis preliminarily assumes that 50% of the Real Property Transfer Tax will be allocated to urban services.

D-5

Urban Services

**Table D-6**  
**Sutter Pointe Specific Plan**  
**Fiscal Impact Analysis**  
**Estimated Annual Sales and Use Tax Revenues (2008\$)**

Item	Formula	Source/ Assumption	Revenue Recipient	Fiscal Scenario 1 [1]	Fiscal Scenario 2 [1]	Fiscal Scenario 3 [1]	Fiscal Scenario 4 [1]	Fiscal Scenario 5 [1]
				100% Single-Family & High-Density	Scenario 1 plus Local-Serving Retail	Scenario 2 plus Regional-Serving Retail	Scenario 3 plus All Office	Scenario 4 plus All Industrial (Buildout)
<b>Taxable Sales from On-Site Retail Development</b>	a	Table D-7		\$0	\$392,695,600	\$981,943,600	\$1,003,013,600	\$1,210,048,600
<b>Subtotal Sales Tax Revenue</b>								
Bradley Burns Sales Tax Rate	$b = a * 1\%$	1.0000%	CSA/City	\$0	\$3,926,956	\$9,819,436	\$10,030,136	\$12,100,486
Total Annual Proposition 172 Sales Tax Revenue [2]	$c = a * .4746\%$	<u>0.4746%</u>	County	\$0	\$1,863,923	\$4,660,779	\$4,760,787	\$5,743,475
<b>Subtotal Estimated Local Sales Tax Rate</b>	$d = b + c$	<b>1.4746%</b>		<b>\$0</b>	<b>\$5,790,879</b>	<b>\$14,480,215</b>	<b>\$14,790,923</b>	<b>\$17,843,961</b>
<i>Less Property Tax in-Lieu of Sales Rate [3]</i>	$e = a * -.25\%$	<u>(0.2500%)</u>	CSA/City	\$0	(\$981,739)	(\$2,454,859)	(\$2,507,534)	(\$3,025,122)
<b>Subtotal Annual Sales Tax Revenue</b>	$f = d + e$	<b>1.2246%</b>		<b>\$0</b>	<b>\$4,809,140</b>	<b>\$12,025,356</b>	<b>\$12,283,389</b>	<b>\$14,818,840</b>
<b>Annual Property Tax in-Lieu of Sales Tax [3]</b>	$g = a * .25\%$	<b>0.2500%</b>	CSA/City	<b>\$0</b>	<b>\$981,739</b>	<b>\$2,454,859</b>	<b>\$2,507,534</b>	<b>\$3,025,122</b>
<b>Annual Sales Tax Rev. to CSA/City</b>	$h = b + e + g$	<b>1.0000%</b>	CSA/City	<b>\$0</b>	<b>\$3,926,956</b>	<b>\$9,819,436</b>	<b>\$10,030,136</b>	<b>\$12,100,486</b>

"muni\_sales\_tax"

Source: EPS.

[1] Fiscal Scenarios provide a cumulative estimate of how development might occur based on market demand. The precise phasing schedule for the Project is not available at this time.

[2] Cities that received no property tax or did not exist in 1980 are ineligible for Proposition 172 revenues. This analysis assumes Proposition 172 revenues will offset countywide public safety services.

[3] Based on Senate Bill 1096 as amended by Assembly Bill 2115, which states that 1/4 of the 1 percent sales tax revenue (.25 percent) will be exchanged for an equal dollar amount of property tax revenue.

D-6

**Table D-7**  
**Sutter Pointe Specific Plan**  
**Fiscal Impact Analysis**  
**Estimated Annual Taxable Sales, Retail Space Method (2008\$)**

Urban Services

Item	Fiscal Scenario 1 [1]	Fiscal Scenario 2 [1]	Fiscal Scenario 3 [1]	Fiscal Scenario 4 [1]	Fiscal Scenario 5 [1]
	100% Single-Family & High-Density	Scenario 1 plus Local-Serving Retail	Scenario 2 plus Regional-Serving Retail	Scenario 3 plus All Office	Scenario 4 plus All Industrial (Buildout)
<b>Annual Taxable Sales from On-Site Retail Development</b>					
<b>Local-Serving Commercial [2] [3]</b>					
Local-Serving Commercial Sq. Ft.	-	2,046,000	2,046,000	2,046,000	2,046,000
Neighborhood Commercial Sq. Ft.	-	682,000	682,000	682,000	682,000
Annual Taxable Sales per Sq. Ft. [4]	\$160	\$160	\$160	\$160	\$160
<b>Total Annual Taxable Sales in Project</b>	-	<b>\$108,983,600</b>	<b>\$108,983,600</b>	<b>\$108,983,600</b>	<b>\$108,983,600</b>
Community Commercial Sq. Ft.	-	1,364,000	1,364,000	1,364,000	1,364,000
Annual Taxable Sales per Sq. Ft. [4]	\$208	\$208	\$208	\$208	\$208
<b>Total Annual Taxable Sales in Project</b>	-	<b>\$283,712,000</b>	<b>\$283,712,000</b>	<b>\$283,712,000</b>	<b>\$283,712,000</b>
<b>Regional-Serving Commercial [2]</b>					
Regional-Serving Commercial Sq. Ft.	-	-	2,046,000	2,046,000	2,046,000
Annual Taxable Sales per Sq. Ft. [4]	\$288	\$288	\$288	\$288	\$288
<b>Total Annual Taxable Sales in Project</b>	-	-	<b>\$589,248,000</b>	<b>\$589,248,000</b>	<b>\$589,248,000</b>
<b>Office</b>					
Office Sq. Ft.	-	-	-	4,214,000	4,214,000
Annual Taxable Sales per Sq. Ft. [4]	\$5	\$5	\$5	\$5	\$5
<b>Total Annual Taxable Sales in Project</b>	-	-	-	<b>\$21,070,000</b>	<b>\$21,070,000</b>
<b>Industrial</b>					
Industrial Sq. Ft.	-	-	-	-	41,407,000
Annual Taxable Sales per Sq. Ft. [4]	\$5	\$5	\$5	\$5	\$5
<b>Total Annual Taxable Sales in Project</b>	-	-	-	-	<b>\$207,035,000</b>
<b>Total Annual Taxable Sales From On-Site Retail</b>	-	<b>\$392,695,600</b>	<b>\$981,943,600</b>	<b>\$1,003,013,600</b>	<b>\$1,210,048,600</b>

"sales\_tax\_a"

Source: U.S. Department of Labor Bureau of Labor Statistics; Urban Land Institute; and EPS.

- [1] Fiscal Scenarios provide a cumulative estimate of how development might occur based on market demand. The precise phasing schedule for the Project is not available at this time.
- [2] The land use plan does not provide at this time a breakdown of retail land uses by product type. This analysis preliminarily considers retail to be 50% regional-serving and 50% local-serving.
- [3] In this analysis, local-serving retail is preliminarily considered 33% neighborhood commercial and 67% community commercial.

[4] Assumptions	Annual Sales per Sq. Ft.	Taxable Retail Sales Factor	Annual Taxable Sales per Sq. Ft. (Rounded)
Neighborhood Commercial	\$340	47%	\$160
Community Commercial	\$320	65%	\$208
Regional Serving Commercial	\$300	96%	\$288
Other Nonresidential	\$5	100%	\$5

Annual Sales per Sq. Ft. and Taxable Retail Sales Factor assumptions are based on an analysis of data from ULI's *Dollars & Cents of Shopping Centers: 2007*.

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## APPENDIX E

## URBAN SERVICES EXPENDITURE ANALYSIS

Table E-1	Summary of General Fund Expenditure Multipliers for Urban Services .....	E-1
Table E-2	Expenditure-Estimating Procedure based on Estimated Municipal Expenditures .....	E-2
Table E-3	Estimated Annual Expenditures at Buildout by Land Use Category .....	E-3

**Table E-1  
Sutter Pointe Specific Plan  
Fiscal Impact Analysis  
Summary of General Fund Expenditure Multipliers for Urban Services**

**Urban Services**

General Fund Department	Urban Services Plan Per Capita Expenditure Multiplier [1]	General Fund Share [2]	Road Fund Share [2]	Per Capita Expenditure Multiplier [3]
<b>Administration</b>				
City Council	\$1			
City Manager	\$3			
City Attorney	\$2			
City Clerk	\$2			
City Treasurer	\$0			
Administrative Services	\$6			
Finance	\$21			
Human Resources	\$3			
<b>Total Administration</b>	<b>\$38</b>	75%	-	<b>\$29</b>
<b>Other Services [4]</b>				
Community Services	\$34			
Community & Economic Development	\$16			
Engineering	\$13			
Public Works - General	\$37			
Non-Departmental	\$13			
<b>Total Other Services</b>	<b>\$113</b>	0%	-	<b>\$0</b>
<b>Park Maintenance</b>	<b>\$120</b>	30%	-	<b>\$36</b>
<b>Recreation [5]</b>	<b>\$45</b>	30%	-	<b>\$14</b>
<b>Fire Services</b>				
Administration	\$50			
Salaries and Benefits	\$160			
<b>Total Fire Services</b>	<b>\$210</b>	40%	-	<b>\$84</b>
<b>Police Services</b>				
Administration	\$65			
Salaries and Benefits	\$215			
<b>Total Police Services</b>	<b>\$280</b>	40%	-	<b>\$112</b>
<b>Library</b>	<b>\$30</b>	25%	-	<b>\$8</b>
<b>Total General Fund</b>	<b>\$836</b>			<b>\$282</b>
<b>Road Maintenance</b>	<b>\$55</b>	-	25%	<b>\$14</b>
<b>Total General Fund and Road Fund</b>	<b>\$891</b>			<b>\$295</b>

*"exp\_mults"*

Source: EPS, California State Department of Finance, City of Folsom FY06-07 Final Budget, and City of Woodland FY05-06 and FY06-07 Proposed Preliminary Budget.

[1] Derived in Table E-1 of EPS's Urban Services Plan.

[2] Derived in Table A-5 of EPS's Urban Services Plan.

[3] Represents the General Fund and Road Fund expenditure multipliers used in this analysis.

[4] It is assumed that costs associated with this item will be entirely offset by dedicated user fees, charges for services, and enterprise revenue. As a result, costs and revenues for this item have been excluded from the analysis.

[5] For recreation, the average per capita value is based exclusively on Folsom's recreation costs.

<b>Urban Services</b>
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**Table E-2**  
**Sutter Pointe Specific Plan**  
**Fiscal Impact Analysis**  
**Expenditure-Estimating Procedure based on Estimated Municipal Expenditures (2008\$)**

E-2

Category	Estimating Procedure [1]	Estimated Gross Municipal Exp. Multiplier [2]	Employee Weighting Factor [3]	Rounded Cost Multiplier per Resident	Rounded Cost Multiplier per Employee
<i>Formula</i>		<i>a</i>	<i>b</i>	<i>c = a</i>	<i>d = a * b</i>
<b>Annual Municipal Expenditures</b>					
Administration	Persons Served	\$28.5	0.20	\$28.5	\$5.7
Other Services	Persons Served	-	NA	-	-
Park Maintenance	Per Capita	\$36.0	NA	\$36.0	-
Recreation	Per Capita	\$13.5	NA	\$13.5	-
Fire Services	Persons Served	\$84.0	0.20	\$84.0	\$16.8
Police Services	Persons Served	\$112.0	0.50	\$112.0	\$56.0
Library	Per Capita	\$7.5	NA	\$7.5	-
<b>Total Municipal Expenditures</b>		<b>\$280.0</b>		<b>\$280.0</b>	<b>\$80.0</b>
<b>Annual Road Costs</b>					
Road Maintenance	Persons Served	\$13.8	0.50	\$13.8	\$6.9

*"muni\_expenditure\_estimating\_procedures"*

Source: EPS.

[1] "Per Person Served" is defined as population plus a weighted percentage of the employees in the City.  
 [2] Derived in Table E-4.  
 [3] Persons served derived by multiplying Sutter Pointe employees by the weighting factor estimated for each service. Weighting factors based on discussions with EPS and County consultants. Weighting is intended to approximate the service demands of nonresidential land uses relative to residential land uses.

**Table E-3**  
**Sutter Pointe Specific Plan**  
**Fiscal Impact Analysis**  
**Estimated Annual Expenditures at Buildout by Land Use Category (2008\$)**

<b>Expense Category</b>	<b>Fiscal Scenario 1 [1]</b>	<b>Fiscal Scenario 2 [1]</b>	<b>Fiscal Scenario 3 [1]</b>	<b>Fiscal Scenario 4 [1]</b>	<b>Fiscal Scenario 5 [1]</b>
	100% Single-Family & High-Density	Scenario 1 plus Local-Serving Retail	Scenario 2 plus Regional-Serving Retail	Scenario 3 plus All Office	Scenario 4 plus All Industrial (Buildout)
<b>Annual Municipal Expenditures [2]</b>					
Administration	\$1,334,370	\$1,399,350	\$1,464,045	\$1,704,300	\$2,294,250
Park Maintenance	\$1,685,520	\$1,685,520	\$1,685,520	\$1,685,520	\$1,685,520
Recreation	\$632,070	\$632,070	\$632,070	\$632,070	\$632,070
Fire Services	\$3,932,880	\$4,124,400	\$4,315,080	\$5,023,200	\$6,762,000
Police Services	\$5,243,840	\$5,499,200	\$5,753,440	\$6,697,600	\$9,016,000
Library	\$351,150	\$368,250	\$385,275	\$448,500	\$603,750
<b>Total Municipal Expenditures</b>	<b>\$13,179,830</b>	<b>\$13,708,790</b>	<b>\$14,235,430</b>	<b>\$16,191,190</b>	<b>\$20,993,590</b>
<b>Annual Road Costs [2]</b>					
Road Maintenance	<b>\$643,775</b>	<b>\$675,125</b>	<b>\$706,338</b>	<b>\$822,250</b>	<b>\$1,106,875</b>

"muni\_expenditures"

Source: EPS.

[1] Fiscal Scenarios provide a cumulative estimate of how development might occur based on market demand. The precise phasing schedule for the Project is not available at this time.

[2] Cost estimates for this project are rough approximations based on similar costs reported in Folsom and Woodland, two Cities with service level standards that are assumed to be comparable to those that will be established in the Project area. Estimates will be refined in later versions of this analysis.

## APPENDIX F

ASSESSED VALUE AND PROPERTY TAX  
REVENUE ALLOCATIONS

Table F-1	Preliminary Property Tax Allocations.....	F-1
Table F-2	New Assessed Valuation.....	F-2

**Table F-1  
Sutter Pointe Specific Plan  
Fiscal Impact Analysis  
Preliminary Property Tax Allocations**

Fund	Item	TRA 62004	TRA 67001	Average TRA	ERAF	Average TRA	Tax Allocation [2]	
		Distribution Without ERAF	Distribution Without ERAF	Distribution Without ERAF	Adjustment [1]	Distribution Post ERAF	Urban Services	Countywide Services
<i>Assumption</i>							80%	20%
<i>Formula</i>		<i>a</i>	<i>b</i>	$c = (a + b) / 2$	<i>d</i>	$e = c * (1+d)$	$f = e * 0.8$	$g = e * 0.2$
<b>Subject to New Development Agreement</b>								
1000157	General [3]	46.62340%	45.94260%	46.28300%	-44.06063%	25.89042%	20.71234%	5.17808%
1010007	Special Road [4]	1.43040%	1.40940%	1.41990%	-11.31030%	1.25931%	1.25931%	0.00000%
4016007	Co. Service Area D (Fire Service) [4]	7.41310%	7.30200%	7.35755%	-8.22447%	6.75243%	6.75243%	0.00000%
	<b>Subtotal</b>	<b>55.46690%</b>	<b>54.65400%</b>	<b>55.06045%</b>	<b>-63.59539%</b>	<b>33.90216%</b>	<b>28.72407%</b>	<b>5.17808%</b>
<b>Unchanged in New Development Agreement</b>								
4075007	Sutter Co. Water Agency	0.26130%	0.25460%	0.25795%	-6.36638%	0.24153%		
1000407	Education	0.64870%	0.63920%	0.64395%	0.00000%	0.64395%		
3120057	Marcum III Elementary	14.19480%	-	7.09740%	0.00000%	7.09740%		
3135057	Pleasant Grove Elementary	-	15.45370%	7.72685%	0.00000%	7.72685%		
3240057	East Nicolaus High School	11.95390%	11.77930%	11.86660%	0.00000%	11.86660%		
3230057	Yuba Community College	11.12340%	10.96000%	11.04170%	0.00000%	11.04170%		
3530007	Special Schools	1.48350%	1.46200%	1.47275%	0.00000%	1.47275%		
4057007	Pleasant Grove Cemetery	1.31150%	1.29230%	1.30190%	-34.86393%	0.84801%		
4081007	Sutter-Yuba Mosquito Abatement	3.55600%	3.50490%	3.53045%	0.00000%	3.53045%		
	<b>Subtotal</b>	<b>44.53310%</b>	<b>45.34600%</b>	<b>44.93955%</b>	<b>-41.23031%</b>	<b>44.46923%</b>		
	<b>Total Gross Property Tax Rates</b>	<b>100.00000%</b>	<b>100.00000%</b>	<b>100.00000%</b>		<b>80.00000%</b>	<b>28.72407%</b>	<b>5.17808%</b>
	Educational Revenue Augmentation Fund (ERAF) Shift					<b>20.00000%</b>		
	<b>Total Net Property Tax Rate after Current ERAF Shift</b>						<b>28.72407%</b>	<b>5.17808%</b>

F-1

"AB8\_share"

Source: Sutter County Auditor-Controller's Office and EPS.

[1] Estimated current Sutter County ERAF shift for FY 2006-07. Based on the Post-ERAF AB8 allocations to taxing entities as indicated in Sutter County's Sheet A: Property Tax Shift to ERAF

[2] The preliminary split of general property tax shown is based on an estimated property tax revenue exchange with Sutter County. This represents a proxy for allocating property tax revenues between urban and county services provided by Sutter County.

[3] Preliminary split of general property tax.

[4] This analysis assumes that the entity providing municipal services (e.g. City or CSA) will receive 100% of the property tax share for this fund to offset related service costs.

**Table F-2  
Sutter Pointe Specific Plan  
Fiscal Impact Analysis  
New Assessed Valuation**

<b>Land Use</b>	<b>Fiscal Scenario 1 [1]</b>	<b>Fiscal Scenario 2 [1]</b>	<b>Fiscal Scenario 3 [1]</b>	<b>Fiscal Scenario 4 [1]</b>	<b>Fiscal Scenario 5 [1]</b>
	100% Single-Family & High-Density	Scenario 1 plus Local-Serving Retail	Scenario 2 plus Regional-Serving Retail	Scenario 3 plus All Office	Scenario 4 plus All Industrial (Buildout)
<b>New Assessed Value (Constant \$) [2]</b>					
<b>Residential Development</b>					
<b>Single-Family</b>					
Low-Density	\$730,500,000	\$730,500,000	\$730,500,000	\$730,500,000	\$730,500,000
Medium-Density	\$4,445,180,000	\$4,445,180,000	\$4,445,180,000	\$4,445,180,000	\$4,445,180,000
<b>Subtotal Single-Family</b>	<b>\$5,175,680,000</b>	<b>\$5,175,680,000</b>	<b>\$5,175,680,000</b>	<b>\$5,175,680,000</b>	<b>\$5,175,680,000</b>
<b>Multifamily</b>					
Mixed Use	\$179,700,000	\$179,700,000	\$179,700,000	\$179,700,000	\$179,700,000
High-Density	\$805,110,000	\$805,110,000	\$805,110,000	\$805,110,000	\$805,110,000
Affordable Housing	-	-	-	-	-
<b>Subtotal Multifamily</b>	<b>\$984,810,000</b>	<b>\$984,810,000</b>	<b>\$984,810,000</b>	<b>\$984,810,000</b>	<b>\$984,810,000</b>
<b>Total Residential Development</b>	<b>\$6,160,490,000</b>	<b>\$6,160,490,000</b>	<b>\$6,160,490,000</b>	<b>\$6,160,490,000</b>	<b>\$6,160,490,000</b>
<b>Nonresidential Development</b>					
Commercial Retail	-	\$716,100,000	\$1,432,200,000	\$1,432,200,000	\$1,432,200,000
Office	-	-	-	\$1,011,360,000	\$1,011,360,000
Industrial	-	-	-	-	\$6,211,050,000
<b>Total Nonresidential Development</b>	<b>-</b>	<b>\$716,100,000</b>	<b>\$1,432,200,000</b>	<b>\$2,443,560,000</b>	<b>\$8,654,610,000</b>
<b>Total Res. and Nonres. Development</b>	<b>\$6,160,490,000</b>	<b>\$6,876,590,000</b>	<b>\$7,592,690,000</b>	<b>\$8,604,050,000</b>	<b>\$14,815,100,000</b>

Source: EPS.

[1] Fiscal Scenarios provide a cumulative estimate of how development might occur based on market demand. The precise phasing schedule for the Project is not available at this time.

[2] AV calculated by multiplying per-unit and per-square foot values in Table A-3 by the number of units or square feet in Table A-4.