



KEYSER MARSTON ASSOCIATES

ANALYSIS, CONTEXT AND RECOMENDATIONS

For Updates To

HOUSING TRUST FUND FEES

Prepared for
County of Sacramento

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1.0 INTRODUCTION

The County of Sacramento (“County”) established its affordable housing fee program for non-residential development in 1990 to mitigate the impacts of new non-residential development on the need for affordable housing. Fees are deposited into the County’s Housing Trust Fund and are used to fund the creation of affordable housing. This report was prepared by Keyser Marston Associates, Inc. (KMA) to support consideration of updated non-residential affordable housing fees by providing a series of analyses and context materials. A separate Housing Trust Fund Nexus Analysis (“Nexus Analysis”) was prepared to provide updated nexus support for the program.

The materials presented in this report include:

1. Nexus results,
2. Market context,
3. Analysis of fees as a percent of total development costs,
4. Summary of affordable housing fee programs in the Sacramento region,
5. Comparison of total fees and permit cost to other jurisdictions, and
6. Illustrative fee levels with indexing for cost escalation since the last update.

Background

The City and County of Sacramento adopted Housing Trust Fund ordinances, the City in 1989 and the County in 1990, which impose a fee on non-residential development to mitigate impacts on affordable housing. Fees are deposited into a Housing Trust Fund and utilized to increase the supply of affordable housing. The programs were among the earliest non-residential affordable housing fee programs in the U.S. Non-residential affordable housing fee programs are also sometimes referred to as commercial linkage fees.

The Sacramento Housing and Redevelopment Agency (SHRA) administers the County Housing Trust Fund on behalf of the County and reports back annually regarding the use of funds and production of affordable housing under the program. SHRA also administers the City’s Housing Trust Fund. Through the end of 2020, the County’s Housing Trust Fund had received a cumulative of \$47 million in revenue and contributed to the production of almost 3,000 affordable housing units.

County and City fee levels were initially set at the same level. At adoption, fees ranged from \$0.18 per square foot for warehouse space to \$0.95 per square foot for office space. An index was applied to increase fees by 4% in 1992. The City’s fees were subsequently increased in 2004/05 by approximately 80% and have been indexed automatically since that time. The County’s fees have remained the same since 1992. The County ordinance includes a provision for indexing the fee, but the index is not automatic, and it has not been applied. Current County fee levels are summarized in Table 1-1.

**Table 1-1 – County of Sacramento
Non-Residential Affordable Housing Fees
(Per Square Foot of Gross Building Area)**

Office	\$0.97
Hotel	\$0.92
R&D	\$0.82
Commercial	\$0.77
Manufacturing	\$0.61
Warehouse	\$0.26

2.0 SUMMARY AND RECOMMENDATIONS

Following is a summary of the analyses and context information assembled in this report.

1. *Development Activity in County Unincorporated Area* – Much of the recent development activity in the unincorporated area has consisted of warehouse / logistics and industrial space, a sector relatively insulated from the economic effects of the coronavirus pandemic. The County has also experienced significant retail development over the last decade. Office and hotel development have been more limited.
2. *Total Fees and Permit Cost Comparison* – To assist in understanding how total fees and permit costs in the County compare to other jurisdictions, KMA assembled information regarding fees in the cities of Sacramento, Rancho Cordova, Elk Grove, West Sacramento and Placer County. The results indicate that the County's fees for industrial and warehouse are higher than the comparison jurisdictions except Elk Grove, retail fees are higher than the comparisons other than Rancho Cordova, and office and hotel fees fall towards the middle of the range. The total development fee burden is one of many factors non-residential developers and end users may consider in assessing potential development sites. Other important factors include land costs, infrastructure capacity, and proximity to labor and customers.
3. *Housing Fee Comparison* – Seven affordable housing fee programs were identified in the Sacramento region, all with modest fee levels under \$3 per square foot. The County's fees are at the lower end of the range. Rancho Cordova and Citrus Heights have identical fees that originate from the County's program prior to their incorporation as cities. The City of Sacramento, Folsom and Placer County have somewhat higher housing fees ranging from \$1.70 to \$2.76 per square foot, except for warehouse at \$0.76 per square foot in Sacramento and exempt in Placer County. Placer County's fees currently apply only in the Sierra / Tahoe area. Elk Grove has similar fees to the County in some categories, higher fees in others, and office is exempt. See Section 3.6 for an illustration of the County's housing fees if they had been indexed for cost increases since 1992.
4. *Housing Fees as a Percent of Costs* – The County's current housing fees represent an estimated 2% to 5% of the overall fees and permit costs that apply to new non-residential construction, depending on the building type, and 0.2% to 0.4% of the total cost to develop new non-residential buildings inclusive of direct construction, design and other indirect costs, financing, and land. The County's housing fees are unlikely to have a material influence on development decisions because they are a small fraction of the overall cost picture for new development projects.
5. *Nexus Results* – The Nexus Analysis establishes an upper limit on fees ranging from \$15.10 to \$69.60 per square foot depending on the building type and provides

considerable flexibility to select fees anywhere below this level taking into account a range of policy considerations.

Recommendations

While the Nexus Analysis results allow consideration of far higher fees, based on review of non-residential market conditions, development costs, and the comparison of overall fee burden summarized above, KMA recommends consideration of:

- Warehouse and industrial fees of up to approximately \$2 per square foot; and
- Fees for other non-residential development of up to approximately \$3 per square foot.

While the County has been successful in attracting large-scale warehouse and logistics development, lower fees are recommended relative to other non-residential uses based on the findings of the fee comparison and considering the lower rent, lower cost nature of these buildings, which makes them more sensitive to additional costs such as an increase in fees.

KMA also recommends the County consider implementing an automatic indexing feature. This will allow the fee to keep pace with increases in costs over time. Applying the same index as is currently used for the County's residential fees is recommended (Building Cost Index, 20-City Average, published by Engineer News-Record / McGraw Hill).

3.0 CONTEXT MATERIALS

The purpose of this section is to provide a series of context materials and analyses to assist the County in updating its Housing Trust Fund fee program. Fee levels may be set at any level below the maximums supported by the Nexus Analysis and policy makers are free to consider a variety of policy goals in the selection of updated fee levels. This section includes a range of materials that decision making bodies often find useful as context for decision-making.

3.1 Nexus Maximum Fee Levels

The separate Nexus Analysis establishes a maximum or ceiling on potential updated fee levels based on the cost of mitigating the affordable housing impacts of new non-residential development. Table 3-1 indicates the Nexus Analysis results. As is typical, maximum fee level findings are high. Findings are technical analysis results only and are not recommendations. The County is free to take other policy considerations into account in selecting fees anywhere below the maximums identified in the Nexus Analysis.

Table 3-1 – Nexus Analysis Maximum Fee Level Findings Per Square Foot of Gross Building Area ⁽¹⁾	
Office	\$47.60
Medical	\$48.20
Retail / Commercial	\$69.60
Hotel	\$16.50
Industrial / Manufacturing	\$38.90
Research and Development	\$15.40
Warehouse	\$16.40
Residential Care	\$15.10

⁽¹⁾ Maximum fee level per square foot of gross building area excluding parking.

Source: Nexus Analysis. Note: Nexus findings are not recommended fee levels.

The recommendations identified in Section 2.0 suggest simplification of the County’s fee schedule to fewer categories. Notwithstanding this potential simplification of categories, the Nexus Analysis addresses each of the categories in the County’s current fee schedule so as to provide updated nexus findings for the program as currently adopted. Providing separate findings for each of the building types in Table 3-1 also enables important distinctions in worker occupations and employment density to be taken into consideration in the analysis. Although not identified as separate fee categories in the County’s current fee schedule, separate findings are provided for Medical and Residential Care to capture distinctions in worker occupation and employment density for these uses and to provide flexibility to establish separate fees for these uses in the future.

3.2 Market Context

The non-residential market in the Sacramento region experienced strengthening conditions over the past decade as exhibited by rising rents and occupancy rates. However, the economic downturn caused by the coronavirus pandemic impacted the office, retail, and hotel sectors, resulting in increased levels of vacancy and uncertainty regarding the path of recovery. Effects of the pandemic on the commercial real estate market are still being felt as of summer 2021, despite most pandemic restrictions being lifted and the recovery of many of the jobs that had been lost in the early months of the coronavirus pandemic.

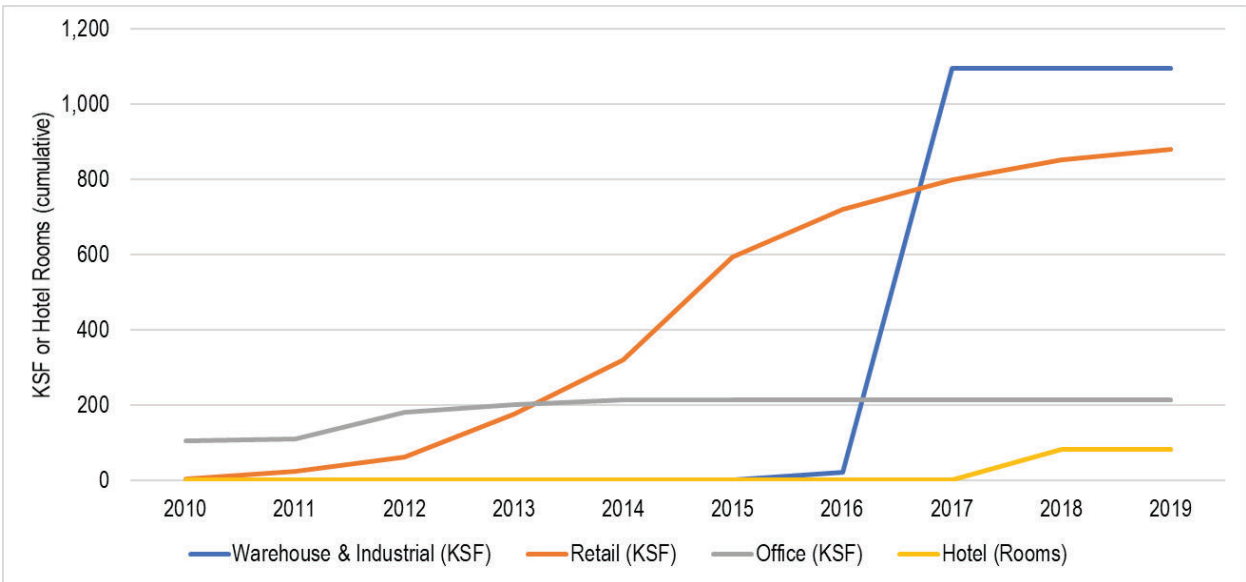
The warehouse and industrial sectors, in contrast, have generally not been adversely impacted by the coronavirus pandemic. There have been low levels of vacancy, rising rental rates, and positive absorption of industrial space through the coronavirus pandemic. Demand for logistics and warehouse space has been spurred in part by the expansion in e-commerce.

In unincorporated Sacramento County, warehouse development emerged as an area of strength several years prior to the pandemic. A major Class A fulfillment center encompassing approximately 855,000 square feet was completed and occupied by Amazon in 2017. Several major projects at Metro Air Park and McClellan Park added more than two million square feet of warehouse space in 2020 and early 2021, and additional space is currently under construction.

Figure 3-1 provides a summary of cumulative development activity in unincorporated Sacramento County from 2010 through 2019. As shown, more than one million square feet of warehouse/ industrial space and nearly 900,000 square feet of retail space were built between 2010 and 2019 in unincorporated areas. Over the same period, development of office space has been very limited, and less than 100 hotel rooms have been built in unincorporated areas, although several hotel projects are proposed at Metro Air Park.

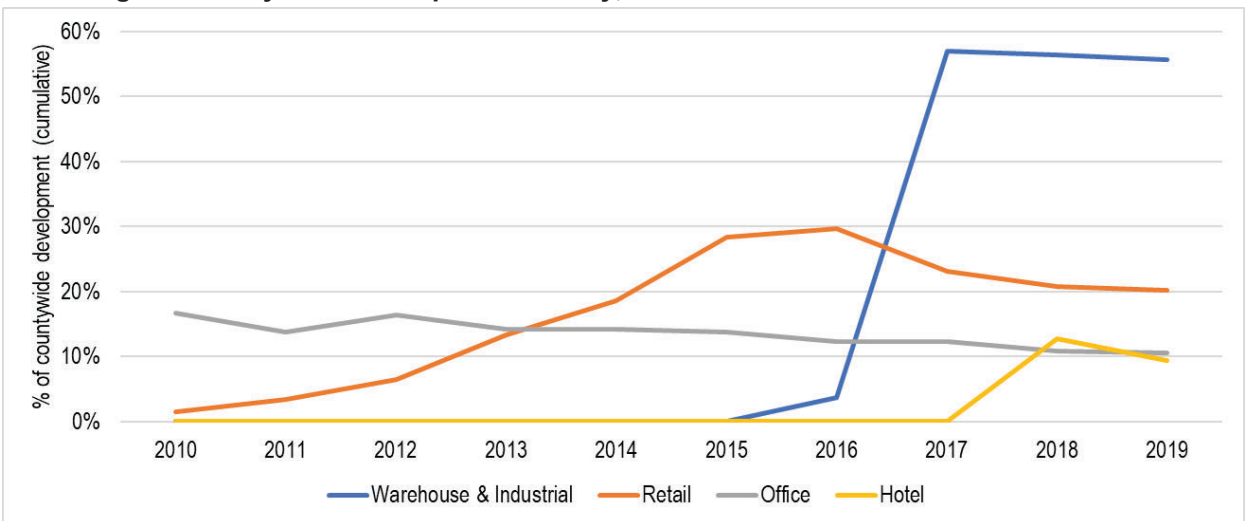
Figure 3-2 expresses cumulative development activity in unincorporated areas as a percentage of total development activity throughout the county, including incorporated cities. Unincorporated areas have captured more than half of cumulative warehouse/ industrial development within the county from 2010 to 2019, primarily driven by the Amazon facility described above. In contrast, the County captured only approximately 10% to 20% of countywide development of new office, retail, and hotels over the same period.

Figure 3-1 – Cumulative Development Activity in Unincorporated Sacramento County, 2010-2019



Source: Costar

Figure 3-2 – Cumulative Development Activity in Unincorporated Sacramento County as Percentage of Countywide Development Activity, 2010-2019



Source: Costar

3.3 Development Cost Analysis

Understanding existing and proposed non-residential fee levels in the context of total development costs is one consideration that many jurisdictions include in their fee setting discussions.

KMA prepared total development cost estimates for five prototype non-residential development projects identified in consultation with County staff. The cost estimates include local land costs,

local fees, and all indirect and financing costs. This cost analysis allows potential fee levels to be framed in terms of a percentage of the total development costs.

Development Prototypes

For the development cost analysis, KMA evaluated development costs for five prototype projects including:

- Warehouse/distribution,
- Light industrial,
- Retail,
- Office, and
- Hotel.

Development prototypes were identified based on a review of recent and pipeline development activity and are intended as representative of the types of non-residential development expected to occur in the County in the coming years.

Table 3-2 provides a summary of programmatic assumptions for each prototype. While it is acknowledged that there will be differences in density from one project to another, it is not necessary to analyze every variation of project density or building prototype for purposes of the development cost assessment; rather, the intent of the analysis is to provide a general range of development costs for new projects and the impact fees can have relative to those costs. All prototypes assume surface parking consistent with recent projects.

Table 3-2 – Non-Residential Development Prototypes

	Warehouse / Distribution	Light Industrial	Retail	Office	Hotel
Land Acres	28.70	5.74	1.84	2.30	1.87
Gross Building Area	500,000	100,000	20,000	50,000	65,000
Hotel Rooms					105
Building Floors	1	1	1	2	4
FAR	0.40	0.40	0.25	0.50	0.80

Geographic Sub-Areas

Total development costs of each non-residential prototype are analyzed based on conditions in one or more of the following geographic subareas:

- Metro Air Park,
- Mather Field,
- Arden-Arcade, and
- Antelope.

The geographic subareas are representative of the range of development conditions within the county with respect to land costs and area-specific impact fees. Table 3-3 pairs each of the building prototypes with applicable geographic subareas based on where development of each prototype has occurred or is likely to occur in the future. For prototypes paired with more than one subarea, average land costs and impact fees are reflected in the cost analysis.

Table 3-3 – Geographic Sub-Areas Paired with Non-Residential Development Prototypes

	Warehouse / Distribution	Light Industrial	Retail	Office	Hotel
a) Metro Air Park	x	x		x	x
b) Mather	x	x			
c) Arden-Arcade			x	x	
d) Antelope			x		

Development Costs

The estimates of total development costs for the non-residential prototypes are shown in Table 3-4. The costs include estimates for land acquisition, direct construction costs, and indirect and financing costs of development. Additional detail is provided in Appendix A Table 2. The estimates are based on KMA's database of costs from similar commercial projects and third-party data sources. Impact fees were calculated by KMA from published fee schedules.

As shown, total development costs for the non-residential prototypes range from a low of approximately \$125-\$155/square foot for the warehouse/distribution prototype to a high of approximately \$315-\$385/square foot for the retail prototype.

Table 3-4 – Non-Residential Development Cost Summary

	Warehouse / Distribution	Light Industrial	Retail	Office	Hotel
Land Acquisition ⁽¹⁾	\$13/sf	\$13/sf	\$60/sf	\$20/sf	\$14/sf
Direct Costs ⁽²⁾	\$95/sf	\$120/sf	\$175/sf	\$160/sf	\$185/sf
Indirect Costs ⁽³⁾	<u>\$32/sf</u>	<u>\$41/sf</u>	<u>\$114/sf</u>	<u>\$83/sf</u>	<u>\$79/sf</u>
Total Costs	\$139/sf	\$173/sf	\$349/sf	\$263/sf	\$278/sf
Total Costs Range (+/-10%)	\$125-\$155/sf	\$155-\$190/sf	\$315-\$385/sf	\$235-\$290/sf	\$250-\$305/sf

⁽¹⁾ Land acquisition costs estimated based on recent land sale comps. (See Appendix A Table 11 to 13.)

⁽²⁾ Direct construction cost estimates from RS Means and other project pro formas.

⁽³⁾ Impact fees reflected in indirect costs exclude the housing trust fee.

Fees as a Percentage of Development Costs

One approach to understanding the likelihood that a new fee will impact development decisions is to consider how fees relate to the total development cost of projects. Fees representing a smaller share of development costs will be less likely to affect development decisions and vice versa. Table 3-5 summarizes a range of potential fees on non-residential projects expressed as a percentage of total development costs. Warehouse and industrial buildings represent the low

end of the development cost range, and as a result, each dollar of fees represents a larger burden relative to the total investment being made. As one illustration, a fee of \$2 per square foot would represent approximately the same percentage of costs for a warehouse building as a \$5 per square foot fee represents for a retail building.

Table 3-5 – Linkage Fees as a Percentage of Total Development Costs

	Warehouse / Distribution	Light Industrial	Retail	Office	Hotel
Total Cost Range	\$125-\$155/sf	\$155-\$190/sf	\$315-\$385/sf	\$235-\$290/sf	\$250-\$305/sf
<u>Current Fee as % of Costs*</u>					
Current Linkage Fee	\$0.26	\$0.61	\$0.77	\$0.97	\$0.92
% of Costs	0.19%	0.35%	0.22%	0.28%	0.33%
<u>Illustrative Fee as % of Costs*</u>					
\$0.50/sf	0.36%	0.29%	0.14%	0.14%	0.18%
\$1.00/sf	0.72%	0.58%	0.29%	0.29%	0.36%
\$2.00/sf	1.43%	1.16%	0.57%	0.57%	0.72%
\$3.00/sf	2.15%	1.73%	0.86%	0.86%	1.08%
\$4.00/sf	2.87%	2.31%	1.15%	1.15%	1.44%
\$5.00/sf	3.58%	2.89%	1.43%	1.43%	1.80%
\$6.00/sf	4.30%	3.47%	1.72%	1.72%	2.16%
key: up to 1% 1-2% 2-3% over 3%					

*Fee percentage burden calculated at mid-point of cost range.

3.4 Other Non-Residential Affordable Housing Fee Programs

Statewide, there are over 50 jurisdictions with non-residential affordable housing impact fee programs. In Sacramento County, five of seven incorporated cities have a housing fee on non-residential development. Of these cities, all have fees of \$3/square foot or less and have reduced fees for low intensity industrial and warehouse uses.

Table 3-6 provides a summary of fee levels adopted by jurisdictions within the County, Placer County, and other counties. Fees in Citrus Heights and Rancho Cordova are identical to the current County fees. Fees in the cities of Sacramento, Folsom, and Elk Grove are generally higher than County fees (except for office projects in Elk Grove, which are exempt from housing impact fees, and large projects in Folsom, which receive a fee discount). Placer County’s fees were adopted in 2020 and apply only within the Sierra Nevada and Tahoe areas. Placer County staff has indicated that extension of fees countywide will likely be considered in 2021.

Table 3-6 – Affordable Housing Fee Comparison – Non-Residential Projects (\$/SF)

	Warehouse	Industrial / Manufacturing	Commercial	R&D	Office	Hotel
County of Sacramento, Rancho Cordova, and Citrus Heights ⁽¹⁾	\$0.26	\$0.61	\$0.77	\$0.82	\$0.97	\$0.92
City of Sacramento	\$0.76	\$1.73	\$2.22	N/A	\$2.76	\$2.63
Folsom ⁽²⁾	\$1.70	\$1.70	\$1.70	\$1.70	\$1.70	\$1.70
Elk Grove	\$0.94	\$0.88	\$0.78	N/A	None	\$2.29
Placer County: Tahoe / Sierra Nevada ⁽³⁾	exempt	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00
<u>%Difference v. County</u>						
City of Sacramento	292%	284%	288%	N/A	285%	286%
Folsom ⁽²⁾	654%	279%	221%	207%	175%	185%
Elk Grove	362%	144%	101%	N/A	(100%)	249%
Placer County: Tahoe / Sierra Nevada ⁽³⁾	(100%)	328%	260%	244%	206%	217%
<u>Other Counties</u>						
San Mateo	N/A	N/A	\$5.00	N/A	\$25.00	\$10.00
Marin	\$1.94	\$3.74	\$5.40	\$7.19	\$7.19	\$3.00
Santa Cruz	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00
Sonoma	\$3.01	\$3.01	\$5.05	\$3.01	\$2.92	\$2.92
Napa	\$3.60	\$4.50	\$7.50	N/A	\$5.25	\$9.00
San Luis Obispo	\$0.58	\$0.58	\$1.36	N/A	\$0.96	\$1.44

Source: KMA survey conducted in FY 20-21. Fees have not been updated based on application of annual indexes or other updates after the date of review. For use other than general comparison, please consult the code and staff of the applicable jurisdiction.

(1) Rancho Cordova and Citrus Heights have fees identical to the County.

(2) Up to 200,000 SF, 100% of fee; 200,000-250,000 SF, 75% of fee; 250,000-300,000 SF, 50% of fee; 300,000 and up, 25% of fee

(3) County staff indicate that countywide fees will be considered in 2021. Exemption for commercial within vertical mixed use development with residential above.

N/A indicates that the program does not have a separate fee category for the identified use.

Appendix B provides information on other linkage fee programs throughout the State.

3.5 Comparison of Total Fee and Permit Costs to Other Jurisdictions

Affordable housing fees represent a relatively small share of all development fees and permits that non-residential developers must pay prior to building permit issuance. As context for consideration of a potential increase in the County's affordable housing fees, KMA compared total fees applicable to development in the County to five nearby jurisdictions that are potential competitive locations for the types of development occurring in the County:

- City of Sacramento (Southeast Sacramento and Sacramento Railyards)
- Rancho Cordova (Zinfandel and Sunridge Specific Plan Area)
- Elk Grove (Southeast Elk Grove and Laguna)

- West Sacramento (Southport Industrial Park and the Washington District)
- Placer County (Sunset Industrial Area).

KMA prepared fee estimates for each of the development prototypes identified in Section 3.3 based on published fee schedules, input from the staff of local agencies, and review of a prior fee study. The fee estimates include affordable housing impact fees, other impact fees, such as traffic impact fees, as well as permit processing and inspection costs paid prior to building permit issuance.¹ The fee estimates also encompass area-specific fees applicable to sub-area(s) within each jurisdiction, selected as representative of where development has occurred or is expected to occur in the future.

Figure 3-3 through Figure 3-7 depict total fees per square foot applicable to development in the County versus nearby jurisdictions. The figures show that total development fees tend to be lower for low-intensity warehouse and industrial development prototypes (ranging from \$7 to \$16/square foot) and higher for office, commercial, and hotel prototypes (ranging from \$16 to \$40/square foot). The housing fee represents between 2% and 5% of the total fee stack for the unincorporated County, depending on the development type, and is separately illustrated in Figures 3-3 to 3-7 and Appendix Table 5.

In terms of the competitive landscape, total development fees for industrial/warehouse and light industrial are higher in Sacramento County than the comparison jurisdictions except for Elk Grove. Retail fees in Sacramento County are higher than the comparison jurisdictions other than Rancho Cordova's Sunridge Specific Plan Area. For office and hotel, Sacramento County's fees fall towards the middle of the range of the comparison jurisdictions.

The total development fee burden is one of many factors that non-residential developers and end users may consider in assessing potential development sites. Other important factors include land costs, infrastructure capacity, and proximity to labor and customers. As described in Section 3-2, over the last several years, the County has attracted several large industrial development projects, despite having higher warehouse development fees than many comparison jurisdictions.

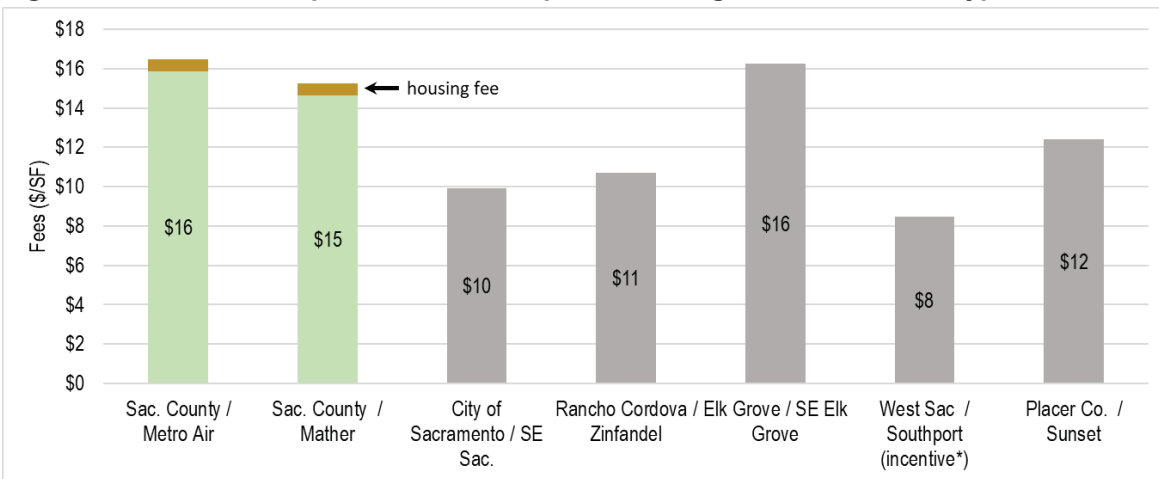
¹ Ongoing special assessments and taxes that do not represent an upfront cost to the development project are not considered in the fee comparison.

Figure 3-3 –Total Development Fees Per Square Foot, Warehouse Prototype



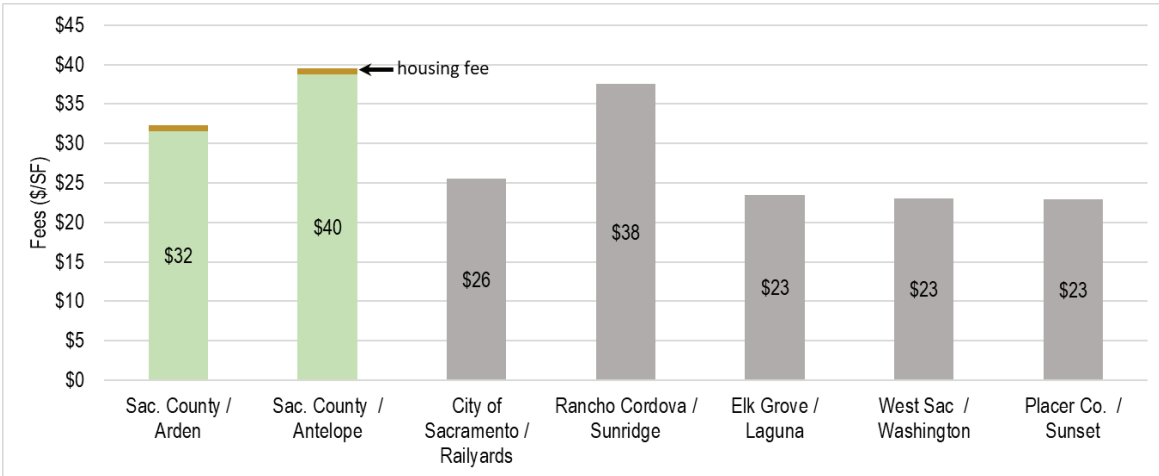
Source: KMA survey. See Appendix A Table 6 for detailed breakout of development fees.
 * Based on "Negotiated Impact Fee Package" available to the Southport Industrial Park.

Figure 3-4 –Total Development Fees Per Square Foot, Light Industrial Prototype



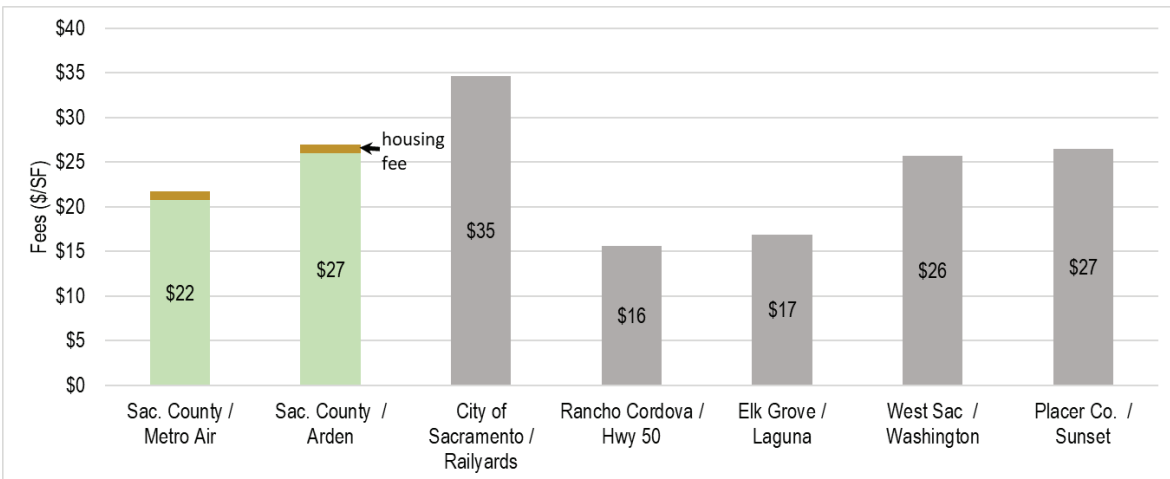
Source: KMA survey. See Appendix A Table 7 for detailed breakout of development fees.
 * Based on "Negotiated Impact Fee Package" available to the Southport Industrial Park.

Figure 3-5 –Total Development Fees Per Square Foot, Retail Prototype



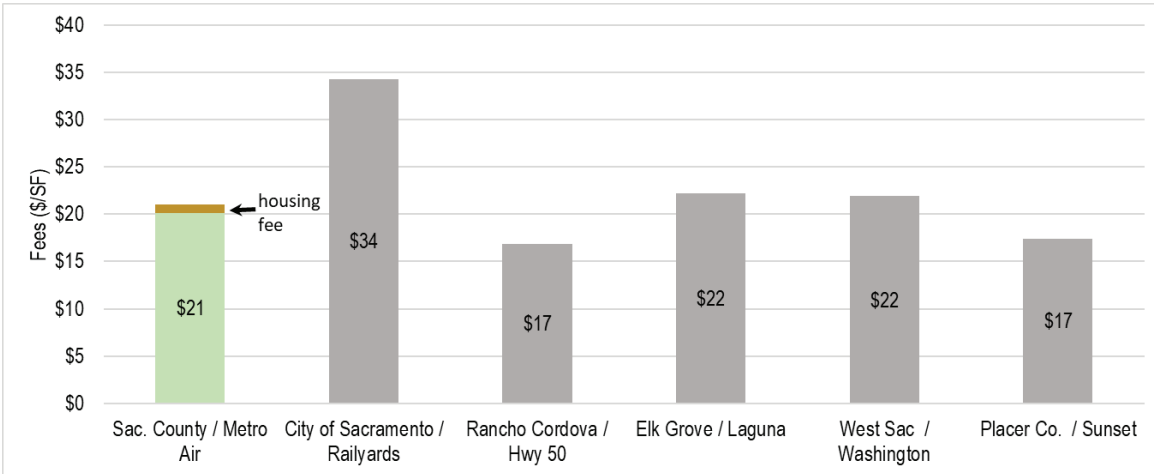
Source: KMA survey. See Appendix A Table 8 for detailed breakout of development fees.

Figure 3-6 –Total Development Fees Per Square Foot, Office Prototype



Source: KMA survey. See Appendix A Table 9 for detailed breakout of development fees.

Figure 3-7 –Total Development Fees Per Square Foot, Hotel Prototype



Source: KMA survey. See Appendix A Table 10 for detailed breakout of development fees.

3.6 Illustration of Affordable Housing Fees if Index Had Been Applied

The County’s Housing Trust Fund ordinance includes a provision for indexing the fee to account for increases in the cost of constructing affordable housing over time. Historic data for the specific index referenced in the County code was not accessible to KMA. The Engineering News Record Building Cost Index (20-City Average), currently in use for the County’s residential affordable housing fees, is applied to illustrate fees reflective of indexing for cost escalation since 1992. If this index had been applied, fees would have increased 247% over the period to the levels indicated in Table 3-7.

Table 3-7 – Illustrative Fee Level if Indexed for Change in Costs Since 1992

	Current Fee Level	Illustrative Fee Level With Indexing for Change in Construction Cost Since 1992
Office	\$0.97	\$2.39
Hotel	\$0.92	\$2.27
R&D	\$0.82	\$2.02
Commercial	\$0.77	\$1.90
Manufacturing	\$0.61	\$1.51
Warehouse	\$0.26	\$0.64

Note: Based on change in the Building Cost Index 20-City Average published by Engineer News-Record / McGraw Hill from July 1992 through July 2021.

Appendix A – Supporting Technical Tables

Non-Residential Development Costs and Fee Comparison

**Appendix A Table 1
 Non-Residential Development Prototypes
 Updated Housing Trust Fund Nexus - Context Materials
 Sacramento County, CA**

Non-Residential Prototype	Warehouse / Distribution	Light Industrial	Retail	Office	Hotel
Gross Building Area	500,000 sf	100,000 sf	20,000 sf	50,000 sf	65,000 sf
FAR	0.40 FAR	0.40 FAR	0.25 FAR	0.50 FAR	0.80 FAR
Land Area	28.7 acres	5.7 acres	1.8 acres	2.3 acres	1.9 acres
Building Floors	1 floor	1 floor	1 floor	2 floors	4 floors
Hotel Rooms	n/a	n/a	n/a	n/a	105 rooms 620sf/rm
Parking	Surface	Surface	Surface	Surface	Surface
<u>Representative Subareas⁽¹⁾</u>					
a) Metro Air Park	x	x		x	x
b) Mather	x	x			
c) Arden-Arcade			x	x	
d) Antelope			x		

⁽¹⁾ Subareas will inform the fee comparison with nearby jurisdictions.

Appendix A Table 2
Estimated Development Costs of Non-Residential Development Prototypes
Updated Housing Trust Fund Nexus - Context Materials
Sacramento County, CA

Non-Residential Prototype	Warehouse / Distribution		Light Industrial		Retail		Office		Hotel		
Gross Building Area	500,000 sf		100,000 sf		20,000 sf		50,000 sf		65,000 sf		105 rooms
FAR	0.40 FAR		0.40 FAR		0.25 FAR		0.50 FAR		0.80 FAR		
Land Area	28.7 acres		5.7 acres		1.8 acres		2.3 acres		1.9 acres		
	\$/SF	Total	\$/SF	Total	\$/SF	Total	\$/SF	Total	\$/SF	\$000/rm	Total
<u>Land Acquisition</u> ⁽¹⁾	\$13	\$6,250,000	\$13	\$1,250,000	\$60	\$1,200,000	\$20	\$1,000,000	\$14	\$8	\$890,000
	\$5 /land sf		\$5 /land sf		\$15 /land sf		\$10 /land sf		\$11 /land sf		
<u>Directs</u> ⁽²⁾	\$95	\$47,500,000	\$120	\$12,000,000	\$175	\$3,500,000	\$160	\$8,000,000	\$185	\$115	\$12,030,000
<u>Indirects</u>											
A&E	\$3	\$1,660,000	\$4	\$420,000	\$9	\$180,000	\$8	\$400,000	\$7	\$5	\$480,000
FF&E/Tenant Improvements	\$5	\$2,500,000	\$8	\$750,000	\$38	\$760,000	\$29	\$1,430,000	\$28	\$17	\$1,800,000
Permits & Fees ⁽³⁾	\$11	\$5,487,000	\$13	\$1,319,000	\$35	\$703,000	\$22	\$1,122,000	\$19	\$12	\$1,234,000
Other Indirects & Financing	\$13	\$6,340,000	\$16	\$1,570,000	\$32	\$630,000	\$24	\$1,200,000	\$25	\$16	\$1,640,000
Total Indirects & Financing	\$32	\$15,987,000	\$41	\$4,059,000	\$114	\$2,273,000	\$83	\$4,152,000	\$79	\$49	\$5,154,000
Total Costs	\$139	\$69,737,000	\$173	\$17,309,000	\$349	\$6,973,000	\$263	\$13,152,000	\$278	\$172	\$18,074,000
Total Cost Range (+/-10%)	\$125-\$155/sf		\$155-\$190/sf		\$315-\$385/sf		\$235-\$290/sf		\$250-\$305/sf		

⁽¹⁾ Land acquisition costs estimated based on recent land sale comps adjusted for building FAR. (See Tables 11 to 13)

⁽²⁾ Direct construction cost estimates from RS Means and other project pro formas.

⁽³⁾ Permits & Fees excluding housing trust fee.

Appendix A Table 3
Fees as % of Average Total Development Cost
Updated Housing Trust Fund Nexus - Context Materials
Sacramento County, CA

Fees as % of Total Development Cost										
	Total Dev Cost	Illustrative Linkage Fees (\$/GSF) as a Percent of Total Dev Cost							Current Fee	
		Per GSF	\$0.50	\$1	\$2	\$3	\$4	\$5	\$6	% of cost
Warehouse/ Distribution	\$139/GSF	0.36%	0.72%	1.43%	2.15%	2.87%	3.58%	4.30%	0.19%	\$0.26
Light Industrial	\$173/GSF	0.29%	0.58%	1.16%	1.73%	2.31%	2.89%	3.47%	0.35%	\$0.61
Retail	\$349/GSF	0.14%	0.29%	0.57%	0.86%	1.15%	1.43%	1.72%	0.22%	\$0.77
Office	\$263/GSF	0.19%	0.38%	0.76%	1.14%	1.52%	1.90%	2.28%	0.37%	\$0.97
Hotel	\$278/GSF	0.18%	0.36%	0.72%	1.08%	1.44%	1.80%	2.16%	0.33%	\$0.92

key: up to 1% 1-2% 2-3% over 3%

Appendix A Table 4
Geographies for Fee Comparison
Updated Housing Trust Fund Nexus - Context Materials
Sacramento County, CA

Geography/ Subarea	Warehouse/ Distribution	Light Industrial	Retail	Office	Hotel
Sacramento County					
a) Metro Air Park	X	X		X	X
b) Mather	X	X			
c) Arden-Arcade			X	X	
d) Antelope			X		
<u>Comparison Jurisdictions</u>					
1) City of Sacramento					
a) SE Sacramento	X	X			
b) Railyards			X	X	X
2) Rancho Cordova					
a) Zinfandel SPA	X	X			
b) Hwy 50 Corridor				X	X
b) Sunridge SP			X		
3) Elk Grove					
a) SE Elk Grove	X	X			
b) Laguna/ Hwy 99			X	X	X
4) West Sacramento					
a) Southport	X	X			
b) Washington SP			X	X	X
5) Placer County					
a) Sunset Area	X	X	X	X	X

**Appendix A Table 5
Development Fee Comparison Summary
Updated Housing Trust Fund Nexus - Context Materials
Sacramento County, CA**

	<i>Sacramento County</i>	<i>Sacramento County</i>	<i>City of Sacramento</i>	<i>Rancho Cordova</i>	<i>Elk Grove</i>	<i>West Sacramento</i>	<i>Placer County⁽¹⁾</i>
<u>Warehouse (Table 6)</u>							
Subarea	Metro Air	Mather	SE Sac.	Zinfandel	SE Elk Grove	Southport	Sunset
GBA	500,000	500,000	500,000	500,000	500,000	500,000	500,000
Fees PSF, Excl. Affordable	\$13.19	\$12.89	\$6.30	\$10.10	\$14.52	\$7.22	\$8.68
Affordable Hsg. Fee PSF	\$0.26	\$0.26	\$0.76	\$0.26	\$0.94	\$0.00	\$0.00
<u>Light Industrial (Table 7)</u>							
Subarea	Metro Air	Mather	SE Sac.	Zinfandel	SE Elk Grove	Southport	Sunset
GBA	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Fees PSF, Excl. Affordable	\$15.87	\$14.65	\$8.17	\$10.10	\$15.38	\$8.47	\$12.42
Affordable Hsg. Fee PSF	\$0.61	\$0.61	\$1.73	\$0.61	\$0.88	\$0.00	\$0.00
<u>Retail (Table 8)</u>							
Subarea	Arden	Antelope	Railyards	Sunridge	Laguna	Washington	Sunset
GBA	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Fees PSF, Excl. Affordable	\$31.57	\$38.74	\$23.29	\$36.76	\$22.63	\$23.04	\$22.90
Affordable Hsg. Fee PSF	\$0.77	\$0.77	\$2.22	\$0.77	\$0.78	\$0.00	\$0.00
<u>Office (Table 9)</u>							
Subarea	Metro Air	Arden	Railyards	Hwy 50	Laguna	Washington	Sunset
GBA	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Fees PSF, Excl. Affordable	\$20.73	\$25.97	\$31.89	\$14.64	\$16.88	\$25.73	\$26.51
Affordable Hsg. Fee PSF	\$0.97	\$0.97	\$2.76	\$0.97	\$0.00	\$0.00	\$0.00
<u>Hotel (Table 10)</u>							
Subarea	Metro Air		Railyards	Hwy 50	Laguna	Washington	Sunset
GBA	65,000		65,000	65,000	65,000	65,000	65,000
Fees PSF, Excl. Affordable	\$20.13		\$31.68	\$15.97	\$19.96	\$21.90	\$17.44
Affordable Hsg. Fee PSF	\$0.92		\$2.63	\$0.92	\$2.29	\$0.00	\$0.00

Source: Fee schedules for selected jurisdictions and "Development Exactions Comparison" prepared by Wildan Financial Services (January 2019).

Note: Comparison does not reflect other development exactions such as special assessments and special taxes.

⁽¹⁾ Excludes proposed, but not adopted fees to fund infrastructure in support of the Sunset Area Plan (preliminary estimates range from \$7-\$20/SF)

**Appendix A Table 6
Warehouse Fee Comparison
Updated Housing Trust Fund Nexus - Context Materials
Sacramento County, CA**

	Sacramento County	Sacramento County	City of Sacramento	Rancho Cordova	Elk Grove	West Sacramento w/ incentive ⁽³⁾	Placer County ⁽⁴⁾
Subarea GBA	Metro Air 500,000	Mather 500,000	SE Sac. 500,000	Zinfandel 500,000	SE Elk Grove 500,000	Southport 500,000	Sunset 500,000
Total Fees							
Processing Fees ⁽¹⁾	\$765,000	\$765,000	\$956,250	\$403,750	\$425,000	\$692,223	\$212,500
Impact Fees ⁽²⁾							
Water	\$164,134	\$358,139	\$12,565	\$0	\$358,139	\$8,451	\$154,712
Drainage	\$0	\$694,071	\$0	\$694,071	\$694,071	\$232,499	\$0
Sewer	\$892,304	\$748,454	\$180,278	\$308,917	\$452,767	\$241,136	\$475,146
Flood Control	\$570,000	\$0	\$570,000	\$0	\$0	\$756,000	\$0
Roads/Transit	\$984,741	\$672,000	\$1,067,150	\$3,092,000	\$4,143,500	\$1,015,004	\$2,159,150
Fire	\$303,500	\$303,500	\$0	\$303,500	\$290,000	\$42,311	\$175,000
Parks	\$0	\$0	\$95,000	\$0	\$0	\$80,478	\$0
School District	\$330,000	\$330,000	\$270,000	\$330,000	\$330,000	\$0	\$330,000
Other Capital Facilities	\$0	\$0	\$0	\$110,000	\$290,000	\$96,334	\$75,000
Childcare	\$0	\$0	\$0	\$0	\$0	\$16,096	\$0
Plan Area	\$1,438,103	\$1,655,000	\$0	\$210,000	\$275,000	\$2,143	\$0
Habitat Conservation ⁽⁵⁾	\$1,148,760	\$918,274	\$0	\$556,531	\$0	\$429,006	\$759,671
Total, Before Affordable Hsg. Affordable Housing	\$6,596,542 \$130,000	\$6,444,438 \$130,000	\$3,151,243 \$380,000	\$5,048,488 \$130,000	\$7,258,477 \$470,000	\$3,611,679 \$0	\$4,341,178 \$0
Fees Per Square Foot							
Processing Fees ⁽¹⁾	\$1.53	\$1.53	\$1.91	\$0.81	\$0.85	\$1.38	\$0.43
Impact Fees ⁽²⁾							
Water	\$0.33	\$0.72	\$0.03	\$0.00	\$0.72	\$0.02	\$0.31
Drainage	\$0.00	\$1.39	\$0.00	\$1.39	\$1.39	\$0.46	\$0.00
Sewer	\$1.78	\$1.50	\$0.36	\$0.62	\$0.91	\$0.48	\$0.95
Flood Control	\$1.14	\$0.00	\$1.14	\$0.00	\$0.00	\$1.51	\$0.00
Roads/Transit	\$1.97	\$1.34	\$2.13	\$6.18	\$8.29	\$2.03	\$4.32
Fire	\$0.61	\$0.61	\$0.00	\$0.61	\$0.58	\$0.08	\$0.35
Parks	\$0.00	\$0.00	\$0.19	\$0.00	\$0.00	\$0.16	\$0.00
School District	\$0.66	\$0.66	\$0.54	\$0.66	\$0.66	\$0.00	\$0.66
Other Capital Facilities	\$0.00	\$0.00	\$0.00	\$0.22	\$0.58	\$0.19	\$0.15
Childcare	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.03	\$0.00
Plan Area	\$2.88	\$3.31	\$0.00	\$0.42	\$0.55	\$0.00	\$0.00
Habitat Conservation ⁽⁵⁾	\$2.30	\$1.84	\$0.00	\$1.11	\$0.00	\$0.86	\$1.52
Total, Before Affordable Hsg. Affordable Housing	\$13.19 \$0.26	\$12.89 \$0.26	\$6.30 \$0.76	\$10.10 \$0.26	\$14.52 \$0.94	\$7.22 \$0.00	\$8.68 \$0.00

Note: Comparison does not reflect other development exactions such as special assessments and special taxes.

⁽¹⁾ Based on processing fees as percentage of the building permit valuation derived from "Development Exactions Comparison" prepared by Wildan Financial Services (2019)

⁽²⁾ Based on fee schedules for selected jurisdictions.

⁽³⁾ Based on "Negotiated Impact Fee Package" available to the Southport Industrial Park. Fees by category are estimates assume a uniform % reduction to standard city fee:

⁽⁴⁾ Excludes proposed, but not adopted fees to fund infrastructure in support of the Sunset Area Plan (estimated at \$7/SF in draft public facilities financing plan)

⁽⁵⁾ Reflects base land conversion fee for habitat conservation plan areas, excluding additional fees for wetlands.

Mather habitat fee is a rough estimate based on the South Sac. HCP fees which are not applicable to Mather, and not necessarily representative of the actual mitigation costs

**Appendix A Table 7
Light Industrial Fee Comparison
Updated Housing Trust Fund Nexus - Context Materials
Sacramento County, CA**

	<i>Sacramento County</i>	<i>Sacramento County</i>	<i>City of Sacramento</i>	<i>Rancho Cordova</i>	<i>Elk Grove</i>	<i>West Sacramento w/ incentive⁽³⁾</i>	<i>Placer County⁽⁴⁾</i>
Subarea GBA	Metro Air 100,000	Mather 100,000	SE Sac. 100,000	Zinfandel 100,000	SE Elk Grove 100,000	Southport 100,000	Sunset 100,000
Total Fees							
Processing Fees ⁽¹⁾	\$207,000	\$207,000	\$258,750	\$109,250	\$115,000	\$187,308	\$57,500
Impact Fees ⁽²⁾							
Water	\$34,129	\$127,951	\$12,565	\$0	\$127,951	\$5,193	\$154,712
Drainage	\$0	\$138,814	\$0	\$138,814	\$138,814	\$28,573	\$0
Sewer	\$178,461	\$149,691	\$36,198	\$61,783	\$90,553	\$43,521	\$95,029
Flood Control	\$114,000	\$0	\$114,000	\$0	\$0	\$151,200	\$0
Roads/Transit	\$408,894	\$200,400	\$322,250	\$618,400	\$828,700	\$316,603	\$633,191
Fire	\$60,700	\$60,700	\$0	\$60,700	\$58,000	\$5,200	\$35,000
Parks	\$0	\$0	\$19,000	\$0	\$0	\$9,890	\$0
School District	\$66,000	\$66,000	\$54,000	\$66,000	\$66,000	\$0	\$66,000
Other Capital Facilities	\$0	\$0	\$0	\$22,000	\$58,000	\$11,839	\$49,000
Childcare	\$0	\$0	\$0	\$0	\$0	\$1,978	\$0
Plan Area	\$287,621	\$331,000	\$0	\$42,000	\$55,000	\$263	\$0
Habitat Conservation ⁽⁵⁾	\$229,752	\$183,655	\$0	\$111,306	\$0	\$85,801	\$151,934
Total, Before Affordable Hsg. Affordable Housing	\$1,586,557 \$61,000	\$1,465,211 \$61,000	\$816,763 \$173,000	\$1,009,698 \$61,000	\$1,538,019 \$88,000	\$847,369 \$0	\$1,242,366 \$0
Fees Per Square Foot							
Processing Fees ⁽¹⁾	\$2.07	\$2.07	\$2.59	\$1.09	\$1.15	\$1.87	\$0.58
Impact Fees ⁽²⁾							
Water	\$0.34	\$1.28	\$0.13	\$0.00	\$1.28	\$0.05	\$1.55
Drainage	\$0.00	\$1.39	\$0.00	\$1.39	\$1.39	\$0.29	\$0.00
Sewer	\$1.78	\$1.50	\$0.36	\$0.62	\$0.91	\$0.44	\$0.95
Flood Control	\$1.14	\$0.00	\$1.14	\$0.00	\$0.00	\$1.51	\$0.00
Roads/Transit	\$4.09	\$2.00	\$3.22	\$6.18	\$8.29	\$3.17	\$6.33
Fire	\$0.61	\$0.61	\$0.00	\$0.61	\$0.58	\$0.05	\$0.35
Parks	\$0.00	\$0.00	\$0.19	\$0.00	\$0.00	\$0.10	\$0.00
School District	\$0.66	\$0.66	\$0.54	\$0.66	\$0.66	\$0.00	\$0.66
Other Capital Facilities	\$0.00	\$0.00	\$0.00	\$0.22	\$0.58	\$0.12	\$0.49
Childcare	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.02	\$0.00
Plan Area	\$2.88	\$3.31	\$0.00	\$0.42	\$0.55	\$0.00	\$0.00
Habitat Conservation ⁽⁵⁾	\$2.30	\$1.84	\$0.00	\$1.11	\$0.00	\$0.86	\$1.52
Total, Before Affordable Hsg. Affordable Housing	\$15.87 \$0.61	\$14.65 \$0.61	\$8.17 \$1.73	\$10.10 \$0.61	\$15.38 \$0.88	\$8.47 \$0.00	\$12.42 \$0.00

Note: Comparison does not reflect other development exactions such as special assessments and special taxes.

⁽¹⁾ Based on processing fees as percentage of the building permit valuation derived from "Development Exactions Comparison" prepared by Wildan Financial Services (2019).

⁽²⁾ Based on fee schedules for selected jurisdictions.

⁽³⁾ Based on "Negotiated Impact Fee Package" available to the Southport Industrial Park. Fees by category are estimates assume a uniform % reduction to standard city fees.

⁽⁴⁾ Excludes proposed, but not adopted fees to fund infrastructure in support of the Sunset Area Plan (estimated at \$7/SF in draft public facilities financing plan)

⁽⁵⁾ Reflects base land conversion fee for habitat conservation plan areas, excluding additional fees for wetlands.

Mather habitat fee is a rough estimate based on the South Sac. HCP fees which are not applicable to Mather, and not necessarily representative of the actual mitigation cost.

**Appendix A Table 8
Retail Fee Comparison
Updated Housing Trust Fund Nexus - Context Materials
Sacramento County, CA**

	<i>Sacramento County</i>	<i>Sacramento County</i>	<i>City of Sacramento</i>	<i>Rancho Cordova</i>	<i>Elk Grove</i>	<i>West Sacramento</i>	<i>Placer County⁽³⁾</i>
Subarea GBA	Arden 20,000	Antelope 20,000	Railyards 20,000	Sunridge 20,000	Laguna 20,000	Washington 20,000	Sunset 20,000
Total Fees							
Processing Fees ⁽¹⁾	\$46,250	\$46,250	\$57,500	\$25,000	\$27,500	\$46,967	\$14,550
Impact Fees ⁽²⁾							
Water	\$32,452	\$32,452	\$12,565	\$18,415	\$88,819	\$53,032	\$154,712
Drainage	\$29,146	\$43,359	\$0	\$43,612	\$43,612	\$0	\$0
Sewer	\$15,448	\$49,333	\$7,490	\$15,448	\$21,202	\$37,904	\$57,038
Flood Control	\$31,400	\$0	\$31,400	\$0	\$0	\$13,420	\$0
Roads/Transit	\$441,300	\$316,700	\$68,250	\$252,500	\$194,700	\$177,557	\$150,537
Fire	\$13,500	\$13,500	\$0	\$13,500	\$36,000	\$15,920	\$7,000
Parks	\$9,800	\$0	\$3,400	\$0	\$0	\$29,000	\$0
School District	\$12,200	\$12,200	\$10,800	\$13,200	\$13,200	\$13,200	\$13,200
Other Capital Facilities	\$0	\$0	\$0	\$10,200	\$27,600	\$36,260	\$12,400
Childcare	\$0	\$0	\$0	\$0	\$0	\$10,120	\$0
Plan Area	\$0	\$261,094	\$274,400	\$368,400	\$0	\$0	\$0
Habitat Conservation ⁽⁴⁾	\$0	\$0	\$0	\$35,618	\$0	\$27,456	\$48,619
Total, Before Affordable Hsg.	\$631,496	\$774,887	\$465,805	\$735,276	\$452,634	\$460,836	\$458,057
Affordable Housing	\$15,400	\$15,400	\$44,400	\$15,400	\$15,600	\$0	\$0
Fees Per Square Foot							
Processing Fees ⁽¹⁾	\$2.31	\$2.31	\$2.88	\$1.25	\$1.38	\$2.35	\$0.73
Impact Fees ⁽²⁾							
Water	\$1.62	\$1.62	\$0.63	\$0.92	\$4.44	\$2.65	\$7.74
Drainage	\$1.46	\$2.17	\$0.00	\$2.18	\$2.18	\$0.00	\$0.00
Sewer	\$0.77	\$2.47	\$0.37	\$0.77	\$1.06	\$1.90	\$2.85
Flood Control	\$1.57	\$0.00	\$1.57	\$0.00	\$0.00	\$0.67	\$0.00
Roads/Transit	\$22.07	\$15.84	\$3.41	\$12.63	\$9.74	\$8.88	\$7.53
Fire	\$0.68	\$0.68	\$0.00	\$0.68	\$1.80	\$0.80	\$0.35
Parks	\$0.49	\$0.00	\$0.17	\$0.00	\$0.00	\$1.45	\$0.00
School District	\$0.61	\$0.61	\$0.54	\$0.66	\$0.66	\$0.66	\$0.66
Other Capital Facilities	\$0.00	\$0.00	\$0.00	\$0.51	\$1.38	\$1.81	\$0.62
Childcare	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.51	\$0.00
Plan Area	\$0.00	\$13.05	\$13.72	\$18.42	\$0.00	\$0.00	\$0.00
Habitat Conservation ⁽⁴⁾	\$0.00	\$0.00	\$0.00	\$1.78	\$0.00	\$1.37	\$2.43
Total, Before Affordable Hsg.	\$31.57	\$38.74	\$23.29	\$36.76	\$22.63	\$23.04	\$22.90
Affordable Housing	\$0.77	\$0.77	\$2.22	\$0.77	\$0.78	\$0.00	\$0.00

Note: Comparison does not reflect other development exactions such as special assessments and special taxes.

⁽¹⁾ Based on processing fees as percentage of the building permit valuation derived from "Development Exactions Comparison" prepared by Wildan Financial Services (2019).

⁽²⁾ Based on fee schedules for selected jurisdictions.

⁽³⁾ Excludes proposed, but not adopted fees to fund infrastructure in support of the Sunset Area Plan (estimated at \$20/SF in draft public facilities financing plan)

⁽⁴⁾ Reflects base land conversion fee for habitat conservation plan areas, excluding additional fees for wetlands.

**Appendix A Table 9
Office Fee Comparison
Updated Housing Trust Fund Nexus - Context Materials
Sacramento County, CA**

	<i>Sacramento County</i>	<i>Sacramento County</i>	<i>City of Sacramento</i>	<i>Rancho Cordova</i>	<i>Elk Grove</i>	<i>West Sacramento</i>	<i>Placer County⁽³⁾</i>
Subarea GBA	Metro Air 50,000	Arden 50,000	Railyards 50,000	Hwy 50 50,000	Laguna 50,000	Washington 50,000	Sunset 50,000
Total Fees							
Processing Fees ⁽¹⁾	\$142,500	\$142,500	\$172,500	\$75,000	\$75,000	\$139,417	\$40,851
Impact Fees ⁽²⁾							
Water	\$14,628	\$32,452	\$12,565	\$0	\$93,423	\$53,032	\$154,712
Drainage	\$0	\$36,433	\$0	\$54,516	\$54,516	\$0	\$0
Sewer	\$110,258	\$46,325	\$37,448	\$46,325	\$75,095	\$131,920	\$142,596
Flood Control	\$39,250	\$39,250	\$39,250	\$0	\$0	\$21,700	\$0
Roads/Transit	\$241,795	\$875,500	\$81,900	\$500,000	\$335,350	\$505,084	\$826,270
Fire	\$56,000	\$56,000	\$0	\$56,000	\$90,000	\$66,250	\$17,500
Parks	\$0	\$39,500	\$13,000	\$0	\$0	\$117,000	\$0
School District	\$33,000	\$30,500	\$27,000	\$33,000	\$33,000	\$33,000	\$33,000
Other Capital Facilities	\$0	\$0	\$0	\$42,000	\$87,500	\$150,950	\$50,000
Childcare	\$0	\$0	\$0	\$0	\$0	\$33,750	\$0
Plan Area	\$307,362	\$0	\$1,211,000	\$0	\$0	\$0	\$0
Habitat Conservation ⁽⁴⁾	\$91,901	\$0	\$0	\$44,522	\$0	\$34,320	\$60,774
Total, Before Affordable Hsg.	\$1,036,695	\$1,298,460	\$1,594,663	\$731,841	\$843,884	\$1,286,423	\$1,325,702
Affordable Housing	\$48,500	\$48,500	\$138,000	\$48,500	\$0	\$0	\$0
Fees Per Square Foot							
Processing Fees ⁽¹⁾	\$2.85	\$2.85	\$3.45	\$1.50	\$1.50	\$2.79	\$0.82
Impact Fees ⁽²⁾							
Water	\$0.29	\$0.65	\$0.25	\$0.00	\$1.87	\$1.06	\$3.09
Drainage	\$0.00	\$0.73	\$0.00	\$1.09	\$1.09	\$0.00	\$0.00
Sewer	\$2.21	\$0.93	\$0.75	\$0.93	\$1.50	\$2.64	\$2.85
Flood Control	\$0.79	\$0.79	\$0.79	\$0.00	\$0.00	\$0.43	\$0.00
Roads/Transit	\$4.84	\$17.51	\$1.64	\$10.00	\$6.71	\$10.10	\$16.53
Fire	\$1.12	\$1.12	\$0.00	\$1.12	\$1.80	\$1.33	\$0.35
Parks	\$0.00	\$0.79	\$0.26	\$0.00	\$0.00	\$2.34	\$0.00
School District	\$0.66	\$0.61	\$0.54	\$0.66	\$0.66	\$0.66	\$0.66
Other Capital Facilities	\$0.00	\$0.00	\$0.00	\$0.84	\$1.75	\$3.02	\$1.00
Childcare	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.68	\$0.00
Plan Area	\$6.15	\$0.00	\$24.22	\$0.00	\$0.00	\$0.00	\$0.00
Habitat Conservation ⁽⁴⁾	\$1.84	\$0.00	\$0.00	\$0.89	\$0.00	\$0.69	\$1.22
Total, Before Affordable Hsg.	\$20.73	\$25.97	\$31.89	\$14.64	\$16.88	\$25.73	\$26.51
Affordable Housing	\$0.97	\$0.97	\$2.76	\$0.97	\$0.00	\$0.00	\$0.00

Note: Comparison does not reflect other development exactions such as special assessments and special taxes.

⁽¹⁾ Based on processing fees as percentage of the building permit valuation derived from "Development Exactions Comparison" prepared by Wildan Financial Services (2019).

⁽²⁾ Based on fee schedules for selected jurisdictions.

⁽³⁾ Excludes proposed, but not adopted fees to fund infrastructure in support of the Sunset Area Plan (estimated at \$12/SF in draft public facilities financing plan)

⁽⁴⁾ Reflects base land conversion fee for habitat conservation plan areas, excluding additional fees for wetlands.

**Appendix A Table 10
Hotel Fee Comparison
Updated Housing Trust Fund Nexus - Context Materials
Sacramento County, CA**

	<i>Sacramento County</i>	<i>City of Sacramento</i>	<i>Rancho Cordova</i>	<i>Elk Grove</i>	<i>West Sacramento</i>	<i>Placer County⁽³⁾</i>
Subarea	Metro Air	Railyards	Hwy 50	Laguna	Washington	Sunset
GBA	65,000	65,000	65,000	65,000	65,000	65,000
Total Fees						
Processing Fees ⁽¹⁾	\$185,250	\$224,250	\$97,500	\$97,500	\$181,242	\$56,745
Impact Fees ⁽²⁾						
Water	\$12,191	\$12,565	\$0	\$89,107	\$53,032	\$154,712
Drainage	\$0	\$0	\$44,294	\$44,294	\$0	\$0
Sewer	\$309,061	\$157,280	\$102,025	\$280,491	\$251,059	\$228,548
Flood Control	\$25,513	\$25,513	\$0	\$0	\$43,615	\$0
Roads/Transit	\$371,796	\$177,240	\$771,800	\$589,743	\$546,915	\$538,340
Fire	\$43,875	\$0	\$43,875	\$117,000	\$51,740	\$22,750
Parks	\$0	\$11,050	\$0	\$0	\$94,250	\$0
School District	\$42,900	\$35,100	\$42,900	\$42,900	\$42,900	\$42,900
Other Capital Facilities	\$0	\$0	\$33,150	\$36,400	\$117,845	\$40,300
Childcare	\$0	\$0	\$0	\$0	\$13,130	\$0
Plan Area	\$243,455	\$1,416,188	\$0	\$0	\$0	\$0
Habitat Conservation ⁽⁴⁾	\$74,669	\$0	\$36,175	\$0	\$27,885	\$49,379
Total, Before Affordable Hsg.	\$1,308,710	\$2,059,186	\$1,038,044	\$1,297,435	\$1,423,613	\$1,133,673
Affordable Housing	\$59,800	\$170,950	\$59,800	\$148,850	\$0	\$0
Fees Per Square Foot						
Processing Fees ⁽¹⁾	\$2.85	\$3.45	\$1.50	\$1.50	\$2.79	\$0.87
Impact Fees ⁽²⁾						
Water	\$0.19	\$0.19	\$0.00	\$1.37	\$0.82	\$2.38
Drainage	\$0.00	\$0.00	\$0.68	\$0.68	\$0.00	\$0.00
Sewer	\$4.75	\$2.42	\$1.57	\$4.32	\$3.86	\$3.52
Flood Control	\$0.39	\$0.39	\$0.00	\$0.00	\$0.67	\$0.00
Roads/Transit	\$5.72	\$2.73	\$11.87	\$9.07	\$8.41	\$8.28
Fire	\$0.68	\$0.00	\$0.68	\$1.80	\$0.80	\$0.35
Parks	\$0.00	\$0.17	\$0.00	\$0.00	\$1.45	\$0.00
School District	\$0.66	\$0.54	\$0.66	\$0.66	\$0.66	\$0.66
Other Capital Facilities	\$0.00	\$0.00	\$0.51	\$0.56	\$1.81	\$0.62
Childcare	\$0.00	\$0.00	\$0.00	\$0.00	\$0.20	\$0.00
Plan Area	\$3.75	\$21.79	\$0.00	\$0.00	\$0.00	\$0.00
Habitat Conservation ⁽⁴⁾	\$1.15	\$0.00	\$0.56	\$0.00	\$0.43	\$0.76
Total, Before Affordable Hsg.	\$20.13	\$31.68	\$15.97	\$19.96	\$21.90	\$17.44
Affordable Housing	\$0.92	\$2.63	\$0.92	\$2.29	\$0.00	\$0.00

Note: Comparison does not reflect other development exactions such as special assessments and special taxes.

⁽¹⁾ Based on processing fees as % of the building permit valuation derived from "Development Exactions Comparison" prepared by Wildan (2019).

⁽²⁾ Based on fee schedules for selected jurisdictions.

⁽³⁾ Excludes proposed, but not adopted fees to fund infrastructure in support of the Sunset Area Plan.

⁽⁴⁾ Reflects base land conversion fee for habitat conservation plan areas, excluding additional fees for wetlands.

Appendix A Table 11
Industrial Land Sales (2017- 2020)
Updated Housing Trust Fund Nexus - Context Materials
Sacramento County, CA

<u>Property</u>	<u>Acres</u>	<u>Zoning</u>	<u>Year Sold</u>	<u>Price (\$M)</u>	<u>Price /SF Land</u>
<u>Metro Air Park</u>					
Powerline Rd	85.5	SPA	2020	\$15.82	\$4.25
4740 W Elkhorn Blvd	14.5	SPA	2019	\$4.00	<u>\$6.34</u>
<i>Average</i>					<i>\$4.55</i>
<u>Mather</u>					
3960 Happy Ln	4.0	M-1	2019	\$1.38	\$7.91
Old Placerville Rd	1.8	M-1	2018	\$0.45	\$5.87
3730 Happy Ln	1.0	M-1	2018	\$0.27	\$6.08
Goethr Rd	8.4	MP	2017	\$2.09	\$5.70
3740-3750 Happy Ln	1.1	M-1	2017	\$0.27	<u>\$5.46</u>
<i>Average</i>					<i>\$6.27</i>
<u>Other Unincorporated Areas</u>					
2245 Cemo Cir	2.5	MP	2020	\$0.80	\$7.30
7041 Roseville Rd	6.8	M-1	2020	\$0.41	\$1.39
3100 51st Ave	14.5	M-1	2020	\$1.10	\$1.74
Mayhew Rd	4.0	M-1	2019	\$0.53	\$3.01
12545 Stockton Blvd	3.2	M-1	2019	\$0.50	\$3.58
12523 E Stockton Blvd	2.0	M-1	2019	\$0.31	\$3.54
Gerber & French Rd	8.4	RD-20	2019	\$1.10	\$3.01
28th And Q	10.0	M-1	2019	\$0.70	\$1.61
6830 28th St	8.9	SPA	2018	\$0.71	\$1.84
6th St W	90.0	M-2	2018	\$1.50	\$0.38
701 Straugh Rd	22.3	M-2	2018	\$0.38	\$0.39
Wilbur Way	12.9	M-1	2018	\$1.50	\$2.68
6815 Florin Perkins Rd	20.6	M-1	2018	\$2.05	\$2.29
6901 Florin Perkins Rd	10.8	M-1	2018	\$1.05	\$2.23
7445 Reese Rd	6.3	M-2	2018	\$1.34	\$4.89
Roseville Rd	8.6	M-1	2018	\$1.24	\$3.32
2440 Gold River Rd	1.4	MP	2018	\$0.24	\$3.86
3509 51st Ave	0.5	M-1	2018	\$0.12	\$5.94
6729 W 6th St	10.6	M-2	2018	\$0.50	\$1.09
6951 W 6th St	9.9	M-2	2018	\$0.38	\$0.87
Elkhorn Blvd & 32nd St	1.4	M-1	2017	\$0.31	\$5.17
3100 47th Ave	11.1	M-1	2017	\$1.25	\$2.59
Crn Elkhorn & Blacktop	1.6	M-2	2017	\$0.17	\$2.33
4616 Mayhew Rd	3.3	M-1	2017	\$0.40	\$2.76
9371 Jackson Rd	5.8	M-1	2017	\$0.97	\$3.86
6059 Bradshaw Rd	19.7	M-1	2017	\$1.15	<u>\$1.34</u>
<i>Average</i>					<i>\$1.60</i>

Appendix A Table 12
Retail Land Sales (2017- 2020)
Updated Housing Trust Fund Nexus - Context Materials
Sacramento County, CA

<u>Property</u>	<u>Acres</u>	<u>Zoning</u>	<u>Year Sold</u>	<u>Price (\$M)</u>	<u>Price /SF Land</u>
<u>Arden-Arcade</u>					
2201 Marconi Ave	0.5	LC	2019	\$0.32	\$15
2915 Fulton Ave	0.9	SPA	2017	\$0.74	<u>\$19</u>
<i>Average</i>					<i>\$18</i>
<u>Antelope</u>					
Antelope Rd	1.1	SC	2019	\$0.56	\$12
Walerga Rd/ Antelope Rd	2.1	SC	2018	\$1.18	\$13
5872 Antelope Rd	1.0	LC	2018	\$1.15	\$26
Antelope Rd	0.8	LC	2017	\$0.65	\$18
7681 Watt Ave	3.0	LC	2017	\$0.70	<u>\$5</u>
<i>Average</i>					<i>\$12</i>
<u>Carmichael</u>					
5924-5930 Don Way	0.5	GC	2019	\$0.16	\$8
5900 Winding Way	24.5	RD-40	2019	\$3.48	\$3
Marshall/ Fair Oaks Blvd	4.7	SPA	2019	\$0.80	\$4
9047 Fair Oaks Blvd	0.4	LC	2017	\$0.10	<u>\$6</u>
<i>Average</i>					<i>\$3</i>
<u>Other Unincorporated Areas</u>					
4705 Auburn Blvd	1.1	GC	2020	\$1.00	\$22
9956-9998 Fair Oaks Blvd	1.3	SPA	List	\$0.90	\$15
5601 Florin Rd	1.0	SC	2019	\$1.20	\$28
Gerber Rd	1.7	SC	2019	\$1.00	\$14
8055 Orchard Loop Ln	0.8	SPA	2019	\$0.33	\$10
NEQ Hwy 99 & Mack Rd	6.9	LC	2019	\$0.88	\$3
Jeff Brian Ln	1.0	GC	2019	\$0.17	\$4
Jackson Rd	1.7	LC	2019	\$1.15	\$16
4630 Stockton Blvd	0.4	SPA	2019	\$0.15	\$9
Walerga Road & Elkhorn Blvd	1.5	LC	2018	\$0.18	\$3
5704 Karen Ln	0.4	SPA	2018	\$0.09	\$6
4345 47th St	0.3	LC	2018	\$0.22	\$15
4800 - 4812 Amber Ln	0.6	GC	2017	\$0.14	\$6
6400-6420 Rio Linda Blvd	0.5	LC	2017	\$0.04	\$2
6301 Franklin Blvd	1.8	LC	2017	\$0.26	\$3
Twin Cities Rd at E Stockton E	4.8	TC	2017	\$0.85	\$4
1 Kiefer Blvd	2.4	LC	2017	\$1.20	\$11
8865 Calvine Rd	2.4	LC	2017	\$1.25	\$12
7599 Stockton Blvd	0.9	LC	2017	\$0.41	<u>\$10</u>
<i>Average</i>					<i>\$8</i>

Appendix A Table 13
Hotel Land Sales (2017- 2020)
Updated Housing Trust Fund Nexus - Context Materials
Sacramento County, CA

<u>Property</u>	<u>Acres</u>	<u>Zoning</u>	<u>Year Sold</u>	<u>Price (\$M)</u>	<u>Price /SF Land</u>
<i>Metro Air</i> 4750 W Elkhorn Blvd	7.3	SPA	2017	\$3.50	\$11.04

Appendix A Table 14
New Nonresidential Construction in Sacramento County (2010-2019)
Updated Housing Trust Fund Nexus - Context Materials
Sacramento County, CA

<i>New Construction</i>	<i>2010</i>	<i>2011</i>	<i>2012</i>	<i>2013</i>	<i>2014</i>	<i>2015</i>	<i>2016</i>	<i>2017</i>	<i>2018</i>	<i>2019</i>	<i>Total</i>
<u>Warehouse and Industrial (Rentable SF 000s)⁽¹⁾</u>											
Unincorporated Areas	0	0	0	0	0	0	20	1,075	0	0	1,095
Incorporated Cities	<u>96</u>	<u>7</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>357</u>	<u>58</u>	<u>311</u>	<u>19</u>	<u>22</u>	<u>870</u>
Total	96	7	0	0	0	357	78	1,386	19	22	1,965
<i>Unincorporated Share</i>	<i>0%</i>	<i>0%</i>	<i>0%</i>	<i>0%</i>	<i>0%</i>	<i>0%</i>	<i>26%</i>	<i>78%</i>	<i>0%</i>	<i>0%</i>	<i>56%</i>
<u>Retail (Rentable SF 000s)</u>											
Unincorporated Areas	4	19	38	114	146	274	126	78	55	26	879
Incorporated Cities	<u>262</u>	<u>414</u>	<u>212</u>	<u>245</u>	<u>278</u>	<u>94</u>	<u>205</u>	<u>941</u>	<u>606</u>	<u>208</u>	<u>3,464</u>
Total	266	433	249	359	423	368	331	1,020	661	234	4,343
<i>Unincorporated Share</i>	<i>2%</i>	<i>4%</i>	<i>15%</i>	<i>32%</i>	<i>34%</i>	<i>74%</i>	<i>38%</i>	<i>8%</i>	<i>8%</i>	<i>11%</i>	<i>20%</i>
<u>Office (Rentable SF 000s)</u>											
Unincorporated Areas	105	4	72	19	13	0	0	0	0	0	213
Incorporated Cities	<u>525</u>	<u>160</u>	<u>234</u>	<u>290</u>	<u>82</u>	<u>36</u>	<u>184</u>	<u>0</u>	<u>241</u>	<u>65</u>	<u>1,818</u>
Total	630	164	306	310	95	36	184	0	241	65	2,031
<i>Unincorporated Share</i>	<i>17%</i>	<i>2%</i>	<i>24%</i>	<i>6%</i>	<i>13%</i>	<i>0%</i>	<i>0%</i>	<i>0%</i>	<i>0%</i>	<i>0%</i>	<i>10%</i>
<u>Hotel (Rooms)</u>											
Unincorporated Areas	0	0	0	0	0	0	0	0	83	0	83
Incorporated Cities	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>106</u>	<u>97</u>	<u>250</u>	<u>116</u>	<u>229</u>	<u>798</u>
Total	0	0	0	0	0	106	97	250	199	229	881
<i>Unincorporated Share</i>	<i>0%</i>	<i>0%</i>	<i>0%</i>	<i>0%</i>	<i>0%</i>	<i>0%</i>	<i>0%</i>	<i>0%</i>	<i>42%</i>	<i>0%</i>	<i>9%</i>

Source: Costar and STR

⁽¹⁾ Costar data indicates that nearly 3 million square feet of warehouse and industrial will be built in 2020, including more than 2 million square feet in unincorporated areas.

Appendix B – Non-Residential Affordable Housing Fee Program in Other Jurisdictions

APPENDIX B
SUMMARY OF NON-RESIDENTIAL AFFORDABLE HOUSING FEE PROGRAMS

Jurisdiction	Yr. Adopted/ Updated	Fee Level (per Sq.Ft. unless otherwise noted)	Thresholds & Exemptions	Build Option/ Other	Comments
SACRAMENTO AREA					
City of Sacramento Population: 490,000	1989 Most recent update, 2004	Office \$2.76 Hotel \$2.63 Commercial \$2.22 Manufacturing \$1.73 Warehouse/Office \$0.76	No minimum threshold State or federal property, mixed use w/50%+ residential, certain non-profits, temporary buildings.	Yes. Specifies No. of units per SF	Fee is adjusted annually based on construction cost index
City of Folsom Population: 76,000	2002	Office, Retail, Lt Industrial, and Manufacturing \$1.70 Up to 200,000 SF, 100% of fee; 200,000-250,000 SF, 75% of fee; 250,000-300,000 SF, 50% of fee; 300,000 and up, 25% of fee.	No minimum threshold Select nonprofits, small child care centers, churches, mini storage, parking garages, private garages, private schools exempt.	Yes Provide new or rehab housing affordable to very low income households. Also, land dedication.	Fee is adjusted annually based on construction cost index
County of Sacramento Population: 1,495,000	1990	Office \$0.97 Hotel \$0.92 R&D \$0.82 Commercial \$0.77 Manufacturing \$0.61 Warehouse \$0.26	No minimum threshold Service uses operated by non-profits are exempt	N/A	
City of Elk Grove Population: 166,000	1989 Most recent update, 2013	Commercial \$0.78 Hotel \$2.20 Manufacturing \$0.88 Warehouse \$0.94	No minimum threshold Federal/state agencies, public schools, churches, libraries, city, county projects.	N/A	Fee is adjusted annually based on ENR construction cost index
Citrus Heights Population: 87,000	1989 (inherited from County when incorporated)	Office \$0.97 Hotel \$0.92 R&D \$0.82 Commercial \$0.77 Manufacturing \$0.61 Warehouse \$0.26	No minimum threshold Membership organizations (churches, non-profits, etc.), mini storage, car storage, marinas, car washes, private parking garages and agricultural uses exempt	N/A	
Rancho Cordova Population: 71,000	1989 (inherited from County when incorporated)	Office \$0.97 Hotel \$0.92 R&D \$0.82 Commercial \$0.77 Manufacturing \$0.61 Warehouse \$0.26	No minimum threshold Membership organizations (churches, non-profits, etc.), mini storage, car storage, marinas, car washes, private parking garages and agricultural uses exempt	N/A	
Placer County Population: 398,000	2020	All Non-residential \$2.00 Sierra Nevada / Tahoe area only	No minimum threshold warehouse, commercial in mixed use over residential, governmental and institutional, childcare, churches.	Yes	ENR Building Cost Index 20-City Average.

Note: This chart has been assembled to present an overview, and as a result, terms are simplified. The information is recent but not all data has been updated as of the date of this report. In some cases, fees are adjusted by an index (such as CPI) which may not be reflected. For use other than general comparison, please consult the code and staff of the jurisdiction.

APPENDIX B

SUMMARY OF NON-RESIDENTIAL AFFORDABLE HOUSING FEE PROGRAMS

Jurisdiction	Yr. Adopted/ Updated	Fee Level (per Sq.Ft. unless otherwise noted)	Thresholds & Exemptions	Build Option/ Other	Comments
SAN FRANCISCO, PENINSULA, SANTA CLARA COUNTY					
San Francisco Population: 864,000	1981 Updated 2002, 2007 2019	Retail / Entertainment \$28.13 Hotel \$22.57 Office (50,000 gsf and above) \$69.60 Office (<50,000 gsf) \$62.64 Laboratory \$38.37 Small Enterprise Workspace \$23.70	25,000 gsf threshold Exempt: freestanding pharmacy < 50,000 SF; grocery < 75,000	Yes, may contribute land for housing.	Office and Laboratory fees reflect fully phased in January 1, 2021 fee levels. Fee is adjusted annually based on the construction cost increases.
San Jose Population: 1,022,000	2020	Office \$0-15 Retail \$0 Hotel (applies to net sf) \$5 Warehouse \$5 Residential Care (applies to net SF) \$6 Industrial and Research and Dev. \$0-\$3	5,000 gsf threshold Shelter/jotel supportive housing; agriculture; aquaculture; aquaponics, and hydroponics; stadiums, arenas, performing arts venues, and rehearsal space; cemetery; assembly uses; commercial vehicle storage; data center; day care; education and training; energy generation facility; mineral extraction; museums, libraries, parks,	Yes	Fee varies by geographic area, project size and depending on timing of payment.
County of Santa Clara	2018	Academic Space (Stanford Area) \$68.50	no threshold	Yes	Fee in effect July 1, 2020.
City of Palo Alto Population: 67,000	1984 Updated 2002 and 2017.	Office & R&D \$36.53 Other Commercial \$21.26	Churches; universities; recreation; hospitals; private educational facilities; day care and nursery school; public facilities; retail, restaurants, services < 1,500 sf are exempt	Yes	Fee is adjusted annually based on CPI.
City of Menlo Park Population: 34,000	1998	Office & R&D \$18.69 Other com./industrial \$10.14	10,000 gross SF threshold Churches, private clubs, lodges, fraternal orgs, public facilities and projects with few or no employees are exempt.	Yes, preferred. May provide housing on- or off-site.	Fee is adjusted annually based on CPI.
City of Sunnyvale Population: 152,000	1984 Updated 2003 and 2015.	Industrial, Office, R&D: \$16.50 Retail, Hotel \$8.25	Office fee is 50% on the first 25,000 SF of building area. Exemptions for Child care, education, hospital, non-profits, public uses.	N/A	Fee is adjusted annually based on CPI.
City of Santa Clara Population: 125,000	2017	Office 20,000 SF + \$20.00 Office, under 20,000 SF \$10.00 Industrial 20,000 SF + \$10.00 Industrial under 20,000 SF \$5.00 Retail, Hotel, Other 5,000 SF+ \$5.00 Low intensity uses \$2.00	Assembly, day care, nursery, schools and hospitals and commercial space in a mixed use project under 20,000 square feet are exempt.	Yes.	Fee is adjusted annually based on ENR.
City of San Mateo Population: 104,000	2016	Office \$26.10 Hotel \$10.44 Retail \$5.22	5,000 SF threshold 25% fee reduction for projections paying prevailing wage. Schools, religious, child care centers, public and non-profit uses exempt.		Fee is adjusted annually based on ENR.
City of Foster City Population: 34,000	2016	Office , Medical Office and R&D \$27.50 Hotel \$12.50 Retail, Restaurant and Services \$6.25	5,000 SF threshold Schools, places of public assembly, recreational facilities, hospitals, cultural institutions, childcare facilities, nursing homes, rest homes, residential care facilities, and skilled		
South San Francisco Population: 67,000	2018	Office , Medical Office and R&D \$15.00 Hotel \$5.00 Retail, Restaurant and Services \$2.50	25% fee reduction for projections paying prevailing wage. Schools, churches, child care centers, public uses exempt.		

APPENDIX B
SUMMARY OF NON-RESIDENTIAL AFFORDABLE HOUSING FEE PROGRAMS

Jurisdiction	Yr. Adopted/ Updated	Fee Level (per Sq.Ft. unless otherwise noted)	Thresholds & Exemptions	Build Option/ Other	Comments
East Palo Alto Population: 30,000	2016	non-residential \$10.72	10,000 SF threshold		
San Bruno Population: 43,000	2015	Office and R&D \$13.10 Hotel \$13.10 Retail, Restaurant, Services \$6.55	No minimum threshold	Yes. Program specifies number of units per 100,000 SF.	Fee is adjusted annually based on ENR.
Redwood City Population: 84,000	2015	Office (Medical, R&D, Admin) \$20.00 Hotel \$5.00 Retail & Restaurant \$5.00	5,000 SF threshold 25% fee reduction for projections paying prevailing wage. Schools, child care centers, public uses exempt.	Yes. Program specifies number of units per 100,000 SF.	Fee is adjusted annually based on ENR.
City of Mountain View Population: 80,000	Updated 2002 / 2012 /2014 /2016	Office/High Tech/Indust. \$28.25 Hotel/Retail/Entertainment. \$3.02	Fee is 50% on building area under thresholds: Office <10,000 SF Hotel <25,000 SF Retail <25,000 SF	Yes	Fee is adjusted annually based on CPI.
City of Cupertino Population: 61,000	1993, 2015	Office/Industrial/R&D \$24.60 Hotel/Commercial/Retail \$12.30	No minimum threshold.	N/A	Fee is adjusted annually based on CPI.
City of Los Altos Population: 31,000	2018	Office (recommended fee level) \$25.00 All Other Non-Residential (rec. fee) \$15.00	500 SF threshold	Yes	Fee is adjusted annually based on CPI.
City of Milpitas Population: 75,000	2019	Office/ Retail \$8.00 Industrial \$4.00	5,000 SF threshold Assembly, day care, schools, hospitals exempt.	N/A	Fee is adjusted annually based on ENR.
County of San Mateo Population: 763,000	2016	Office/Medical/R&D \$25.00 Hotel \$10.00 Retail / Restaurant /Services \$5.00	3,500 SF threshold; 25% fee reduction for prevailing wage. public, institutional, childcare, recreational, assisted living exempt.	Yes. Program specifies number of units.	Fee is adjusted annually based on ENR.

Note: This chart has been assembled to present an overview, and as a result, terms are simplified. The information is recent but not all data has been updated as of the date of this report. In some cases, fees are adjusted by an index (such as CPI) which may not be reflected. For use other than general comparison, please consult the code and staff of the jurisdiction.

APPENDIX B
SUMMARY OF NON-RESIDENTIAL AFFORDABLE HOUSING FEE PROGRAMS

Jurisdiction	Yr. Adopted/ Updated	Fee Level (per Sq.Ft. unless otherwise noted)	Thresholds & Exemptions	Build Option/ Other	Comments
EAST BAY					
City of Walnut Creek Population: 69,000	2005	Office, retail, hotel and medical \$5.00	First 1,000 SF no fee applied.	Yes	Reviewed every five years.
City of Oakland Population: 417,000	2002	Office/ Warehouse \$5.89	25,000 SF exemption	Yes - Can build units equal to total eligible SF times .00004	Fee due in 3 installments. Fee adjusted with an annual escalator tied to residential construction cost increases.
City of Berkeley Population: 120,000	1993 2014	Office \$4.50 Retail/Restaurant \$4.50 Industrial/Manufacturing \$2.25 Hotel/Lodging \$4.50 Warehouse/Storage \$2.25 Self-Storage \$4.37 R&D \$4.50	7,500 SF threshold.	Yes	Annual CPI increase. May negotiate fee downward based on hardship or reduced impact.
Richmond Population: 111,000	2020	Non-residential \$2.00	5,000 SF threshold	No	Fee indexed annually by ENR Construction Cost Index
City of Fremont Population: 231,000	2017	Office, R&D, Hotel, Retail \$8.00 Industrial, Mfg, Warehouse \$4.00	Public uses, additions less than 1,000 SF, manufacturing over 100,000 SF / building exempt.	Yes by formula	Fees are as of 2020 full phase in.
City of Emeryville	2014	All Commercial \$4.43	Schools, daycare centers, storage.	Yes	Fee adjusted annually.
City of Alameda Population: 78,000	1989	Retail \$2.54 Office \$4.99 Warehouse \$0.87 Manufacturing \$0.87 Hotel/Motel \$1,223	No minimum threshold	Yes. Program specifies # of units per 100,000 SF	Fee may be adjusted by CPI.
City of Pleasanton Population: 79,000	1990, 2018	Retail \$4.56 Hotel/Motel \$4.56 Office \$7.61 Indust. / R&D / Manuf / Warehouse 12.64	No minimum threshold Churches exempt.	Yes	Fee adjusted annually.
City of Dublin Population: 57,000	2005	Industrial \$0.56 Office \$1.45 R&D \$0.95 Retail \$1.18 Services & Accommodation \$0.49	20,000 SF threshold	N/A	
City of Newark Population: 46,000		Commercial \$3.80 Industrial \$0.72	No min threshold Schools, recreational facilities, religious institutions exempt.	Yes	Revised annually
City of Livermore Population: 88,000	1999	Retail \$1.38 Service Retail \$1.04 Office \$0.89 Hotel \$679/ rm Manufacturing \$0.43 Warehouse \$0.12 Business / Commercial \$0.88 High Intensity Industrial \$0.44 Low Intensity Industrial \$0.28	No minimum threshold Church, private or public schools exempt.	Yes; negotiated on a case-by-case basis.	

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APPENDIX B
SUMMARY OF NON-RESIDENTIAL AFFORDABLE HOUSING FEE PROGRAMS

Jurisdiction	Yr. Adopted/ Updated	Fee Level (per Sq.Ft. unless otherwise noted)	Thresholds & Exemptions	Build Option/ Other	Comments
MARIN, NAPA, SONOMA, SANTA CRUZ					
County of Santa Cruz Population: 273,000	2015	All Other Non-Residential \$3.00 Agricultural, Barn Housing Animals \$1.00	No minimum threshold. Governmental and institutional uses exempt	N/A	
County of Marin Population: 261,000	2003, 2016	Office/R&D \$7.19 Retail/Rest. \$5.40 Warehouse \$1.94 Residential Care Facility \$19.32 Medical-Extended Care \$22.54 Hotel/Motel \$1,745/rm Manufacturing \$3.74	No minimum threshold	Yes, preferred.	
San Rafael Population: 59,000	2005	Office/R&D \$10.32 Retail/Rest./Pers. Services \$7.74 Manufacturing/LI \$5.59 Warehouse \$3.01 Hotel/Motel \$2.58	5,000 SF threshold. Mixed use projects that provide affordable housing are exempt.	Yes. Program specifies number of units per 1,000 SF.	
Town of Corte Madera Population: 10,000	2001	Office \$4.79 R&D lab \$3.20 Light Industrial \$2.79 Warehouse \$0.40 Retail \$8.38 Com Services \$1.20 Restaurant \$4.39 Hotel \$1.20 Health Club/Rec \$2.00 Training facility/School \$2.39	No minimum threshold	N/A	
City of St. Helena Population: 6,000	2004	Office \$4.11 Comm./Retail \$5.21 Hotel \$3.80 Winery/Industrial \$1.26	Small childcare facilities, churches, non-profits, vineyards, and public facilities are exempt.	Yes, subject to City Council approval.	
City of Petaluma Population: 60,000	2003	Commercial \$2.89 Industrial \$2.98 Retail \$5.00	N/A	Yes, subject to City Council approval.	Fee adjusted annually by ENR construction cost index.
County of Sonoma Population: 501,000	2005	Office \$2.92 Hotel \$2.92 Retail \$5.05 Industrial / Warehouse \$3.01 R&D Ag Processing \$3.01	First 2,000 SF exempt Non-profits, redevelopment areas exempt	Yes. Program specifies number of units per 1,000 SF.	Fee adjusted annually by ENR construction cost index.

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City of Cotati Population: 7,000	2006	Commercial \$2.11 Industrial \$2.18 Retail \$3.64	First 2,000 SF exempt Non-profits exempt.	Yes. Specifies No. of units per 1,000 SF	Fee adjusted annually by ENR construction cost index.
County of Napa Population: 141,000	Updated 2014	Office \$5.25 Hotel \$9.00 Retail \$7.50 Industrial \$4.50 Warehouse \$3.60	No minimum threshold Non-profits are exempt	Units or land dedication; on a case by case basis.	
City of Napa Population: 80,000	1999 Updated 2016	Office \$3.55 Hotel \$6.00 Retail \$3.55 Industrial \$3.50	No minimum threshold Non-profits are exempt	Units or land dedication; on a case by case basis.	Fee has not changed since 1999. Increases under consideration.
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SUMMARY OF NON-RESIDENTIAL AFFORDABLE HOUSING FEE PROGRAMS**

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SOUTHERN CALIFORNIA					
City of Los Angeles Population: 3,950,000	2017	Non-Residential - fee varies by zone Low \$3.00 Medium \$4.00 High \$5.00	15,000 SF threshold Governmental and public institutional uses developed for governmental or community use, private elementary or high school, hospitals, grocery stores not located within 1/3 mile of existing grocer stores, Central City West Specific Plan Area, South LA Transit Empowerment Zone.	N/A	Fees adjusted annually based on CPI.
City of Santa Monica Population: 92,000	1984 Updated 2002, 2015	Retail \$10.83 Office \$12.45 Hotel/Lodging \$3.41 Hospital \$6.83 Industrial \$8.37 Institutional \$11.36 Creative Office \$10.65 Medical Office \$7.65	1,000 SF threshold Private K-12 schools, city projects, places of worship, commercial components of affordable housing developments exempt.	N/A	Fees adjusted annually based on construction cost index.
City of West Hollywood Population: 36,000	1986	Non-Residential \$8.68	10,000 SF threshold Schools, public facilities, non-profits, public transportation.	Yes	Fees adjusted by CPI annually
City of San Diego Population: 1,391,000	1990 Updated 2014	Office \$2.12 Hotel \$1.28 R&D \$0.80 Retail \$1.28	No minimum threshold Industrial/ warehouse, non-profit hospitals exempt.	Can dedicate land or air rights in lieu of fee	

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CENTRAL COAST					
County of San Luis Obispo Population: 280,000	2009 updated 2017	Retail \$1.36 Office \$0.96 Hotel/Motel \$1.44 Industrial / Warehouse \$0.58 Commercial Greenhouses \$0.03 Other Non-Residential \$1.26	5,000 gsf threshold educational, religious, public, institutional, and residential care uses	Yes equivalent to what fees would produce	Fees indicated are 40% of full phase-in level and are indexed annually based on the construction cost increases.
City of San Luis Obispo Population: 47,000	2004	5% of building permit valuation	2,500 gsf threshold	Yes. 2 aff. units per acre.	
OTHER WEST COAST CITIES					
Seattle, WA Population: 638,000	Citywide Expansion Adopted 2015	Fees vary by geographic area / zone: Downtown and S. Lake Union \$0 - \$17.50 (fees vary by specific zoning district) Outside Downtown: Low Fee Areas \$5 Medium Fee Areas \$7 High Fee Areas \$8 IC 85-160 zone \$10	4,000 SF threshold; Exemptions include (1) a number of specific zoning districts; (2) for structures with at least 50 percent residential use: up to 4,000 SF street-level retail, restaurant, arts, entertainment; (3) commercial uses within affordable projects.	Yes	Fee is indexed based on CPI.
Portland, OR Population: 653,000	2016	Affordable Housing Construction Excise Tax at 1% of building permit value	Improvements <\$100,000, private schools, hospitals, religious, agriculture, certain non-profit care facilities, public improvements.		

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