

EL CAMINO REAL CORRIDOR ALTERNATIVES FISCAL IMPACT ANALYSIS

SUNNYVALE, CALIFORNIA

Prepared for:
The Metropolitan Planning Group
City of Sunnyvale

Submitted by:



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Table of Contents

General and Limiting Conditions	4
I. Introduction	5
Summary of Findings.....	6
Overview of Methodology	8
II. Alternative Development Scenarios	10
III. Annual Fiscal Impact to General Fund	13
General Fund Revenues and Expenditures	13
Assessed Value of New Development and Property Tax	14
Property Transfer Tax	15
Sales and Use Taxes	15
Transient Occupancy Tax	16
Overall General Fund Impacts.....	16
IV. Special Funds	18
Park Dedication Fee for Rental Housing	18
Housing Mitigation Fee	19



Index of Tables

Table 1: Summary of Net Fiscal Impact to the Sunnyvale General Fund	6
Table 2: Summary of Market Analysis Findings for El Camino Real Corridor.....	10
Table 3: Summary of El Camino Real Corridor Alternative Growth Scenarios ¹	11
Table 4: El Camino Real Corridor Development Program – 3 Alternative Growth Scenarios ¹	11
Table 5: Projected New Population and Employment	12
Table 6: 2015 Sunnyvale Demographic Factors and Service Population	12
Table 7: General Fund Revenues and Forecasting Method by Line Item.....	13
Table 8: General Fund Expenditures and Forecasting Method by Line Item	14
Table 9: Park Dedication Fee.....	18
Table 10: Housing Mitigation Fee	19
Table 11: Estimated Assessed Value and Property Tax From New Development	21
Table 12: Estimated Property Transfer Tax From New Development	22
Table 13: Estimated Sales Tax From New Resident Population	23
Table 14: Estimated Sales Tax From New Commercial Development	24
Table 15: Estimated Transient Occupancy Tax	25
Table 16: General Fund Revenues Impact from 3 Alternative Growth Scenarios.....	26
Table 17: General Fund Expenditures Impact From 3 Alternative Growth Scenarios.....	28
Table 18: Summary of Fiscal Impact of Sunnyvale El Camino Real Corridor 3 Alternative Growth Scenarios.....	30

Index of Figures

Figure 1: Net Fiscal Impact to the Sunnyvale General Fund by 2025.....	7
Figure 2: Net Fiscal Impact to the Sunnyvale General Fund by 2035.....	7

General and Limiting Conditions

Every reasonable effort has been made to ensure that the data and information contained in this report are accurate as of the date of this study. However, factors exist that are outside the control of Land Econ Group (LEG) that may affect the estimates and forecasts contained herein. This study is based upon research information, estimates, assumptions and forecasts developed by Land Econ Group and its subconsultants from independent research efforts and knowledge of the industry. LEG does not assume responsibility for inaccurate information provided by the clients, the client's agents and representatives, or other data sources used in the preparation of this study. The report is based upon information current as of September 2016. LEG has not undertaken any updates of its research since such date.

Because future events and circumstances, many of which are not known or predictable as of the date of this study, may affect the estimates contained therein, no warranty or representation is made by Land Econ Group that any of the projected values or results contained in the study will actually be achieved.



I. Introduction

Land Econ Group (LEG) was retained by the City of Sunnyvale, as part of the consultant team, to assist with the El Camino Real Corridor Specific Plan. The prime consultant for the plan is Metropolitan Planning Group (M-Group), and LEG served as the real estate and land planning economics sub-consultant on the M-Group team. As part of the El Camino Real Corridor Specific Plan, LEG provided a summary of demographic and economic trends in Sunnyvale and market demand and growth forecasts for 2015-2035. That analysis was presented in the *El Camino Real Corridor Market Study* report and was submitted in January 2016.

Based on the market study and circulation analysis, the M-Group team developed three alternative growth scenarios. This fiscal impact analysis estimates and compares the fiscal implications to the City of Sunnyvale's General Fund in 2025 and in 2035. The purpose of this fiscal impact analysis is to contribute to the evaluation of the alternatives considered for the selection of a preferred alternative. The three El Camino Real Corridor alternatives are:

- **Alternative C – Commercial Focus:** 1.15 million square feet of commercial floor area (870,000 square feet of retail and office space and a 280-room hotel) and 3,400 residential units
- **Alternative M – Mixed-Use Focus:** 850,000 square feet of commercial floor area (570,000 square feet of retail and office space and a 280-room hotel) and 4,500 residential units
- **Alternative R – Residential Focus:** 730,000 square feet of commercial floor area (450,000 square feet of retail and office space and a 280-room hotel) and 5,100 residential units

New development in the El Camino Real Corridor over the next two decades will also generate two significant sources of revenue for the city that do not flow into Sunnyvale's General Fund. These two special funds are the Park Dedication Fee for Rental Housing Projects and Housing Mitigation Fee. These fees accumulate in the two dedicated special funds until the city spends them for their intended purposes.

From the perspective of land development economics, the number of residential units assumed in Alternatives M and R (4,500 to 5,100 units) are difficult to achieve because the Corridor is largely built out with commercial uses. The introduction of a substantial number of new residential units will depend upon private redevelopment of commercial properties, most of which are operating profitably.



With proposed new zoning densities of 24 and 36 units per acre on many parcels, the financial incentive for redevelopment maybe insufficient on all but the most underutilized commercial parcels.

Summary of Findings

The focus of the analysis is the General Fund, as it is the primary source of unrestricted discretionary funding for municipal services. All three alternatives are projected to have greater annual revenues than expenditures, resulting in positive net fiscal impacts on the city’s General Fund.

For Alternative C – Commercial Focus, the net fiscal impact is estimated to be \$1.87 million annually by 2025, and \$3.67 million annually by 2035. The resulting annual impact on the General Fund for Alternative M – Mixed-Use Focus is estimated at \$821,000 by 2025, and \$1.30 million by 2035. For Alternative R – Residential Focus, the estimated net fiscal impact is \$782,00 per year by 2025, and \$314,000 per year by 2035. The net one-year fiscal impacts from the three alternatives are summarized in Table 1. Net annual fiscal impacts by 2025 are presented in Figure 1 and by 2035 are presented in Figure 2 below. To put these figures in context, for the Fiscal Year ending June 2015, Sunnyvale’s General Fund revenues were \$139.80 million and General Fund expenditures were \$139.10 million.

Table 1: Summary of Net Fiscal Impact to the Sunnyvale General Fund

Annual Impact in Year	ALT C - COMMERCIAL FOCUS		ALT M - MIXED-USE FOCUS		ALT R - RESIDENTIAL FOCUS	
	2025	2035	2025	2035	2025	2035
Estimated General Fund Revenue Impact	\$4,041,237	\$9,716,835	3,542,389	8,792,134	3,861,639	8,634,756
Estimated General Fund Expenditure Impact	-2,172,507	-6,044,507	-2,720,919	-7,494,898	-3,079,753	-8,320,367
Net City of Sunnyvale General Fund Impact	\$1,868,730	\$3,672,328	\$821,470	\$1,297,236	\$781,886	\$314,389

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Figure 1: Net Fiscal Impact to the Sunnyvale General Fund by 2025

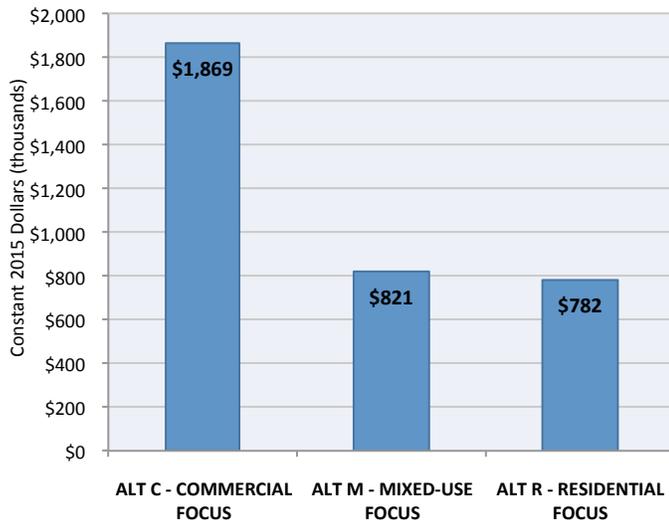
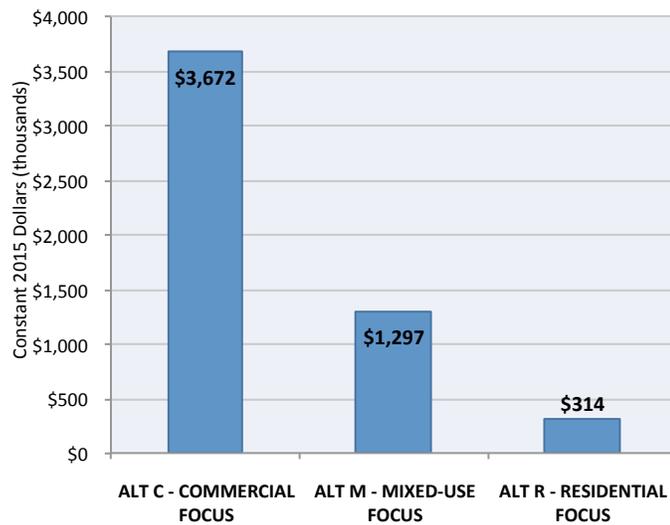


Figure 2: Net Fiscal Impact to the Sunnyvale General Fund by 2035





The two special fees examined, the Park Dedication Fee and Housing Mitigation Fee, have no fiscal impact on the city of its General Fund, however they allow the city to develop new parks and subsidize the development of affordable housing. The Park Dedication acreage and in-lieu fee varies directly with the number of new multi-family units constructed in the Corridor. For the three alternatives, this ranges from Alternative C (the lowest numbers of units) with 30.6 acres or \$128.0 million in-lieu fee, to Alternative R (the highest number of units) with 45.9 acres and \$191.9 million in-lieu fee, at build out. Under the Housing Mitigation Fee, fees assessed on multi-family units contribute the greatest share, therefore Alternative R results in the highest total fee of \$85.7 million at build out. It is important to consider, however, that the number of residential units proposed in Alternatives M and R will be difficult to achieve, as mentioned above. These special funds are discussed in more detail in Section IV.

While this fiscal analysis of the three alternative growth scenarios provides the City of Sunnyvale with an importable tool to guide its decision making, a number of other considerations will also be taken into account, including other General Plan goals such as long term community quality, land use compatibility, economic development needs, traffic and environmental impacts, and the region's considerable housing needs to maintain jobs-housing balance.

Overview of Methodology

The fiscal impact analysis uses a combination of techniques to estimate the increase in revenues and expenditures. Where possible, the increases in revenues and expenditures are modeled following the manner in which they are collected and allocated, referred to as the "Development" methodology. For example, increases in property tax revenues are based on an estimate of the increase in assessed valuation associated with a given development project. In other cases, where this type of detailed modeling is not possible due to lack of adequate data, LEG utilized revenue and cost multipliers that represent the current average per service population, based on the *City of Sunnyvale Comprehensive Annual Financial Report for the Fiscal Year ended June 30, 2015* (CAFR). Generally, this methodology presents a reasonably conservative analysis of the potential fiscal impacts of the planned for development.

In addition to applying development-based or service population-based estimates of General Fund revenues and expenditures, certain municipal line item revenues or costs vary more with growth and development than others. For example, on the expenditures side, Public Safety and Community



Development expenditures vary more with population growth than do Planning and Management costs. Therefore, percentages of fixed and variable factors were included in the analysis of the major line items.

To generate the fiscal impact model, LEG used the City of Sunnyvale's CAFR, to estimate revenues and expenditures that could result from the El Camino Real Corridor alternatives. All results of the analysis are presented in 2015 dollars. It is important to note that the analysis does not consider excess capacity that may exist for particular city services or the possibility that the proposed development might fall at a service threshold level, requiring major new capital construction to accommodate increased growth. Rather, it applies current fiscal conditions and municipal service levels to anticipate future costs upon completion and operation.

II. Alternative Development Scenarios

In the El Camino Real Corridor Market Study report, LEG estimated demand by land use through 2025 and 2035. A summary of the estimated demand is presented in Table 2. The M-Group team developed three growth alternatives that vary the amount of net new commercial and residential development, as presented in Table 3. LEG compared the estimated demand from the market study to the three alternatives to allocate the net new commercial square footage to retail, office or hotel uses and the net new residential units to condominiums, market rate apartments and affordable units. In all three alternatives, the high estimate for market rate residential demand has been applied; and the residential units in the alternatives that are in excess of the high market demand estimate are assumed to be half market rate and half affordable units. The resulting development programs used for each alternative in the fiscal impact analysis are detailed in Table 4.

Table 2: Summary of Market Analysis Findings for El Camino Real Corridor

(Development Potential Net of Projects Under Construction or in Planning Application)

	2015-25	2025-35	Total 2015-35
Market Rate Multi Family Residential Units			
Low Estimate	400	1,100	1,500
High Estimate	700	1,400	2,100
Allocation of Below Market Housing Units Identified for 2015 to 2023			
Low Estimate	480	NA	480
High Estimate	630	NA	630
Retail Store Space (SF)	338,000	262,000	600,000
Office Space (SF)	0	150,000	150,000
Hotel Units			
Low Estimate	0	80	80
High Estimate	80	200	280

El Camino Real Corridor Market Study, January 2016, Land Econ Group



Table 3: Summary of El Camino Real Corridor Alternative Growth Scenarios¹

	ALT C - COMMERCIAL FOCUS	ALT M - MIXED-USE FOCUS	ALT R - RESIDENTIAL FOCUS
Residential Units			
Existing Residential	1,600	1,600	1,600
Potential Residential Growth Scenario	5,000	6,100	6,700
Net New Proposed Residential Units Over Existing	3,400	4,500	5,100
Net Difference from Current General Plan	1,800	2,900	3,500
Commercial SF			
Existing Commercial floor area	3,250,000	3,250,000	3,250,000
Potential Commercial Growth Scenario	4,400,000	3,900,000	3,700,000
Net New Commercial Floor Area Over Existing	1,150,000	650,000	450,000
Net Difference from Current General Plan	200,000	-300,000	-500,000

¹ M-Group Sunnyvale ECR Alternatives, June 2016
Land Econ Group

Table 4: El Camino Real Corridor Development Program – 3 Alternative Growth Scenarios¹

Net New Development	ALT C - COMMERCIAL FOCUS			ALT M - MIXED-USE FOCUS			ALT R - RESIDENTIAL FOCUS		
	2015-25	2025-35	Total	2015-25	2025-35	Total	2015-25	2025-35	Total
Residential Units									
Condominiums	430	850	1,280	480	970	1,450	520	1,030	1,550
Market Rate Apartments	500	1,020	1,520	620	1,230	1,850	680	1,370	2,050
Affordable Units ²	<u>240</u>	<u>360</u>	<u>600</u>	<u>480</u>	<u>720</u>	<u>1,200</u>	<u>600</u>	<u>900</u>	<u>1,500</u>
Total Residential Units	1,170	2,230	3,400	1,580	2,920	4,500	1,800	3,300	5,100
Commercial SF									
Retail Commercial	411,000	340,000	751,000	286,000	240,000	526,000	316,000	110,000	426,000
Office Commercial	0	175,000	175,000	0	100,000	100,000	0	80,000	80,000
Hotel (800 SF per room)	<u>64,000</u>	<u>160,000</u>	<u>224,000</u>	<u>64,000</u>	<u>160,000</u>	<u>224,000</u>	<u>64,000</u>	<u>160,000</u>	<u>224,000</u>
Total Commercial	475,000	675,000	1,150,000	350,000	500,000	850,000	380,000	350,000	730,000

¹ M-Group Sunnyvale ECR Alternatives, June 2016

² Affordable units based in part on *El Camino Real Corridor Market Study*
Land Econ Group

When fully occupied, these levels of development will add between 8,073 and 11,920 new residents and 1,871 to 3,137 new employees by 2035, as shown in Table 5. The fiscal analysis uses these new residents and employees to estimate municipal service revenue and expenditure increases.



Table 5: Projected New Population and Employment

Net New Development	Ratios		ALT C - COMMERCIAL FOCUS			ALT M - MIXED-USE FOCUS			ALT R - RESIDENTIAL FOCUS		
	15-25	25-35	2015-25	2025-35	Total	2015-25	2025-35	Total	2015-25	2025-35	Total
Residential Population	Per Unit										
Condominiums	2.6	2.5	1,118	2,125	3,243	1,248	2,425	3,673	1,352	2,575	3,927
Market Rate Apartments	2.4	2.3	1,200	2,346	3,546	1,488	2,829	4,317	1,632	3,151	4,783
Affordable Units	<u>2.2</u>	<u>2.1</u>	<u>528</u>	<u>756</u>	<u>1,284</u>	<u>1,056</u>	<u>1,512</u>	<u>2,568</u>	<u>1,320</u>	<u>1,890</u>	<u>3,210</u>
Total New Residential Population			2,846	5,227	8,073	3,792	6,766	10,558	4,304	7,616	11,920
Commercial Employment	Per 1,000 SF										
Retail Commercial	2.9	2.9	1,192	986	2,178	829	696	1,525	916	319	1,235
Office Commercial	3.4	3.4	0	595	595	0	340	340	0	272	272
Hotel (<i>per room</i>)	<u>1.3</u>	<u>1.3</u>	<u>104</u>	<u>260</u>	<u>364</u>	<u>104</u>	<u>260</u>	<u>364</u>	<u>104</u>	<u>260</u>	<u>364</u>
Total Commercial			1,296	1,841	3,137	933	1,296	2,229	1,020	851	1,871

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Employees tend to spend less time in the city and will therefore place a lower per capita burden on municipal services as compared to residents. In addition, intergovernmental and other municipal revenue sources are often related more directly to resident population than to the number of employees. Based on a large body of practice, each employee is estimated to impose one-third the service burden of one resident. Since residents and employees are accounted for separately with this approach, there is no double counting if the employees also live in Sunnyvale. Using these factors, Sunnyvale had a service population of 177,137 in 2015 (Table 6).

Table 6: 2015 Sunnyvale Demographic Factors and Service Population

	Key Demographic Characteristics	Service Weight	Service Population
Population	149,326	1.00	149,326
Households	56,506		
Employment	84,276	0.33	27,811
Total Service Population			177,137

Esri Business Analyst, 2015; U.S. Census On the Map Application



III. Annual Fiscal Impact to General Fund

General Fund Revenues and Expenditures

The detailed methodology used to estimate General Fund revenues by line item are shown in Table 7. Property Tax, Sales and Use Taxes, Transient Occupancy Tax and Real Property Transfer Tax are estimated based upon the types and amounts of new development. The methodology used to estimate General Fund expenditures are detailed in Table 8. Many of the line item revenue and expenditure estimates are based upon service population.

Table 7: General Fund Revenues and Forecasting Method by Line Item

General Fund Revenue ¹	Amount	Method	Gross per Service			Net per Additional Service Population
			Population	Fixed	Variable	
Property Tax	\$54,940,570	Development	--	--	--	--
Sales and Use Taxes	31,212,375	Development	--	--	--	--
Other Taxes	27,587,881	Mixed				
Utilities Users Tax	6,774,027	Service Population	\$38.24	50%	50%	\$19.12
Transient Occupancy Tax	14,137,069	Development	--	--	--	--
Real Property Transfer Tax	1,764,551	Development	--	--	--	--
Construction Taxes	3,066,351	Service Population	\$17.31	25%	75%	\$12.98
Business License Tax	1,845,883	Service Population	\$10.42	75%	25%	\$2.61
Franchise Fees	6,897,803	Service Population	\$38.94	75%	25%	\$9.74
Intergovernment Transfers	1,834,163	Service Population	\$10.35	75%	25%	\$2.59
Permits and Licenses	1,308,386	Service Population	\$7.39	75%	25%	\$1.85
Fines and Forfeitures	1,125,727	Not Applicable	--	--	--	--
Special Assessments	5,723	Not Applicable	--	--	--	--
Service Fees	6,100,748	Not Applicable	--	--	--	--
Rents and Concessions	1,452,176	Not Applicable	--	--	--	--
Interest Received from						
Interfund Advances	4,862,424	Not Applicable	--	--	--	--
Investment Earnings	668,261	Not Applicable	--	--	--	--
Other Revenues	773,503	Service Population	\$4.37	50%	50%	\$2.18
Total Revenues	\$138,769,740					\$51.06

¹ From City of Sunnyvale Comprehensive Annual Financial Report for FY ending June 30, 2015
Land Econ Group



Table 8: General Fund Expenditures and Forecasting Method by Line Item

General Fund Expenditures ¹	Amount	Method	Gross per Service Population	Fixed	Variable	Net per Additional Service Population
Planning and Management	\$18,689,624	Service Population	\$105.51	75%	25%	\$26.38
Public Safety	82,199,833	Service Population	\$464.05	5%	95%	\$440.84
Community Development	12,033,373	Service Population	\$67.93	5%	95%	\$64.54
Transportation	6,926,606	Service Population	\$39.10	5%	95%	\$37.15
Socioeconomic	1,296,933	Service Population	\$7.32	5%	95%	\$6.96
Cultural	15,721,309	Service Population	\$88.75	5%	95%	\$84.31
Environmental Management	645,096	Service Population	\$3.64	5%	95%	\$3.46
Capital Outlay	346,181	Not Applicable	--	--	--	--
Debt Service	1,205,610	Not Applicable	--	--	--	--
Total Expenditures	\$139,064,565					\$663.64

¹ From City of Sunnyvale Comprehensive Annual Financial Report for FY ending June 30, 2015
Land Econ Group

Assessed Value of New Development and Property Tax

The assessed values were estimated based upon the new development in the corridor and the value per square foot or per unit from online sources of sales records, such as Real Estate Economics, Redfin, and LoopNet. To account for market cycles, the residential property values use the average of the median sales price in the most recent market peak (2015) and market trough (2010). Sunnyvale’s Below Market Rate (BMR) ownership housing requirement is 12.5 percent of market rate ownership housing units (Municipal Code 19.67). These inclusionary affordable condominium units are calculated based on the number of market rate condominium units and are subject to property tax assessment. Property values for BMR units are based on the average maximum sale price of new BMR homes, according to the Sunnyvale BMR Housing Program. Other affordable units in the alternatives are assumed to be owned by non-profits and are therefore exempt from property tax. Per square foot values for commercial office, retail and hotel uses are based on industry averages.

For hotel development, we used a gross average of 800 square feet per room. This average would include hallways, vertical circulation, meeting rooms, dining areas, lobby space, health club and other common space. The net area for a typical guest room is about half of that average.

By 2035, the assessed value of new development that is subject to property tax assessment is estimated to be \$2.23 billion for Alternative C, \$2.42 billion for Alternative M, and \$2.56 billion for

Alternative R. Estimated values and assessed value calculations are detailed in Table 11. Property is assessed at one percent of the assessed value in accordance with Proposition 13. The share of this one percent that is allocated to the City of Sunnyvale's General Fund is approximately 12.8 percent.

Property Transfer Tax

The City of Sunnyvale has a Property Transfer Tax that applies to the sale of real property at a rate of \$0.55 per \$1,000 of sales price. New development and changes in land use will generate property transfer tax as properties are sold. To calculate the annual property transfer tax generated by new development within the El Camino Real Corridor, LEG estimated the average annual turnover for each taxable land use. Residential properties are expected to be sold at an average rate of 12 percent in any given year, or once every eight years. Commercial retail, office and hotel properties are also expected to turn over about once every eight years, on average. Based on these assumptions, by 2035, the turn over of new development will generate in property transfer tax, annually, approximately \$150,000 in Alternative C, \$162,000 in Alternative M, and \$171,000 in Alternative R (Table 12).

Sales and Use Taxes

Sales and Use Tax is derived from sales at retail, restaurants or business-to-business. Net new sales tax was calculated with a combination of two methods; sales generated by new ECR residents and sales generated by new commercial development within the corridor. A portion of sales in the corridor will be generated by the new residential population and must be netted out of the commercial space generation to avoid double counting. Using a per capita retail store sales estimate of \$12,500, based on data presented in the El Camino Real Corridor Market Study, LEG calculated total retail store sales by the new residential population in the corridor. According to market based estimates, LEG then approximated that 50 percent of these sales would be captured within the City of Sunnyvale, of which 60 percent would be captured within the corridor, and 25 percent of that would be spent at the new retail and restaurant developments in the corridor. The sales generated by new residents at the new retail and restaurant developments in the ECR are subtracted from spending captured in Sunnyvale to avoid double counting. The resulting sales generated by new residents are multiplied by the City of Sunnyvale's sales tax rate of one percent (Table 13).

Sales generated by the new commercial development are calculated by multiplying the estimated sales per square foot by the square feet of development and then applying the one percent sales tax (Table 14). While sales per square foot per year vary widely by type of retail and strengths of location, an overall average for new development in the El Camino Real Corridor can be reasonably predicted based upon our experience. For this analysis, we applied an estimate of \$550 per square foot per year for retail and restaurants, \$70 per square foot for office and \$5 per square foot (or \$4,000 per room) for hotel. The total additional sales tax revenue is the sum of estimated sales to new residents and estimated sales of new commercial development (less new resident spending in new commercial development within the corridor).

Transient Occupancy Tax

The Transient Occupancy Tax (TOT) rate in the City of Sunnyvale is 10.5 percent. All three alternative growth scenarios for El Camino Real Corridor include a 280-room hotel. Based on recent Silicon Valley hotel market research from HVS, a global leader in the hospitality industry, LEG estimated a standard occupancy rate to be 72 percent and average daily room rate at \$200. Given these assumptions, by 2035 Sunnyvale's General Fund is expected to receive over \$1.5 million in annual TOT revenue for any of the three alternatives, as shown in Table 15.

Overall General Fund Impacts

The overall General Fund impacts from the three alternative growth scenarios are summarized by major revenue and expenditure line items in Table 16 and Table 17, respectively. The resulting net impacts are summarized in Table 18.

Implications of Alternative Growth Scenarios

Commercial development generates significant positive net gain for municipal governments. The taxes generated outweigh the costs for providing local government services. Residential development, on the other hand, may place more demands on the city's General Fund. While residential development brings new property and sales tax revenues, it also brings demand for local government services and the cost of providing these services often exceeds the revenue generated. This is clearly illustrated in the estimated net fiscal impact comparisons of the three alternative growth scenarios.

Alternative C – Commercial Focus, with the highest proportion of commercial development has the greatest positive impact on the City of Sunnyvale’s General Fund. By 2025, Alternative C will generate an additional \$1.87 million annually, and by 2035 this amount will be \$3.67million annually. Alternative M - Mixed-Use Focus, with a greater proportion of residential development, has a net fiscal impact on the city’s General Fund in the first decade of \$821,000 annually. The additional new commercial development and many more residential units by 2035 bring the net impact to \$1.30 million annually. Alternative R – Residential Focus, with the highest proportion of residential development, has a net fiscal impact of \$782,000 annually by 2025. By 2035, the net fiscal impact of Alternative R decreases to \$314,000 annually, because the new development expected between 2025 and 2035 has a much greater proportion of residential to commercial space. In selecting a preferred growth scenario, it will be important to consider the balance of commercial and residential development and its impact on the City of Sunnyvale’s General Fund budget. While this fiscal analysis of the three alternative growth scenarios provides the City of Sunnyvale with an importable tool to guide its decision making, a number of other considerations will also be taken into account, including other General Plan goals such as long term community quality, land use compatibility, economic development needs, traffic and environmental impacts, and the region’s considerable housing needs to maintain jobs-housing balance.

IV. Special Funds

New development in the El Camino Real Corridor over the next two decades will also generate two significant pots of revenue that do not flow into Sunnyvale’s General Fund. These two special funds are:

- Park Dedication Fees for Rental Housing Projects, and
- Housing Mitigation Fee

These fees accumulate in the two dedicated special funds until such time that the city spends them for their intended purposes.

Park Dedication Fee for Rental Housing

This fund is used to acquire and improve parks and recreation facilities within Sunnyvale as new population from new rental housing development increases the demand for such facilities. For rental housing projects with a density over 14 units per acre, the park dedication acreage requirement is 0.009 acres per unit. Developers have the option of either dedicating the acreage or paying an in-lieu fee at the time of building permit application. The in-lieu fee is based upon the number of acres required multiplied by fair market value of an acre of land in Sunnyvale as determined by the director of community development.

Table 9: Park Dedication Fee

	ALT C - COMMERCIAL FOCUS	ALT M - MIXED-USE FOCUS	ALT R - RESIDENTIAL FOCUS
Number of Multi-Family Units (incl Condos)	3,400	4,500	5,100
Acres Required at 0.009 per Unit	30.6	40.5	45.9
Fair Market Land Value Set at \$96 per SF	\$127,961,856	\$169,361,280	\$191,942,784

City of Sunnyvale; Land Econ Group

As shown in the aboveTable 9, the acres of parkland that needs to be dedicated or in-lieu fee generated varies directly with the number of new multi-family units constructed in the Corridor. Because of a separate subdivision ordinance on parkland dedication requirements and in-lieu fees, condominiums constructed in the Corridor are subject to identical fees. The city’s rationale is that the



new population living in the new housing will create added demand for parks and recreation facilities and the park dedication fee is used to construct those new facilities. Since the revenue collected is eventually spent on parks and recreation facilities, this fee has no fiscal impact on the city or its General Fund. It does allow the city to develop new parks and recreation facilities as population grows.

Housing Mitigation Fee

The City of Sunnyvale passed two new Affordable Housing Impact Fees during the summer of 2015. The Housing Impact Fee for Nonresidential Development was set at \$15 per net new square foot for all office and industrial projects (\$7.50 for the first 25,000 square feet) and \$7.50 per square foot for all retail and lodging projects. The Housing Impact Fee for Rental Housing was set at \$17 per new habitable square foot and applies to all new rental development. Developers will have the option of constructing affordable units on site to offset the payment of the Housing Mitigation Fee. Revenues generated by these fees will be used to subsidize the development of affordable units.

Table 10: Housing Mitigation Fee

	ALT C - COMMERCIAL FOCUS	ALT M - MIXED-USE FOCUS	ALT R - RESIDENTIAL FOCUS
Number of Multi-Family Units (incl Condos)	3,400	4,500	5,100
Average Habitable SF per Unit	950	935	920
Fee from Rental Housing at \$17/SF	\$54,910,000	\$71,527,500	\$79,764,000
Retail Commercial SF	751,000	526,000	426,000
Hotels at 800SF/Unit	224,000	224,000	224,000
Fee for Retail and Hotel at \$7.50/SF	\$7,312,500	\$5,625,000	\$4,875,000
Office Commercial SF	175,000	100,000	80,000
Fee for Office at \$7.50 (for the first 25,000SF) ¹ and \$15/SF	\$2,362,500	\$1,350,000	\$1,080,000
Total Housing Mitigation Fee	\$64,585,000	\$78,502,500	\$85,719,000

¹ The first 25,000 square feet is estimated at 20% of total office commercial square footage
City of Sunnyvale; Land Econ Group

Condominiums have been included as rental housing in the calculation of fee generation because many projects mapped as condominiums are likely to be rented for the initial ten years to allow the developer/builder/architect to weather the construction defect litigation exposure period.

This analysis by alternative indicates that Alternative R with the 5,100 residential units generates the highest level of Housing Mitigation Fee. However, as discussed previously, the permitted residential densities in the Corridor is likely too low for private redevelopment to achieve this high number of new residential units. Since this is a special fee that is collected and then spent on affordable housing projects, it does not flow into the General Fund has no direct affect on the City's General Fund balance.



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Table 11: Estimated Assessed Value and Property Tax From New Development

Total Development by 2025	Value per Unit or SF	ALT C - COMMERCIAL FOCUS			ALT M - MIXED-USE FOCUS			ALT R - RESIDENTIAL FOCUS		
		Units or SF	Total Assessed Value	Gross Property Tax @ 1%	Units or SF	Total Assessed Value	Gross Property Tax @ 1%	Units or SF	Total Assessed Value	Gross Property Tax @ 1%
Residential Units										
Condominiums ¹	675,000	430	290,250,000	2,902,500	480	324,000,000	3,240,000	520	351,000,000	3,510,000
Market Rate Apartments	600,000	500	300,000,000	3,000,000	620	372,000,000	3,720,000	680	408,000,000	4,080,000
Affordable Condominiums ²	380,000	61	23,342,857	233,429	69	26,057,143	260,571	74	28,228,571	282,286
Affordable Apartments	Not Taxable	<u>179</u>	<u>0</u>	<u>0</u>	<u>411</u>	<u>0</u>	<u>0</u>	<u>526</u>	<u>0</u>	<u>0</u>
Total Residential Units		1,170	\$613,592,857	\$6,135,929	1,580	\$722,057,143	\$7,220,571	1,800	\$787,228,571	\$7,872,286
Commercial SF										
Retail Commercial	375	411,000	154,125,000	1,541,250	286,000	107,250,000	1,072,500	316,000	118,500,000	1,185,000
Office Commercial	550	0	0	0	0	0	0	0	0	0
Hotel (800 SF per room)	<u>350</u>	<u>64,000</u>	<u>22,400,000</u>	<u>224,000</u>	<u>64,000</u>	<u>22,400,000</u>	<u>224,000</u>	<u>64,000</u>	<u>22,400,000</u>	<u>224,000</u>
Total Commercial	\$372	475,000	\$176,525,000	\$1,765,250	350,000	\$129,650,000	\$1,296,500	380,000	\$140,900,000	\$1,409,000
Total by 2025			\$790,117,857	\$7,901,179		\$851,707,143	\$8,517,071		\$928,128,571	\$9,281,286
City of Sunnyvale General Fund Share 12.8%				\$1,011,351			\$1,090,185			\$1,188,005
Total Development by 2035										
Residential Units										
Condominiums	675,000	1,280	864,000,000	8,640,000	1,450	978,750,000	9,787,500	1,550	1,046,250,000	10,462,500
Market Rate Apartments	600,000	1,520	912,000,000	9,120,000	1,850	1,110,000,000	11,100,000	2,050	1,230,000,000	12,300,000
Affordable Condominiums	380,000	183	69,485,714	694,857	207	78,714,286	787,143	221	84,142,857	841,429
Affordable Apartments	Not Taxable	<u>417</u>	<u>0</u>	<u>0</u>	<u>993</u>	<u>0</u>	<u>0</u>	<u>1,279</u>	<u>0</u>	<u>0</u>
Total Residential Units		3,400	\$1,845,485,714	\$18,454,857	4,500	\$2,167,464,286	\$21,674,643	5,100	\$2,360,392,857	\$23,603,929
Commercial SF										
Retail Commercial	375	751,000	281,625,000	2,816,250	526,000	197,250,000	1,972,500	426,000	159,750,000	1,597,500
Office Commercial	550	175,000	96,250,000	962,500	100,000	55,000,000	550,000	80,000	44,000,000	440,000
Hotel (800 SF per room)	<u>350</u>	<u>224,000</u>	<u>78,400,000</u>	<u>784,000</u>	<u>224,000</u>	<u>78,400,000</u>	<u>784,000</u>	<u>224,000</u>	<u>78,400,000</u>	<u>784,000</u>
Total Commercial	\$397	1,150,000	\$456,275,000	\$4,562,750	626,000	\$252,250,000	\$2,522,500	506,000	\$203,750,000	\$2,037,500
Total by 2035			\$2,301,760,714	\$23,017,607		\$2,419,714,286	\$24,197,143		\$2,564,142,857	\$25,641,429
City of Sunnyvale General Fund Share 12.8%				\$2,946,254			\$3,097,234			\$3,282,103

¹ Property value based on average of median sales price in the most recent market peak (2015) and trough (2010)

² Units calculated as 12.5% of market rate condominiums, per Sunnyvale Below Market Rate ownership housing requirement (Municipal Code 19.67)

³ Property value based on average maximum sale price of new BMR homes, Sunnyvale BMR Housing Program, Administrative procedures for the Home Ownership Program, Exhibit V, June 2016



Table 12: Estimated Property Transfer Tax From New Development

	ALT C - COMMERCIAL FOCUS				ALT M - MIXED-USE FOCUS				ALT R - RESIDENTIAL FOCUS			
	Total Assessed Value	Avg Annual % Sold	Amount Subject to Property Transfer Tax	Property Transfer Tax @ \$0.55 per \$1,000 of Value	Total Assessed Value	Avg Annual % Sold	Amount Subject to Property Transfer Tax	Property Transfer Tax @ \$0.55 per \$1,000 of Value	Total Assessed Value	Avg Annual % Sold	Amount Subject to Property Transfer Tax	Property Transfer Tax @ \$0.55 per \$1,000 of Value
Total Development by 2025												
Residential Units												
Condominiums	290,250,000	14%	40,635,000	22,349	324,000,000	14%	45,360,000	24,948	351,000,000	14%	49,140,000	27,027
Market Rate Apartments	300,000,000	10%	30,000,000	16,500	372,000,000	10%	37,200,000	20,460	408,000,000	10%	40,800,000	22,440
Affordable Condominiums	23,342,857	10%	2,334,286	1,284	26,057,143	10%	2,605,714	1,433	28,228,571	10%	2,822,857	1,553
Affordable Apartments	0	0%	0	0	0	0%	0	0	0	0%	0	0
Total Residential Units	\$590,250,000	12%	\$72,969,286	\$40,133	\$696,000,000	12%	\$85,165,714	\$46,841	\$759,000,000	12%	\$92,762,857	\$51,020
Commercial SF												
Retail Commercial	154,125,000	12%	18,495,000	10,172	107,250,000	12%	12,870,000	7,079	118,500,000	12%	14,220,000	7,821
Office Commercial	0	12%	0	0	0	12%	0	0	0	12%	0	0
Hotel	22,400,000	10%	2,240,000	1,232	22,400,000	10%	2,240,000	1,232	22,400,000	10%	2,240,000	1,232
Total Commercial	\$176,525,000	12%	\$20,735,000	\$11,404	\$129,650,000	12%	\$15,110,000	\$8,311	\$140,900,000	12%	\$16,460,000	\$9,053
Total by 2025	\$766,775,000		\$51,537		\$825,650,000		\$100,275,714	\$55,152	\$899,900,000			\$60,073
Total Development by 2035												
Residential Units												
Condominiums	864,000,000	14%	120,960,000	66,528	978,750,000	14%	137,025,000	75,364	1,046,250,000	14%	146,475,000	80,561
Market Rate Apartments	912,000,000	10%	91,200,000	50,160	1,110,000,000	10%	111,000,000	61,050	1,230,000,000	10%	123,000,000	67,650
Affordable Condominiums	69,485,714	10%	6,948,571	3,822	78,714,286	10%	7,871,429	4,329	84,142,857	10%	8,414,286	4,628
Affordable Apartments	0	0%	0	0	0	0%	0	0	0	0%	0	0
Total Residential Units	\$1,776,000,000	12%	\$219,108,571	\$120,510	\$2,088,750,000	12%	\$255,896,429	\$140,743	\$2,276,250,000	12%	\$277,889,286	\$152,839
Commercial SF												
Retail Commercial	281,625,000	12%	33,795,000	18,587	197,250,000	12%	23,670,000	13,019	159,750,000	12%	19,170,000	10,544
Office Commercial	96,250,000	12%	11,550,000	6,353	55,000,000	12%	6,600,000	3,630	44,000,000	12%	5,280,000	2,904
Hotel	78,400,000	10%	7,840,000	4,312	78,400,000	10%	7,840,000	4,312	78,400,000	10%	7,840,000	4,312
Total Commercial	\$456,275,000	12%	\$53,185,000	\$29,252	\$330,650,000	12%	\$38,110,000	\$20,961	\$282,150,000	11%	\$32,290,000	\$17,760
Total by 2035	\$2,232,275,000		\$272,293,571	\$149,761	\$2,419,400,000		\$294,006,429	\$161,704	\$2,558,400,000		\$310,179,286	\$170,599



Table 13: Estimated Sales Tax From New Resident Population

		ALT C - COMMERCIAL FOCUS	ALT M - MIXED-USE FOCUS	ALT R - RESIDENTIAL FOCUS
Total in 2025				
New Residential Population		2,846	3,792	4,304
Per Capita Retail Store Sales ¹		\$12,500	\$12,500	\$12,500
Total Retail Store Sales by New Residential Population		\$35,575,000	\$47,400,000	\$53,800,000
Capture Rate within City of Sunnyvale	50%	\$17,787,500	\$23,700,000	\$26,900,000
Capture Rate within ECR Corridor	60%	\$10,672,500	\$14,220,000	\$16,140,000
Capture Rate in New Retail and Restaurant Development	25%	\$2,668,125	\$3,555,000	\$4,035,000
New Resident Retail Sales within Sunnyvale Less Sales in ECR Corridor New Retail and Restaurant Development ²		\$15,119,375	\$20,145,000	\$22,865,000
Sunnyvale Sales Tax Rate	1%	\$151,194	\$201,450	\$228,650
Total in 2025		\$151,194	\$201,450	\$228,650
Total in 2035				
New Residential Population		8,073	10,558	11,920
Per Capita Retail Store Sales ¹		\$12,500	\$12,500	\$12,500
Total Retail Store Sales by New Residential Population		\$100,912,500	\$131,975,000	\$149,000,000
Capture Rate within City of Sunnyvale	50%	\$50,456,250	\$65,987,500	\$74,500,000
Capture Rate within ECR Corridor	60%	\$30,273,750	\$0	\$44,700,000
Capture Rate in New Retail and Restaurant Development	25%	\$7,568,438	\$16,496,875	\$11,175,000
New Resident Retail Sales within Sunnyvale Less Sales in ECR Corridor New Retail and Restaurant Development ²		\$42,887,813	\$49,490,625	\$63,325,000
Sunnyvale Sales Tax Rate	1%	\$428,878	\$494,906	\$633,250
Total in 2035		\$428,878	\$494,906	\$633,250

¹ Based on Sunnyvale per capital retail store sales, *Land Econ Group El Camino Real Corridor Market Study*, Table A14

² New resident sales at new retail and restaurant development is netted out to prevent double counting



Table 14: Estimated Sales Tax From New Commercial Development

	Retail Sales per SF	ALT C - COMMERCIAL FOCUS					ALT M - MIXED-USE FOCUS					ALT R - RESIDENTIAL FOCUS				
		Square Footage	Total Sales (\$1,000)	Taxable %	Taxable Sales (\$1,000)	Sunnyvale Sales Tax @ 1%	Square Footage	Total Sales (\$1,000)	Taxable %	Taxable Sales (\$1,000)	Sunnyvale Sales Tax @ 1%	Square Footage	Total Sales (\$1,000)	Taxable %	Taxable Sales (\$1,000)	Sunnyvale Sales Tax @ 1%
Total in 2025																
Commercial Development																
Retail & Restaurants	550	411,000	226,050	98%	221,529	2,215,290	286,000	157,300	98%	154,154	1,541,540	316,000	173,800	98%	170,324	1,703,240
Office Commercial	70	0	0	100%	0	0	0	0	100%	0	0	0	0	100%	0	0
Hotel ¹	5	<u>64,000</u>	<u>320</u>	<u>100%</u>	<u>320</u>	3,200	64,000	<u>320</u>	<u>100%</u>	<u>320</u>	<u>3,200</u>	64,000	<u>320</u>	<u>100%</u>	<u>320</u>	<u>3,200</u>
Total Commercial	0	475,000	226,370		221,849	2,218,490	350,000	157,620		154,474	1,544,740	380,000	174,120		170,644	1,706,440
Total in 2025					\$221,849	\$2,218,490				\$154,474	\$1,544,740				\$170,644	\$1,706,440
Total in 2035																
Commercial Development																
Retail & Restaurants	550	751,000	413,050	98%	404,789	4,047,890	526,000	289,300	98%	283,514	2,835,140	426,000	234,300	98%	229,614	2,296,140
Office Commercial	70	175,000	12,250	100%	12,250	122,500	100,000	7,000	100%	7,000	70,000	80,000	5,600	100%	5,600	56,000
Hotel ¹	5	<u>224,000</u>	<u>1,120</u>	<u>100%</u>	<u>1,120</u>	11,200	<u>224,000</u>	<u>1,120</u>	<u>100%</u>	<u>1,120</u>	<u>11,200</u>	<u>224,000</u>	<u>1,120</u>	<u>100%</u>	<u>1,120</u>	<u>11,200</u>
Total Commercial	0	1,150,000	426,420		418,159	4,181,590	850,000	297,420		291,634	2,916,340	730,000	241,020		236,334	2,363,340
Total in 2035					\$418,159	\$4,181,590				\$291,634	\$2,916,340				\$236,334	\$2,363,340

¹ Hotel revenues include food and beverage sales, other operating departments (such as spa and gym), as well as rental income. Revenues are estimated at \$4,000 per room, or \$5 per square foot times 800 square feet per room (gross).

Table 15: Estimated Transient Occupancy Tax

	ALT C - COMMERCIAL FOCUS		ALT M- MIXED-USE FOCUS		ALT R - RESIDENTIAL FOCUS	
	Total in 2025	Total in 2035	Total in 2025	Total in 2035	Total in 2025	Total in 2035
Number of Hotel Rooms	80	280	80	280	80	280
Occupancy Rate ¹	72%					
Annual Occupied Room Nights	21,024	73,584	21,024	73,584	21,024	73,584
Average Daily Rate ¹	\$200					
Annual Revenue	4,204,800	14,716,800	4,204,800	14,716,800	4,204,800	14,716,800
Transient Occupancy Tax (TOT) Rate	10.5%					
Total Annual TOT Revenues	441,504	1,545,264	441,504	1,545,264	441,504	1,545,264

¹ Based on Silicon Valley Hotel Market Update, HVS, July 2015
Land Econ Group



Table 16: General Fund Revenues Impact from 3 Alternative Growth Scenarios

General Fund Revenue	Net per Additional Service Population @ 100% Weight	Net per Additional Service Employment @ 33% Weight	ALT C - COMMERCIAL FOCUS						ALT M - MIXED-USE FOCUS					
			New Population		New Employment		Total General Fund Revenue Impact		New Population		New Employment		Total General Fund Revenue Impact	
			By 2025	By 2035	By 2025	By 2035	By 2025	By 2035	By 2025	By 2035	By 2025	By 2035	By 2025	By 2035
New Population or Employment			2,846	8,073	1,296	3,137			3,792	10,558	933	2,229		
Revenue Line Items														
Property Tax ¹	--	--					1,011,351	2,946,254					1,090,185	3,097,234
Sales and Use Taxes ²	--	--					2,369,684	4,610,468					1,746,190	3,411,246
<i>Other Taxes</i>														
Utilities Users Tax	\$19.12	\$6.31	54,418	154,363	8,177	19,793	62,595	174,156	72,506	201,878	5,890	14,067	78,396	215,945
Transient Occupancy Tax ³	--	--					441,504	1,545,264					441,504	1,545,264
Real Property Transfer Tax	--	--					51,537	149,761					55,152	161,704
Construction Taxes	\$12.98	\$4.28	36,949	104,811	5,552	13,440	42,502	118,251	49,231	137,074	3,999	9,552	53,230	146,626
Business License Tax	\$2.61	\$0.86	7,414	21,031	1,114	2,697	8,528	23,728	9,879	27,505	802	1,917	10,681	29,422
Franchise Fees	\$9.74	\$3.21	27,706	78,592	4,163	10,078	31,869	88,669	36,916	102,783	2,999	7,162	39,914	109,946
Intergovernment Transfers	\$2.59	\$0.85	7,367	20,898	1,107	2,680	8,474	23,578	9,816	27,331	797	1,904	10,613	29,235
Permits and Licenses	\$1.85	\$0.61	5,255	14,907	790	1,912	6,045	16,819	7,002	19,496	569	1,359	7,571	20,855
Fines and Forfeitures	--	--												
Special Assessments	--	--												
Service Fees	--	--												
Rents and Concessions	--	--												
Interest Rec'd Interfund Advances	--	--												
Investment Earnings	--	--												
Other Revenues	\$2.18	\$0.72	6,214	17,626	934	2,260	7,148	19,886	8,279	23,052	673	1,606	8,952	24,658
Total Revenues							4,041,237	9,716,835					3,542,389	8,792,134

¹ City of Sunnyvale General Fund share of the base property tax is approximately 12.8%

² Sum of estimated additional sales tax generated by new residential population (Table 13) and new commercial development (Table 14)

³ See Table 15



Table 16 (continued): General Fund Revenues Impact From 3 Alternative Growth Scenarios

General Fund Revenue	Net per Additional Service Population @ 100% Weight	Net per Additional Service Employment @ 33% Weight	ALT R - RESIDENTIAL FOCUS					
			New Population		New Employment		Total General Fund Revenue Impact	
			By 2025	By 2035	By 2025	By 2035	By 2025	By 2035
New Population or Employment			4,304	11,920	1,020	1,871		
Revenue Line Items								
Property Tax ¹	--	--					1,188,005	3,282,103
Sales and Use Taxes ²	--	--					1,935,090	2,996,590
<i>Other Taxes</i>								
Utilities Users Tax	\$19.12	\$6.31	82,296	227,921	6,439	11,808	88,735	239,729
Transient Occupancy Tax ³	--	--					441,504	1,545,264
Real Property Transfer Tax	--	--					60,073	170,599
Construction Taxes	\$12.98	\$4.28	55,879	154,757	4,372	8,018	60,250	162,775
Business License Tax	\$2.61	\$0.86	11,213	31,054	877	1,609	12,090	32,662
Franchise Fees	\$9.74	\$3.21	41,900	116,043	3,278	6,012	45,178	122,055
Intergovernment Transfers	\$2.59	\$0.85	11,141	30,856	872	1,599	12,013	32,455
Permits and Licenses	\$1.85	\$0.61	7,948	22,011	622	1,140	8,569	23,152
Fines and Forfeitures	--	--						
Special Assessments	--	--						
Service Fees	--	--						
Rents and Concessions	--	--						
Interest Rec'd Interfund Advances	--	--						
Investment Earnings	--	--						
Other Revenues	\$2.18	\$0.72	9,397	26,025	735	1,348	10,132	27,374
Total Revenues							3,861,639	8,634,756

¹ City of Sunnyvale General Fund share of the base property tax is approximately 12.8%

² Sum of estimated additional sales tax generated by new residential population (Table 13) and new commercial development (Table 14)

³ See Table 15



Table 17: General Fund Expenditures Impact From 3 Alternative Growth Scenarios

General Fund Expenditure	Net per Additional Service Population @ 100% Weight	Net per Additional Service Employment @ 33% Weight	ALT C - COMMERCIAL FOCUS						ALT M - MIXED-USE FOCUS					
			New Population		New Employment		Total General Fund Expenditure Impact		New Population		New Employment		Total General Fund Expenditure Impact	
			By 2025	By 2035	By 2025	By 2035	By 2025	By 2035	By 2025	By 2035	By 2025	By 2035	By 2025	By 2035
New Population or Employment			2,846	8,073	1,296	3,137			3,792	10,558	933	2,229		
Expenditure Line Items														
Planning and Management	\$26.38	\$8.70	75,070	212,944	11,280	27,305	86,350	240,250	100,023	278,492	8,125	19,406	108,148	297,898
Public Safety	\$440.84	\$145.48	1,254,642	3,558,935	188,526	456,352	1,443,168	4,015,286	1,671,681	4,654,432	135,790	324,330	1,807,471	4,978,762
Community Development	\$64.54	\$21.30	183,669	520,998	27,599	66,806	211,268	587,805	244,720	681,370	19,878	47,479	264,599	728,849
Transportation	\$37.15	\$12.26	105,723	299,895	15,886	38,455	121,609	338,350	140,865	392,208	11,442	27,330	152,307	419,538
Socioeconomic	\$6.96	\$2.30	19,796	56,152	2,975	7,200	22,770	63,352	26,375	73,437	2,142	5,117	28,518	78,554
Cultural	\$84.31	\$27.82	239,959	680,672	36,057	87,281	276,016	767,952	319,721	890,194	25,971	62,030	345,692	952,224
Environmental Management	\$3.46	\$1.14	9,846	27,930	1,480	3,581	11,326	31,512	13,119	36,528	1,066	2,545	14,185	39,073
Capital Outlay	--	--												
Debt Service	--	--												
Total Expenditures							\$2,172,507	\$6,044,507					\$2,720,919	\$7,494,898



Table 17 (continued): General Fund Expenditures Impact From 3 Alternative Growth Scenarios

		ALT R - RESIDENTIAL FOCUS							
General Fund Expenditure	Net per	Net per	<u>New Population</u>		<u>New Employment</u>		<u>Total General Fund Expenditure Impact</u>		
	Additional Service Population @ 100% Weight	Additional Service Employment @ 33% Weight	By 2025	By 2035	By 2025	By 2035	By 2025	By 2035	
New Population or Employment			4,304	11,920	1,020	1,871			
Expenditure Line Items									
Planning and Management	\$26.38	\$8.70	113,528	314,418	8,882	16,290	122,410	330,708	
Public Safety	\$440.84	\$145.48	1,897,393	5,254,862	148,446	272,249	2,045,839	5,527,111	
Community Development	\$64.54	\$21.30	277,763	769,268	21,731	39,855	299,494	809,123	
Transportation	\$37.15	\$12.26	159,885	442,803	12,509	22,941	172,394	465,744	
Socioeconomic	\$6.96	\$2.30	29,937	82,910	2,342	4,295	32,279	87,206	
Cultural	\$84.31	\$27.82	362,890	1,005,030	28,391	52,069	391,282	1,057,100	
Environmental Management	\$3.46	\$1.14	14,891	41,240	1,165	2,137	16,056	43,376	
Capital Outlay	--	--							
Debt Service	--	--							
Total Expenditures							\$3,079,753	\$8,320,367	



Table 18: Summary of Fiscal Impact of Sunnyvale El Camino Real Corridor 3 Alternative Growth Scenarios

Annual Impact in Year	ALT C - COMMERCIAL FOCUS		ALT M - MIXED-USE FOCUS		ALT R - RESIDENTIAL FOCUS	
	2025	2035	2025	2035	2025	2035
Estimated General Fund Revenue Impact	\$4,041,237	\$9,716,835	3,542,389	8,792,134	3,861,639	8,634,756
Estimated General Fund Expenditure Impact	-2,172,507	-6,044,507	-2,720,919	-7,494,898	-3,079,753	-8,320,367
Net City of Sunnyvale General Fund Impact	\$1,868,730	\$3,672,328	\$821,470	\$1,297,236	\$781,886	\$314,389

Land Econ Group