

Aggie Square Phase 1 and 2 Regional Economic Impact and City Fiscal Analysis

The Economics of Land Use



Prepared for:
University of California, Davis

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July 6, 2020

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1. Introduction

The University of California Davis (UC Davis or Project Proponent) retained Economic & Planning Systems, Inc. (EPS) to prepare a Regional Economic Impact and City Fiscal Analysis (Analysis) of the Aggie Square Project (Project), a proposed mixed-use innovation and research center in the City of Sacramento (City). Located on the UC Davis Health Science Campus in Sacramento, along the City's Stockton Boulevard corridor, the Aggie Square Project is envisioned as a Knowledge Community that creates an innovation hub for the Sacramento region – driving commercialization of University research, hosting Sacramento start-ups, growing local companies, and bringing new companies to Sacramento.

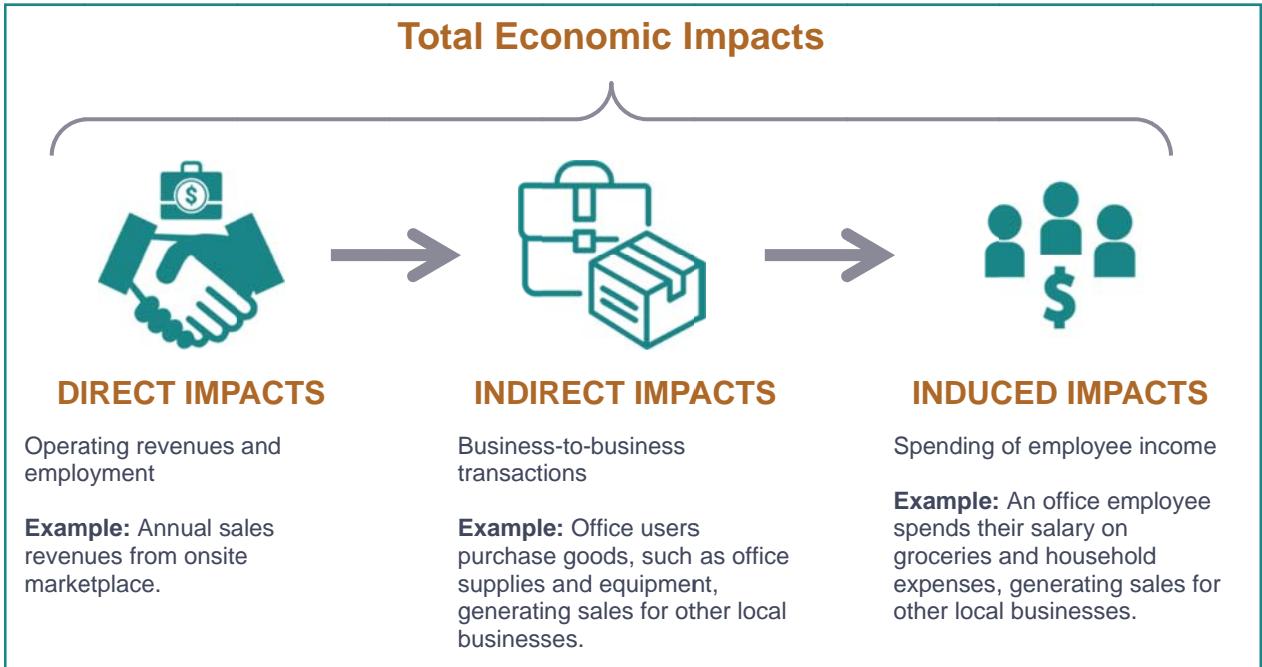
UC Davis and its selected Development partner, Wexford Science + Technology, are creating Aggie Square as a public-private partnership. The Project will be a significant collaborative hub for research, development, and education unlike anything currently located in the City or the Region. Aggie Square will couple all of the key elements of a thriving innovation ecosystem: publicly and privately funded research, commercial office and lab space, convening space, housing, public spaces, and ample opportunities for learning and connecting. The Project exemplifies best practices in innovation and inclusive economic development by leveraging the research strengths of UC Davis to create opportunities for academic, industry and community collaboration in a vibrant setting, to the benefit of UC Davis, the City, Sacramento County and the entire Region.

The purpose of the Regional Economic Impact Analysis is to estimate the quantifiable one-time construction and ongoing operational impacts of the proposed Project on the local economy with respect to jobs, income, and total economic output. The economic stimulus generated by the Project will have a multiplying effect throughout the economy as local businesses, consumers, and employees associated with the Project make local expenditures. This Analysis quantifies these impacts using an input/output (I/O) economic modeling system, which measures the change in regional economic activity resulting from a specific economic stimulus.

In this Analysis, the economy is defined in both a broader regional and local context. The broader regional economy included in this Analysis is defined as the six county Sacramento Region (Region or Six County Region), composed of Sacramento, El Dorado, Placer, Sutter, Yolo, and Yuba counties, and the local economy is defined as Sacramento County. The economic impacts measured include the direct contributions of the Project, as well as indirect and induced impacts resulting from Project construction and ongoing annual operations in the Region and Sacramento County. The on-going, annual economic impact estimates do not capture the spin-off economic benefits and shared wealth creation that will come from start-ups that "go big," business growth extending beyond Aggie Square, company relocations to the region at sites other than Aggie Square, and catalytic innovations and inventions sparked by the ecosystem at Aggie Square. In addition, the estimates of on-going annual economic impact and the one-time

economic impact from construction do not include any development that occurs on surrounding properties outside the boundaries of Aggie Square. **Figure 1** illustrates the activities captured by this Analysis.

Figure 1 Economic Impact Analysis Components



Source: EPS.

In addition to the economic impacts discussed above, the Analysis includes a Fiscal Impact Analysis, which estimates incremental City of Sacramento revenues generated by the Project. Again, these estimates do not include revenues generated by the spin-off economic benefits referred to above or by development that occurs on properties outside the boundaries of the Project. The incremental revenues estimated in this Analysis include only the revenue categories included in the City's General Fund and are based on the published Fiscal Year (FY) 2019-20 Annual City Budget, assuming stabilized Project operations.

Aggie Square is anticipated to be developed over two phases, with Phase 1 breaking ground in 2021, and being completed in 2023, and Phase 2 assumed to be developed within a few years thereafter.

Due to additional demand for hotel rooms in Sacramento that can be expected as a result of Aggie Square, two scenarios were developed for Phase 1: Scenario 1 is the "Base" development scenario; and Scenario 2 is the "Hotel Expansion" development scenario. These alternative analyses are described in greater detail in Section 2, Project Overview, below. There is only one development scenario included for Phase 2.

All results of this Analysis are presented independently and cumulatively for both Project phases. The cumulative totals reported in this Executive Summary reflect Phase 1 Scenario 2, including the hotel expansion, and Phase 2. At the end of this Executive Summary are three attachments containing the full technical analyses completed for each Phase 1 scenario and for Phase 2.

In addition to the Regional Economic Impact and City Fiscal Analysis described herein, EPS has completed a Sacramento County Fiscal Analysis under separate cover, which estimates the potential incremental Sacramento County General Fund revenues generated by ongoing operations of the Project.

The analysis included in this report is based on information collected in late 2019 and early 2020, primarily before the current COVID-19 pandemic. As the related long-term effects on any specific land uses are unknown at this time, this report is predicated on then-available information. While EPS has no reason to believe that the fundamental economic dynamics and data described in this Technical Memorandum have been altered as a result of the pandemic, it should be recognized that specific outcomes will be reliant on outside forces (e.g., viral behavior and related societal/policy responses) that cannot be predicted with certainty as economic recovery occurs.

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2. Project Overview

Located on the UC Davis Health Science Campus in Sacramento, the Project is anticipated as a mixed-use collaborative innovation center and research hub. The Project is located at the intersection of Stockton Boulevard and 2nd Street, south of the existing UC Davis Medical Center. The Project contains a variety of UC Davis and private sector uses, including science, technology, data and research uses, co-working space, community-serving retail, and housing. Each of these important elements, from the shared office and lab space, to the turnkey commercial labs, to the public “living room” infrastructure of Innovation Hall, allows for entrepreneurial collisions and connections, ongoing community engagement, commercial co-location clustering with startups, and new job creation/workforce development.

The Project is anticipated to be developed in two phases as described in more detail in the following sections. Phase 1 of Aggie Square will consist of approximately 1.2 million square feet across four buildings with a mix of innovation elements: academic research and learning, industry innovation and commercialization, shared office and lab suites, continuing education and training facilities, community convening space, housing, primarily for students, and public spaces for gathering and events. Other Phase 1 project elements outside the above include the Mobility Hub being developed by the university, a rehabilitation hospital already under construction, and future potential expansion of the hotel within the project boundaries. Occupancy of Phase 1 is currently projected for late 2023.

Phase 2 of the Project is anticipated to include 600,000 square feet in two additional buildings, consisting primarily of science, technology, and research uses, including additional shared office and lab space.

Additional demand for hotel rooms in Sacramento can be expected as a result of Aggie Square. For that reason, an additional sensitivity scenario was prepared for Phase 1 of the Project, illustrating the effects of a potential future expansion of the existing hotel that sits within the Aggie Square project boundaries on University-owned land, if such expansion were to occur as an outgrowth of the anticipated Aggie Square development. The Hotel Expansion Scenario assumes an expansion of the existing hotel from 139 rooms to approximately 250 rooms.

There is only one development scenario included for Phase 2.

Phase 1 Project Land Uses

Phase 1: Base Development Scenario

For purposes of this analysis, Phase 1 of the Project consists of four buildings and associated public spaces fostering an environment for community interaction and collaboration between disciplines. In addition, Phase 1 includes development of a rehabilitation hospital located adjacent to the site of the four Project buildings. Phase 1 includes 1,204,000 square feet anticipated to include the following mix of land uses.

Science and Technology East and West Buildings

- 388,000 square feet of science and technology uses
- 177,000 square feet of university research space
- 43,000 square feet of coworking space

Lifelong Learning Building

- 122,000 square feet of university offices and classrooms
- 118,000 square feet of data sciences uses
- 60,000 square feet of coworking space

Mixed-Use Housing and Community-Serving Retail Building

- 203,000 square feet of housing uses, accommodating 285 housing units
- 16,000 square feet of community-serving retail
- 12,000-square-foot Alice Waters Institute for Edible Education
- 12,000 square feet of UC Davis catering uses

Rehabilitation Hospital

- 53,000-square-foot rehabilitation hospital

Phase 1 includes consideration of the anticipated on-site Project parking structure, but does not include any offsite parking structures anticipated to develop as a result of the Project.

Phase 1: Hotel Expansion Scenario

An existing hotel with 139 rooms is located adjacent to the Project, north of 2nd Street. In addition to the Base Development Scenario included for Phase 1, the Analysis assesses the impacts of a potential update and expansion of this hotel to 250 rooms.

This Hotel Expansion adds 187,500 square feet of hotel uses to the development program, bringing the total development area of Phase 1 to 1,392,000 square feet.¹

¹ Estimated hotel square footage is based on an assumed square footage of 750 square feet per room applied to the total anticipated number of rooms. This assumption is based on data obtained for similar hotels located in the Region.

Phase 2 Project Land Uses

Phase 2 of the Project includes 600,000 square feet in two additional Project buildings, consisting primarily of science, technology, and research uses. The land uses included in Phase 2 of the Project include the following uses:

- 370,000 square feet of science and technology uses
- 200,000 square feet of university research space
- 22,000 square feet of coworking space
- 8,000 square feet of community-serving retail

Appendix A in each attachment includes more detail regarding the proposed land uses and assumptions used in this Analysis for each phase and scenario.

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3. Summary of Economic Impact Analysis

The Analysis includes a detailed Economic Impact Analysis of each phase of development of the Project in the form of an I/O analysis, which estimates the direct economic contributions of the Project, as well as the associated multiplier or “ripple” effect (indirect and induced impacts) that could be generated through demand on suppliers of goods and services and employee spending in the economy.

The Analysis estimates both one-time construction impacts and ongoing, annual economic impacts associated with the buildout operations of the Project, using three economic measures: total output (total market value of goods and services generated by affected industries, inclusive of labor income), employment (jobs), and labor income (total compensation associated with employment, including employee compensation, proprietors income, and other profits, rents, and royalties income). The Analysis assesses the economic impacts of the Project on both the Sacramento County and the Region. **Table 1** shows the economic impacts of Phase 1 and Phase 2 independently, as well as the combined cumulative impacts of Phases 1 and 2. **Appendix E** in each attachment includes detailed economic impact estimating tables.

Economic Impact Analysis Findings

One-Time Construction Economic Impact

One-time economic impacts are generated during the Project construction period.²

Construction impacts are based on the estimated construction costs for each phase of the proposed Project, based on data provided by the Project Proponent. Included in the construction cost estimates is additional spending pertaining to one-time purchase of fixed equipment for all uses. In addition, the Analysis includes the construction impacts generated by infrastructure improvement projects undertaken by the Sacramento Department of Utilities and the Sacramento Regional County Sanitation District directly resulting from impact fee revenues to be paid by the Project.³ **Table D-1** in each attachment shows the estimated hard construction costs for each phase and scenario of the Project.

² To the extent that construction activity is short term and construction labor markets are tight, construction impacts often entail a shift of resources from other projects in a Region. This report therefore estimates gross economic impacts, not accounting for potential shifts in resources. Due to the extent that construction labor is used temporarily and laborers may live outside of the Sacramento County, this Analysis is based on the assumption that construction activities will not generate induced impacts.

³ Impact fee revenue estimates are based on calculations of impact fee revenue generated by each phase of the Project, prepared by RSC Engineering.

Table 1
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
Summary of One-Time and Ongoing Impacts (Rounded 2020\$)

Activity/Impact Categories	Estimated Economic Impact				
	Phase 1		Phase 2	Total Phase 1 and 2	
	Scenario 1: Base Scenario	Scenario 2: Hotel Expansion		Scenario 1: Base Scenario	Scenario 2: Hotel Expansion
Six County Region					
One-Time Economic Impacts					
One-Time Construction Impacts [1]	\$1,600.3 M	\$1,665.7 M	\$943.6 M	\$2,543.9 M	\$2,609.4 M
One-Time Construction Jobs (Job Years) [2]	9,584	9,993	5,754	15,338	15,747
Annual Ongoing Economic Impacts					
Annual Ongoing Operational Impacts [3]	\$2,992.6 M	\$3,021.8 M	\$1,877.0 M	\$4,869.6 M	\$4,898.8 M
Annual Ongoing Operational Jobs (Annual Average) [4]	15,703	15,909	9,109	24,813	25,018
Sacramento County					
One-Time Economic Impacts					
One-Time Construction Impacts [1]	\$1,124.6 M	\$1,170.3 M	\$661.2 M	\$1,785.8 M	\$1,831.5 M
One-Time Construction Jobs (Job Years) [2]	7,070	7,374	4,260	11,330	11,634
Annual Ongoing Economic Impacts					
Annual Ongoing Operational Impacts [3]	\$1,988.9 M	\$2,009.1 M	\$1,248.4 M	\$3,237.3 M	\$3,257.5 M
Annual Ongoing Operational Jobs (Annual Average) [4]	9,861	10,014	5,542	15,403	15,555

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Source: IMPLAN, 2018 Dataset; Project Proponent; EPS.

[1] Includes direct and indirect impacts.

[2] Employment includes both full-time and part-time workers. Job years refer to the number of jobs in each year summed over the entire construction period of the Project.

[3] Includes direct, indirect, and induced impacts of the anticipated land uses within the Project.

[4] Reflects stabilized operational employment for the Project assuming a frictional vacancy rate.

One-Time Construction Impacts of Phase 1

- Under the **Base Scenario**, one-time economic activities stemming from construction of Phase 1 of the Project are estimated to generate **total output of \$1.6 billion** and generate the equivalent of **9,600 jobs lasting 1 year (job years)** within the Six County Region.⁴
 - Of the \$1.6 billion of economic activity generated in the Six County Region under the Base Scenario, it is estimated that **\$1.1 billion in total output** and **7,100 job years** occur in the Sacramento County.
- Under the **Hotel Expansion Scenario**, construction of Phase 1 of the Project is estimated to generate a **total output of \$1.7 billion** and generate approximately **10,000 job years** in the Six County Region.
 - Of the \$1.7 billion of economic activity generated in the Six County Region under the Hotel Expansion Scenario, it is estimated that **\$1.2 billion in total output** and **7,400 job years** occur in the Sacramento County.

One-Time Construction Impacts of Phase 2

- One-time economic activity stemming from construction of Phase 2 of the Project is estimated to generate **total output of \$944 million** and generate approximately **5,800 job years** in the Six County Region.
 - Of the \$944 million of economic activity generated in the Six County Region, it is estimated that **\$661 million in total output** and **4,300 job years** occur in the Sacramento County.

Combined One-Time Construction Impacts of All Phases

- Combined one-time economic activities stemming from construction of Phases 1 and 2 of the Project are estimated to generate a **total output of \$2.6 billion** and generate approximately **15,700 job years** in the Six County Region.⁵
 - Of the \$2.6 billion of economic activity generated in the Six County Region, it is estimated that **\$1.8 billion in total output** and **11,600 job years** occur in the Sacramento County.

Ongoing Economic Impact Results

Ongoing economic impacts capture the direct, indirect, and induced impacts generated by the operational activities of all land uses included in the Project, as described in the previously discussed Project Overview. Impacts associated with these economic activities are estimated based on Project employment estimates. Total employment estimates are

⁴ Note that the employment figures reported for construction impacts represent total job years lasting over the duration of the Project and could reflect the same job that extends over multiple years. For instance, a general laborer employed for 2 years during construction activity would represent 2 job years.

⁵ Combined totals reflect inclusion of Phase 1 Scenario 2 and Phase 2.

based on approximate employment counts for each nonresidential land use suggested by the Project Proponent and informed by EPS industry experience.

As estimated in the Analysis, Phase 1 of the Project is anticipated to generate from 3,600 to 3,700 on-site jobs, under the Base Scenario and Hotel Expansion Scenario, respectively.

Phase 2 of the Project is anticipated to generate an additional 1,700 new on-site jobs, for a total number of jobs generated by both phases of development ranging from 5,300 to 5,400.

Table D-2 in each attachment shows the total jobs generated by each phase of development of the Project by use.

Ongoing Economic Impacts of Phase 1

- Under the **Base Scenario**, ongoing economic impacts stemming from operations of Phase 1 of the Project are estimated to generate **total annual output of \$2.99 billion** and generate approximately **15,700 jobs** in the Six County Region annually.⁶
 - Of the \$2.99 billion of economic activity generated annually in the Six County Region under the Base Scenario, is it estimated that **\$1.99 billion in total annual output** and **9,900 jobs** occur in the Sacramento County.
- Under the **Hotel Expansion Scenario**, ongoing operations of Phase 1 of the Project are estimated to generate a **total annual output of \$3.02 billion** and generate approximately **15,900 jobs** in the Six County Region annually.
 - Of the \$3.02 billion of economic activity generated annually in the Six County Region under the Hotel Expansion Scenario, is it estimated that **\$2.01 billion in total annual output** and **10,000 jobs** occur in the Sacramento County.

Ongoing Economic Impacts of Phase 2

- Ongoing operations of Phase 2 of the Project are estimated to generate **total annual output of \$1.88 billion** and generate approximately **9,100 jobs** in the Six County Region annually.
 - Of the \$1.88 billion generated in the Six County Region, is it estimated that **\$1.25 billion in total annual output** and **5,500 job years** occur in the Sacramento County.

⁶ Direct employment relates to full time employee estimates employed within the Project. Indirect and induced employment estimates include both full and part time job estimates.

Combined Ongoing Economic Impacts of All Phases

- Ongoing operations of uses included in both Phases 1 and 2 of the Project are estimated to generate a **total annual output of \$4.90 billion** and generate approximately **28,000 jobs** in the Six County Region.⁷
 - Of the \$4.90 billion generated in the Six County Region, is it estimated that **\$3.26 billion in total annual output** and **15,600 job years** occur in the Sacramento County.

⁷ Combined totals reflect inclusion of Phase 1 Scenario 2 and Phase 2.

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4. Summary of City Fiscal Impact Analysis

In addition to the Economic Impact Analysis described in the previous section, the Analysis includes a City Fiscal Impact Analysis, which estimates the potential incremental revenues to the City of Sacramento's General Fund based on development of the Project at buildout of each phase and scenario. The objective of the Analysis is to catalog the significant potential for growth to City revenues resulting from the Project and illustrate the Project's ability to support and bolster municipal services performed in the Project area and the remainder of the City. At this time, no evaluation of marginal public services costs potentially driven by the Project has been conducted. Because of the infill nature of the Project and the presence of UC-dedicated public safety personnel, it is expected that many typical service costs may be minimal; however, this should be further evaluated at the appropriate time.

The Analysis examines the General Fund revenues of Phase 1 of the Project under the Base Scenario and the Hotel Expansion Scenario, as well as buildout of Phase 2. **Table 2** shows the estimated General Fund revenues generated by the Project for each phase and scenario.

Fiscal Impact Analysis Findings

- 1. Phase 1 of the Project is anticipated to generate gross revenues ranging from approximately \$3.0 million to \$3.7 million annually to the City General Fund.*

Under the **Base Scenario**, Phase 1 of the Project is anticipated to generate nearly **\$3.0 million** annually to the City's General Fund. The largest sources of revenue anticipated from the Project are property tax-related revenues (including property tax and property tax in lieu of vehicle license fees) and sales tax, estimated at \$1.9 million and \$509,000, respectively.

Under the **Hotel Expansion Scenario**, Phase 1 of the Project is anticipated to generate over **\$3.7 million** annually to the City's General Fund. The largest sources of revenue anticipated from the Project are property tax-related revenues and transient occupancy tax, estimated at \$2.0 million and \$1.0 million, respectively.

- 2. Phase 2 of the Project is anticipated to generate additional revenues of approximately \$1.4 million annually to the City General Fund.*

Phase 2 of the Project is anticipated to generate approximately **\$1.4 million** annually to the City's General Fund. The largest sources of revenue anticipated from the Project are property tax-related revenues and sales tax, estimated at \$1.0 million and \$256,000, respectively.

Table 2
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
City General Fund Revenue Analysis (2020\$)

Item	Detailed Annual Fiscal Impacts (Rounded)				
	Phase 1		Phase 2	Total Phase 1 and 2	
	Scenario 1: Base Scenario	Scenario 2: Hotel Expansion		Scenario 1: Base Scenario	Scenario 2: Hotel Expansion
City General Fund					
Annual Revenues					
Property Tax	\$1,374,000	\$1,428,000	\$741,000	\$2,115,000	\$2,169,000
Property Tax in lieu of VLF	\$552,000	\$574,000	\$298,000	\$850,000	\$872,000
Sales Tax	\$247,000	\$248,000	\$124,000	\$371,000	\$372,000
Sales Tax - Measure U	\$247,000	\$248,000	\$124,000	\$371,000	\$372,000
Sales Tax - Prop. 172 (Public Safety)	\$15,000	\$15,000	\$8,000	\$23,000	\$23,000
Transient Occupancy Tax (TOT)	\$343,000	\$996,000	\$6,000	\$349,000	\$1,002,000
Utility Taxes	\$95,000	\$97,000	\$38,000	\$133,000	\$135,000
Business Operations Tax	\$73,000	\$75,000	\$35,000	\$108,000	\$110,000
Licenses and Permits	\$21,000	\$21,000	\$8,000	\$29,000	\$29,000
Total Annual General Fund Revenues	\$2,967,000	\$3,702,000	\$1,382,000	\$4,349,000	\$5,084,000

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Source: EPS.

Note: All values are rounded to the nearest \$1,000.

3. Including both phases, the Project is anticipated to generate revenues of approximately \$5.1 million annually to the City General Fund at buildout of both phases of development.⁸

Combined, Phases 1 and 2 of the Project are anticipated to generate **\$5.1 million** annually to the City's General Fund. The largest sources of revenue anticipated from the Project are property tax-related revenues and transient occupancy tax, estimated at \$1.5 million and \$1.0 million, respectively.

Discussion of Key Revenue Considerations

EPS used either an average-revenue approach or a marginal-revenue case-study approach to estimate Project-related General Fund revenues:

- The **average-revenue approach** uses the City's FY 2019-20 budgeted revenue amounts on a citywide per capita, per employee, or per-persons-served basis to forecast revenues derived from estimated Project residents, employees, or persons served. The average revenue approach is used to estimate utility taxes, business operations tax, and licenses and permits.
- The **marginal-revenue case-study approach** simulates actual revenue generation resulting from new development. Case studies used in this Analysis are discussed in greater detail in the following section.

Appendix B in each attachment shows the Fiscal Revenue calculations for each development phase and scenario.

Marginal-Revenue Case-Study Categories

Property Tax

Estimated annual property tax revenues resulting from Project development are derived from the estimated assessed valuation of the Project and the City General Fund's post-Educational Revenue Augmentation Fund (ERAF) share of the 1 percent ad valorem property tax rate. The total assessed value represents the Project's estimated land value and the value of Project improvements at buildout, based on information provided by the Project Proponent. It is assumed that property tax will only be assessed on privately owned portions of the Project, and no property tax revenues are estimated for the publicly owned or leased uses.⁹

⁸ Combined totals reflect inclusion of Phase 1 Scenario 2 and Phase 2.

⁹ Privately owned uses in this Analysis include long-term ground leases of university-owned property. The portion of the Project estimated to be occupied by private sector tenants have been included in the privately-owned uses. Based on input received from the Sacramento County, the duration of proposed ground leases results in treatment of said property as private ownership for all intents and purposes.

Property Tax in Lieu of Vehicle License Fee

The Analysis uses a formula provided by the State Controller's Office to forecast Property Tax in Lieu of Vehicle License Fees (PTIL VLF). PTIL VLF is calculated by taking the percentage increase in the City's assessed value resulting from the Project's estimated assessed value and applying that percentage increase to the City's current State allocation of PTIL VLF revenue, as shown in the City's FY 2019-20 budget.

Sales Tax

Sales tax revenue is based on estimated taxable sales, the Bradley-Burns local 1 percent Uniform Local Sales Tax rate, and the voter approved Measure U 1 percent rate.¹⁰

EPS uses a combination of methodologies to account for taxable sales generated by the Project.

Annual Taxable Sales from New Market Support

This Analysis estimates taxable retail expenditures of future residents, employees, and visitors in the Project and the share of expenditures estimated to be captured by retail outlets in the City.

This Analysis estimates retail expenditures of Project residents by estimating the total income of new households, based on projected annual rental rates for new multifamily units, housing costs, and estimated household income.

Taxable spending of Project employees is estimated by applying an average per day employee spending estimate to the anticipated Project employees.¹¹

Visitor spending estimates are based on the anticipated visitors from outside of the City drawn to the Project to attend weekly events sponsored by the Venture Café and for larger events held at the onsite Innovation Hall. A per day taxable spending estimate is applied to total nonlocal visitation estimates to arrive at a total taxable visitor spending estimate.

In total, Phase 1 of the Project is anticipated to generate approximately 95,000 annual visitors, including approximately 62,000 nonlocal annual visitors from outside of the City. Additional visitor generation for Phase 2 has not yet been forecast and as such no estimated taxable sales generated by visitors has been estimated by EPS at this time.

¹⁰ Measure U was a supplemental half-cent sales tax rate approved by voters in 2012 as a temporary tax. In November 2018, Sacramento voters approved a new version of the City's Measure U sales tax, extending it and raising it from a half-cent to a full cent.

¹¹ To avoid double counting and ensure the Analysis accurately captures net new activity, an adjustment is made to total employee estimates to exclude 7.5 percent of Project employment assumed to be offset by existing workforce levels in the City.

Direct Annual Taxable Sales from Commercial Uses

The commercial land uses in the Project will generate taxable retail sales beyond the taxable sales generated from Project residents, employees, and visitors (market support). That is, other consumers outside of the Project will purchase taxable goods and services from the Project's onsite retail, and the onsite commercial nonretail uses will generate additional taxable sales resulting from business-to-business transactions. To estimate taxable sales from commercial uses, EPS has applied an assumed taxable sales per square foot estimate to all retail, science and technology, coworking, and data science uses.

Transient Occupancy Tax

Under the Base Scenario of Phase 1, estimated annual transient occupancy tax revenues resulting from Project development are based on the assumption that a portion of visitors generated by the Project will require overnight accommodations and will stay at local hotels in the City. An average daily room rate based on average room rate for hotels in the Region is applied to out-of-Region visitor estimates. Under the Hotel Expansion Scenario, additional transient occupancy tax is estimated for the additional hotel rooms created in the Project and an assumed increase in the existing daily room rate of the Project hotel resulting from the anticipated expansion. Transient occupancy tax is estimated using a per persons served multiplier for Phase 2.

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5. Conclusion

The Project is poised to become a significant driver of economic activity in the City, Sacramento County, and Region. The unique partnership between UC Davis, the City, and private industry partners will result in a collaborative hub for science and research unlike anything located in the City and the Region. The Project exemplifies best practices in innovation center and economic development by leveraging the research strengths of the University of California to create opportunities for academic and industry collaboration in a vibrant setting, to the benefit of the Region. As shown in this Analysis, at buildout, the Project could result in one-time construction impacts of approximately \$2.61 billion and ongoing annual economic impacts of approximately \$4.90 billion to the Region.

The Project also represents a significant revenue driver for the City, with the potential to generate City General Fund revenues of approximately \$5.1 million annually. Because of the infill nature of the Project and the presence of UC-dedicated public safety personnel, it is expected that revenue generation of the Project will outweigh any anticipated expenditures related to municipal services required to serve the Project. The Project has potential to be a major factor in the advancement of the City's Stockton Corridor, a major focus of current City economic development efforts.

In addition to the Regional Economic Impact and City Fiscal Analysis described herein, EPS has completed a Sacramento County Fiscal Revenue Analysis under separate cover, which estimates the potential Sacramento County General Fund revenues generated by ongoing operations of the Project.

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ATTACHMENTS:

Attachment 1: Phase 1 Scenario 1-Base
Scenario Technical Appendices

Attachment 2: Phase 1 Scenario 2-Hotel
Expansion Scenario Technical
Appendices

Attachment 3: Phase 2 Technical Appendices



**ATTACHMENT 1:
SCENARIO 1—BASE SCENARIO
TECHNICAL APPENDICES**

- Appendix A: General Assumptions
- Appendix B: Revenue-Estimating Tables
- Appendix C: Supporting Tables for Revenue Estimates
- Appendix D: Supporting Tables for Economic Impact Analysis
- Appendix E: Detailed Economic Impact Analysis Tables

**Scenario 1:
Base Scenario**

APPENDIX A: General Assumptions

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**Table A-1
 Aggie Square Phase 1 Analysis
 Regional Economic Impact and City Fiscal Analysis
 General Assumptions**

Scenario 1: Base Scenario
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Item	Assumption
General Assumptions	
Base Fiscal Year [1]	FY 2019-20
General Demographic Characteristics	
City of Sacramento	
Population [2]	508,172
Employees [3]	360,500
Persons Served [4]	688,422

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Source: California Department of Finance; US Census Bureau, OnTheMap, and LEHD Origin Destination Employment Statistics; California EDD; EPS.

- [1] This Fiscal Impact Analysis is based on the City of Sacramento's FY 2019-20 Approved Budget.
- [2] California Department of Finance estimate for January 1, 2019.
- [3] US Census Onthemap.ces.census.gov estimated a total of 312,376 jobs in Sacramento, CA in 2017. California EDD reports an annual average growth rate of 4.91% since 2017 for the Sacramento MSA. EPS escalated 2017 employment figure to arrive at 2019 employment estimate, adjusted by an additional 10% to account for self-employed workers, and rounded to the nearest hundred employees.
- [4] "Persons Served" is defined as City of Sacramento's population plus 50% of employees.

I-A-1

**Table A-2
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
Land Use Development Summary**

**Scenario 1:
Base
Scenario**

Land Use	Total Project Development at Buildout [1]			Occupied Land Uses [2]	
	Gross Building Square Feet	Dwelling Units	Hotel Rooms	Building Square Feet	Dwelling Units
Science and Technology East and West					
Science and Technology Uses	388,152	-	-	368,745	-
Coworking Space	43,128	-	-	40,972	-
University Research	176,720	-	-	176,720	-
Total Science and Technology Buildings	608,000	-	-	586,436	-
Lifelong Learning Tower					
University Offices and Classrooms	122,222	-	-	122,222	-
Data Sciences	117,778	-	-	111,889	-
Coworking Space	60,000	-	-	57,000	-
Total Lifelong Learning Office and Classrooms	300,000	-	-	291,111	-
Mixed Use – Housing and Community-Serving Retail					
Community Serving Retail	16,000	-	-	16,000	-
Alice Waters Institute for Edible Education	12,000	-	-	12,000	-
UC Catering	12,000	-	-	12,000	-
Housing [3]	203,000	285	-	192,850	271
Total Mixed Use	243,000	285	-	232,850	271
Rehabilitation Hospital	53,000	-	-	53,000	-
Hotel [4]	-	-	-	-	-
Total All Land Uses	1,204,000	285	-	1,163,397	271

LU

Source: University of California, Davis; Project Developer; and EPS.

[1] Project land uses based on the anticipated Developer's projected land use plan. Includes only Projects located on the UCD owned property and excludes any offsite development.

[2] Refer to Table A-3 for vacancy rate assumptions.

[3] Initial residential unit estimate is based on information included in the developer proposal.

[4] The base development scenario does not include an expansion of the existing hotel adjacent to the Project.

1-A-2

**Table A-3
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
Land Use Assumptions**

Scenario 1: Base Scenario
--

Land Use	Turnover Rate [1]	Vacancy Rate [2]	Population Assumptions	
			Persons per Dwelling Unit	Employment Assumption (Sq. Ft. per Emp) [3]
Science and Technology East and West				
Science and Technology Uses	0%	5%	-	350
Coworking Space	0%	5%	-	160
University Research	0%	0%	-	350
Lifelong Learning Tower				
University Offices and Classrooms	0%	0%	-	225
Data Sciences	0%	5%	-	225
Coworking Space	0%	5%	-	125
Mixed Use – Housing and Community-Serving Retail				
Community Serving Retail	0%	0%	-	500
Alice Waters Institute for Edible Education	0%	0%	-	500
UC Catering	0%	0%	-	500
Housing	0%	5%	1.28	-
Rehabilitation Hospital	0%	0%	-	265
Hotel	0%	0%	-	2,000

lu assum

Source: University of California, Davis; Project Developer; and EPS.

[1] Due to the unique leasing structure of the Project, no turnover is assumed for Project land uses.

[2] This analysis assumes a conservative vacancy assumption on all non-university land uses.

[3] Square Footage per employment assumptions based on industry averages for similar prototypes and input provided by the Project Proponent.

1-A-3

**Table A-4
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
Estimated Residential and Employee Population**

**Scenario 1:
Base
Scenario**

Land Use	Occupied Land Uses		Employment Assumption	Residents per Unit	Project Employee and Residential Population		Project Persons Served
	Building Square Feet	Dwelling Units			Employees	Residents [1]	
Science and Technology East and West			<i>Sq. Ft. per Emp.</i>				
Science and Technology Uses	368,745	-	350	-	1,054	-	
Coworking Space	40,972	-	160	-	256	-	
University Research	176,720	-	350	-	505	-	
Total Science and Technology Buildings	586,436	-			1,815	-	
Lifelong Learning Tower							
University Offices and Classrooms	122,222	-	225	-	543	-	
Data Sciences	111,889	-	225	-	497	-	
Coworking Space	57,000	-	125	-	456	-	
Total Lifelong Learning Office and Classrooms	291,111	-			1,496	-	
Mixed Use – Housing and Community-Serving Retail							
Community Serving Retail	16,000	-	500	-	32	-	
Alice Waters Institute for Edible Education	12,000	-	500	-	24	-	
UC Catering	12,000	-	500	-	24	-	
Housing	192,850	271	-	1.28	-	347	
Total Mixed Use	232,850	271			80	347	
Rehabilitation Hospital	53,000	-	265	-	200	-	
Hotel	-	-	2,000	-	-	-	
Total All Land Uses	1,163,397	271			3,591	347	
Total Persons Served [2]					3,591	347	2,142

Source: EPS.

popemp

[1] Based on information provided in the Developer proposal, the Project is anticipated to include 365 beds. Assumes a 5.0% vacancy rate.

[2] "Persons Served" is defined as all Project residents and one half of all Project Employees.

APPENDIX B: Revenue-Estimating Tables

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**Table B-1
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
Revenue-Estimating Procedures (2020\$)**

**Scenario 1:
Base
Scenario**

Item	Estimating Procedure	Reference Table [1]	City of Sacramento Approved FY 2019-20 Revenues (Rounded)	Offsetting Revenues [2]	Adjusted Net FY 2019-20 Revenues	% of Total	Adjustment Factor [3]	Service Population	Revenue Multiplier
Annual General Fund Revenues									
Taxes									
Property Tax	Case Study	Table B-3	\$122,256,000	\$0	\$122,256,000	33.5%	0.0%	NA	NA
Property Tax in lieu of VLF [4]	Case Study	Table B-3	\$46,095,000	\$0	\$46,095,000	12.6%	0.0%	NA	NA
Real Property Transfer Tax	Case Study	Table B-4	\$14,806,000	\$0	\$14,806,000	4.1%	0.0%	NA	NA
Sales Tax	Case Study	Table B-4	\$86,572,000	\$0	\$86,572,000	23.7%	0.0%	NA	NA
Sales Tax - Prop. 172 (Public Safety)	Case Study	Table B-4	\$5,316,000	\$0	\$5,316,000	1.5%	0.0%	NA	NA
Transient Occupancy Tax (TOT)	Case Study	Table B-5	\$5,175,000	\$0	\$5,175,000	1.4%	0.0%	NA	NA
Utility Taxes	Per Person Served	Table B-2	\$61,288,000	\$0	\$61,288,000	16.8%	50.0%	688,422	\$44.51
Business Operations Tax	Per Employee	Table B-2	\$7,362,000	\$0	\$7,362,000	2.0%	0.0%	360,500	\$20.42
Residential Development Property Tax	[5]	NA	\$407,000	\$0	\$407,000	0.1%	0.0%	NA	NA
Medical Marijuana Business Operations Tax	[5]	NA	\$9,426,000	\$0	\$9,426,000	2.6%	0.0%	NA	NA
Subtotal Taxes			\$358,703,000	\$0	\$358,703,000	98.2%			
Licenses and Permits									
Franchise Fees	Per Person Served	NA	\$6,608,000	\$0	\$6,608,000	1.8%	0.0%	688,422	\$9.60
Other Licenses & Permits	Per Person Served	NA	\$26,583,000	\$26,583,000	\$0	0.0%	0.0%	688,422	\$0.00
Subtotal Licenses and Permits			\$33,191,000	\$26,583,000	\$6,608,000	1.8%			
Fines and Forfeitures	[6]	NA	\$12,093,000	\$12,093,000	\$0	0.0%	0.0%	NA	NA
Use of Money (Interest, Rents, and Concessions)	[6]	NA	\$654,000	\$654,000	\$0	0.0%	0.0%	NA	NA
Intergovernmental Revenue	[6]	NA	\$13,287,000	\$13,287,000	\$0	0.0%	0.0%	NA	NA
Charges for Services	[6]	NA	\$50,457,000	\$50,457,000	\$0	0.0%	0.0%	NA	NA
Miscellaneous Revenues	[6]	NA	\$485,000	\$485,000	\$0	0.0%	0.0%	NA	NA
Contributions From Other Funds									
Enterprise Funds/General Tax	[6]	NA	\$30,968,000	\$30,968,000	\$0	0.0%	0.0%	NA	NA
In-lieu Franchise Fee	[6]	NA	\$2,532,000	\$2,532,000	\$0	0.0%	0.0%	NA	NA
In-lieu Property Tax	[6]	NA	\$703,000	\$703,000	\$0	0.0%	0.0%	NA	NA
Investment Fees	[6]	NA	\$2,251,000	\$2,251,000	\$0	0.0%	0.0%	NA	NA
Subtotal Contributions From Other Funds			\$36,454,000	\$36,454,000	\$0	0.0%			
Total Annual General Fund Revenues [7]			\$505,324,000	\$140,013,000	\$365,311,000	100.0%			

Source: City of Sacramento FY 2019-20 Approved Budget; California Office of the Controller; California Department of Finance; EPS.

rev_pro

[1] Refers to table with detailed revenue calculations.

[2] Revenues are adjusted by user fees and cost recovery amounts shown in the City's FY 2019-20 Budget. If Offsetting Revenues exceeds Revenues then Adjusted Net Revenues equal \$0.

[3] Adjustment factor accounts for the unpredictable ebbs and flows of this revenue source. As a conservative approach to prevent potentially overestimating revenues from new development, this analysis discounts revenues by 50%.

[4] Property Tax in lieu of Motor Vehicle License Fees is authorized by SB 1096 as amended by AB 2115.

[5] This revenue source is not expected to be affected by the Project and therefore is not evaluated in this analysis.

[6] This revenue source is based on cost recovery or transfers from another fund and is therefore not evaluated in this analysis (see footnote [2] above).

[7] Excludes funding for General Fund Capital Improvement expenditures.

**Table B-2
 Aggie Square Phase 1 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Estimated Annual Project Revenues (2020\$)**

Scenario 1: Base Scenario
--

Revenues	Reference Table	Annual Net Revenues	% of Total
Annual General Fund Revenues			
Taxes			
Property Tax	Table B-3	\$1,374,000	46.3%
Property Tax in lieu of VLF	Table B-3	\$552,000	18.6%
Sales Tax	Table B-4	\$247,000	8.3%
Sales Tax - Measure U	Table B-4	\$247,000	8.3%
Sales Tax - Prop. 172 (Public Safety)	Table B-4	\$15,000	0.5%
Transient Occupancy Tax (TOT)	Table B-5	\$343,000	11.6%
Utility Taxes	Table B-1	\$95,000	3.2%
Business Operations Tax	Table B-1	\$73,000	2.5%
Subtotal Taxes		\$2,946,000	99.3%
Licenses and Permits			
Franchise Fees	Table B-1	\$21,000	0.7%
Subtotal Licenses and Permits		\$21,000	0.7%
Total Annual Gen. Fund Revenues (rounded)		\$2,967,000	100.0%

Source: EPS.

revenues

1-B-2

**Table B-3
 Aggie Square Phase 1 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Estimated Annual Property Tax Revenues (2020\$)**

Scenario 1: Base Scenario
--

Item	Assumption/ Source	Formula	Project Property Tax Revenues
Property Tax Revenue (1% of Estimated Project Value)			
Privately Owned Value (2020\$) [1]	Table C-2	<i>a</i>	\$607,913,160
Property Tax Revenue (1% of Assessed Value)	1.00%	$b = a * 1.00\%$	\$6,079,132
Estimated Property Tax Allocation [2]			
City General Fund	22.60%	$c = b * 22.60\%$	\$1,373,884
Other Agencies/ERAF	77.40%	$d = b * 77.40\%$	\$4,705,248
Property Tax In-Lieu of Motor Vehicle In-Lieu Fee Revenue (VLF)			
Total Citywide Assessed Value [3]	\$50,772,282,921	<i>e</i>	\$50,772,282,921
Total Value of Project		<i>a</i>	\$607,913,160
Total Assessed Value		$f = a + e$	\$51,380,196,081
Percent Change in AV		$g = a / e$	1.20%
Property Tax In-Lieu of VLF [4]	\$46,095,000	$h = g * \$46,095,000$	\$551,911

prop_tax

Source: Sacramento County Office of the Assessor; City of Sacramento Finance Department; EPS.

- [1] For assumptions and calculation of estimated Project value, see Table C-2.
- [2] The allocation of the 1% property tax rate apportioned to the City of Sacramento was obtained from the County Department of Finance and includes a shift to the Educational Revenue Augmentation Fund.
- [3] Reflects Final FY 2019-20 Assessed Valuation. Includes Citywide secured, unsecured, homeowner exemption, and public utility roll.
- [4] Property tax in-lieu of VLF amount of \$46.1 million taken from FY 2019-20 Approved City Budget. See Table B-1.

1-B-3

**Table B-4
 Aggie Square Phase 1 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Estimated Annual Taxable Sales and Use Tax Revenue (2020\$)**

Scenario 1: Base Scenario
--

Item	Formula	Source/ Assumptions	Annual Sales and Use Tax Revenues
Estimated Annual Taxable Sales			
Annual Taxable Sales from New Market Support	<i>a</i>	Table B-4A	\$13,359,025
Net Taxable Sales from Onsite Commercial and Business to Business Sales	<i>b</i>	Table B-4B	\$11,317,221
Total Annual Taxable Sales	<i>c = a + b</i>		\$24,676,246
Annual Sales Tax Revenue to City			
Bradley Burns Sales Tax Rate [1]	<i>d = c * 1.000%</i>	1.0000%	\$246,762
Measure U Citywide Sales Tax Rate [2]	<i>e = c * 1.000%</i>	1.0000%	\$246,762
Total Sales Tax Rate	<i>f = d + e</i>	2.0000%	
Annual Taxable Sales from New Market Support	<i>g = a * f</i>		\$267,180
Net Taxable Sales from Onsite Commercial and Business to Business Sales	<i>h = b * f</i>		\$226,344
Total	<i>i = c * f</i>		\$493,525
Gross Prop 172 Public Safety Sales Tax Revenue [3]	<i>j = c * 0.0614%</i>	0.0614%	\$15,153

sales_tax

Source: California State Board of Equalization; City of Sacramento Finance Department; EPS.

- [1] The City of Sacramento is allocated a full 1.0000% of the Uniform Local Sales Tax.
- [2] In 2012, Measure U was approved by voters as a temporary, supplemental, half-cent sales tax rate. In November 2018, Sacramento voters approved a new version of Measure U, extending the tax rate in perpetuity and raising it from a half-cent to a full-cent rate, effective April 1, 2019. The FY 19-20 budget, on which this analysis is based, reflects revenues and expenditures associated with the full rate. Thus, this analysis estimates revenues and Measure U-funded expenditures generated by the full one cent sales tax rate.
- [3] The City of Sacramento receives approximately \$.000614 for every \$1 generated by the Public Safety Sales Tax authorized by Proposition 172. This is estimated by taking the 2019-20 Budget amount for Prop. 172 divided by the total Sales Tax from Table B-1.

1-B-4

Table B-4A
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
Estimated Annual Taxable Sales from New Households, Employees, and Visitors (Market Support) (2020\$)

Scenario 1: Base Scenario
--

Item	Project Occupied Units / New Employees [1]	Average Taxable Retail Expenditures per Occupied Unit (Household) [2]	Taxable Sales from Market Support
Annual Taxable Sales from New Households			
Project Residential Land Uses			
	<u>Occupied Units</u>		<u>From Residents</u>
Occupied Residential Units	271	\$19,000	\$5,144,250
Total Taxable Sales from Project Households	271		\$5,144,250
Estimated Citywide Capture of Taxable Sales from New Households [3]		80%	\$4,115,400
Estimated Capture of Taxable Sales Within the Project [3]		10%	\$411,540
Estimated Capture of Taxable Sales Outside the Project [3]		90%	\$3,703,860
Annual Taxable Sales from New Employees			
New Employees			
			<u>From Employees</u>
Average Daily Taxable Sales per New Employee	\$10.00		
Work Days per Year	240		
Taxable Sales from New Employees [4]	92.5%		
Total Project Employees at Buildout	3,591	-	\$7,972,020
Total Taxable Sales from New Employees	3,591	-	\$7,972,020
Estimated Citywide Capture from New Employees [3]		80%	\$6,377,616
Estimated Capture of Taxable Sales Within the Project [3]		40%	\$2,551,046
Estimated Capture of Taxable Sales Outside the Project [3]		60%	\$3,826,570
Annual Taxable Sales from Project Visitors and Events			
Project Visitors			
			<u>From Visitors</u>
Average Daily Taxable Sales per Regional Visitor [5]	\$30.00		
Average Daily Taxable Sales per Nonlocal Visitor [5]	\$65.00		
Annual Estimated Regional Visitors [6]	43,422		\$1,302,670
Annual Estimated Nonlocal Visitors [6]	18,970		\$1,233,050
Total Taxable Sales from Project Visitors			\$2,535,720
Estimated Capture of Taxable Sales Within the Project [3]		10%	\$253,572
Estimated Capture of Taxable Sales Outside the Project [3]		90%	\$2,282,148
Additional Event Catering Spending [7]			\$330,289
Total Annual City Taxable Sales from Market Support (New Households, Employees, and Visitors)			\$13,359,025
Estimated Capture of Taxable Sales Within the Project			\$3,216,158
Estimated Capture of Taxable Sales Outside the Project			\$10,142,866

sales a

Source: Visit California; California Travel Impacts 2010-2018 prepared by Dean Runyon Associates, Inc., dated April, 2019; U.S. Department of Labor; Bureau of Labor Statistics; EPS.

- [1] Refer to Table A-4 for Project land use and population summaries. This analysis is based on occupied units and one household per unit.
- [2] Refer to Table C-3 for assumptions related to average household retail expenditures by residential unit.
- [3] Capture rate estimated by EPS.
- [4] Discounted to avoid double-counting employees who are current residents of the City of Sacramento. Adjustment factor is estimated based on the anticipated uses within the project and existing employee base within the City.
- [5] Includes an estimate of daily spending by visitors based on Sacramento visitor destination spending data from California Travel Impacts 2010-2018 prepared by Dean Runyon Associates, Inc. on behalf of Visit California, dated April 2019.
- [6] Refer to Table C-5 for details.
- [7] Estimated annual catering spending for onsite events provided by the Project Developer. Assumes stabilized operations. All catering expenditures are assumed to be generated outside of the Project.

Table B-4B
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
Estimated Annual Taxable Sales from New Nonresidential Land Uses (2020\$)

Scenario 1: Base Scenario
--

Item	Annual Taxable Sales/Sq. Ft. [1]	Annual Project Taxable Sales from New Nonresidential Uses			
		Occupied Nonres. Bldg. Sq. Ft. [2]	Total Annual Taxable Sales	Less Market Support [3]	Net Annual Taxable Sales
Annual Taxable Sales					
Onsite Commercial Uses					
Community Serving Retail	\$190	16,000	\$3,040,000	(\$3,216,158)	\$0
Total Onsite Commercial Uses		16,000	\$3,040,000	(\$3,216,158)	\$0
Business to Business Taxable Sales					
Science and Technology Uses	\$25	368,745	\$9,218,616	\$0	\$9,218,616
Coworking Space	\$10	97,972	\$979,716	\$0	\$979,716
Data Sciences	\$10	111,889	\$1,118,889	\$0	\$1,118,889
Total Business to Business Taxable Sales		578,605	\$11,317,221	\$0	\$11,317,221
Total Estimated Annual Taxable Sales from New Nonresidential Land Uses		594,605	\$14,357,221	(\$3,216,158)	\$11,317,221

sales b

Source: BizMiner 2016; ULI Dollars & Cents 2008; State of California Board of Equalization (BOE) Publication 61; Bureau of Labor Statistics, "CPI-All Urban Consumers (Current Series) - West Urban"; Dollars & Cents of Shopping Centers/The SCORE 2008; California Board of Equalization; EPS.

[1] See Table C-4 for the taxable retail sales calculation. This analysis assumes mixed use retail uses will be equivalent to neighborhood retail markets.

[2] See Table A-2 for details. This analysis assumes taxable sales on the privately owned portions of the Project only.

[3] Taxable sales from market support from new residents and employees as estimated in Table B-4A are netted out to avoid double counting.

**Table B-5
 Aggie Square Phase 1 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Estimated Annual Transient Occupancy Tax Revenue (2020\$)**

Scenario 1: Base Scenario
--

Item	Formula	Assumption	Annual TOT Revenue at Buildout
Total Annual Transient Occupancy Tax from Project Visitors at Buildout			
Visitors Requiring Accommodations [1]	<i>a</i>		15,470
Visitors Staying in Project Hotel	$b = a * 00\%$	0%	0
Additional Hotel Stays Generated Outside of the Project	$c = a - b$		15,470
Average Daily Room Rate [2]	<i>d</i>	\$185	
City of Sacramento TOT Rate	<i>e</i>	12%	
Total Annual Transient Occupancy Tax (Rounded)	$f = c * d * e$		\$343,434

tot

Source: Smith Travel Research; EPS.

[1] Refer to Table C-5 for details.

[2] Based on average hotel rates for comparable hotels in the Sacramento Region.

I-B-7



APPENDIX C: Supporting Tables for Revenue Estimates

Table C-1	Estimated Project Assessed Value per Square Foot.....	1-C-1
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**Table C-1
 Aggie Square Phase 1 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Estimated Project Assessed Value per Square Foot (2020\$)**

Scenario 1: Base Scenario
--

Project Land Use	Project Construction Costs [1]	Value per Building Sq. Ft.		Total
		Construction Cost per Sq. Ft. (Rounded)	Additional Land Value (Rounded) [2]	
Project Residential and Nonresidential Uses				
Science and Technology East and West	\$478,600,000	\$800.00	\$20.00	\$820.00
Lifelong Learning Tower	\$158,900,000	\$550.00	\$20.00	\$570.00
Mixed Use – Housing and Community-Serving Retail	\$92,900,000	\$400.00	\$20.00	\$420.00
Rehabilitation Hospital	\$50,000,000	\$950.00	\$200.00	\$1,150.00
Hotel	\$0	\$0.00	\$0.00	\$0.00
Subtotal	\$780,400,000			

const cost

Source: University of California, Davis; Project Developer; and EPS.

[1] Based on information provided by the Project Proponent. Includes all Project hard and soft construction costs. Refer to Table D-1 for details. Excludes the parking garage as the ownership structure of this use is not yet determined and the mobility hub as this is considered public infrastructure.

[2] Land value estimates are based on information provided by the Project Proponent for the Science and Technology East and West, Lifelong Learning Tower, and Mised Use uses. Land value for the Rehabilitation and Hotel uses adjust the per square foot land value for the other uses based on the floor area ratio (FAR) of each use.

I-C-1

Table C-2
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
Estimated Valuation at Buildout (2020\$)

Scenario 1: Base Scenario
--

Land Use Category	Rounded Value per Unit/ Sq. Ft. [1]	Total Project Value		University Owned Value		Privately Owned Value	
		Building Sq. Ft. [2]	Total Value [3]	Building Sq. Ft. [2]	Total Value [3]	Building Sq. Ft. [2]	Total Value [3]
Science and Technology East and West							
Science and Technology Uses	\$820	388,152	\$318,284,844	-	-	388,152	\$318,284,844
Coworking Space	\$820	43,128	\$35,364,983	-	-	43,128	\$35,364,983
University Research	\$820	176,720	\$144,910,173	176,720	\$144,910,173	-	-
Total Science and Technology Buildings		608,000	\$498,560,000	176,720	\$144,910,173	431,280	\$353,649,827
Lifelong Learning Tower							
University Offices and Classrooms	\$570	122,222	\$69,666,667	122,222	\$69,666,667	-	-
Data Sciences	\$570	117,778	\$67,133,333	-	-	117,778	\$67,133,333
Coworking Space	\$570	60,000	\$34,200,000	-	-	60,000	\$34,200,000
Total Lifelong Learning Office and Classrooms		300,000	\$171,000,000	122,222	\$69,666,667	177,778	\$101,333,333
Mixed Use – Housing and Community-Serving Retail							
Community Serving Retail	\$420	16,000	\$6,720,000	-	-	16,000	\$6,720,000
Alice Waters Institute for Edible Education	\$420	12,000	\$5,040,000	12,000	\$5,040,000	-	-
UC Catering	\$420	12,000	\$5,040,000	12,000	\$5,040,000	-	-
Housing	\$420	203,000	\$85,260,000	-	-	203,000	\$85,260,000
Total Mixed Use		243,000	\$102,060,000	24,000	\$10,080,000	219,000	\$91,980,000
Rehabilitation Hospital	\$1,150	53,000	\$60,950,000	-	-	53,000	\$60,950,000
Hotel [4]	\$0	-	-	-	-	-	-
Estimated Total Valuation of All Uses		1,204,000	\$832,570,000	322,942	\$224,656,840	881,058	\$607,913,160

Source: EPS.

av

[1] Based on Project construction cost information as provided by the Project Proponent. Includes the per square foot value of Project construction and land value. See Table C-1 for more detail.

[2] See Table A-2 for more detail.

[3] All values (AV)s are expressed in 2020\$ and include no real AV growth.

[4] The base development scenario does not include an expansion of the existing hotel adjacent to the Project.

**Table C-3
 Aggie Square Phase 1 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Average Income and Retail Expenditures for Residential Units (2020\$)**

Scenario 1: Base Scenario
--

Residential Land Use	Type	Household Income and Retail Expenditures			Average Retail Expenditures
		Total Annual Rent [1]	Estimated Household Income [2]	Taxable Expenditures as % of Income [3]	
Average Household Income					
Residential Units	Renter-Occupied	\$22,800	\$76,000	25%	\$19,000

income

Source: Bureau of Labor Statistics (BLS), Consumer Expenditure Survey, 2017; State of California Department of Housing and Community Development (HCD); CoStar; EPS.

- [1] For market rate renter-occupied units, rent is estimated as \$1,900 per month based on information provided by the Project Proponent and validated with comparable, rental data from CoStar.
- [2] Assumes 30% of income is spent on rent.
- [3] Taxable expenditures as a percentage of income derived from the 2017 BLS Consumer Expenditure Survey.

1-C-3

Table C-4
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
Total and Taxable Retail Sales per Square Feet (2020\$)

Scenario 1:
Base
Scenario

Item	Original Data (2016\$) [1]	Escalated Data (2020\$) [2]	Retail Sales by Shopping Center Type	
			Neighborhood % [3]	No.
Total Retail Sales per Square Foot				
Motor Vehicle and Parts Dealers [4]	\$250	\$275	3%	\$8
Home Furnishings and Appliance Stores	\$525	\$577	0%	\$0
Bldg. Matrl. and Garden Equip. and Supplies	\$356	\$391	0%	\$0
Food and Beverage Stores	NA	\$550	55%	\$303
Gasoline Stations [5]	\$1,321	\$1,638	1%	\$16
Clothing and Clothing Accessories Stores	\$370	\$407	2%	\$8
General Merchandise Stores	\$360	\$396	5%	\$20
Food Services and Drinking Places	\$492	\$541	8%	\$43
Other Retail	\$209	\$230	12%	\$28
Nonretail [6]	NA	NA	14%	NA
Total Retail Sales Per Square Foot			100%	\$430

Taxable Retail Sales per Square Foot by Retail Center Type

Percent Taxable by Shopping Center Type [7]	44%
Taxable Sales per Square Foot (Rounded)	\$190

biz miner

Source: BizMiner 2016; ULI Dollars & Cents 2008; State of California Board of Equalization (BOE) Publication 61; Bureau of Labor Statistics, "CPI-All Urban Consumers (Current Series) - West Urban"; RetailSails http://retailsails.files.wordpress.com/2011/09/rs_spsf.pdf; eMarketer pulled February 2019; respective annual SEC 10-K reports; EPS.

- [1] Sales per square foot are estimated based on data from BizMiner, RetailSails, eMarketer, and annual SEC 10-K reports. Some reported figures are from previous calendar or fiscal years and have been escalated to 2020\$, except when noted otherwise.
- [2] Sales adjusted to year-end 2020\$ based on the Consumer Price Index, All items in West urban, all urban consumers, not seasonally adjusted.
- [3] Reflects percentage of total square footage by retail category by retail center type, estimated based on ULI's Dollars & Cents 2008.
- [4] Reflects motor vehicle parts only; excludes taxable sales per square foot for dealerships.
- [5] Estimated using ULI's Dollars & Cents, 2008, escalated to 2020\$.
- [6] Included to account for non-taxable retail space occupants, such as services.
- [7] Based on BOE Publication 61, March 2018.

**Table C-5
 Aggie Square Phase 1 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Estimated Annual Project Visitors**

Scenario 1: Base Scenario
--

Item	Projected Annual Visitors by Origin						
	Total	Local Visitors		Total	Nonlocal Visitors		Total
		Project Personnel	City Residents		Regional Visitors	Out of Region	
Event Category							
Venture Café Weekly Events [1]	17,500	3,500	2,489	5,989	8,012	3,500	11,512
Innovation Hall Events [1]	77,350	15,470	10,999	26,469	35,411	15,470	50,881
Total	94,850	18,970	13,488	32,458	43,422	18,970	62,392

visitors

Source: University of California, Davis; Project Developer; and EPS.

[1] Reflects estimated annual visitors assuming stabilized Project operations. Visitor estimates in the initial years of the Project may be lower than projected. Visitation estimates are total annual visitation and not reflective of individual visitors. A single visitor attending multiple weekly events would be counted multiple times.

1-C-5

**Scenario 1:
Base Scenario**

APPENDIX D: Supporting Tables for Economic Impact Analysis

Table D-1	Detailed Project Construction Costs.....	1-D-1
Table D-2	Estimated Project Employment by Industry	1-D-2
Table D-3	Estimated Infrastructure Construction Resulting from Project Fees Paid.....	1-D-3



**Table D-1
 Aggie Square Phase 1 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Detailed Project Construction Costs (2020\$)**

Scenario 1: Base Scenario
--

Project Land Use	Total Project Hard Construction Costs [1]	Total Project Soft Construction Costs and Contingencies	Total Project Construction Costs
Project Land Uses			
Science and Technology East and West	\$399,656,000	\$78,944,000	\$478,600,000
Lifelong Learning Tower	\$130,276,000	\$28,624,000	\$158,900,000
Mixed Use – Housing and Community-Serving Retail	\$72,200,000	\$20,700,000	\$92,900,000
Total All Land Uses	\$602,132,000	\$128,268,000	\$730,400,000
Rehabilitation Hospital [2] [3]	\$42,372,881	\$7,627,119	\$50,000,000
Hotel Expansion [3]	\$0	\$0	\$0
Parking Garage [3]	\$49,200,000	\$10,800,000	\$60,000,000
Mobility Hub [3]	\$6,779,661	\$1,220,339	\$8,000,000
Total All Construction	\$700,484,542	\$147,915,458	\$848,400,000
Estimated Infrastructure Improvements Funded through Impact Fee Revenues [4]	\$3,426,411	\$856,603	\$4,283,014
Additional One-Time Equipment Purchases [5]	\$95,480,245	\$0	\$95,480,245
Total Construction and One-Time Purchases	\$799,391,199	\$148,772,060	\$948,163,260

eia const

Source: University of California, Davis; Project Developer; RSC Engineering; and EPS.

- [1] Based on information provided by the Project Proponent. Includes sitework and infrastructure cost estimates. Cost estimates include additional tenant improvement costs allocated to each use based on the allocated share of overall Project costs for each land use.
- [2] Estimates of total construction costs for the rehabilitation hospital range from \$50 million to \$60 million. To remain conservative, this analysis assumes a total construction costs of \$50 million.
- [3] Assumes soft costs account for approximately 18% of all construction costs.
- [4] Represents infrastructure construction projects undertaken by the Sacramento Department of Utilities and the Sacramento Regional County Sanitation District based on impact fee revenues to be paid by the Project. Refer to Table D-3 for details.
- [5] Represents additional spending pertaining to the one-time purchase of fixed equipment for all uses, excluding residential uses, which are included in the hard construction costs for the mixed use portion of the Project.

I-D-1

**Table D-2
 Aggie Square Phase 1 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Estimated Project Employment by Use**

Scenario 1: Base Scenario
--

Land Use	Project Employee Count
Science and Technology East and West	
Science and Technology Uses	1,047
Coworking Space	256
University Research	497
Building Maintenance and Custodial Uses	15
Subtotal	1,815
Lifelong Learning Office and Classrooms	
Offices and Classroom	541
Data Sciences	496
Coworking Space	455
Building Maintenance and Custodial Uses	4
Subtotal	1,496
Mixed Use – Housing and Community-Serving Retail	
Community Serving Retail	31
Alice Waters Institute for Edible Education	23
UC Catering	23
Building Maintenance and Custodial Uses	3
Subtotal	80
Rehabilitation Hospital	200
Hotel	-
Total All Land Uses	3,591

eia ind emp

Source: EPS.

1-D-2

**Table D-3
 Aggie Square Phase 1 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Estimated Infrastructure Construction Resulting from Project Fees Paid**

Scenario 1: Base Scenario
--

Land Use	Assumption	Formula	Sacramento Department of Utilities		Sacramento Regional County Sanitation District	Total
			Sewer	Water		
Total Estimated Impact Fees Paid [1]		<i>a</i>	\$2,706,463	\$232,600	\$2,099,777	\$5,038,840
Estimated Administration and Overhead Allocated Revenues [2]	15%	$b = a * 15\%$	\$405,969	\$34,890	\$314,967	\$755,826
Estimated Construction Costs Funded by Project Fee Revenues		$c = a - b$	\$2,300,493	\$197,710	\$1,784,811	\$4,283,014
Estimated Hard Construction Costs	80%	$d = c * 80\%$	\$1,840,395	\$158,168	\$1,427,849	\$3,426,411
Estimated Soft Construction Costs	20%	$e = c * 20\%$	\$460,099	\$39,542	\$356,962	\$856,603

fee revenue

Source: RSC Engineering; EPS.

[1] Based on an estimate of impact fees to be paid by the Project completed by RSC Engineering, dated April 6, 2020.

[2] Percentage of impact fee revenues allocated to overhead and administrative costs based on EPS knowledge and review of existing impact fee nexus studies.

1-D-3



APPENDIX E: Detailed Economic Impact Analysis Tables

Table E-1	One-Time Economic Impacts of Project Construction	1-E-1
Table E-2	Detailed Annual Economic Impacts of the Ongoing Project Operations	1-E-2
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**Table E-1
 Aggie Square Phase 1 Analysis
 Regional Economic Impact and City Fiscal Analysis
 One-Time Economic Impacts of Project Construction (Rounded 2020\$)**

Scenario 1: Base Scenario
--

Activity/Impact Categories	Source	Impact Type			Total One Time Impact
		Direct	Indirect	Induced [1]	
Key Input					
Project Construction Costs	Table D-1	\$799,391,199			
One-Time Construction Impacts					
Six County Region					
Six County Region Output [2]					
Industry Output (excl. Income)		\$415,027,000	\$520,158,000	-	\$935,185,000
Income [3]		\$384,364,000	\$280,714,000	-	\$665,078,000
Total Output		\$799,391,000	\$800,872,000	-	\$1,600,263,000
Six County Employment (Job years) [4]					
		5,377	4,207	-	9,584
Sacramento County					
Sacramento County Output [2]					
Industry Output (excl. Income)		\$415,027,000	\$208,737,000	-	\$623,764,000
Income [3]		\$384,364,000	\$116,440,000	-	\$500,804,000
Total Output		\$799,391,000	\$325,177,000	-	\$1,124,568,000
Sacramento County Employment (Job years) [4]					
		5,377	1,693	-	7,070

con sum

Source: IMPLAN, 2018 Dataset; Project Proponent; EPS.

- [1] Note that total construction impacts include direct and indirect impacts only; induced impacts were not estimated because construction activities are temporary and thus are not anticipated to generate net new household expenditures in the local economy.
- [2] Analysis based on Sacramento County or Six County Sacramento region, including the counties of Sacramento, Sutter, El Dorado, Placer, Yolo, and Yuba, data. Output is the amount of business expenditures on goods and services retained within the local economy.
- [3] Includes employee compensation, proprietors income, and other income (industry profits, rents, and royalties).
- [4] Employment includes both full-time and part-time workers. Job years refer to the number of jobs in each year summed over the entire period of construction of the Project. For example, a single worker employed for two years would equate to two job years.

**Table E-2
 Aggie Square Phase 1 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Detailed Annual Economic Impacts of the Ongoing Project Operations (Rounded 2020\$)**

Scenario 1: Base Scenario
--

Activity/Impact Categories	Source	Impact Type			Total Annual Ongoing Impacts
		Direct	Indirect	Induced	
Key Input					
Ongoing Project Full-Time Equivalent (FTE) Employees	Table D-2	3,591			
Annual Ongoing Operating Impacts					
Six County Region					
Six County Region Output [1]					
Industry Output (excl. Income)		\$533,289,000	\$1,019,994,000	\$291,663,000	\$1,844,946,000
Income [2]		\$390,570,000	\$609,893,000	\$147,213,000	\$1,147,676,000
Total Output		\$923,859,000	\$1,629,887,000	\$438,876,000	\$2,992,622,000
Six County Employment (Annual Average) [3]					
		3,591	9,403	2,710	15,703
Sacramento County					
Sacramento County Output [1]					
Industry Output (excl. Income)		\$533,289,000	\$442,720,000	\$231,773,000	\$1,207,782,000
Income [2]		\$390,570,000	\$272,855,000	\$117,742,000	\$781,167,000
Total Output		\$923,859,000	\$715,575,000	\$349,515,000	\$1,988,949,000
Sacramento County Employment (Annual Average) [3]					
		3,591	4,111	2,159	9,861

eia ongoing

Source: IMPLAN, 2018 Dataset; Project Proponent; EPS.

[1] Analysis based on Sacramento County or Six County Sacramento region, including the counties of Sacramento, Sutter, El Dorado, Placer, Yolo, and Yuba, data. Output is the amount of business expenditures on goods and services retained within the local economy.
 [2] Includes employee compensation, proprietors income, and other income (profits, rents, and royalties).
 [3] Reflects stabilized operational employment for the Project assuming a frictional vacancy rate. Employment estimates related to direct impacts are full-time equivalent job estimates. Indirect and induced employment estimates reflect a headcount of all employees including both full-time and part-time workers.

1-E-2

**Table E-3
 Aggie Square Phase 1 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Detailed One-Time Economic Impacts of Project Construction (Rounded 2020\$)**

Scenario 1: Base Scenario
--

Activity/Impact Categories	Impact Type			Total One Time Impact
	Direct	Indirect	Induced [1]	
Key Input				
Project Construction Costs (Excluding Impact Fees for Infrastructure, Parking Garage, and Mobility Hub)	\$739,985,127			
One-Time Construction Impacts				
Six County Region				
Six County Region Output [2]				
Industry Output (excl. Income)	\$376,102,000	\$487,506,000	-	\$863,608,000
Income [3]	\$363,883,000	\$263,535,000	-	\$627,418,000
Total Output	\$739,985,000	\$751,041,000	-	\$1,491,026,000
Six County Employment (Job years) [4]				
	5,150	3,951	-	9,101
Sacramento County				
Sacramento County Output [2]				
Industry Output (excl. Income)	\$376,102,000	\$195,438,000	-	\$571,540,000
Income [3]	\$363,883,000	\$109,234,000	-	\$473,117,000
Total Output	\$739,985,000	\$304,672,000	-	\$1,044,657,000
Sacramento County Employment (Job years) [4]				
	5,150	1,589	-	6,739

eia tower con

Source: IMPLAN, 2018 Dataset; Project Proponent; EPS.

- [1] Note that total construction impacts include direct and indirect impacts only; induced impacts were not estimated because construction activities are temporary and thus are not anticipated to generate net new household expenditures in the local economy.
- [2] Analysis based on Sacramento County or Six County Sacramento region, including the counties of Sacramento, Sutter, El Dorado, Placer, Yolo, and Yuba, data. Output is the amount of business expenditures on goods and services retained within the local economy.
- [3] Includes employee compensation, proprietors income, and other income (industry profits, rents, and royalties).
- [4] Employment includes both full-time and part-time workers. Job years refer to the number of jobs in each year summed over the entire period of construction of the Project. For example, a single worker employed for two years would equate to two job years.

Table E-4
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
Detailed One-Time Economic Impacts of Parking Garage and Mobility Hub Construction (Rounded 2020\$)

Scenario 1: Base Scenario
--

Activity/Impact Categories	Impact Type			Total One Time Impact
	Direct	Indirect	Induced [1]	
Key Input				
Parking Garage and Mobility Hub Construction	\$55,979,661			
One-Time Construction Impacts				
Six County Region				
Six County Region Output [2]				
Industry Output (excl. Income)	\$36,680,000	\$30,769,000	-	\$67,449,000
Income [3]	\$19,300,000	\$16,188,000	-	\$35,488,000
Total Output	\$55,980,000	\$46,957,000	-	\$102,937,000
Six County Employment (Job years) [4]				
	214	241	-	455
Sacramento County				
Sacramento County Output [2]				
Industry Output (excl. Income)	\$36,680,000	\$12,532,000	-	\$49,212,000
Income [3]	\$19,300,000	\$6,790,000	-	\$26,090,000
Total Output	\$55,980,000	\$19,322,000	-	\$75,302,000
Sacramento County Employment (Job years) [4]				
	214	98	-	312

eia infra con

Source: IMPLAN, 2018 Dataset; Project Proponent; EPS.

- [1] Note that total construction impacts include direct and indirect impacts only; induced impacts were not estimated because construction activities are temporary and thus are not anticipated to generate net new household expenditures in the local economy.
- [2] Analysis based on Sacramento County or Six County Sacramento region, including the counties of Sacramento, Sutter, El Dorado, Placer, Yolo, and Yuba, data. Output is the amount of business expenditures on goods and services retained within the local economy.
- [3] Includes employee compensation, proprietors income, and other income (industry profits, rents, and royalties).
- [4] Employment includes both full-time and part-time workers. Job years refer to the number of jobs in each year summed over the entire period of construction of the Project. For example, a single worker employed for two years would equate to two job years.

Table E-5
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
Detailed One-Time Economic Impacts of Construction Related to Project Impact Fee Payments (Rounded 2020\$)

Scenario 1: Base Scenario
--

Activity/Impact Categories	Impact Type			Total One Time Impact
	Direct	Indirect	Induced [1]	
Key Input				
Infrastructure Improvements Funded through Impact Fee Payment	\$3,426,411			
One-Time Construction Impacts				
Six County Region				
Six County Region Output [2]				
Industry Output (excl. Income)	\$2,245,000	\$1,883,000	-	\$4,128,000
Income [3]	\$1,181,000	\$991,000	-	\$2,172,000
Total Output	\$3,426,000	\$2,874,000	-	\$6,300,000
Six County Employment (Job years) [4]				
	13	15	-	28
Sacramento County				
Sacramento County Output [2]				
Industry Output (excl. Income)	\$2,245,000	\$767,000	-	\$3,012,000
Income [3]	\$1,181,000	\$416,000	-	\$1,597,000
Total Output	\$3,426,000	\$1,183,000	-	\$4,609,000
Sacramento County Employment (Job years) [4]				
	13	6	-	19

eia fee

Source: IMPLAN, 2018 Dataset; Project Proponent; EPS.

- [1] Note that total construction impacts include direct and indirect impacts only; induced impacts were not estimated because construction activities are temporary and thus are not anticipated to generate net new household expenditures in the local economy.
- [2] Analysis based on Sacramento County or Six County Sacramento region, including the counties of Sacramento, Sutter, El Dorado, Placer, Yolo, and Yuba, data. Output is the amount of business expenditures on goods and services retained within the local economy.
- [3] Includes employee compensation, proprietors income, and other income (industry profits, rents, and royalties).
- [4] Employment includes both full-time and part-time workers. Job years refer to the number of jobs in each year summed over the entire period of construction of the Project. For example, a single worker employed for two years would equate to two job years.

Table E-6
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
Detailed Annual Economic Impacts of the Science and Technology East and West (Rounded 2020\$)

Scenario 1: Base Scenario
--

Activity/Impact Categories	Impact Type			Total Annual Ongoing Impacts
	Direct	Indirect	Induced	
Key Input				
Ongoing Project Full-Time Equivalent (FTE) Employees	1,815			
Annual Ongoing Operating Impacts				
Six County Region				
Six County Region Output [1]				
Industry Output (excl. Income)	\$324,156,000	\$636,407,000	\$183,223,000	\$1,143,786,000
Income [2]	\$254,983,000	\$377,852,000	\$92,450,000	\$725,285,000
Total Output	\$579,139,000	\$1,014,259,000	\$275,673,000	\$1,869,071,000
Six County Employment (Annual Average) [3]				
	1,815	5,665	1,701	9,181
Sacramento County				
Sacramento County Output [1]				
Industry Output (excl. Income)	\$324,156,000	\$276,532,000	\$145,280,000	\$745,968,000
Income [2]	\$254,983,000	\$169,474,000	\$73,779,000	\$498,236,000
Total Output	\$579,139,000	\$446,006,000	\$219,059,000	\$1,244,204,000
Sacramento County Employment (Annual Average) [3]				
	1,815	2,463	1,353	5,631

eia s&t

Source: IMPLAN, 2018 Dataset; Project Proponent; EPS.

- [1] Analysis based on Sacramento County or Six County Sacramento region, including the counties of Sacramento, Sutter, El Dorado, Placer, Yolo, and Yuba, data. Output is the amount of business expenditures on goods and services retained within the local economy.
- [2] Includes employee compensation, proprietors income, and other income (profits, rents, and royalties).
- [3] Reflects stabilized operational employment for the Project assuming a frictional vacancy rate. Employment estimates related to direct impacts are based on full-time equivalent job estimates. Indirect and induced employment estimates reflect a headcount of all employees including both full-time and part-time workers.

Table E-7
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
Detailed Annual Economic Impacts of the Lifelong Learning Tower (Rounded 2020\$)

**Scenario 1:
Base
Scenario**

Activity/Impact Categories	Impact Type			Total Annual Ongoing Impacts
	Direct	Indirect	Induced	
Key Input				
Ongoing Project Full-Time Equivalent (FTE) Employees	1,496			
Annual Ongoing Operating Impacts				
Six County Region				
Six County Region Output [1]				
Industry Output (excl. Income)	\$183,823,000	\$322,194,000	\$90,392,000	\$596,409,000
Income [2]	\$107,041,000	\$198,225,000	\$45,652,000	\$350,918,000
Total Output	\$290,864,000	\$520,419,000	\$136,044,000	\$947,327,000
Six County Employment (Annual Average) [3]				
	1,496	3,209	841	5,545
Sacramento County				
Sacramento County Output [1]				
Industry Output (excl. Income)	\$183,823,000	\$139,835,000	\$71,835,000	\$395,493,000
Income [2]	\$107,041,000	\$88,568,000	\$36,521,000	\$232,130,000
Total Output	\$290,864,000	\$228,403,000	\$108,356,000	\$627,623,000
Sacramento County Employment (Annual Average) [3]				
	1,496	1,419	670	3,585

eia LLL

Source: IMPLAN, 2018 Dataset; Project Proponent; EPS.

[1] Analysis based on Sacramento County or Six County Sacramento region, including the counties of Sacramento, Sutter, El Dorado, Placer, Yolo, and Yuba, data. Output is the amount of business expenditures on goods and services retained within the local economy.

[2] Includes employee compensation, proprietors income, and other income (profits, rents, and royalties).

[3] Reflects stabilized operational employment for the Project assuming a frictional vacancy rate. Employment estimates related to direct impacts are based on full-time equivalent job estimates. Indirect and induced employment estimates reflect a headcount of all employees including both full-time and part-time workers.

Table E-8
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
Detailed Annual Economic Impacts of the Mixed Use – Housing and Community-Serving Retail (Rounded 2020\$)

Scenario 1: Base Scenario
--

Activity/Impact Categories	Impact Type			Total Annual Ongoing Impacts
	Direct	Indirect	Induced	
Key Input				
Ongoing Project Full-Time Equivalent (FTE) Employees	80			
Annual Ongoing Operating Impacts				
Six County Region				
Six County Region Output [1]				
Industry Output (excl. Income)	\$3,739,000	\$7,504,000	\$2,193,000	\$13,436,000
Income [2]	\$3,315,000	\$3,848,000	\$1,107,000	\$8,270,000
Total Output	\$7,054,000	\$11,352,000	\$3,300,000	\$21,706,000
Six County Employment (Annual Average) [3]				
	80	62	20	163
Sacramento County				
Sacramento County Output [1]				
Industry Output (excl. Income)	\$3,739,000	\$3,239,000	\$1,770,000	\$8,748,000
Income [2]	\$3,315,000	\$1,679,000	\$899,000	\$5,893,000
Total Output	\$7,054,000	\$4,918,000	\$2,669,000	\$14,641,000
Sacramento County Employment (Annual Average) [3]				
	80	27	16	123

eia mx

Source: IMPLAN, 2018 Dataset; Project Proponent; EPS.

[1] Analysis based on Sacramento County or Six County Sacramento region, including the counties of Sacramento, Sutter, El Dorado, Placer, Yolo, and Yuba, data. Output is the amount of business expenditures on goods and services retained within the local economy.

[2] Includes employee compensation, proprietors income, and other income (profits, rents, and royalties).

[3] Reflects stabilized operational employment for the Project assuming a frictional vacancy rate. Employment estimates related to direct impacts are based on full-time equivalent job estimates. Indirect and induced employment estimates reflect a headcount of all employees including both full-time and part-time workers.

**Table E-9
 Aggie Square Phase 1 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Detailed Annual Economic Impacts of the Rehabilitation Hospital (Rounded 2020\$)**

Scenario 1: Base Scenario
--

Activity/Impact Categories	Impact Type			Total Annual Ongoing Impacts
	Direct	Indirect	Induced	
Key Input				
Ongoing Project Full-Time Equivalent (FTE) Employees	200			
Annual Ongoing Operating Impacts				
Six County Region				
Six County Region Output [1]				
Industry Output (excl. Income)	\$21,571,000	\$53,889,000	\$15,855,000	\$91,315,000
Income [2]	\$25,231,000	\$29,968,000	\$8,004,000	\$63,203,000
Total Output	\$46,802,000	\$83,857,000	\$23,859,000	\$154,518,000
Six County Employment (Annual Average) [3]				
	200	467	147	814
Sacramento County				
Sacramento County Output [1]				
Industry Output (excl. Income)	\$21,571,000	\$23,114,000	\$12,888,000	\$57,573,000
Income [2]	\$25,231,000	\$13,134,000	\$6,543,000	\$44,908,000
Total Output	\$46,802,000	\$36,248,000	\$19,431,000	\$102,481,000
Sacramento County Employment (Annual Average) [3]				
	200	202	120	522

eia rh

Source: IMPLAN, 2018 Dataset; Project Proponent; EPS.

- [1] Analysis based on Sacramento County or Six County Sacramento region, including the counties of Sacramento, Sutter, El Dorado, Placer, Yolo, and Yuba, data. Output is the amount of business expenditures on goods and services retained within the local economy.
- [2] Includes employee compensation, proprietors income, and other income (profits, rents, and royalties).
- [3] Reflects stabilized operational employment for the Project assuming a frictional vacancy rate. Employment estimates related to direct impacts are based on full-time equivalent job estimates. Indirect and induced employment estimates reflect a headcount of all employees including both full-time and part-time workers.



**ATTACHMENT 2:
SCENARIO 2—HOTEL EXPANSION SCENARIO
TECHNICAL APPENDICES**

- Appendix A: General Assumptions
- Appendix B: Revenue-Estimating Tables
- Appendix C: Supporting Tables for Revenue Estimates
- Appendix D: Supporting Tables for Economic Impact Analysis
- Appendix E: Detailed Economic Impact Analysis Tables

Scenario 2:

**Hotel
Expansion
Scenario**

APPENDIX A: General Assumptions

Table A-1	General Assumptions	2-A-1
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**Table A-1
 Aggie Square Phase 1 Analysis
 Regional Economic Impact and City Fiscal Analysis
 General Assumptions**

Scenario 2: Hotel Expansion
--

Item	Assumption
General Assumptions	
Base Fiscal Year [1]	FY 2019-20
General Demographic Characteristics	
City of Sacramento	
Population [2]	508,172
Employees [3]	360,500
Persons Served [4]	688,422

gen assum

Source: California Department of Finance; US Census Bureau, OnTheMap, and LEHD Origin Destination Employment Statistics; California EDD; EPS.

- [1] This Fiscal Impact Analysis is based on the City of Sacramento's FY 2019-20 Approved Budget.
- [2] California Department of Finance estimate for January 1, 2019.
- [3] US Census Onthemap.ces.census.gov estimated a total of 312,376 jobs in Sacramento, CA in 2017. California EDD reports an annual average growth rate of 4.91% since 2017 for the Sacramento MSA. EPS escalated 2017 employment figure to arrive at 2019 employment estimate, adjusted by an additional 10% to account for self-employed workers, and rounded to the nearest hundred employees.
- [4] "Persons Served" is defined as City of Sacramento's population plus 50% of employees.

2-A-1

**Table A-2
 Aggie Square Phase 1 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Land Use Development Summary**

Scenario 2: Hotel Expansion
--

Land Use	Total Project Development at Buildout [1]			Occupied Land Uses [2]	
	Gross Building Square Feet	Dwelling Units	Hotel Rooms	Building Square Feet	Dwelling Units
Science and Technology East and West					
Science and Technology Uses	388,152	-	-	368,745	-
Coworking Space	43,128	-	-	40,972	-
University Research	176,720	-	-	176,720	-
Total Science and Technology Buildings	608,000	-	-	586,436	-
Lifelong Learning Tower					
University Offices and Classrooms	122,222	-	-	122,222	-
Data Sciences	117,778	-	-	111,889	-
Coworking Space	60,000	-	-	57,000	-
Total Lifelong Learning Office and Classrooms	300,000	-	-	291,111	-
Mixed Use – Housing and Community-Serving Retail					
Community Serving Retail	16,000	-	-	16,000	-
Alice Waters Institute for Edible Education	12,000	-	-	12,000	-
UC Catering	12,000	-	-	12,000	-
Housing [3]	203,000	285	-	192,850	271
Total Mixed Use	243,000	285	-	232,850	271
Rehabilitation Hospital	53,000	-	-	53,000	-
Hotel [4]	187,500	-	250	187,500	-
Total All Land Uses	1,391,500	285	250	1,350,897	271

LU

Source: University of California, Davis; Project Developer; and EPS.

- [1] Project land uses based on the anticipated Developer's projected land use plan. Includes only Projects located on the UCD owned property and excludes any offsite development.
- [2] Refer to Table A-3 for vacancy rate assumptions.
- [3] Initial residential unit estimate is based on information included in the developer proposal.
- [4] Based on an average square foot per hotel room assumption of 750 square feet per hotel room, based on available data for existing and proposed hotels in the Sacramento Region. This Scenario anticipates that the existing hotel would be expanded from 139 to 250 hotel rooms.

2-A-2

**Table A-3
 Aggie Square Phase 1 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Land Use Assumptions**

Scenario 2: Hotel Expansion
--

Land Use	Turnover Rate [1]	Vacancy Rate [2]	Population Assumptions	
			Persons per Dwelling Unit	Employment Assumption (Sq. Ft. per Emp) [3]
Science and Technology East and West				
Science and Technology Uses	0%	5%	-	350
Coworking Space	0%	5%	-	160
University Research	0%	0%	-	350
Lifelong Learning Tower				
University Offices and Classrooms	0%	0%	-	225
Data Sciences	0%	5%	-	225
Coworking Space	0%	5%	-	125
Mixed Use – Housing and Community-Serving Retail				
Community Serving Retail	0%	0%	-	500
Alice Waters Institute for Edible Education	0%	0%	-	500
UC Catering	0%	0%	-	500
Housing	0%	5%	1.28	-
Rehabilitation Hospital	0%	0%	-	265
Hotel	0%	0%	-	2,000

lu assum

Source: University of California, Davis; Project Developer; and EPS.

- [1] Due to the unique leasing structure of the Project, no turnover is assumed for Project land uses.
- [2] This analysis assumes a conservative vacancy assumption on all non-university land uses.
- [3] Square Footage per employment assumptions based on industry averages for similar prototypes and input provided by the Project Proponent.

2-A-3

**Table A-4
 Aggie Square Phase 1 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Estimated Residential and Employee Population**

**Scenario 2:
 Hotel
 Expansion**

Land Use	Occupied Land Uses		Employment Assumption	Residents per Unit	Project Employee and Residential Population		Project Persons Served
	Building Square Feet	Dwelling Units			Employees	Residents [1]	
Science and Technology East and West			<i>Sq. Ft. per Emp.</i>				
Science and Technology Uses	368,745	-	350	-	1,054	-	
Coworking Space	40,972	-	160	-	256	-	
University Research	176,720	-	350	-	505	-	
Total Science and Technology Buildings	586,436	-			1,815	-	
Lifelong Learning Tower							
University Offices and Classrooms	122,222	-	225	-	543	-	
Data Sciences	111,889	-	225	-	497	-	
Coworking Space	57,000	-	125	-	456	-	
Total Lifelong Learning Office and Classrooms	291,111	-			1,496	-	
Mixed Use – Housing and Community-Serving Retail							
Community Serving Retail	16,000	-	500	-	32	-	
Alice Waters Institute for Edible Education	12,000	-	500	-	24	-	
UC Catering	12,000	-	500	-	24	-	
Housing	192,850	271	-	1.28	-	347	
Total Mixed Use	232,850	271			80	347	
Rehabilitation Hospital	53,000	-	265	-	200	-	
Hotel	187,500	-	2,000	-	94	-	
Total All Land Uses	1,350,897	271			3,685	347	
Total Persons Served [2]					3,685	347	2,189

Source: EPS.

popemp

[1] Based on information provided in the Developer proposal, the Project is anticipated to include 365 beds. Assumes a 5.0% vacancy rate.

[2] "Persons Served" is defined as all Project residents and one half of all Project Employees.

Scenario 2:

**Hotel
Expansion
Scenario**

**APPENDIX B:
Revenue-Estimating Tables**

Table B-1	Revenue-Estimating Procedures	2-B-1
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Table B-1
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
Revenue-Estimating Procedures (2020\$)

Scenario 2:
Hotel
Expansion

Item	Estimating Procedure	Reference Table [1]	City of Sacramento Approved FY 2019-20 Revenues (Rounded)	Offsetting Revenues [2]	Adjusted Net FY 2019-20 Revenues	% of Total	Adjustment Factor [3]	Service Population	Revenue Multiplier
Annual General Fund Revenues									
Taxes									
Property Tax	Case Study	Table B-3	\$122,256,000	\$0	\$122,256,000	33.5%	0.0%	NA	NA
Property Tax in lieu of VLF [4]	Case Study	Table B-3	\$46,095,000	\$0	\$46,095,000	12.6%	0.0%	NA	NA
Real Property Transfer Tax	Case Study	Table B-4	\$14,806,000	\$0	\$14,806,000	4.1%	0.0%	NA	NA
Sales Tax	Case Study	Table B-4	\$86,572,000	\$0	\$86,572,000	23.7%	0.0%	NA	NA
Sales Tax - Prop. 172 (Public Safety)	Case Study	Table B-4	\$5,316,000	\$0	\$5,316,000	1.5%	0.0%	NA	NA
Transient Occupancy Tax (TOT)	Case Study	Table B-5	\$5,175,000	\$0	\$5,175,000	1.4%	0.0%	NA	NA
Utility Taxes	Per Person Served	Table B-2	\$61,288,000	\$0	\$61,288,000	16.8%	50.0%	688,422	\$44.51
Business Operations Tax	Per Employee	Table B-2	\$7,362,000	\$0	\$7,362,000	2.0%	0.0%	360,500	\$20.42
Residential Development Property Tax	[5]	NA	\$407,000	\$0	\$407,000	0.1%	0.0%	NA	NA
Medical Marijuana Business Operations Tax	[5]	NA	\$9,426,000	\$0	\$9,426,000	2.6%	0.0%	NA	NA
Subtotal Taxes			\$358,703,000	\$0	\$358,703,000	98.2%			
Licenses and Permits									
Franchise Fees	Per Person Served	NA	\$6,608,000	\$0	\$6,608,000	1.8%	0.0%	688,422	\$9.60
Other Licenses & Permits	Per Person Served	NA	\$26,583,000	\$26,583,000	\$0	0.0%	0.0%	688,422	\$0.00
Subtotal Licenses and Permits			\$33,191,000	\$26,583,000	\$6,608,000	1.8%			
Fines and Forfeitures	[6]	NA	\$12,093,000	\$12,093,000	\$0	0.0%	0.0%	NA	NA
Use of Money (Interest, Rents, and Concessions)	[6]	NA	\$654,000	\$654,000	\$0	0.0%	0.0%	NA	NA
Intergovernmental Revenue	[6]	NA	\$13,287,000	\$13,287,000	\$0	0.0%	0.0%	NA	NA
Charges for Services	[6]	NA	\$50,457,000	\$50,457,000	\$0	0.0%	0.0%	NA	NA
Miscellaneous Revenues	[6]	NA	\$485,000	\$485,000	\$0	0.0%	0.0%	NA	NA
Contributions From Other Funds									
Enterprise Funds/General Tax	[6]	NA	\$30,968,000	\$30,968,000	\$0	0.0%	0.0%	NA	NA
In-lieu Franchise Fee	[6]	NA	\$2,532,000	\$2,532,000	\$0	0.0%	0.0%	NA	NA
In-lieu Property Tax	[6]	NA	\$703,000	\$703,000	\$0	0.0%	0.0%	NA	NA
Investment Fees	[6]	NA	\$2,251,000	\$2,251,000	\$0	0.0%	0.0%	NA	NA
Subtotal Contributions From Other Funds			\$36,454,000	\$36,454,000	\$0	0.0%			
Total Annual General Fund Revenues [7]			\$505,324,000	\$140,013,000	\$365,311,000	100.0%			

Source: City of Sacramento FY 2019-20 Approved Budget; California Office of the Controller; California Department of Finance; EPS.

rev_pro

[1] Refers to table with detailed revenue calculations.

[2] Revenues are adjusted by user fees and cost recovery amounts shown in the City's FY 2019-20 Budget. If Offsetting Revenues exceeds Revenues then Adjusted Net Revenues equal \$0.

[3] Adjustment factor accounts for the unpredictable ebbs and flows of this revenue source. As a conservative approach to prevent potentially overestimating revenues from new development, this analysis discounts revenues by 50%.

[4] Property Tax in lieu of Motor Vehicle License Fees is authorized by SB 1096 as amended by AB 2115.

[5] This revenue source is not expected to be affected by the Project and therefore is not evaluated in this analysis.

[6] This revenue source is based on cost recovery or transfers from another fund and is therefore not evaluated in this analysis (see footnote [2] above).

[7] Excludes funding for General Fund Capital Improvement expenditures.

**Table B-2
 Aggie Square Phase 1 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Estimated Annual Project Revenues (2020\$)**

Scenario 2: Hotel Expansion
--

Revenues	Reference Table	Annual Net Revenues	% of Total
Annual General Fund Revenues			
Taxes			
Property Tax	Table B-3	\$1,428,000	38.6%
Property Tax in lieu of VLF	Table B-3	\$574,000	15.5%
Sales Tax	Table B-4	\$248,000	6.7%
Sales Tax - Measure U	Table B-4	\$248,000	6.7%
Sales Tax - Prop. 172 (Public Safety)	Table B-4	\$15,000	0.4%
Transient Occupancy Tax (TOT)	Table B-5	\$996,000	26.9%
Utility Taxes	Table B-1	\$97,000	2.6%
Business Operations Tax	Table B-1	\$75,000	2.0%
Subtotal Taxes		\$3,681,000	99.4%
Licenses and Permits			
Franchise Fees	Table B-1	\$21,000	0.6%
Subtotal Licenses and Permits		\$21,000	0.6%
Total Annual Gen. Fund Revenues (rounded)		\$3,702,000	100.0%

Source: EPS.

revenues

2-B-2

**Table B-3
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
Estimated Annual Property Tax Revenues (2020\$)**

Scenario 2: Hotel Expansion
--

Item	Assumption/ Source	Formula	Project Property Tax Revenues
Property Tax Revenue (1% of Estimated Project Value)			
Privately Owned Value (2020\$) [1]	Table C-2	<i>a</i>	\$631,899,360
Property Tax Revenue (1% of Assessed Value)	1.00%	$b = a * 1.00\%$	\$6,318,994
Estimated Property Tax Allocation [2]			
City General Fund	22.60%	$c = b * 22.60\%$	\$1,428,093
Other Agencies/ERAF	77.40%	$d = b * 77.40\%$	\$4,890,901
Property Tax In-Lieu of Motor Vehicle In-Lieu Fee Revenue (VLF)			
Total Citywide Assessed Value [3]	\$50,772,282,921	<i>e</i>	\$50,772,282,921
Total Value of Project		<i>a</i>	\$631,899,360
Total Assessed Value		$f = a + e$	\$51,404,182,281
Percent Change in AV		$g = a / e$	1.24%
Property Tax In-Lieu of VLF [4]	\$46,095,000	$h = g * \$46,095,000$	\$573,687

prop_tax

Source: Sacramento County Office of the Assessor; City of Sacramento Finance Department; EPS.

- [1] For assumptions and calculation of estimated Project value, see Table C-2.
- [2] The allocation of the 1% property tax rate apportioned to the City of Sacramento was obtained from the County Department of Finance and includes a shift to the Educational Revenue Augmentation Fund.
- [3] Reflects Final FY 2019-20 Assessed Valuation. Includes Citywide secured, unsecured, homeowner exemption, and public utility roll.
- [4] Property tax in-lieu of VLF amount of \$46.1 million taken from FY 2019-20 Approved City Budget. See Table B-1.

2-B-3

**Table B-4
 Aggie Square Phase 1 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Estimated Annual Taxable Sales and Use Tax Revenue (2020\$)**

Scenario 2: Hotel Expansion
--

Item	Formula	Source/ Assumptions	Annual Sales and Use Tax Revenues
Estimated Annual Taxable Sales			
Annual Taxable Sales from New Market Support	<i>a</i>	Table B-4A	\$13,525,969
Net Taxable Sales from Onsite Commercial and Business to Business Sales	<i>b</i>	Table B-4B	\$11,317,221
Total Annual Taxable Sales	<i>c = a + b</i>		\$24,843,190
Annual Sales Tax Revenue to City			
Bradley Burns Sales Tax Rate [1]	<i>d = c * 1.000%</i>	1.0000%	\$248,432
Measure U Citywide Sales Tax Rate [2]	<i>e = c * 1.000%</i>	1.0000%	\$248,432
Total Sales Tax Rate	<i>f = d + e</i>	2.0000%	
Annual Taxable Sales from New Market Support	<i>g = a * f</i>		\$270,519
Net Taxable Sales from Onsite Commercial and Business to Business Sales	<i>h = b * f</i>		\$226,344
Total	<i>i = c * f</i>		\$496,864
Gross Prop 172 Public Safety Sales Tax Revenue [3]	<i>j = c * 0.0614%</i>	0.0614%	\$15,255

sales_tax

Source: California State Board of Equalization; City of Sacramento Finance Department; EPS.

- [1] The City of Sacramento is allocated a full 1.0000% of the Uniform Local Sales Tax.
- [2] In 2012, Measure U was approved by voters as a temporary, supplemental, half-cent sales tax rate. In November 2018, Sacramento voters approved a new version of Measure U, extending the tax rate in perpetuity and raising it from a half-cent to a full-cent rate, effective April 1, 2019. The FY 19-20 budget, on which this analysis is based, reflects revenues and expenditures associated with the full rate. Thus, this analysis estimates revenues and Measure U-funded expenditures generated by the full one cent sales tax rate.
- [3] The City of Sacramento receives approximately \$.000614 for every \$1 generated by the Public Safety Sales Tax authorized by Proposition 172. This is estimated by taking the 2019-20 Budget amount for Prop. 172 divided by the total Sales Tax from Table B-1.

2-B-4

Table B-4A
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
Estimated Annual Taxable Sales from New Households, Employees, and Visitors (Market Support) (2020\$)

Scenario 2: Hotel Expansion
--

Item	Project Occupied Units / New Employees [1]	Average Taxable Retail Expenditures per Occupied Unit (Household) [2]	Taxable Sales from Market Support
Annual Taxable Sales from New Households			
Project Residential Land Uses	<i>Occupied Units</i>		<i>From Residents</i>
Occupied Residential Units	271	\$19,000	\$5,144,250
Total Taxable Sales from Project Households	271		\$5,144,250
Estimated Citywide Capture of Taxable Sales from New Households [3]		80%	\$4,115,400
Estimated Capture of Taxable Sales Within the Project [3]		10%	\$411,540
Estimated Capture of Taxable Sales Outside the Project [3]		90%	\$3,703,860
Annual Taxable Sales from New Employees			
New Employees			<i>From Employees</i>
Average Daily Taxable Sales per New Employee	\$10.00		
Work Days per Year	240		
Taxable Sales from New Employees [4]	92.5%		
Total Project Employees at Buildout	3,685	-	\$8,180,700
Total Taxable Sales from New Employees	3,685	-	\$8,180,700
Estimated Citywide Capture from New Employees [3]		80%	\$6,544,560
Estimated Capture of Taxable Sales Within the Project [3]		40%	\$2,617,824
Estimated Capture of Taxable Sales Outside the Project [3]		60%	\$3,926,736
Annual Taxable Sales from Project Visitors and Events			
Project Visitors			<i>From Visitors</i>
Average Daily Taxable Sales per Regional Visitor [5]	\$30.00		
Average Daily Taxable Sales per Nonlocal Visitor [5]	\$65.00		
Annual Estimated Regional Visitors [6]	43,422		\$1,302,670
Annual Estimated Nonlocal Visitors [6]	18,970		\$1,233,050
Total Taxable Sales from Project Visitors			\$2,535,720
Estimated Capture of Taxable Sales Within the Project [3]		10%	\$253,572
Estimated Capture of Taxable Sales Outside the Project [3]		90%	\$2,282,148
Additional Event Catering Spending [7]			\$330,289
Total Annual City Taxable Sales from Market Support (New Households, Employees, and Visitors)			\$13,525,969
Estimated Capture of Taxable Sales Within the Project			\$3,282,936
Estimated Capture of Taxable Sales Outside the Project			\$10,243,033

sales a

Source: Visit California; California Travel Impacts 2010-2018 prepared by Dean Runyon Associates, Inc., dated April, 2019; U.S. Department of Labor; Bureau of Labor Statistics; EPS.

- [1] Refer to Table A-4 for Project land use and population summaries. This analysis is based on occupied units and one household per unit.
- [2] Refer to Table C-3 for assumptions related to average household retail expenditures by residential unit.
- [3] Capture rate estimated by EPS.
- [4] Discounted to avoid double-counting employees who are current residents of the City of Sacramento. Adjustment factor is estimated based on the anticipated uses within the project and existing employee base within the City.
- [5] Includes an estimate of daily spending by visitors based on Sacramento visitor destination spending data from California Travel Impacts 2010-2018 prepared by Dean Runyon Associates, Inc. on behalf of Visit California, dated April 2019.
- [6] Refer to Table C-5 for details.
- [7] Estimated annual catering spending for onsite events provided by the Project Developer. Assumes stabilized operations. All catering expenditures are assumed to be generated outside of the Project.

Table B-4B
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
Estimated Annual Taxable Sales from New Nonresidential Land Uses (2020\$)

Scenario 2: Hotel Expansion
--

Item	Annual Taxable Sales/Sq. Ft. [1]	Annual Project Taxable Sales from New Nonresidential Uses			
		Occupied Nonres. Bldg. Sq. Ft. [2]	Total Annual Taxable Sales	Less Market Support [3]	Net Annual Taxable Sales
Annual Taxable Sales					
Onsite Commercial Uses					
Community Serving Retail	\$190	16,000	\$3,040,000	(\$3,282,936)	\$0
Total Onsite Commercial Uses		16,000	\$3,040,000	(\$3,282,936)	\$0
Business to Business Taxable Sales					
Science and Technology Uses	\$25	368,745	\$9,218,616	\$0	\$9,218,616
Coworking Space	\$10	97,972	\$979,716	\$0	\$979,716
Data Sciences	\$10	111,889	\$1,118,889	\$0	\$1,118,889
Total Business to Business Taxable Sales		578,605	\$11,317,221	\$0	\$11,317,221
Total Estimated Annual Taxable Sales from New Nonresidential Land Uses		594,605	\$14,357,221	(\$3,282,936)	\$11,317,221

sales b

Source: BizMiner 2016; ULI Dollars & Cents 2008; State of California Board of Equalization (BOE) Publication 61; Bureau of Labor Statistics, "CPI-All Urban Consumers (Current Series) - West Urban"; Dollars & Cents of Shopping Centers/The SCORE 2008; California Board of Equalization; EPS.

[1] See Table C-4 for the taxable retail sales calculation. This analysis assumes mixed use retail uses will be equivalent to neighborhood retail markets.

[2] See Table A-2 for details. This analysis assumes taxable sales on the privately owned portions of the Project only.

[3] Taxable sales from market support from new residents and employees as estimated in Table B-4A are netted out to avoid double counting.

2-B-6

Table B-5
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
Estimated Annual Transient Occupancy Tax Revenue (2020\$)

Scenario 2: Hotel Expansion
--

Item	Formula	Assumption	Annual TOT Revenue at Buildout
Total Annual Transient Occupancy Tax at Buildout			
Hotel Rooms	<i>a</i>		250
Annual Rooms Available	$b = a * 365$	365	91,250
Occupancy Rate	<i>c</i>	70%	
Average Daily Room Rate [1]	<i>d</i>	\$185	
City of Sacramento TOT Rate	<i>e</i>	12%	
Total Annual Transient Occupancy Tax (Rounded)	$f = b * c * d * e$		\$1,418,025
Existing Annual Transient Occupancy Tax			
Hotel Rooms	<i>g</i>		139
Annual Rooms Available	$h = g * 365$	365	50,735
Occupancy Rate	<i>i</i>	65%	
Average Daily Room Rate	<i>j</i>	\$150	
City of Sacramento TOT Rate	<i>k</i>	12%	
Total Annual Transient Occupancy Tax (Rounded)	$l = h * i * j * k$		\$593,600
Additional Transient Occupancy Tax after Expansion	$m = f - l$		\$824,426
Event Visitors Requiring Accommodations			
Visitors Requiring Accommodations	<i>n</i>		15,470
Visitors Staying in Project Hotel [2]	$o = n * 50\%$	50%	7,735
Additional Hotel Stays Generated Outside of the Project	$p = n - o$		7,735
Average Daily Room Rate	<i>q</i>	\$185	
City of Sacramento TOT Rate	<i>r</i>	12%	
Total Annual Transient Occupancy Tax (Rounded)	$s = p * q * r$		\$171,717
Project Transient Occupancy Tax Revenue	$t = m + s$		\$996,143

tot

Source: Smith Travel Research; EPS.

[1] Based on average hotel rates for comparable hotels in the Sacramento Region. This analysis assumes that expansion and update to the existing hotel would result in higher occupancy and average daily room rates.

[2] Refer to Table C-5 for details.

Scenario 2:

**Hotel
Expansion
Scenario**

APPENDIX C:

Supporting Tables for Revenue Estimates

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**Table C-1
 Aggie Square Phase 1 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Estimated Project Assessed Value per Square Foot (2020\$)**

Scenario 2: Hotel Expansion
--

Project Land Use	Project Construction Costs [1]	Value per Building Sq. Ft.		Total
		Construction Cost per Sq. Ft. (Rounded)	Additional Land Value (Rounded) [2]	
Project Residential and Nonresidential Uses				
Science and Technology East and West	\$478,600,000	\$800.00	\$20.00	\$820.00
Lifelong Learning Tower	\$158,900,000	\$550.00	\$20.00	\$570.00
Mixed Use – Housing and Community-Serving Retail	\$92,900,000	\$400.00	\$20.00	\$420.00
Rehabilitation Hospital	\$50,000,000	\$950.00	\$200.00	\$1,150.00
Hotel	\$42,037,500	\$200.00	\$50.00	\$250.00
Subtotal	\$822,437,500			

const cost

Source: University of California, Davis; Project Developer; and EPS.

[1] Based on information provided by the Project Proponent. Includes all Project hard and soft construction costs. Refer to Table D-1 for details. Excludes the parking garage as the ownership structure of this use is not yet determined and the mobility hub as this is considered public infrastructure.

[2] Land value estimates are based on information provided by the Project Proponent for the Science and Technology East and West, Lifelong Learning Tower, and Mised Use uses. Land value for the Rehabilitation and Hotel uses adjust the per square foot land value for the other uses based on the floor area ratio (FAR) of each use.

2-C-1

**Table C-2
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
Estimated Valuation at Buildout (2020\$)**

Scenario 2: Hotel Expansion
--

Land Use Category	Rounded Value per Unit/ Sq. Ft. [1]	Total Project Value		University Owned Value		Privately Owned Value	
		Building Sq. Ft. [2]	Total Value [3]	Building Sq. Ft. [2]	Total Assessed Value [3]	Building Sq. Ft. [2]	Total Value [3]
Science and Technology East and West							
Science and Technology Uses	\$820	388,152	\$318,284,844	-	-	388,152	\$318,284,844
Coworking Space	\$820	43,128	\$35,364,983	-	-	43,128	\$35,364,983
University Research	\$820	176,720	\$144,910,173	176,720	\$144,910,173	-	-
Total Science and Technology Buildings		608,000	\$498,560,000	176,720	\$144,910,173	431,280	\$353,649,827
Lifelong Learning Tower							
University Offices and Classrooms	\$570	122,222	\$69,666,667	122,222	\$69,666,667	-	-
Data Sciences	\$570	117,778	\$67,133,333	-	-	117,778	\$67,133,333
Coworking Space	\$570	60,000	\$34,200,000	-	-	60,000	\$34,200,000
Total Lifelong Learning Office and Classrooms		300,000	\$171,000,000	122,222	\$69,666,667	177,778	\$101,333,333
Mixed Use – Housing and Community-Serving Retail							
Community Serving Retail	\$420	16,000	\$6,720,000	-	-	16,000	\$6,720,000
Alice Waters Institute for Edible Education	\$420	12,000	\$5,040,000	12,000	\$5,040,000	-	-
UC Catering	\$420	12,000	\$5,040,000	12,000	\$5,040,000	-	-
Housing	\$420	203,000	\$85,260,000	-	-	203,000	\$85,260,000
Total Mixed Use		243,000	\$102,060,000	24,000	\$10,080,000	219,000	\$91,980,000
Rehabilitation Hospital	\$1,150	53,000	\$60,950,000	-	-	53,000	\$60,950,000
Hotel [4]	\$250	187,500	\$23,986,200	-	-	187,500	\$23,986,200
Estimated Total Valuation of All Uses		1,391,500	\$856,556,200	322,942	\$224,656,840	1,068,558	\$631,899,360

Source: EPS.

av

[1] Based on Project construction cost information as provided by the Project Proponent. Includes the per square foot value of Project construction and land value. See Table C-1 for more detail.

[2] See Table A-2 for more detail.

[3] All values (AV)s are expressed in 2020\$ and include no real AV growth.

[4] Total assessed value for the hotel portion of the Project is reduced by the assessed value of the existing hotel of \$22,888,800, as reported by the County Assessor's office.

**Table C-3
 Aggie Square Phase 1 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Average Income and Retail Expenditures for Residential Units (2020\$)**

Scenario 2: Hotel Expansion
--

Residential Land Use	Type	Household Income and Retail Expenditures			Average Retail Expenditures
		Total Annual Rent [1]	Estimated Household Income [2]	Taxable Expenditures as % of Income [3]	
Average Household Income					
Residential Units	Renter-Occupied	\$22,800	\$76,000	25%	\$19,000

income

Source: Bureau of Labor Statistics (BLS), Consumer Expenditure Survey, 2017; State of California Department of Housing and Community Development (HCD); CoStar; EPS.

- [1] For market rate renter-occupied units, rent is estimated as \$1,900 per month based on information provided by the Project Proponent and validated with comparable, rental data from CoStar.
- [2] Assumes 30% of income is spent on rent.
- [3] Taxable expenditures as a percentage of income derived from the 2017 BLS Consumer Expenditure Survey.

2-C-3

**Table C-4
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
Total and Taxable Retail Sales per Square Feet (2020\$)**

**Scenario 2:
Hotel
Expansion**

Item	Original Data (2016\$) [1]	Escalated Data (2020\$) [2]	Retail Sales by Shopping Center Type	
			Neighborhood % [3]	No.
Total Retail Sales per Square Foot				
Motor Vehicle and Parts Dealers [4]	\$250	\$275	3%	\$8
Home Furnishings and Appliance Stores	\$525	\$577	0%	\$0
Bldg. Matrl. and Garden Equip. and Supplies	\$356	\$391	0%	\$0
Food and Beverage Stores	NA	\$550	55%	\$303
Gasoline Stations [5]	\$1,321	\$1,638	1%	\$16
Clothing and Clothing Accessories Stores	\$370	\$407	2%	\$8
General Merchandise Stores	\$360	\$396	5%	\$20
Food Services and Drinking Places	\$492	\$541	8%	\$43
Other Retail	\$209	\$230	12%	\$28
Nonretail [6]	NA	NA	14%	NA
Total Retail Sales Per Square Foot			100%	\$430
Taxable Retail Sales per Square Foot by Retail Center Type				
Percent Taxable by Shopping Center Type [7]				44%
Taxable Sales per Square Foot (Rounded)				\$190

biz miner

Source: BizMiner 2016; ULI Dollars & Cents 2008; State of California Board of Equalization (BOE) Publication 61; Bureau of Labor Statistics, "CPI-All Urban Consumers (Current Series) - West Urban"; RetailSails http://retailsails.files.wordpress.com/2011/09/rs_spsf.pdf; eMarketer pulled February 2019; respective annual SEC 10-K reports; EPS.

- [1] Sales per square foot are estimated based on data from BizMiner, RetailSails, eMarketer, and annual SEC 10-K reports. Some reported figures are from previous calendar or fiscal years and have been escalated to 2020\$, except when noted otherwise.
- [2] Sales adjusted to year-end 2020\$ based on the Consumer Price Index, All items in West urban, all urban consumers, not seasonally adjusted.
- [3] Reflects percentage of total square footage by retail category by retail center type, estimated based on ULI's Dollars & Cents 2008.
- [4] Reflects motor vehicle parts only; excludes taxable sales per square foot for dealerships.
- [5] Estimated using ULI's Dollars & Cents, 2008, escalated to 2020\$.
- [6] Included to account for non-taxable retail space occupants, such as services.
- [7] Based on BOE Publication 61, March 2018.

**Table C-5
 Aggie Square Phase 1 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Estimated Annual Project Visitors**

Scenario 2: Hotel Expansion
--

Item	Projected Annual Visitors by Origin						
	Total	Local Visitors			Nonlocal Visitors		
		Project Personnel	City Residents	Total	Regional Visitors	Out of Region	Total
Event Category							
Venture Café Weekly Events [1]	17,500	3,500	2,489	5,989	8,012	3,500	11,512
Innovation Hall Events [1]	77,350	15,470	10,999	26,469	35,411	15,470	50,881
Total	94,850	18,970	13,488	32,458	43,422	18,970	62,392

visitors

Source: University of California, Davis; Project Developer; and EPS.

[1] Reflects estimated annual visitors assuming stabilized Project operations. Visitor estimates in the initial years of the Project may be lower than projected. Visitation estimates are total annual visitation and not reflective of individual visitors. A single visitor attending multiple weekly events would be counted multiple times.

2-C-5

Scenario 2:

**Hotel
Expansion
Scenario**

APPENDIX D:

Supporting Tables for Economic Impact Analysis

Table D-1	Detailed Project Construction Costs.....	2-D-1
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Table D-3	Estimated Infrastructure Construction Resulting from Project Fees Paid.....	2-D-3



**Table D-1
 Aggie Square Phase 1 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Detailed Project Construction Costs (2020\$)**

**Scenario 2:
 Hotel
 Expansion**

Project Land Use	Total Project Hard Construction Costs [1]	Total Project Soft Construction Costs and Contingencies	Total Project Construction Costs
Project Land Uses			
Science and Technology East and West	\$399,656,000	\$78,944,000	\$478,600,000
Lifelong Learning Tower	\$130,276,000	\$28,624,000	\$158,900,000
Mixed Use – Housing and Community-Serving Retail	\$72,200,000	\$20,700,000	\$92,900,000
Total All Land Uses	\$602,132,000	\$128,268,000	\$730,400,000
Rehabilitation Hospital [2] [3]	\$42,372,881	\$7,627,119	\$50,000,000
Hotel Expansion [3]	\$35,625,000	\$6,412,500	\$42,037,500
Parking Garage [3]	\$49,200,000	\$10,800,000	\$60,000,000
Mobility Hub [3]	\$6,779,661	\$1,220,339	\$8,000,000
Total All Construction	\$736,109,542	\$154,327,958	\$890,437,500
Estimated Infrastructure Improvements Funded through Impact Fee Payments [4]	\$3,557,697	\$889,424	\$4,447,121
Additional One-Time Equipment Purchases [5]	\$95,480,245	\$0	\$95,480,245
Total Construction and One-Time Purchases	\$835,147,485	\$155,217,382	\$990,364,866

eia const

Source: University of California, Davis; Project Developer; and EPS.

- [1] Based on information provided by the Project Proponent. Includes sitework and infrastructure cost estimates. Cost estimates include additional tenant improvement costs allocated to each use based on the allocated share of overall Project costs for each land use.
- [2] Estimates of total construction costs for the rehabilitation hospital range from \$50 million to \$60 million. To remain conservative, this analysis assumes a total construction costs of \$50 million.
- [3] Assumes soft costs account for approximately 18% of all construction costs.
- [4] Represents infrastructure construction projects undertaken by the Sacramento Department of Utilities and the Sacramento Regional County Sanitation District based on impact fee revenues to be paid by the Project. Refer to Table D-3 for details.
- [5] Represents additional spending pertaining to the one-time purchase of fixed equipment for all uses, excluding residential uses, which are included in the hard construction costs for the mixed use portion of the Project.

2-D-1

**Table D-2
 Aggie Square Phase 1 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Estimated Project Employment by Use**

Scenario 2: Hotel Expansion
--

Land Use	Project Employee Count
Science and Technology East and West	
Science and Technology Uses	1,047
Coworking Space	256
University Research	497
Building Maintenance and Custodial Uses	15
Subtotal	1,815
Lifelong Learning Office and Classrooms	
Offices and Classroom	541
Data Sciences	496
Coworking Space	455
Building Maintenance and Custodial Uses	4
Subtotal	1,496
Mixed Use – Housing and Community-Serving Retail	
Community Serving Retail	31
Alice Waters Institute for Edible Education	23
UC Catering	23
Building Maintenance and Custodial Uses	3
Subtotal	80
Rehabilitation Hospital	200
Hotel	94
Total All Land Uses	3,685

eia ind emp

Source: EPS.

2-D-2

Table D-3
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
Estimated Infrastructure Construction Resulting from Project Fees Paid

Scenario 2: Hotel Expansion
--

Land Use	Assumption	Formula	Sacramento Department of Utilities		Sacramento Regional County Sanitation District	Total
			Sewer	Water		
Total Estimated Impact Fees Paid [1]		a	\$ 2,739,600.68	\$232,600	\$ 2,259,706.19	\$5,231,907
Estimated Administration and Overhead Allocated Revenues [2]	15%	$b = a * 15\%$	\$410,940	\$34,890	\$338,956	\$784,786
Estimated Construction Costs Funded by Project Fee Revenues		$c = a - b$	\$2,328,661	\$197,710	\$1,920,750	\$4,447,121
Estimated Hard Construction Costs	80%	$d = c * 80\%$	\$1,862,928	\$158,168	\$1,536,600	\$3,557,697
Estimated Soft Construction Costs	20%	$e = c * 20\%$	\$465,732	\$39,542	\$384,150	\$889,424

fee revenue

Source: RSC Engineering; EPS.

[1] Based on an estimate of impact fees to be paid by the Project completed by RSC Engineering, dated April 6, 2020.

[2] Percentage of impact fee revenues allocated to overhead and administrative costs based on EPS knowledge and review of existing impact fee nexus studies.

2-D-3

Scenario 2:

**Hotel
Expansion
Scenario**

APPENDIX E:

Detailed Economic Impact Analysis Tables

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Table E-1
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
One-Time Economic Impacts of Project Construction (Rounded 2020\$)

Scenario 2:
Hotel
Expansion

Activity/Impact Categories	Source	Impact Type			Total One Time Impact
		Direct	Indirect	Induced [1]	
Key Input					
Project Construction Costs	Table D-1	\$835,147,485			
One-Time Construction Impacts					
Six County Region					
Six County Region Output [2]					
Industry Output (excl. Income)		\$430,889,000	\$541,746,000	-	\$972,635,000
Income [3]		\$400,701,000	\$292,410,000	-	\$693,111,000
Total Output		\$831,590,000	\$834,156,000	-	\$1,665,746,000
Six County Employment (Job years) [4]					
		5,611	4,382	-	9,993
Sacramento County					
Sacramento County Output [2]					
Industry Output (excl. Income)		\$430,889,000	\$217,379,000	-	\$648,268,000
Income [3]		\$400,701,000	\$121,283,000	-	\$521,984,000
Total Output		\$831,590,000	\$338,662,000	-	\$1,170,252,000
Sacramento County Employment (Job years) [4]					
		5,611	1,763	-	7,374

con sum

Source: IMPLAN, 2018 Dataset; Project Proponent; EPS.

[1] Note that total construction impacts include direct and indirect impacts only; induced impacts were not estimated because construction activities are temporary and thus are not anticipated to generate net new household expenditures in the local economy.

[2] Analysis based on Sacramento County or Six County Sacramento region, including the counties of Sacramento, Sutter, El Dorado, Placer, Yolo, and Yuba, data. Output is the amount of business expenditures on goods and services retained within the local economy.

[3] Includes employee compensation, proprietors income, and other income (industry profits, rents, and royalties).

[4] Employment includes both full-time and part-time workers. Job years refer to the number of jobs in each year summed over the entire period of construction of the Project. For example, a single worker employed for two years would equate to two job years.

**Table E-2
 Aggie Square Phase 1 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Detailed Annual Economic Impacts of the Ongoing Project Operations (Rounded 2020\$)**

**Scenario 2:
 Hotel
 Expansion**

Activity/Impact Categories	Source	Impact Type			Total Annual Ongoing Impacts
		Direct	Indirect	Induced	
Key Input					
Ongoing Project Full-Time Equivalent (FTE) Employees	Table D-2	3,685			
Annual Ongoing Operating Impacts					
Six County Region					
Six County Region Output [1]					
Industry Output (excl. Income)		\$539,681,000	\$1,029,291,000	\$294,351,000	\$1,863,323,000
Income [2]		\$394,593,000	\$615,342,000	\$148,571,000	\$1,158,506,000
Total Output		\$934,274,000	\$1,644,633,000	\$442,922,000	\$3,021,829,000
Six County Employment (Annual Average) [3]					
		3,685	9,489	2,735	15,909
Sacramento County					
Sacramento County Output [1]					
Industry Output (excl. Income)		\$539,681,000	\$446,714,000	\$233,993,000	\$1,220,388,000
Income [2]		\$394,593,000	\$275,267,000	\$118,869,000	\$788,729,000
Total Output		\$934,274,000	\$721,981,000	\$352,862,000	\$2,009,117,000
Sacramento County Employment (Annual Average) [3]					
		3,685	4,149	2,180	10,014

eia ongoing

Source: IMPLAN, 2018 Dataset; Project Proponent; EPS.

[1] Analysis based on Sacramento County or Six County Sacramento region, including the counties of Sacramento, Sutter, El Dorado, Placer, Yolo, and Yuba, data. Output is the amount of business expenditures on goods and services retained within the local economy.
 [2] Includes employee compensation, proprietors income, and other income (profits, rents, and royalties).
 [3] Reflects stabilized operational employment for the Project assuming a frictional vacancy rate. Employment estimates related to direct impacts are full-time equivalent job estimates. Indirect and induced employment estimates reflect a headcount of all employees including both full-time and part-time workers.

2-E-2

**Table E-3
 Aggie Square Phase 1 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Detailed One-Time Economic Impacts of Project Construction (Rounded 2020\$)**

Scenario 2: Hotel Expansion
--

Activity/Impact Categories	Impact Type			Total One Time Impact
	Direct	Indirect	Induced [1]	
Key Input				
Project Construction Costs (Excluding Impact Fees for Infrastructure, Parking Garage, and Mobility Hub)	\$775,610,127			
One-Time Construction Impacts				
Six County Region				
Six County Region Output [2]				
Industry Output (excl. Income)	\$394,209,000	\$510,977,000	-	\$905,186,000
Income [3]	\$381,401,000	\$276,222,000	-	\$657,623,000
Total Output	\$775,610,000	\$787,199,000	-	\$1,562,809,000
Six County Employment (Job years) [4]				
	5,397	4,141	-	9,538
Sacramento County				
Sacramento County Output [2]				
Industry Output (excl. Income)	\$394,209,000	\$204,847,000	-	\$599,056,000
Income [3]	\$381,401,000	\$114,493,000	-	\$495,894,000
Total Output	\$775,610,000	\$319,340,000	-	\$1,094,950,000
Sacramento County Employment (Job years) [4]				
	5,397	1,665	-	7,062

eia tower con

Source: IMPLAN, 2018 Dataset; Project Proponent; EPS.

- [1] Note that total construction impacts include direct and indirect impacts only; induced impacts were not estimated because construction activities are temporary and thus are not anticipated to generate net new household expenditures in the local economy.
- [2] Analysis based on Sacramento County or Six County Sacramento region, including the counties of Sacramento, Sutter, El Dorado, Placer, Yolo, and Yuba, data. Output is the amount of business expenditures on goods and services retained within the local economy.
- [3] Includes employee compensation, proprietors income, and other income (industry profits, rents, and royalties).
- [4] Employment includes both full-time and part-time workers. Job years refer to the number of jobs in each year summed over the entire period of construction of the Project. For example, a single worker employed for two years would equate to two job years.

Table E-4
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
Detailed One-Time Economic Impacts of Parking Garage and Mobility Hub Construction (Rounded 2020\$)

Scenario 2: Hotel Expansion
--

Activity/Impact Categories	Impact Type			Total One Time Impact
	Direct	Indirect	Induced [1]	
Key Input				
Parking Garage and Mobility Hub Construction	\$55,979,661			
One-Time Construction Impacts				
Six County Region				
Six County Region Output [2]				
Industry Output (excl. Income)	\$36,680,000	\$30,769,000	-	\$67,449,000
Income [3]	\$19,300,000	\$16,188,000	-	\$35,488,000
Total Output	\$55,980,000	\$46,957,000	-	\$102,937,000
Six County Employment (Job years) [4]				
	214	241	-	455
Sacramento County				
Sacramento County Output [2]				
Industry Output (excl. Income)	\$36,680,000	\$12,532,000	-	\$49,212,000
Income [3]	\$19,300,000	\$6,790,000	-	\$26,090,000
Total Output	\$55,980,000	\$19,322,000	-	\$75,302,000
Sacramento County Employment (Job years) [4]				
	214	98	-	312

eia infra con

Source: IMPLAN, 2018 Dataset; Project Proponent; EPS.

- [1] Note that total construction impacts include direct and indirect impacts only; induced impacts were not estimated because construction activities are temporary and thus are not anticipated to generate net new household expenditures in the local economy.
- [2] Analysis based on Sacramento County or Six County Sacramento region, including the counties of Sacramento, Sutter, El Dorado, Placer, Yolo, and Yuba, data. Output is the amount of business expenditures on goods and services retained within the local economy.
- [3] Includes employee compensation, proprietors income, and other income (industry profits, rents, and royalties).
- [4] Employment includes both full-time and part-time workers. Job years refer to the number of jobs in each year summed over the entire period of construction of the Project. For example, a single worker employed for two years would equate to two job years.

Table E-5
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
Detailed One-Time Economic Impacts of Construction Related to Project Impact Fee Payments (Rounded 2020\$)

Scenario 2: Hotel Expansion
--

Activity/Impact Categories	Impact Type			Total One Time Impact
	Direct	Indirect	Induced [1]	
Key Input				
Infrastructure Improvements Funded through Impact Fee Payment	\$3,557,697			
One-Time Construction Impacts				
Six County Region				
Six County Region Output [2]				
Industry Output (excl. Income)	\$2,331,000	\$1,955,000	-	\$4,286,000
Income [3]	\$1,227,000	\$1,029,000	-	\$2,256,000
Total Output	\$3,558,000	\$2,984,000	-	\$6,542,000
Six County Employment (Job years) [4]				
	14	15	-	29
Sacramento County				
Sacramento County Output [2]				
Industry Output (excl. Income)	\$2,331,000	\$796,000	-	\$3,127,000
Income [3]	\$1,227,000	\$432,000	-	\$1,659,000
Total Output	\$3,558,000	\$1,228,000	-	\$4,786,000
Sacramento County Employment (Job years) [4]				
	14	6	-	20

eia fee

Source: IMPLAN, 2018 Dataset; Project Proponent; EPS.

- [1] Note that total construction impacts include direct and indirect impacts only; induced impacts were not estimated because construction activities are temporary and thus are not anticipated to generate net new household expenditures in the local economy.
- [2] Analysis based on Sacramento County or Six County Sacramento region, including the counties of Sacramento, Sutter, El Dorado, Placer, Yolo, and Yuba, data. Output is the amount of business expenditures on goods and services retained within the local economy.
- [3] Includes employee compensation, proprietors income, and other income (industry profits, rents, and royalties).
- [4] Employment includes both full-time and part-time workers. Job years refer to the number of jobs in each year summed over the entire period of construction of the Project. For example, a single worker employed for two years would equate to two job years.

Table E-6
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
Detailed Annual Economic Impacts of the Science and Technology East and West (Rounded 2020\$)

Scenario 2: Hotel Expansion
--

Activity/Impact Categories	Impact Type			Total Annual Ongoing Impacts
	Direct	Indirect	Induced	
Key Input				
Ongoing Project Full-Time Equivalent (FTE) Employees	1,815			
Annual Ongoing Operating Impacts				
Six County Region				
Six County Region Output [1]				
Industry Output (excl. Income)	\$324,156,000	\$636,407,000	\$183,223,000	\$1,143,786,000
Income [2]	\$254,983,000	\$377,852,000	\$92,450,000	\$725,285,000
Total Output	\$579,139,000	\$1,014,259,000	\$275,673,000	\$1,869,071,000
Six County Employment (Annual Average) [3]				
	1,815	5,665	1,701	9,181
Sacramento County				
Sacramento County Output [1]				
Industry Output (excl. Income)	\$324,156,000	\$276,532,000	\$145,280,000	\$745,968,000
Income [2]	\$254,983,000	\$169,474,000	\$73,779,000	\$498,236,000
Total Output	\$579,139,000	\$446,006,000	\$219,059,000	\$1,244,204,000
Sacramento County Employment (Annual Average) [3]				
	1,815	2,463	1,353	5,631

eia s&t

Source: IMPLAN, 2018 Dataset; Project Proponent; EPS.

[1] Analysis based on Sacramento County or Six County Sacramento region, including the counties of Sacramento, Sutter, El Dorado, Placer, Yolo, and Yuba, data. Output is the amount of business expenditures on goods and services retained within the local economy.

[2] Includes employee compensation, proprietors income, and other income (profits, rents, and royalties).

[3] Reflects stabilized operational employment for the Project assuming a frictional vacancy rate. Employment estimates related to direct impacts are based on full-time equivalent job estimates. Indirect and induced employment estimates reflect a headcount of all employees including both full-time and part-time workers.

Table E-7
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
Detailed Annual Economic Impacts of the Lifelong Learning Tower (Rounded 2020\$)

**Scenario 2:
Hotel
Expansion**

Activity/Impact Categories	Impact Type			Total Annual Ongoing Impacts
	Direct	Indirect	Induced	
Key Input				
Ongoing Project Full-Time Equivalent (FTE) Employees	1,496			
Annual Ongoing Operating Impacts				
Six County Region				
Six County Region Output [1]				
Industry Output (excl. Income)	\$183,823,000	\$322,194,000	\$90,392,000	\$596,409,000
Income [2]	\$107,041,000	\$198,225,000	\$45,652,000	\$350,918,000
Total Output	\$290,864,000	\$520,419,000	\$136,044,000	\$947,327,000
Six County Employment (Annual Average) [3]				
	1,496	3,209	841	5,545
Sacramento County				
Sacramento County Output [1]				
Industry Output (excl. Income)	\$183,823,000	\$139,835,000	\$71,835,000	\$395,493,000
Income [2]	\$107,041,000	\$88,568,000	\$36,521,000	\$232,130,000
Total Output	\$290,864,000	\$228,403,000	\$108,356,000	\$627,623,000
Sacramento County Employment (Annual Average) [3]				
	1,496	1,419	670	3,585

eia LLL

Source: IMPLAN, 2018 Dataset; Project Proponent; EPS.

[1] Analysis based on Sacramento County or Six County Sacramento region, including the counties of Sacramento, Sutter, El Dorado, Placer, Yolo, and Yuba, data. Output is the amount of business expenditures on goods and services retained within the local economy.

[2] Includes employee compensation, proprietors income, and other income (profits, rents, and royalties).

[3] Reflects stabilized operational employment for the Project assuming a frictional vacancy rate. Employment estimates related to direct impacts are based on full-time equivalent job estimates. Indirect and induced employment estimates reflect a headcount of all employees including both full-time and part-time workers.

Table E-8
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
Detailed Annual Economic Impacts of the Mixed Use – Housing and Community-Serving Retail (Rounded 2020\$)

Scenario 2: Hotel Expansion
--

Activity/Impact Categories	Impact Type			Total Annual Ongoing Impacts
	Direct	Indirect	Induced	
Key Input				
Ongoing Project Full-Time Equivalent (FTE) Employees	80			
Annual Ongoing Operating Impacts				
Six County Region				
Six County Region Output [1]				
Industry Output (excl. Income)	\$3,739,000	\$7,504,000	\$2,193,000	\$13,436,000
Income [2]	\$3,315,000	\$3,848,000	\$1,107,000	\$8,270,000
Total Output	\$7,054,000	\$11,352,000	\$3,300,000	\$21,706,000
Six County Employment (Annual Average) [3]				
	80	62	20	163
Sacramento County				
Sacramento County Output [1]				
Industry Output (excl. Income)	\$3,739,000	\$3,239,000	\$1,770,000	\$8,748,000
Income [2]	\$3,315,000	\$1,679,000	\$899,000	\$5,893,000
Total Output	\$7,054,000	\$4,918,000	\$2,669,000	\$14,641,000
Sacramento County Employment (Annual Average) [3]				
	80	27	16	123

eia mx

Source: IMPLAN, 2018 Dataset; Project Proponent; EPS.

[1] Analysis based on Sacramento County or Six County Sacramento region, including the counties of Sacramento, Sutter, El Dorado, Placer, Yolo, and Yuba, data. Output is the amount of business expenditures on goods and services retained within the local economy.

[2] Includes employee compensation, proprietors income, and other income (profits, rents, and royalties).

[3] Reflects stabilized operational employment for the Project assuming a frictional vacancy rate. Employment estimates related to direct impacts are based on full-time equivalent job estimates. Indirect and induced employment estimates reflect a headcount of all employees including both full-time and part-time workers.

**Table E-9
 Aggie Square Phase 1 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Detailed Annual Economic Impacts of the Rehabilitation Hospital (Rounded 2020\$)**

Scenario 2: Hotel Expansion
--

Activity/Impact Categories	Impact Type			Total Annual Ongoing Impacts
	Direct	Indirect	Induced	
Key Input				
Ongoing Project Full-Time Equivalent (FTE) Employees	200			
Annual Ongoing Operating Impacts				
Six County Region				
Six County Region Output [1]				
Industry Output (excl. Income)	\$21,571,000	\$53,889,000	\$15,855,000	\$91,315,000
Income [2]	\$25,231,000	\$29,968,000	\$8,004,000	\$63,203,000
Total Output	\$46,802,000	\$83,857,000	\$23,859,000	\$154,518,000
Six County Employment (Annual Average) [3]				
	200	467	147	814
Sacramento County				
Sacramento County Output [1]				
Industry Output (excl. Income)	\$21,571,000	\$23,114,000	\$12,888,000	\$57,573,000
Income [2]	\$25,231,000	\$13,134,000	\$6,543,000	\$44,908,000
Total Output	\$46,802,000	\$36,248,000	\$19,431,000	\$102,481,000
Sacramento County Employment (Annual Average) [3]				
	200	202	120	522

eia rh

Source: IMPLAN, 2018 Dataset; Project Proponent; EPS.

- [1] Analysis based on Sacramento County or Six County Sacramento region, including the counties of Sacramento, Sutter, El Dorado, Placer, Yolo, and Yuba, data. Output is the amount of business expenditures on goods and services retained within the local economy.
- [2] Includes employee compensation, proprietors income, and other income (profits, rents, and royalties).
- [3] Reflects stabilized operational employment for the Project assuming a frictional vacancy rate. Employment estimates related to direct impacts are based on full-time equivalent job estimates. Indirect and induced employment estimates reflect a headcount of all employees including both full-time and part-time workers.

Table E-10
Aggie Square Phase 1 Analysis
Regional Economic Impact and City Fiscal Analysis
Detailed Annual Economic Impacts of Hotel Operations (Rounded 2020\$)

Scenario 2: Hotel Expansion
--

Activity/Impact Categories	Impact Type			Total Annual Ongoing Impacts
	Direct	Indirect	Induced	
Key Input				
Ongoing Project Full-Time Equivalent (FTE) Employees	94			
Annual Ongoing Operating Impacts				
Six County Region				
Six County Region Output [1]				
Industry Output (excl. Income)	\$6,392,000	\$9,297,000	\$2,688,000	\$18,377,000
Income [2]	\$4,023,000	\$5,449,000	\$1,358,000	\$10,830,000
Total Output	\$10,415,000	\$14,746,000	\$4,046,000	\$29,207,000
Six County Employment (Annual Average) [3]				
	94	87	25	205
Sacramento County				
Sacramento County Output [1]				
Industry Output (excl. Income)	\$6,392,000	\$3,994,000	\$2,220,000	\$12,606,000
Income [2]	\$4,023,000	\$2,412,000	\$1,127,000	\$7,562,000
Total Output	\$10,415,000	\$6,406,000	\$3,347,000	\$20,168,000
Sacramento County Employment (Annual Average) [3]				
	94	38	21	153

eia hot

Source: IMPLAN, 2018 Dataset; Project Proponent; EPS.

[1] Analysis based on Sacramento County or Six County Sacramento region, including the counties of Sacramento, Sutter, El Dorado, Placer, Yolo, and Yuba, data. Output is the amount of business expenditures on goods and services retained within the local economy.

[2] Includes employee compensation, proprietors income, and other income (profits, rents, and royalties).

[3] Reflects stabilized operational employment for the Project assuming a frictional vacancy rate. Employment estimates related to direct impacts are based on full-time equivalent job estimates. Indirect and induced employment estimates reflect a headcount of all employees including both full-time and part-time workers.



ATTACHMENT 3:
PHASE 2
TECHNICAL APPENDICES

- Appendix A: General Assumptions
- Appendix B: Revenue-Estimating Tables
- Appendix C: Supporting Tables for Revenue Estimates
- Appendix D: Supporting Tables for Economic Impact Analysis
- Appendix E: Detailed Economic Impact Analysis Tables

**APPENDIX A:
General Assumptions**

Table A-1	General Assumptions	3-A-1
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Table A-4	Estimated Residential and Employee Population.....	3-A-4



**Table A-1
 Aggie Square Phase 2 Analysis
 Regional Economic Impact and City Fiscal Analysis
 General Assumptions**

Item	Assumption
General Assumptions	
Base Fiscal Year [1]	FY 2019-20
General Demographic Characteristics	
City of Sacramento	
Population [2]	508,172
Employees [3]	360,500
Persons Served [4]	688,422

gen assum

Source: California Department of Finance; US Census Bureau, OnTheMap, and LEHD Origin Destination Employment Statistics; California EDD; EPS.

- [1] This Fiscal Impact Analysis is based on the City of Sacramento's FY 2019-20 Approved Budget.
- [2] California Department of Finance estimate for January 1, 2019.
- [3] US Census Onthemap.ces.census.gov estimated a total of 312,376 jobs in Sacramento, CA in 2017. California EDD reports an annual average growth rate of 4.91% since 2017 for the Sacramento MSA. EPS escalated 2017 employment figure to arrive at 2019 employment estimate, adjusted by an additional 10% to account for self-employed workers, and rounded to the nearest hundred employees.
- [4] "Persons Served" is defined as City of Sacramento's population plus 50% of employees.

**Table A-2
 Aggie Square Phase 2 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Land Use Development Summary**

Land Use	Gross Building Square Feet at Buildout [1]	Occupied Building Square Feet [2]
Aggie Square Phase 2 Land Uses		
Science and Technology Uses	370,436	351,914
Coworking Space	21,564	20,486
University Research	200,000	200,000
Community Serving Retail	8,000	8,000
Total All Land Uses	600,000	580,400

LU

Source: University of California, Davis; Project Developer; and EPS.

[1] Project land uses based on the anticipated Project Proponent projected land use plan for Phase 2 of development. Includes only Projects located on the UCD owned property and excludes any offsite development.

[2] Refer to Table A-3 for vacancy rate assumptions.

**Table A-3
 Aggie Square Phase 2 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Land Use Assumptions**

Land Use	Turnover Rate [1]	Vacancy Rate [2]	Employment Assumption (Sq. Ft. per Emp) [3]
Aggie Square Phase 2 Land Uses			
Science and Technology Uses	0%	5%	350
Coworking Space	0%	5%	160
University Research	0%	0%	350
Community Serving Retail	0%	0%	500

lu assum

Source: University of California, Davis; Project Developer; and EPS.

- [1] Due to the unique leasing structure of the Project, no turnover is assumed for Project land uses.
- [2] This analysis assumes a conservative vacancy assumption on all non-university land uses.
- [3] Square Footage per employment assumptions based on industry averages for similar prototypes and input provided by the Project Proponent.

**Table A-4
 Aggie Square Phase 2 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Estimated Residential and Employee Population**

Land Use	Occupied Building Square Feet	Employment Assumption	Project Employees	Project Persons Served
Aggie Square Phase 2 Land Uses		<i>Sq. Ft. per Emp.</i>		
Science and Technology Uses	351,914	350	1,005	
Coworking Space	20,486	160	128	
University Research	200,000	350	571	
Community Serving Retail	8,000	500	16	
Total	580,400		1,720	
Total Persons Served [1]			1,720	860

popemp

Source: EPS.

[1] "Persons Served" is defined as all Project residents and one half of all Project Employees. As there are no residential units are anticipated in Phase 2, Persons Served is estimated as one half of all employees.

3-A-4

APPENDIX B: Revenue-Estimating Tables

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Table B-3	Estimated Annual Property Tax Revenues	3-B-3
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Table B-1
Aggie Square Phase 2 Analysis
Regional Economic Impact and City Fiscal Analysis
Revenue-Estimating Procedures (2020\$)

Item	Estimating Procedure	Reference Table [1]	City of Sacramento Approved FY 2019-20 Revenues (Rounded)	Offsetting Revenues [2]	Adjusted Net FY 2019-20 Revenues	% of Total	Adjustment Factor [3]	Service Population	Revenue Multiplier
Annual General Fund Revenues									
Taxes									
Property Tax	Case Study	Table B-3	\$122,256,000	\$0	\$122,256,000	33.5%	0.0%	NA	NA
Property Tax in lieu of VLF [4]	Case Study	Table B-3	\$46,095,000	\$0	\$46,095,000	12.6%	0.0%	NA	NA
Real Property Transfer Tax	Case Study	Table B-4	\$14,806,000	\$0	\$14,806,000	4.1%	0.0%	NA	NA
Sales Tax	Case Study	Table B-4	\$86,572,000	\$0	\$86,572,000	23.7%	0.0%	NA	NA
Sales Tax - Prop. 172 (Public Safety)	Case Study	Table B-4	\$5,316,000	\$0	\$5,316,000	1.5%	0.0%	NA	NA
Transient Occupancy Tax (TOT)	Per Person Served	Table B-2	\$5,175,000	\$0	\$5,175,000	1.4%	0.0%	688,422	\$7.52
Utility Taxes	Per Person Served	Table B-2	\$61,288,000	\$0	\$61,288,000	16.8%	50.0%	688,422	\$44.51
Business Operations Tax	Per Employee	Table B-2	\$7,362,000	\$0	\$7,362,000	2.0%	0.0%	360,500	\$20.42
Residential Development Property Tax	[5]	NA	\$407,000	\$0	\$407,000	0.1%	0.0%	NA	NA
Medical Marijuana Business Operations Tax	[5]	NA	\$9,426,000	\$0	\$9,426,000	2.6%	0.0%	NA	NA
Subtotal Taxes			\$358,703,000	\$0	\$358,703,000	98.2%			
Licenses and Permits									
Franchise Fees	Per Person Served	NA	\$6,608,000	\$0	\$6,608,000	1.8%	0.0%	688,422	\$9.60
Other Licenses & Permits	Per Person Served	NA	\$26,583,000	\$26,583,000	\$0	0.0%	0.0%	688,422	\$0.00
Subtotal Licenses and Permits			\$33,191,000	\$26,583,000	\$6,608,000	1.8%			
Fines and Forfeitures	[6]	NA	\$12,093,000	\$12,093,000	\$0	0.0%	0.0%	NA	NA
Use of Money (Interest, Rents, and Concessions)	[6]	NA	\$654,000	\$654,000	\$0	0.0%	0.0%	NA	NA
Intergovernmental Revenue	[6]	NA	\$13,287,000	\$13,287,000	\$0	0.0%	0.0%	NA	NA
Charges for Services	[6]	NA	\$50,457,000	\$50,457,000	\$0	0.0%	0.0%	NA	NA
Miscellaneous Revenues	[6]	NA	\$485,000	\$485,000	\$0	0.0%	0.0%	NA	NA
Contributions From Other Funds									
Enterprise Funds/General Tax	[6]	NA	\$30,968,000	\$30,968,000	\$0	0.0%	0.0%	NA	NA
In-lieu Franchise Fee	[6]	NA	\$2,532,000	\$2,532,000	\$0	0.0%	0.0%	NA	NA
In-lieu Property Tax	[6]	NA	\$703,000	\$703,000	\$0	0.0%	0.0%	NA	NA
Investment Fees	[6]	NA	\$2,251,000	\$2,251,000	\$0	0.0%	0.0%	NA	NA
Subtotal Contributions From Other Funds			\$36,454,000	\$36,454,000	\$0	0.0%			
Total Annual General Fund Revenues [7]			\$505,324,000	\$140,013,000	\$365,311,000	100.0%			

Source: City of Sacramento FY 2019-20 Approved Budget; California Office of the Controller; California Department of Finance; EPS.

rev_pro

[1] Refers to table with detailed revenue calculations.

[2] Revenues are adjusted by user fees and cost recovery amounts shown in the City's FY 2019-20 Budget. If Offsetting Revenues exceeds Revenues then Adjusted Net Revenues equal \$0.

[3] Adjustment factor accounts for the unpredictable ebbs and flows of this revenue source. As a conservative approach to prevent potentially overestimating revenues from new development, this analysis discounts revenues by 50%.

[4] Property Tax in lieu of Motor Vehicle License Fees is authorized by SB 1096 as amended by AB 2115.

[5] This revenue source is not expected to be affected by the Project and therefore is not evaluated in this analysis.

[6] This revenue source is based on cost recovery or transfers from another fund and is therefore not evaluated in this analysis (see footnote [2] above).

[7] Excludes funding for General Fund Capital Improvement expenditures.

**Table B-2
 Aggie Square Phase 2 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Estimated Annual Project Revenues (2020\$)**

Revenues	Reference Table	Annual Net Revenues	% of Total
Annual General Fund Revenues			
Taxes			
Property Tax	Table B-3	\$741,000	53.6%
Property Tax in lieu of VLF	Table B-3	\$298,000	21.6%
Sales Tax	Table B-4	\$124,000	9.0%
Sales Tax - Measure U	Table B-4	\$124,000	9.0%
Sales Tax - Prop. 172 (Public Safety)	Table B-4	\$8,000	0.6%
Transient Occupancy Tax (TOT)	Table B-1	\$6,000	0.4%
Utility Taxes	Table B-1	\$38,000	2.7%
Business Operations Tax	Table B-1	\$35,000	2.5%
Subtotal Taxes		\$1,374,000	99.4%
Licenses and Permits			
Franchise Fees	Table B-1	\$8,000	0.6%
Subtotal Licenses and Permits		\$8,000	0.6%
Total Annual Gen. Fund Revenues (rounded)		\$1,382,000	100.0%

revenues

Source: EPS.

3-B-2

**Table B-3
 Aggie Square Phase 2 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Estimated Annual Property Tax Revenues (2020\$)**

Item	Assumption/ Source	Formula	Project Property Tax Revenues
Property Tax Revenue (1% of Assessed Value)			
Privately Owned Assessed Value (2020\$) [1]	Table C-2	<i>a</i>	\$328,000,000
Property Tax Revenue (1% of Assessed Value)	1.00%	$b = a * 1.00\%$	\$3,280,000
Estimated Property Tax Allocation [2]			
City General Fund	22.60%	$c = b * 22.60\%$	\$741,280
Other Agencies/ERAF	77.40%	$d = b * 77.40\%$	\$2,538,720
Property Tax In-Lieu of Motor Vehicle In-Lieu Fee Revenue (VLF)			
Total Citywide Assessed Value [3]	\$50,772,282,921	<i>e</i>	\$50,772,282,921
Total Assessed Value of Project		<i>a</i>	\$328,000,000
Total Assessed Value		$f = a + e$	\$51,100,282,921
Percent Change in AV		$g = a / e$	0.65%
Property Tax In-Lieu of VLF [4]	\$46,095,000	$h = g * \$46,095,000$	\$297,784

prop_tax

Source: Sacramento County Office of the Assessor; City of Sacramento Finance Department; EPS.

- [1] For assumptions and calculation of adjusted assessed value, see Table C-2.
- [2] The allocation of the 1% property tax rate apportioned to the City of Sacramento was obtained from the County Department of Finance and includes a shift to the Educational Revenue Augmentation Fund.
- [3] Reflects Final FY 2019-20 Assessed Valuation. Includes Citywide secured, unsecured, homeowner exemption, and public utility roll.
- [4] Property tax in-lieu of VLF amount of \$46.1 million taken from FY 2019-20 Approved City Budget. See Table B-1.

**Table B-4
 Aggie Square Phase 2 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Estimated Annual Taxable Sales and Use Tax Revenue (2020\$)**

Item	Formula	Source/ Assumptions	Annual Sales and Use Tax Revenues
Estimated Annual Taxable Sales			
Annual Taxable Sales from New Market Support	a	Table B-4A	\$3,054,720
Net Taxable Sales from Onsite Commercial and Business to Business Sales	b	Table B-4B	\$9,300,825
Total Annual Taxable Sales	$c = a + b$		\$12,355,545
Annual Sales Tax Revenue to City			
Bradley Burns Sales Tax Rate [1]	$d = c * 1.000\%$	1.0000%	\$123,555
Measure U Citywide Sales Tax Rate [2]	$e = c * 1.000\%$	1.0000%	\$123,555
Total Sales Tax Rate	$f = d + e$	2.0000%	
Annual Taxable Sales from New Market Support	$g = a * f$		\$61,094
Net Taxable Sales from Onsite Commercial and Business to Business Sales	$h = b * f$		\$186,017
Total	$i = c * f$		\$247,111
Gross Prop 172 Public Safety Sales Tax Revenue [3]	$j = c * 0.0614\%$	0.0614%	\$7,587

sales_tax

Source: California State Board of Equalization; City of Sacramento Finance Department; EPS.

- [1] The City of Sacramento is allocated a full 1.0000% of the Uniform Local Sales Tax.
- [2] In 2012, Measure U was approved by voters as a temporary, supplemental, half-cent sales tax rate. In November 2018, Sacramento voters approved a new version of Measure U, extending the tax rate in perpetuity and raising it from a half-cent to a full-cent rate, effective April 1, 2019. The FY 19-20 budget, on which this analysis is based, reflects revenues and expenditures associated with the full rate. Thus, this analysis estimates revenues and Measure U-funded expenditures generated by the full one cent sales tax rate.
- [3] The City of Sacramento receives approximately \$.000614 for every \$1 generated by the Public Safety Sales Tax authorized by Proposition 172. This is estimated by taking the 2019-20 Budget amount for Prop. 172 divided by the total Sales Tax from Table B-1.

**Table B-4A
 Aggie Square Phase 2 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Estimated Annual Taxable Sales from New Employees (Market Support) (2020\$)**

Item	Assumption	Taxable Sales from Market Support
Annual Taxable Sales from New Employees		
New Employees		<i>From Employees</i>
Average Daily Taxable Sales per New Employee	\$10.00	
Work Days per Year	240	
Taxable Sales from New Employees [1]	92.5%	
Total Project Employees at Buildout	1,720	\$3,818,400
Total Taxable Sales from New Employees	1,720	\$3,818,400
Estimated Citywide Capture from New Employees [2]	80%	\$3,054,720
Estimated Capture of Taxable Sales Within the Project [2]	40%	\$1,221,888
Estimated Capture of Taxable Sales Outside the Project [2]	60%	\$1,832,832

sales a

Source: U.S. Department of Labor; Bureau of Labor Statistics; EPS.

[1] Discounted to avoid double-counting employees who are currently residents of the City of Sacramento. Adjustment factor is estimated based on the anticipated uses within the project and existing employee base within the City.

[2] Capture rate estimated by EPS.

Table B-4B
Aggie Square Phase 2 Analysis
Regional Economic Impact and City Fiscal Analysis
Estimated Annual Taxable Sales from New Nonresidential Land Uses (2020\$)

Item	Annual Taxable Sales/Sq. Ft. [1]	Annual Project Taxable Sales from New Nonresidential Uses			
		Occupied Nonres. Bldg. Sq. Ft. [2]	Total Annual Taxable Sales	Less Market Support [3]	Net Annual Taxable Sales
Annual Taxable Sales					
Onsite Commercial Uses					
Community Serving Retail	\$190	8,000	\$1,520,000	(\$1,221,888)	\$298,112
Total Onsite Commercial Uses		8,000	\$1,520,000	(\$1,221,888)	\$298,112
Business to Business Taxable Sales					
Science and Technology Uses	\$25	351,914	\$8,797,855	\$0	\$8,797,855
Coworking Space	\$10	20,486	\$204,858	\$0	\$204,858
Total Business to Business Taxable Sales		372,400	\$9,002,713	\$0	\$9,002,713
Total Estimated Annual Taxable Sales from New Nonresidential Land Uses		380,400	\$10,522,713	(\$1,221,888)	\$9,300,825

sales b

Source: BizMiner 2016; ULI Dollars & Cents 2008; State of California Board of Equalization (BOE) Publication 61; Bureau of Labor Statistics, "CPI-All Urban Consumers (Current Series) - West Urban"; Dollars & Cents of Shopping Centers/The SCORE 2008; California Board of Equalization; EPS.

[1] See Table C-3 for the taxable retail sales calculation. This analysis assumes mixed use retail uses will be equivalent to neighborhood retail markets.

[2] See Table A-2 for details. This analysis assumes taxable sales on the privately owned portions of the Project only.

[3] Taxable sales from market support from new employees as estimated in Table B-4A are netted out to avoid double counting.



APPENDIX C: Supporting Tables for Revenue Estimates

Table C-1	Estimated Project Assessed Value per Square Foot.....	3-C-1
Table C-2	Estimated Valuation at Buildout.....	3-C-2
Table C-3	Total and Taxable Retail Sales per Square Feet.....	3-C-3

**Table C-1
 Aggie Square Phase 2 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Estimated Project Assessed Value per Square Foot (2020\$)**

Project Land Use	Project Construction Costs [1]	Value per Building Sq. Ft.		
		Construction Cost per Sq. Ft. (Rounded)	Additional Land Value (Rounded)	Total
Aggie Square Phase 2 Land Uses				
Science and Technology Uses	\$291,596,496	\$800.00	\$20.00	\$820.00
Coworking Space	\$16,974,557	\$800.00	\$20.00	\$820.00
University Research	\$157,434,211	\$800.00	\$20.00	\$820.00
Community Serving Retail	\$6,297,368	\$800.00	\$20.00	\$820.00
Total	\$472,302,632			

const cost

Source: University of California, Davis; Project Developer; and EPS.

[1] Refer to Table D-1 for details.

3-C-1

Table C-2
Aggie Square Phase 2 Analysis
Regional Economic Impact and City Fiscal Analysis
Estimated Valuation at Buildout (2020\$)

Land Use Category	Rounded Value per Unit/ Sq. Ft. [1]	Total Project Value		University Owned Value		Privately Owned Value	
		Building Sq. Ft. [2]	Total Value [3]	Building Sq. Ft. [2]	Total Value [3]	Building Sq. Ft. [2]	Total Value [3]
Aggie Square Phase 2 Land Uses							
Science and Technology Uses	\$820	370,436	\$303,757,520	-	-	370,436	\$303,757,520
Coworking Space	\$820	21,564	\$17,682,480	-	-	21,564	\$17,682,480
University Research	\$820	200,000	\$164,000,000	200,000	\$164,000,000	-	-
Community Serving Retail	\$820	8,000	\$6,560,000	-	-	8,000	\$6,560,000
Total		600,000	\$492,000,000	200,000	\$164,000,000	400,000	\$328,000,000
Estimated Total Valuation of All Uses		600,000	\$492,000,000	200,000	\$164,000,000	400,000	\$328,000,000

av

Source: EPS.

[1] Based on Project construction cost estimates. Includes the per square foot value of Project construction and land value. See Table C-1 for more detail.

[2] See Table A-2 for more detail.

[3] All values (AV)s are expressed in 2020\$ and include no real AV growth.

3-C-2

**Table C-3
 Aggie Square Phase 2 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Total and Taxable Retail Sales per Square Feet (2020\$)**

Item	Original Data (2016\$) [1]	Escalated Data (2020\$) [2]	Retail Sales by Shopping Center Type	
			Neighborhood % [3]	No.
Total Retail Sales per Square Foot				
Motor Vehicle and Parts Dealers [4]	\$250	\$275	3%	\$8
Home Furnishings and Appliance Stores	\$525	\$577	0%	\$0
Bldg. Matrl. and Garden Equip. and Supplies	\$356	\$391	0%	\$0
Food and Beverage Stores	NA	\$550	55%	\$303
Gasoline Stations [5]	\$1,321	\$1,638	1%	\$16
Clothing and Clothing Accessories Stores	\$370	\$407	2%	\$8
General Merchandise Stores	\$360	\$396	5%	\$20
Food Services and Drinking Places	\$492	\$541	8%	\$43
Other Retail	\$209	\$230	12%	\$28
Nonretail [6]	NA	NA	14%	NA
Total Retail Sales Per Square Foot			100%	\$430
Taxable Retail Sales per Square Foot by Retail Center Type				
Percent Taxable by Shopping Center Type [7]				44%
Taxable Sales per Square Foot (Rounded)				\$190

biz miner

Source: BizMiner 2016; ULI Dollars & Cents 2008; State of California Board of Equalization (BOE) Publication 61; Bureau of Labor Statistics, "CPI-All Urban Consumers (Current Series) - West Urban"; RetailSails http://retailsails.files.wordpress.com/2011/09/rs_spsf.pdf; eMarketer pulled February 2019; respective annual SEC 10-K reports; EPS.

- [1] Sales per square foot are estimated based on data from BizMiner, RetailSails, eMarketer, and annual SEC 10-K reports. Some reported figures are from previous calendar or fiscal years and have been escalated to 2020\$, except when noted otherwise.
- [2] Sales adjusted to year-end 2020\$ based on the Consumer Price Index, All items in West urban, all urban consumers, not seasonally adjusted.
- [3] Reflects percentage of total square footage by retail category by retail center type, estimated based on ULI's Dollars & Cents 2008.
- [4] Reflects motor vehicle parts only; excludes taxable sales per square foot for dealerships.
- [5] Estimated using ULI's Dollars & Cents, 2008, escalated to 2020\$.
- [6] Included to account for non-taxable retail space occupants, such as services.
- [7] Based on BOE Publication 61, March 2018.

APPENDIX D: Supporting Tables for Economic Impact Analysis

Table D-1	Estimated Project Construction Costs	3-D-1
Table D-2	Estimated Project Employment by Use	3-D-2
Table D-3	Estimated Infrastructure Construction Resulting from Project Fees Paid.....	3-D-3



**Table D-1
 Aggie Square Phase 2 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Estimated Project Construction Costs (2020\$)**

Project Land Use	Building Square Feet	Total Project Hard Construction Costs	Total Project Soft Construction Costs and Contingencies	Total Project Construction Costs
Per Square Foot Project Construction Estimate [1]		\$657.33	\$129.84	\$787.17
Aggie Square Phase 2 Land Uses				
Science and Technology Uses	370,436	\$243,498,306	\$48,098,190	\$291,596,496
Coworking Space	21,564	\$14,174,641	\$2,799,915	\$16,974,557
University Research	200,000	\$131,465,789	\$25,968,421	\$157,434,211
Community Serving Retail	8,000	\$5,258,632	\$1,038,737	\$6,297,368
Total All Land Uses	600,000	\$394,397,368	\$77,905,263	\$472,302,632
Estimated Infrastructure Improvements Funded through Impact Fee Revenues [2]		\$1,506,866	\$376,716	\$1,883,582
Additional One-Time Equipment Purchases [3]		\$72,536,678	\$0	\$72,536,678
Total Construction and One-Time Purchases		\$468,440,912	\$78,281,980	\$546,722,892

eia const

Source: University of California, Davis; Project Developer; RSC Engineering; and EPS.

- [1] Phase 2 specific construction cost estimates have not yet been prepared. Estimated Phase 2 Construction cost estimates are based on the average cost per square foot estimates prepared for Phase 1 Science and Technology East and West.
- [2] Represents infrastructure construction projects undertaken by the Sacramento Department of Utilities and the Sacramento Regional County Sanitation District based on impact fee revenues to be paid by the Project. Refer to Table D-3 for details.
- [3] Represents additional spending pertaining to the one-time purchase of fixed equipment for all uses. Based on estimates of equipment purchases provided for Phase 1 of the Project.

**Table D-2
 Aggie Square Phase 2 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Estimated Project Employment by Use**

Land Use	Project Employee Count
Aggie Square Phase 2 Land Uses	
Science and Technology Uses	1,005
Coworking Space	128
University Research	571
Community Serving Retail	16
Total	1,720

eia ind emp

Source: EPS.

Table D-3
Aggie Square Phase 2 Analysis
Regional Economic Impact and City Fiscal Analysis
Estimated Infrastructure Construction Resulting from Project Fees Paid

Land Use	Assumption	Formula	Sacramento Department of Utilities		Sacramento Regional County	Total
			Sewer	Water	Sanitation District	
Total Estimated Impact Fees Paid [1]		<i>a</i>	\$ 1,484,899.28	\$ 96,250.19	\$ 634,829.45	\$2,215,979
Estimated Administration and Overhead Allocated Revenues [2]	15%	$b = a * 15\%$	\$222,735	\$14,438	\$95,224	\$332,397
Estimated Construction Costs Funded by Project Fee Revenues		$c = a - b$	\$1,262,164	\$81,813	\$539,605	\$1,883,582
Estimated Hard Construction Costs	80%	$d = c * 80\%$	\$1,009,732	\$65,450	\$431,684	\$1,506,866
Estimated Soft Construction Costs	20%	$e = c * 20\%$	\$252,433	\$16,363	\$107,921	\$376,716

fee revenue

Source: RSC Engineering; EPS.

[1] Placeholder estimates based on Phase 1 impact fee calculations completed by RSC Engineering.

[2] Percentage of impact fee revenues allocated to overhead and administrative costs based on EPS knowledge and review of existing impact fee nexus studies.

3-D-3



APPENDIX E: Detailed Economic Impact Analysis Tables

Table E-1	One-Time Economic Impacts of Project Construction	3-E-1
Table E-2	Detailed Annual Economic Impacts of the Ongoing Project Operations	3-E-2
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**Table E-1
 Aggie Square Phase 2 Analysis
 Regional Economic Impact and City Fiscal Analysis
 One-Time Economic Impacts of Project Construction (Rounded 2020\$)**

Activity/Impact Categories	Source	Impact Type			Total One Time Impact
		Direct	Indirect	Induced [1]	
Key Input					
Project Construction Costs	Table D-1	\$468,440,912			
One-Time Construction Impacts					
Six County Region					
Six County Region Output [2]					
Industry Output (excl. Income)		\$238,309,000	\$308,448,000	-	\$546,757,000
Income [3]		\$230,132,000	\$166,727,000	-	\$396,859,000
Total Output		\$468,441,000	\$475,175,000	-	\$943,616,000
Six County Employment (Job years) [4]					
		3,255	2,499	-	5,754
Sacramento County					
Sacramento County Output [2]					
Industry Output (excl. Income)		\$238,309,000	\$123,659,000	-	\$361,968,000
Income [3]		\$230,132,000	\$69,110,000	-	\$299,242,000
Total Output		\$468,441,000	\$192,769,000	-	\$661,210,000
Sacramento County Employment (Job years) [4]					
		3,255	1,005	-	4,260

con sum

Source: IMPLAN, 2018 Dataset; Project Proponent; EPS.

[1] Note that total construction impacts include direct and indirect impacts only; induced impacts were not estimated because construction activities are temporary and thus are not anticipated to generate net new household expenditures in the local economy.

[2] Analysis based on Sacramento County or Six County Sacramento region, including the counties of Sacramento, Sutter, El Dorado, Placer, Yolo, and Yuba, data. Output is the amount of business expenditures on goods and services retained within the local economy.

[3] Includes employee compensation, proprietors income, and other income (industry profits, rents, and royalties).

[4] Employment includes both full-time and part-time workers. Job years refer to the number of jobs in each year summed over the entire period of construction of the Project. For example, a single worker employed for two years would equate to two job years.

**Table E-2
 Aggie Square Phase 2 Analysis
 Regional Economic Impact and City Fiscal Analysis
 Detailed Annual Economic Impacts of the Ongoing Project Operations (Rounded 2020\$)**

Activity/Impact Categories	Source	Impact Type			Total Annual Ongoing Impacts
		Direct	Indirect	Induced	
Key Input					
Ongoing Project Full-Time Equivalent (FTE) Employees	Table D-2	1,720			
Annual Ongoing Operating Impacts					
Six County Region					
Six County Region Output [1]					
Industry Output (excl. Income)		\$327,947,000	\$640,732,000	\$182,531,000	\$1,151,210,000
Income [2]		\$253,357,000	\$380,304,000	\$92,089,000	\$725,750,000
Total Output		\$581,304,000	\$1,021,036,000	\$274,620,000	\$1,876,960,000
Six County Employment (Annual Average) [3]					
		1,720	5,695	1,695	9,109
Sacramento County					
Sacramento County Output [1]					
Industry Output (excl. Income)		\$327,947,000	\$278,681,000	\$144,341,000	\$750,969,000
Income [2]		\$253,357,000	\$170,729,000	\$73,297,000	\$497,383,000
Total Output		\$581,304,000	\$449,410,000	\$217,638,000	\$1,248,352,000
Sacramento County Employment (Annual Average) [3]					
		1,720	2,478	1,344	5,542

eia ongoing

Source: IMPLAN, 2018 Dataset; Project Proponent; EPS.

[1] Analysis based on Sacramento County or Six County Sacramento region, including the counties of Sacramento, Sutter, El Dorado, Placer, Yolo, and Yuba, data. Output is the amount of business expenditures on goods and services retained within the local economy.

[2] Includes employee compensation, proprietors income, and other income (profits, rents, and royalties).

[3] Reflects stabilized operational employment for the Project assuming a frictional vacancy rate. Employment estimates related to direct impacts are full-time equivalent job estimates. Indirect and induced employment estimates reflect a headcount of all employees including both full-time and part-time workers.

Table E-3
Aggie Square Phase 2 Analysis
Regional Economic Impact and City Fiscal Analysis
Detailed One-Time Economic Impacts of Project Construction (Rounded 2020\$)

Activity/Impact Categories	Impact Type			Total One Time Impact
	Direct	Indirect	Induced [1]	
Key Input				
Project Construction Costs (Excluding Impact Fees for Infrastructure)	\$466,934,046			
One-Time Construction Impacts				
Six County Region				
Six County Region Output [2]				
Industry Output (excl. Income)	\$237,322,000	\$307,620,000	-	\$544,942,000
Income [3]	\$229,612,000	\$166,291,000	-	\$395,903,000
Total Output	\$466,934,000	\$473,911,000	-	\$940,845,000
Six County Employment (Job years) [4]				
	3,249	2,493	-	5,742
Sacramento County				
Sacramento County Output [2]				
Industry Output (excl. Income)	\$237,322,000	\$123,322,000	-	\$360,644,000
Income [3]	\$229,612,000	\$68,927,000	-	\$298,539,000
Total Output	\$466,934,000	\$192,249,000	-	\$659,183,000
Sacramento County Employment (Job years) [4]				
	3,249	1,002	-	4,251

eia tower con

Source: IMPLAN, 2018 Dataset; Project Proponent; EPS.

- [1] Note that total construction impacts include direct and indirect impacts only; induced impacts were not estimated because construction activities are temporary and thus are not anticipated to generate net new household expenditures in the local economy.
- [2] Analysis based on Sacramento County or Six County Sacramento region, including the counties of Sacramento, Sutter, El Dorado, Placer, Yolo, and Yuba, data. Output is the amount of business expenditures on goods and services retained within the local economy.
- [3] Includes employee compensation, proprietors income, and other income (industry profits, rents, and royalties).
- [4] Employment includes both full-time and part-time workers. Job years refer to the number of jobs in each year summed over the entire period of construction of the Project. For example, a single worker employed for two years would equate to two job years.

Table E-4
Aggie Square Phase 2 Analysis
Regional Economic Impact and City Fiscal Analysis
Detailed One-Time Economic Impacts of Construction Related to Project Impact Fee Revenues (Rounded 2020\$)

Activity/Impact Categories	Impact Type			Total One Time Impact
	Direct	Indirect	Induced [1]	
Key Input				
Infrastructure Improvements Funded through Impact Fee Payment	\$1,506,866			
One-Time Construction Impacts				
Six County Region				
Six County Region Output [2]				
Industry Output (excl. Income)	\$987,000	\$828,000	-	\$1,815,000
Income [3]	\$520,000	\$436,000	-	\$956,000
Total Output	\$1,507,000	\$1,264,000	-	\$2,771,000
Six County Employment (Job years) [4]				
	6	6	-	12
Sacramento County				
Sacramento County Output [2]				
Industry Output (excl. Income)	\$987,000	\$337,000	-	\$1,324,000
Income [3]	\$520,000	\$183,000	-	\$703,000
Total Output	\$1,507,000	\$520,000	-	\$2,027,000
Sacramento County Employment (Job years) [4]				
	6	3	-	9

eia fee

Source: IMPLAN, 2018 Dataset; Project Proponent; EPS.

- [1] Note that total construction impacts include direct and indirect impacts only; induced impacts were not estimated because construction activities are temporary and thus are not anticipated to generate net new household expenditures in the local economy.
- [2] Analysis based on Sacramento County or Six County Sacramento region, including the counties of Sacramento, Sutter, El Dorado, Placer, Yolo, and Yuba, data. Output is the amount of business expenditures on goods and services retained within the local economy.
- [3] Includes employee compensation, proprietors income, and other income (industry profits, rents, and royalties).
- [4] Employment includes both full-time and part-time workers. Job years refer to the number of jobs in each year summed over the entire period of construction of the Project. For example, a single worker employed for two years would equate to two job years.