

TECHNICAL MEMORANDUM

To: Ash Feeney, Sherri Metzker, and Kellie Bruton

From: David Zehnder and Tom Martens

Subject: Davis Innovation and Sustainability Campus (DiSC)
Economic Analysis—Pro Forma (Feasibility), Fiscal
Impacts, and Economic Impacts; EPS #212099

Date: December 6, 2021

The Economics of Land Use



Introduction

The proposed Davis Innovation and Sustainability Campus 2022 (DiSC 2022; Project) is a revised, scaled down version of the previously submitted plan, initially introduced as Aggie Research Campus (ARC) and renamed Davis Innovation and Sustainability Campus (DiSC 2020) prior to submission to City Council, at the Northeast corner of Mace Boulevard and Road 32A (2nd Street). The ARC/DiSC 2020 plan was a reintroduction of the 2015 Mace Ranch Innovation Center (MRIC) plan, both of which were analyzed by Economic & Planning Systems, Inc. (EPS) on behalf of the City of Davis (City). For purposes of this analysis, DiSC refers to the current DiSC 2022 project, unless otherwise specified.

EPS has been tasked with analyzing the current proposal's financial feasibility, fiscal impacts, and economic impacts. The analysis builds on the previously completed DiSC 2020 project work, performed by EPS in 2019 and 2020.

This technical memorandum describes the methodology, key assumptions, and results of each of the inter-related analyses. The detailed analytical tables are included in the appendices.

*Economic & Planning Systems, Inc.
455 Capitol Mall, Suite 701
Sacramento, CA 95814
916 649 8010 tel
916 649 2070 fax*

*Oakland
Sacramento
Denver
Los Angeles*

www.epsys.com

DiSC Memo_12-05-21

Background

In 2015, as part of the MRIC project analysis, EPS prepared a document entitled, "Davis Innovation Centers Fiscal and Economic Impact Assumptions." The material in that document provides a holistic overview of the Innovation Center concept as it relates to Davis. In the interim period, the revised ARC/DiSC 2020 plan incorporating residential development was brought forward to address the City's need for housing and to provide additional support for on-site activity. The current updated version of DiSC 2022 is smaller than the previous version of the Project but retains the fundamental elements originally proposed:

- An orientation toward R&D, technology, and science- and engineering-based companies.
- Flexible space formats, including incubation spaces for small start-up firms, facilities for established mid-size or large-size companies, large floor-plate spaces for high-tech research and light manufacturing, and potential corporate headquarters facilities.
- Employee support services and retail with an active landscape for collaboration and innovation.
- On-site residential development to address the City's need for housing and provide vitality with 24/7 activity in the Project.

UC Davis has continued to improve its standing as a major research university, creating rising expectations for a burgeoning high-tech and innovation concentration that contribute to the region's efforts to diversify the economic base. The recent effort to develop Aggie Square in Sacramento through a public-private partnership is a testament to this.

As such, the Project continues to signal the next phase in the development of university town predicated on a major research presence: the advent of private investment leveraging a nationally significant public investment in the form of UC Davis. This is an opportunity to generate regional economic benefit, having local fiscal benefits through a strategy of university-related economic growth and diversification. The degree to which these anticipated benefits will occur greatly depends on the alignment between UC Davis and the local real estate market, as well as the ability to leverage regional strengths.

The classic Innovation Center, insofar as typically defined as a dense urban project or a university-related project, is different from the projects being proposed in Davis. However, the combination of the proposed projects potentially contributes to the assembly of diverse opportunities and economic activities that can be described as an overall ecosystem. This is important to the notion of segmenting the market and providing as broad a range of activities as possible to foster meaningful economic development and diversification that will support the City's fiscal regime in the future.

The key to realizing rapid absorption is the inherent market segmentation embodied by such an ecosystem in Davis. This environment should strive to provide opportunity for companies at every stage of the firm life cycle to leverage the presence of UC Davis and allow mature industry to collaborate with and benefit UC Davis through research partnerships. Specific opportunities afforded by the Project, as identified through current and past analyses, include:

- Relocation of space-limited users.
- Start-up opportunities for nascent firms.
- Contribute to demographic diversification of Davis, including retaining labor base trained at UC Davis as local or nearby residents.
- Support the downtown through increased economic activity.
- Increased fiscal revenue from business-to-business (B2B) and point-of-sale transactions.
- Improve university access to industries aligned with research strengths and offering partnership potential.
- Provide opportunities for support businesses, including those in product or process chains.
- Attract prominent companies aligned with university and regional strengths.
- Enhance the regional innovation ecosystem and expand economic development opportunities.

Development Program

The Project, as currently proposed, includes a mix of residential and commercial development reflecting current best practices in Innovation Center development. These include higher density mixed-use nodes with urban amenities attractive to a combination of technology and creative workers.

The residential program reflects a combination of medium- and high-density residential units to be constructed over two phases. The number of residential units developable at any given time is anticipated to be dependent on meeting thresholds of completed commercial space. This analysis is based on an assumed requirement of 2,000 square feet of commercial space per residential unit.

The commercial space is proposed to include a mix of standard office space and flex/R&D space, in the western portion of the Project, along with supporting retail space. The southeastern portion of the site is planned for parcels geared toward advanced manufacturing users. In addition, a hotel is planned for the Project, likely in a later phase as the on-site demand increases. The proposed development program is summarized in **Table 1** and visually represented in the illustrative site plan in **Figure 1**. A more detailed breakdown of units and square footage by phase is provided in **Appendix Table A-2**.

Table 1 Development Program

Item	Project Land Uses at Buildout					
	Acres	Dwelling Units [1]	Affordable Units [1]	Average Unit Size	Building Square Feet	Hotel Rooms
Residential Land Uses						
Owner Occupied Residential						
Medium Density Residential [2]	8.13	160	14	1,800	-	-
Total Owner Occupied	8.13	160	14			
Renter Occupied Residential						
High Density Residential [3]	3.77	300	60	950	-	-
Total Renter Occupied	3.77	300	60			
Total All Residential Uses	11.89	460	74			
Nonresidential Land Uses						
Office [4]	8.06	-	-	-	275,000	-
Flex/R&D [4]	8.06	-	-	-	275,000	-
Advanced Manufacturing	32.38	-	-	-	550,000	-
Ancillary Retail [5]	2.34	-	-	-	80,000	-
Hotel	7.35	-	-	-	160,000	150
Total Nonresidential Uses	58.19				1,340,000	150
Total All Land Uses	70.08	460			1,340,000	150

Source: City of Davis; Ramco Enterprises, Inc; EPS.

[1] Affordable units are a subset of dwelling units shown.

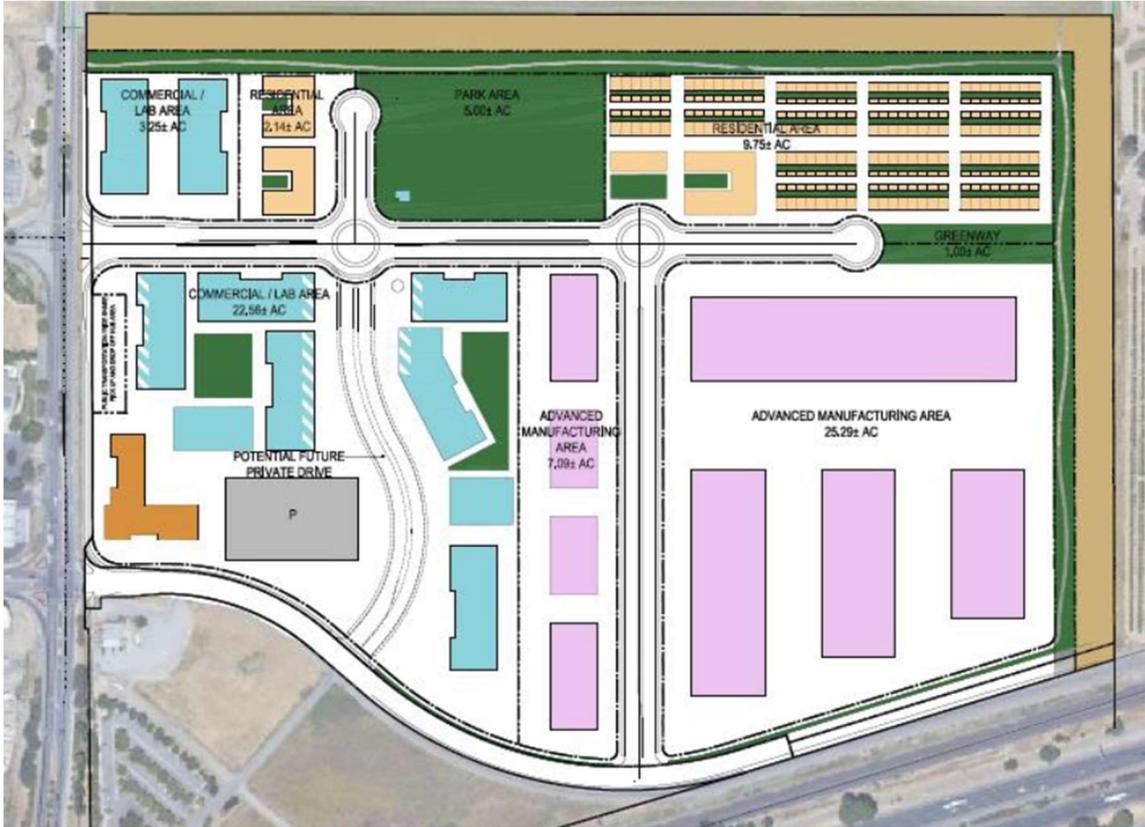
[2] Assumes 160 townhouse units occupying 5/6 of the 9.75 ac NE residential area.

[3] Assumes 300 non-townhouse units occupy 2.14 ac in NW residential area and 1/6 of 9.75 ac NE residential area.

[4] Office/flex/R&D 550,000 SF assumed evenly split between traditional office format and flex/R&D format space.

[5] Land area for ancillary retail allocated from commercial/lab land area net of hotel land area, based on share of building square footage.

Figure 1 Aggie Research Campus Illustrative Site Plan



Source: Buzz Oates Group of Companies; Ramco Enterprises Inc.; Reynolds & Brown.

Buildout

The Project is anticipated to be built in two subphases each. The office and flex/R&D space absorption is assumed to be spread across the first phase and the early part of the second phase. Actual absorption will be cyclical, based on market conditions over the course of the buildout. Retail space is assumed to come online during the first phase of development due to proximity to existing infrastructure near Mace Avenue and 2nd Street. Hotel development is assumed to occur during the early portion of the second phase of the Project, after demand has been established. It is assumed structured parking will be introduced to coincide with the increased density of the second phase.

As noted above, the residential buildout is anticipated to be tied to the completion of commercial space, assumed to be 2,000 square feet of commercial space per residential unit. Residential units are planned to be built starting with Phase 1 to address the urgent need for housing and to improve the Project's financial feasibility.

A summary by phase is provided in **Appendix Table A-2**; a detailed annual buildout estimate is provided in **Appendix Table A-3**.

Pro Forma (Feasibility) Analysis Summary

The pro forma analysis translates the phases of the development program into a multiyear development cash flow. As general rules-of-thumb, the minimum targets for Internal Rates of Return (IRRs) are 10 percent for unleveraged and 20 percent for leveraged.¹ However specific thresholds vary by developer, project, and market area. Lower returns may be acceptable if project risks are minimized.

Backbone infrastructure cost assumptions have been proportionally reduced from the DiSC 2020 infrastructure cost estimates. The DiSC 2020 infrastructure cost assumptions were derived from detailed estimates included with the MRIC development proposal but adjusted for inflation and revised phasing assumptions.

The office, flex/R&D, and supporting retail space are assumed to be owned and operated by the Project Applicant. Therefore, these uses are modeled to include vertical development costs, annual revenues and operating expenses, and reversion (sale) after 10 years.

The residential, advanced manufacturing, and hotel uses are assumed to be developed by entities other than the Project Applicant; therefore, these are modeled as land sales. Estimated residual land value calculations were developed for the residential and hotel uses based on a variety of sources. The residual land value calculations were then correlated with market comparable land sales data. Residual land value calculations are less applicable for the advanced manufacturing users because these tend to be specialized/build-to-suit facilities. Industrial land sales comparables were the basis for the advanced manufacturing values.

Each phase incorporates Community Financing District (CFD) bond funds to defray some of the backbone infrastructure cost. High-level estimates of the potential CFD funds generated by each phase are included in the analysis tables provided. In addition to the use of CFD bonds, the potential was evaluated for an Enhanced Infrastructure Financing District (EIFD) that would leverage a portion of property tax funds generated by the Project to fund infrastructure and improve returns. However, based on preliminary results, use of an EIFD does not appear necessary to meet feasibility thresholds. However, this remains an option for City (and potentially Yolo County) participation, should there be a need to expand off-site infrastructure or other amenities, for example.

Leveraged and unleveraged IRRs are provided for the first phase and the overall Project in the Cash Flow Summary in **Appendix Table A-7**. The individual sub-phase and overall Project IRRs are shown in **Table 2** below.

¹ The IRR is the discount rate that equates all expected future cash flows to a present value equal to the original investment. Unleveraged IRRs, not based on debt and equity considerations, include construction costs and net operating income and generally are considered to indicate feasibility if they are in the 10 percent range. Leveraged IRRs incorporate debt and equity considerations, based on net proceeds to equity, and generally are considered to indicate feasibility if they are in the 20 percent range.

Table 2 Project Rate of Return

Rate of Return Measure	Phase 1	Total Project
Unleveraged IRR	14%	14%
Leveraged IRR	22%	23%

Source: EPS.

Fiscal Impact Analysis Summary

The fiscal impact analysis estimates the net impact to the City’s General Fund (and other key funds) at Project buildout, based on the projected tax generation by the Project compared to the costs of providing municipal services to the Project. Property tax is a substantial source of the estimated tax revenue from the Project. While the ultimate tax-sharing terms between the City and Yolo County (County) have yet to be agreed, this analysis is based on an assumed 50/50 property tax split between the City and the County, after transferring specific funds to reflect City absorption of post-annexation responsibilities. A detailed summary of net fiscal impacts is provided in **Appendix Table B-1**. A comparison of General Fund revenues and expenditures attributable to the Project at the end of each phase and Project buildout is illustrated in **Figure 2**; net annual impact is summarized in **Table 3**.

Figure 2 Annual Revenue and Expenditure Comparison (millions, 2021\$)

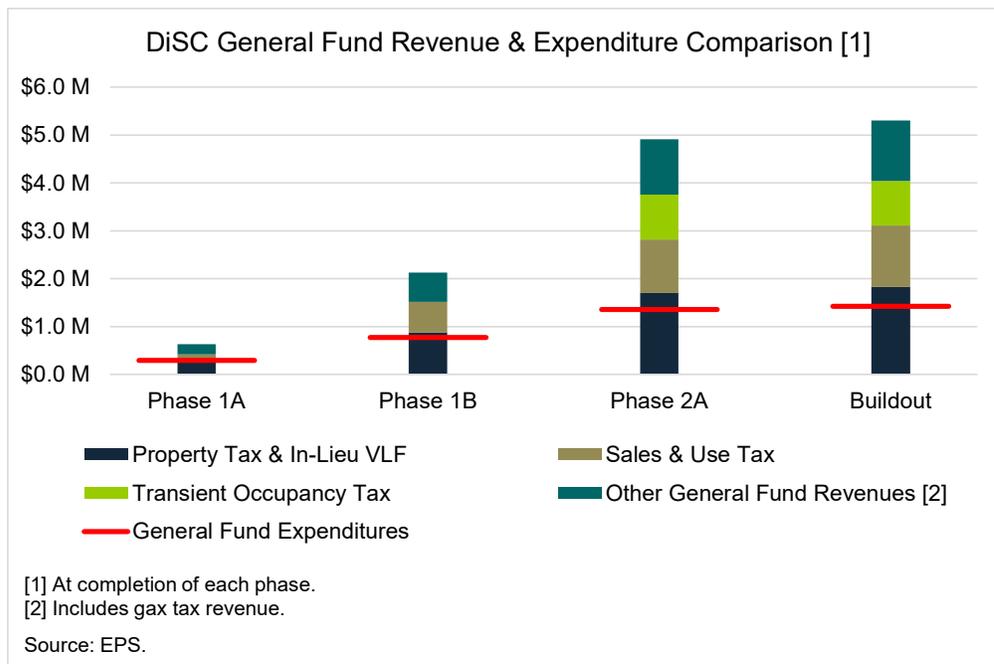


Table 3 Annual Net Fiscal Impact by Phase (millions, 2021\$)

Impact Category	Annual Project Fiscal Impact at Phase Completion (\$M)			
	Phase 1A	Phase 1B	Phase 2A	Buildout
Revenues [1]	\$0.63	\$2.13	\$4.91	\$5.30
Expenditures	\$0.29	\$0.77	\$1.36	\$1.42
Net Fiscal Impact	\$0.33	\$1.35	\$3.55	\$3.88

Source: City of Davis; EPS.

[1] Revenues include General Fund and other selected revenues that have also been included in determination of expenditures. See Appendix B tables for detail.

The one-time revenues generated by development of each phase and in total is shown in **Table 4**.

Table 4 One-Time Revenues (millions, 2021\$)

Impact Category	One-Time Project Revenues (\$M)				Total
	Phase 1A	Phase 1B	Phase 2A	Phase 2B	
<i>City Revenues</i>					
Permitting Fees	\$2.21	\$5.01	\$7.34	\$1.82	\$16.38
Construction Tax	\$1.10	\$2.46	\$3.38	\$0.66	\$7.60
Affordable Housing Fees [1]	-	-	-	-	-
Other Impact Fees	\$3.66	\$7.18	\$10.08	\$0.54	\$21.45
Total City One-Time Revenues	\$6.97	\$14.65	\$20.80	\$3.01	\$45.43

Source: City of Davis; EPS.

[1] Affordable housing requirements assumed satisfied on-site.

Economic Impact Analysis Summary

The economic impacts include the one-time impacts (multiyear) from construction of the Project and the ongoing impacts that occur annually as a result of the operations that take place after occupancy. Within the one-time and ongoing impacts are the direct impacts from spending at the Project, the indirect impacts from business-to-business activity, and the induced impacts from employee spending elsewhere in Davis or the county. Impacts typically are measured in terms of overall economic output, and in employment and the earnings from that employment.

The impacts for the Project were modeled for the County and the City as shown in **Table 5**.

Table 5 Economic Impacts (2021\$)

Impact Category	City of Davis		Yolo County	
	Direct	Total	Direct	Total
Ongoing Annual Impacts (at Buildout)				
Industry Output	\$801,157,199	\$851,457,326	\$801,157,199	\$1,095,389,972
Employee Compensation	\$204,748,160	\$222,736,824	\$204,748,160	\$306,727,396
Employment	2,398	2,702	2,398	4,089
Construction Impacts (during Buildout)				
Industry Output	\$307,129,188	\$321,644,047	\$307,129,188	\$406,226,951
Employee Compensation	\$171,274,345	\$176,105,680	\$171,274,345	\$203,103,243
Employment	1,947	2,041	1,947	2,540
Average Annual Employment (if 10 years)	195	204	195	254

Source: Implan; EPS.

Pro Forma Analysis Methodology and Findings

Approach

The financial feasibility analysis is based on multiyear cash flows for each phase that roll up into an overall Project annual cash flow that is used to calculate both unleveraged and leveraged rates of return, discussed below. The pro forma builds upon the previously completed DiSC 2020 financial feasibility analysis, with updates to the development program and cost and revenue assumptions. A comparison of the key variables affecting financial feasibility for the current DiSC proposal and the previous DiSC 2020 proposal are shown below.

Table 6 Pro Forma Key Inputs Comparison

Project	Input	MDR - For Sale	HDR - Rental	Office	R&D	Advanced Manufac- turing	Ancillary Retail	Hotel
<i>Apartment Rents</i>								
DiSC 2022	Average Market Lease Rate/Unit/Sq Ft/Mo		\$2,500	\$2.67	\$2.58		\$2.42	
	BMR Apartments Average Lease Rate/Unit		\$1,335					
	Market/BMR Weighted Average Lease Rate/Unit		\$2,300					
DiSC 2020	Average Market Lease Rate/Unit/Sq Ft/Mo		\$2,470	\$2.92	\$2.33		\$2.33	
<i>For-Sale Residential Prices</i>								
DiSC 2022	For-Sale Residential Market Unit Sales Price/Unit	\$699,000						
	BMR For-Sale Average Sales Price/Unit	\$550,355						
	Market/BMR Weighted Average Sales Price/Unit	\$686,000						
DiSC 2020	For-Sale Residential Unit Sales Price	\$633,600						
<i>Cap Rates</i>								
DiSC 2022	Cap Rate	-	6.25%	6.50%	6.50%	-	6.75%	8.00%
DiSC 2020	Cap Rate	-	5.00%	6.25%	7.00%	-	6.75%	8.00%
<i>Land Sale Prices</i>								
DiSC 2022	Market Value per Sq Ft of Land	\$48.00	\$37.00			\$14.00		\$25.00
DiSC 2020	Market Value per Sq Ft of Land	\$46.00	\$36.00			\$14.00		\$25.00

Source: Costar; Gregroy Group; Ramco Enterprises, Inc.; EPS.

Site Development/Backbone Infrastructure

Backbone infrastructure cost assumptions have been proportionally reduced from the DiSC 2020 infrastructure cost estimates. The DiSC 2020 infrastructure cost assumptions were derived from detailed estimates included with the MRIC development proposal but adjusted for inflation and revised phasing assumptions. A summary of the infrastructure and site preparation costs can be found in **Appendix Table A-4**.

Parking

Parking costs for the office, flex/R&D, retail, and hotel uses are assumed part of the development costs borne by the Project Applicant. Residential and advanced manufacturing parking requirements are assumed to be fulfilled on their respective sites and included in the site development costs for those uses. (It is not expected to directly impact the value for the medium density and advanced manufacturing sites but will impact high density residential residual value, as discussed below.)

It is assumed that the first two phases will be surface-parked. As the Project density increases, it is anticipated that additional commercial use parking requirements will be met with structured parking. While the pro forma analysis currently includes the commercial use structured parking as a cost for the Project developer, alternative mechanisms, such as provision of structured parking spaces in lieu of land sale payment for the hotel use, or some other negotiated arrangement, may be used.

The parking requirements, which have been reduced for commercial uses since the DiSC 2020 submission, and cost assumptions for each use by phase are detailed in **Appendix Table A-5**.

Residual Land Value

The Residual Land Value calculations in **Appendix Table A-7** provide the basis for many of the costs and revenues that flow through the pro forma analysis. However, the actual calculated residual land values do not flow through the cash flows; rather, they provide a check of the revenue and expense flows for the developer-held uses and corroborate the land sale values for most of the other uses. The advanced manufacturing land sale values are solely based on comparable land sales because the specialized nature of these uses does not lend itself to standard income-based value analysis.² The values used in the analysis are comparable to those of other speculative development, incorporating adjustments for both location desirability and parcel size.

For the developer-held uses, including office, flex/R&D, and retail, the vertical development costs and net operating revenues identified in the Residual Land Value table flow through to the annual cash flows for each phase.

The key assumptions included in the Residual Land Value table are discussed below.

Construction Costs

Residential Direct Costs

Medium-density residential (MDR) direct construction cost is estimated at \$161 per square foot for attached townhouse living space, while the high-density residential (HDR) direct construction cost is estimated at \$156 per square foot of multifamily structure. These estimates are derived from a combination of sources, including RS Means Online Square Foot Estimator, California Board of Equalization Assessor Handbook, and comparable projects. Both the MDR and HDR estimates reflect wood frame construction with average to above average finishes.

² EPS received confidential reports of land sale comparables from Kidder Mathews.

Residential Parking Costs

Residential construction costs include parking costs in addition to the dwelling unit cost above. MDR units are assumed to include 400 square feet of attached garage space (2 spaces), with direct construction cost of approximately \$43 per square foot. Multifamily costs include 1.0 structured parking space per unit, at 400 gross square feet per space, including circulation. Structured parking costs can vary dramatically depending on the location and configuration of the structure. With minimal physical constraints existing on the site, it is assumed that structured parking will be constructed above grade to dimensions that minimize any excessive structural or circulation costs. The assumed structured parking cost of \$37,400 per space equates to approximately \$94 per square foot.

Commercial (Office/R&D/Retail/Hotel) Costs

EPS obtained access to detailed cost information for an adjacent commercial development that provides a good example for the expected costs to develop workspaces in the Project. Adjusting for land planning already in process and off-site improvements included in the comparable project land development, costs produced a vertical development cost estimate of \$130 per square foot for shell workspace for the flex/R&D category, excluding permitting and development fees and soft costs. For the more standard office space, it is assumed there would be an additional \$11 per square foot in construction costs, excluding tenant improvements. Retail space is assumed to be within the office structures, so the same cost-per-square-foot assumption is applied. Tenant improvements funded by the landlord for office, flex/R&D, and retail are all assumed to be \$55 per square foot. Additional tenant improvements specific to user operations (e.g., wet lab space) are assumed to be funded by end users. The direct construction cost estimate of \$171 per square foot for the hotel assumes EIFS, precast concrete, or other efficient construction method standard for mid-scale business-oriented hotel chains.

Soft Costs

Soft costs, for architectural, engineering, and other costs, are assumed to be an additional 18 percent of the direct/hard construction costs for each of the uses.

Permitting and Development Fees

EPS worked with the City to develop estimated fees per use, as shown in the Residual Land Value table, **Appendix Table A-7**.

Revenues and Expenses

The key assumptions driving the net revenues in the cash flow are discussed below.

Medium-Density For-Sale Residential

For-sale residential value is largely driven by the per-unit sales price, along with the construction cost. EPS identified four applicable residential developments in Davis, using Gregory Group data. The table below includes the four identified comparable projects and the assumed sales price for the cash flow analysis, based on reasoned judgement.

Table 7 Medium-Density For-Sale Residential Comparable Projects

Project Name	Master Plan	Developer	Type	Average Price	Average Size	Average Price / Sq. Ft.
Gala	The Cannery	The New Home Company	Attached	\$653,263	1,535	\$425.58 [1]
The Villas	None	Fouts Homes	Attached	\$906,667	2,347	\$386.31 [1]
Tilton	The Cannery	Shea Homes	Detached	\$769,662	2,678	\$287.40 [2]
Mission Villas Condominiums	None	Select Commercial Brokers	Attached	\$840,703	1,643	\$511.75
DiSC Assumption			TBD	\$699,000	1,800	\$388.33

Source: The Gregory Group; EPS.

[1] From Gregory Group's Q1-2021 Survey

[2] From Gregory Group's Q4-2020 Survey

High-Density Multifamily Residential

Multifamily value is a function of the Net Operating Income (NOI), which is driven by rent revenue and operating expenses. EPS identified eight comparable apartment communities in Davis, using CoStar data. Note that many of the newest multifamily communities in Davis are senior or affordable developments, so the comparable communities include some constructed in the 1990s. The table below includes the eight identified comparable communities and the assumed average monthly rent rate and annual operating cost for the cash flow analysis, based on reasoned judgement.

Table 8 High-Density Rental Residential Comparable Projects

Community	Location	Unit Size	Monthly Asking Rent	Monthly Rent / Sq. Ft.	Operating Expense / Unit	Operating Expense / Sq. Ft.
Seville Apartments	4501 Alhambra Drive	1,352	\$2,748	\$2.03	\$8,885	\$6.57 [1]
The U	625 Cantrill Drive	1,267	\$4,158	\$3.28	\$8,104	\$6.40 [1]
Tanglewood at Davis	1880 Cowell Blvd	1,072	\$2,467	\$2.30	na	na
The Lexington	1100 Olive Drive	1,186	\$3,032	\$2.56	na	na
Lakeshore Apartments	1175 Lake Blvd	1,187	\$2,260	\$1.90	na	na
DaVinci Apartments	1666 Da Vinci Court	1,224	\$2,428	\$1.98	\$5,981	\$4.89 [2]
Octave	1659 Drew Cir	1,253	\$2,941	\$2.35	\$6,733	\$5.37 [3]
Sharps and Flats Apartment Homes	1660 Drew Circle	1,319	\$2,816	\$2.13	\$8,780	\$6.66 [4]
DiSC Assumption		950	\$2,500	\$2.63	\$8,000	\$8.42

Source: CoStar; EPS.

[1] 2% annual inflation applied to 2014 operating expense estimate.

[2] 2% annual inflation applied to 2015 operating expense estimate.

[3] Based on 2020 operating expenses.

[4] 2% annual inflation applied to 2018 operating expense estimate.

Office & Flex/R&D

The number of comparable rental workspace properties in Davis, with available data, is somewhat limited. However, a few good examples of newer buildings exist. The more traditional office spaces in the Project can be considered to align with Class A office properties, while the flex/R&D spaces would likely be similar to some of the Class B office spaces that have been constructed in Davis in recent years.

The table below includes four identified comparable rental office buildings and the per square foot average rental rate assumptions for office and flex/R&D, based on reasoned judgement.

Table 9 Office and Flex/R&D Rent Comparable Projects

Property Address	Property Type	Annual Rent	Monthly Rent	Lease Type
1590 Drew Avenue	Class A Office	\$33.00	\$2.75	Full Service Gross
1450 Drew Avenue	Class B Office	\$30.00	\$2.50	Modified Gross
501 2nd Street	Class B Office	\$27.60	\$2.30	Modified Gross
215 C Street	Class B Office	\$30.60	\$2.55	Triple Net
DiSC Assumption - Office		\$32.00	\$2.67	Modified Gross
DiSC Assumption - Flex/R&D		\$31.00	\$2.58	Triple Net

Source: CoStar; EPS.

Class A office space is generally leased on Full Service Gross basis, with taxes, utilities, and common area maintenance included in the rent. The industry standard assumption is that these expenses are 30 percent of the rental income; this assumption has been incorporated into the Residual Land Value calculation.

Flex/R&D space is more commonly rented on a Triple Net (NNN) basis, meaning that all expenses are passed through to or otherwise paid by the occupant. A hybrid of these, modified gross is also common. Typically, as included services increase, so does the rental rate. For this analysis, EPS assumed a more modest rental rate net of services.

Advanced Manufacturing

A residual land value was not calculated for advanced manufacturing uses because these tend to be specialized uses customized to owner-user requirements.

Retail

The retail space is anticipated to be ancillary to the other uses on site, likely within portions of the office or flex/R&D structures. The table below provides some examples of retail rents in Davis, along with the assumed retail rental rate used in the cash flow analysis. Retail rents are typically net of operating expenses.

Table 10 Retail Rent Comparable Projects

Property Address	Name / Description	Annual Rent	Monthly Rent	Lease Type
500 1st Street [1]	Davis Commons	\$21.00	\$1.75	Retail
610 2nd Street	Small retail in office	\$60.00	\$5.00	Triple Net
801-807 2nd Street	Small retail in office	\$28.92	\$2.41	Direct
305 1st Street [1]	NA	\$30.00	\$2.50	Retail
4647 2nd Street [1]	NA	\$27.50	\$2.29	Retail
221-227 G Street [1]	Streetfront Office/Retail	\$35.50	\$2.96	Retail
207 E Street [1]	Streetfront Office/Retail	\$31.00	\$2.58	Retail
DiSC Assumption		\$29.00	\$2.42	Triple Net

Source: CoStar; EPS.

[1] Actual rent not reported; midpoint taken of CoStar estimated rent range.

Hotel

The hotel is assumed to be a limited service, business-oriented property. Based on rates at other similar hotels in Davis, and typical rate structures for these chains, it was assumed the property could achieve an average annual daily rate of \$180, based on the current state of the market. This class of hotel typically operates with occupancy levels around 80 percent; the analysis assumes 79 percent. Non-room revenue, departmental expenses, and other expenses as shares of room revenue were calculated based on industry standard percentages, as reported by CBRE (formerly PKF) Trends in the Hotel Industry 2017.

Hotel demand is strongly correlated with proximity to professional employment. By the third phase, when the hotel is assumed to come online, employment growth in the Project likely would induce greater demand and therefore higher room rates or occupancy levels than those currently indicated by the market.

Capitalization Rates

The revenue and expense assumptions discussed above provide the basis for calculating each property type's NOI. Translating an income-generating property's NOI into value is commonly done by applying industry standard capitalization rates. These reflect the relationship between NOI and sales prices currently found in the market.

While Davis is part of the larger Sacramento market area, it tends to have higher levels of demand and resulting higher land values than typically found in the metropolitan area overall. Davis property values tend to reflect valuation dynamics somewhat more similar to the East Bay than Sacramento. Therefore, published Sacramento market area capitalization rates were compared to East Bay rates to determine appropriate rates to apply to the Project in Davis. The capitalization rates for the two markets and those used

in the Residual Land Value calculation are shown in the table below. The hotel capitalization rate is based on national data.

Table 11 Going-In Capitalization Rates for Residual Land Value Calculation

Metropolitan Market Area	Class A				Class B	
	Suburban Office	Flex Industrial	Suburban Multifamily	Neighborhood Retail	Suburban Office	Suburban Multifamily
Sacramento	6.25%	6.50%	6.50%	6.75%	6.75%	7.00%
Oakland	6.25%	6.25%	6.00%	6.75%	6.75%	6.25%
DiSC Assumption	6.25%	7.00%	6.00%	6.75%	6.75%	7.00%

Source: Integra Realty Resources, Inc.; EPS.

Comparable Land Sales

As noted above, the calculation of the different uses’ residual land values served to validate the land sale values that were included for those uses that are assumed to be vertically developed by entities other than the Project Applicant. The land sale values were obtained from conversations with brokers and others with deep knowledge of the local real estate market.

Typical land sale prices per square foot land within the following ranges:

- Residential: \$20–\$60
- Office: \$15–\$23
- Industrial: \$9–\$13
- Hotel: \$25 +/-

Community Facilities District

CFD financing was incorporated into each phase of the Project. Residential CFD rates are assumed to be 0.4 percent of assessed value. Commercial use CFD rates are assumed to be \$5,000 per acre. Both of these rates are in the middle- to lower-end of the range of CFD rates typically seen in the region.

The estimated CFD revenues, based on the assumed buildout and values for each phase, have been translated into order-of-magnitude estimates of potential bonding revenue that can be applied to each phase’s backbone infrastructure cost, by discounting the revenues back to present value and subtracting out a portion of value for issuance and maintenance costs.

Multiyear Cash Flows

For each phase of the Project, each of the major cost and revenue items are projected over a multiyear timeframe in **Appendix Tables A-9 to A-12**. These cost and revenue items include:

- Site preparation and backbone infrastructure costs.
- Vertical development costs for uses held by the Project Applicant.
- Land sale revenue for uses not held by the Project Applicant.
- Net operating income for held uses.
- Reversion sale of held uses after 10 years (note reversion capitalization rates differ from going-in rates).

Each of the major revenue and expense summary lines from each phase are summarized in a cash flow roll up, **Appendix Table A-8**.

For each phase, the variables used to derive Net Unleveraged Cash Flow and Net Proceeds to Developer Equity are identified. These per phase annual metrics are combined to calculate the overall Project feasibility.

Investment Return

The feasibility is measured in terms of IRR. The IRR is the discount rate that equates all expected future cash flows to a present value equal to the original investment. Unleveraged IRRs, not based on debt and equity considerations, include construction costs and net operating income and generally are considered to indicate feasibility if they are in the 10 percent range or above. Leveraged IRRs incorporate debt and equity considerations, based on net proceeds to equity, and generally are considered to indicate feasibility if they are in the 20 percent range or above.

The overall Project IRRs are shown below:

- Unleveraged IRR: 13.8%
- Leveraged IRR: 22.9%

DiSC 2020 & DiSC 2022 Comparison

A comparison of overall project returns for DiSC 2020 and DiSC 2022 is provided in **Table 12**.

Table 12 DiSC 2020 & DiSC 2022 Project Return Comparison

Rate of Return Measure	Overall Project Return Comparison	
	DiSC 2020	DiSC 2022
Unleveraged IRR	13%	14%
Leveraged IRR	23%	23%

Source: EPS.

Fiscal Impact Analysis Methodology and Findings

Approach

The fiscal impact analysis compares the estimated tax revenue to be generated by the Project to the estimated cost of providing public services to the Project. Specifically, the analysis focuses on General Fund revenues and costs because the bulk of municipal revenues generated and services required are accounted for in the General Fund.

The summary of the fiscal impact analysis is shown in **Appendix Table B-1**. As shown, the Project is estimated to have a net fiscal surplus at the completion of each phase, growing from approximately \$1.35 million annually at the completion of Phase 1 to almost \$3.9 million annually at buildout.

Key differences between the fiscal impact analysis conducted for DiSC 2020 and DiSC 2022 are summarized in **Table 13**.

Table 13 DiSC 2020-DiSC 2022 Fiscal Analysis Approach Comparison

Project	Key Differences	Implications
<i>Cannabis Tax</i>		
DiSC 2022	Included using a persons served multiplier.	Higher Project generated revenue.
DiSC 2020	Not included.	Potentially understated Project generated revenue.
<i>Sales Tax</i>		
DiSC 2022	80,000 square feet of retail space.	Retail sales tax generating square footage reduced, but share of overall Project greater.
DiSC 2020	100,000 square feet of retail space in larger overall project.	N.A.
<i>Public Safety Tax</i>		
DiSC 2022	Included within General Fund in accordance with revised budget format.	Revenues counted the same but relationship to other General Fund revenues and expenses more clear.
DiSC 2020	Shown as a below the line revenue source.	Relationship to General Fund revenues and expenses less clear.
<i>Municipal Service Tax</i>		
DiSC 2022	Calculated using case study method.	More accurately estimates Project generated revenue.
DiSC 2020	Calculated using persons served method.	Potentially understated Project generated revenue.
<i>Parks Maintenance Tax</i>		
DiSC 2022	Calculated using case study method.	More accurately estimates Project generated revenue.
DiSC 2020	Shown as a below the line revenue source & calculated using persons served method.	Potentially understated Project generated revenue.
<i>Persons Served</i>		
DiSC 2022	Persons served included in the analysis 78,420.	No material difference.
DiSC 2020	Persons served used in final version of the analysis was 79,237.	The initial data source for at-place employment was found to be faulty and the MRIC number was substituted in the analysis.

Source: EPS.

General Assumptions

Appendix Tables B-2 to B-6 provide general assumptions that flow throughout the analysis. These include City population and at-place employment, development program, and occupancy assumptions.

Tax Revenues

Appendix Tables B-7 to B-15 provide the calculations for the Project's estimated tax revenue generation. The method of tax revenue estimation for each subset of General Fund revenue is provided in **Appendix Table B-7**. Generally, those tax revenues that can be directly estimated for the proposed development program are referred to as the case study method. Other revenues that can be attributed to on-site residents or a combination of residents and employees are estimated using either the per capita or persons-served methodologies, respectively. For the persons-served methodology, on-site employees are counted at 50 percent of the on-site residents to account for their lower impact on municipal services and resulting costs. Revenue sources that would remain largely unaffected by the proposed Project are omitted from further analysis.

Appendix Table B-8 summarizes the estimated revenues.

Property Tax

The Project's estimated property tax generation is calculated in **Appendix Table B-9**. In addition to City General Fund property tax, estimates for County General Fund are presented. Property tax in lieu of motor vehicle license fee (VLF) revenue is tied to changes in citywide assessed value. The Project's estimated impact on the overall assessed value in the City was calculated; the resulting percentage change was applied to the current property tax in lieu of VLF to estimate the change in that tax revenue.

The current allocation of property tax between the City and the County and the assumed post-annexation property tax allocation is calculated in **Appendix Table B-20** (assessed value is calculated in **Appendix Table B-21**). The analysis is based on the assumption all of the current property tax allocations for County Road District #2 and East Davis Fire District would transfer to the City because it will assume those responsibilities. The pre-ERAF allocations for County General Fund and County ACO Fund are assumed pooled together and split 50%/50% between the City and the County. Applying the overall City and County ERAF shifts post-split derives the post-ERAF tax allocation for each jurisdiction. A sensitivity analysis estimating the impact of the split between the City and County being applied after the shift of allocations to ERAF has been provided in **Appendix Tables B-25** and **B-26**.

Transfer Tax

In **Appendix Table B-10**, the real property transfer tax is estimated by applying the transfer tax rate and the estimated annual turnover percentage to the total assessed value by property type.

Sales and Use Tax

Appendix Tables B-11 to **B-13** cover sales and use tax. Sales and use taxes are generated directly on-site from retail sales and business sales³ and indirectly from the household spending of on-site residents and daytime spending of on-site workers that is captured in the city. The direct on-site sales are derived from business taxable sales data received from the City, cross-checked against square footage data from Costar and other sources, to produce per square foot estimates.

Household spending from on-site households is based on Bureau of Labor Statistics spending patterns applied to estimated household incomes needed to occupy the units (required household incomes are calculated in **Appendix Table B-22**). Worker daytime spending is based on worker spending survey data. Half of the taxable spending from these on-site populations is assumed captured within the city, mostly off-site in other areas of Davis. The portion of the sales that are estimated to be captured on-site (10 percent of the on-site residents' spending within the city and 30 percent of the on-site workers' daytime spending within the city) are netted out from the on-site sales estimate to avoid double counting. The 1.0 percent Bradley Burns sales tax rate and the Measure Q 1.0 percent sales tax rate are applied to the net taxable sales.

³ Office and R&D uses are expected to generate sales and use tax from point-of-sale and business-to-business transactions. The City provided EPS with updated proprietary data among such users; EPS found the updated data consistent with previous analysis.

Proposition 172 public safety sales tax as a percentage of sales tax is derived from the current budget revenue estimate and applied to the net new sales tax calculated above.

Transient Occupancy Tax

Transient occupancy tax (TOT) is estimated by applying the City's 12 percent TOT rate to the estimated annual room night revenue, based on 79 percent occupancy and \$180 average nightly room rates for 150 rooms. TOT is estimated in **Appendix Table B-14**.

Public Safety Tax

The public safety tax in **Appendix Table B-15a** is estimated by applying the annualized following monthly rates to the Project units and square footage:

- Residential: \$6.54 per unit and \$0.000048 per land square foot.
- Nonresidential: \$0.01339 per built square foot and \$0.000048 per land square foot.

Municipal Service Tax

The municipal service tax in **Appendix Table B-15b** is estimated by applying the annualized following monthly rates to the Project units and square footage:

- Residential: \$8.32 per unit and \$0.00579 per land square foot.
- Nonresidential: \$0.010873 per built square foot and \$0.00579 per land square foot.

Parks Maintenance Tax

The parks maintenance tax in **Appendix Table B-15c** is estimated by applying the following annual rates to the Project units and square footage:

- Residential: \$52.00 per unit.
- Nonresidential: \$42.46 per built square foot.

One-Time Revenues

Appendix Tables B-23 and **B-24** include one-time revenues from City permitting, construction tax, and development impact fees. Over the course of the Project's development, permitting fees of \$16.4 million, construction tax of \$7.6 million, and impact fees of \$21.5 million are estimated to be generated for the City. It should be noted that impact fees will off-set the Project's impacts to existing and planned public facilities, while permitting fees are generally considered to be revenue-neutral in that they offset staff resources.

Expenditures

Appendix Tables B-16 to **B-19** provide the calculations for the Project's estimated General Fund expenditures. The majority of expenditure budget line items anticipated to be impacted by the Project are calculated using a standard persons-served method. Under this approach, current General Fund adopted expenditures are divided by the population being served by those expenditures, to derive an average cost per person

served multiplier that is applied to projected Project population. For this analysis, the persons served include both resident population and discounted employee population. Most City services are geared toward the resident population; however, employees working in the city also generate costs, albeit at a lower rate than residents. In addition, some residents also work in the city. Therefore, the employee population has been discounted 50 percent in terms of allocation of current citywide costs and application of those costs to the Project. (The persons served is shown in **Appendix Table B-2.**)

For each of the departmental line items affected by the Project, some portion of costs are fixed and will not vary with marginal changes to the population served; therefore, a variable percentage factor has been applied to each affected line item. A 75 percent variability assumption has been applied across departments/line items. The non-variable 25 percent represents salaries for senior departmental positions and other fixed expenses that would be expected to remain unchanged with the addition of the on-site population. The 75 percent assumption for share of variable costs has been widely used in fiscal impact analyses around California and the rest of the United States for several decades. Separate analysis currently underway by the City of Davis preliminarily supports the 75 percent assumption.

Police Department and Fire Department expenditures constitute significant portions of the General Fund and have been calculated separately from the other departmental expenditures. Similar to the other departments, both Police and Fire expenditures are calculated using the persons-served method, assuming 75 percent variable costs.

Proposition 172 Public Safety Sales Tax and Public Safety Tax revenues have been included in the calculation of allocable Police and Fire cost, as they are significant revenue sources and are estimated for the Project in the revenue estimate.

DiSC 2020 & DiSC 2022 Comparison

A comparison of the net fiscal impact of DiSC 2020 and DiSC 2022 is provided in **Table 14.**

Table 14 DiSC 2020 & DiSC 2022 Net Fiscal Impact Comparison

Impact Category	Annual Fiscal Impact at Buildout (\$M) [1]	
	DiSC 2020	DiSC 2022
Revenues	\$8.07	\$5.30
Expenditures	\$2.75	\$1.42
Net Fiscal Impact	\$5.32	\$3.88

Source: City of Davis; EPS.

[1] See each project report for line items included in revenues and expenditures.
 DiSC 2020 figures based on revised net fiscal impacts identified in FBC
 Response Memo dated May 27, 2020.

Key Analytical Considerations

The assumptions related to the sharing of property tax revenue, or any other revenues, between the City and the County have a significant impact on the overall fiscal effect of the Project. Major differences in the eventual agreement between the jurisdictions could significantly impact the fiscal results. In addition, any future public participation in financing structured parking or public amenities would impact the net fiscal results.

The tax revenues estimated for this analysis include those resulting from the on-site capital improvements, the operations of potential businesses on-site, and spending by on-site households and workers within the City of Davis (net of their spending captured within the Project). Taxes from other indirect and induced economic activity, such as business-to-business spending elsewhere in Davis by entities located at DiSC, have not been included.

Economic Impact Analysis Methodology and Findings

Overview

Economic impact analysis measures the overall effect that an initial activity, such as spending in one industry sector, has on a region as the spending recirculates through other sectors of the local economy through additional business and household spending. A typical method for estimating these impacts is to employ input-output modeling software, such as that developed by Implan (used for this analysis). Impacts can be measured in terms of overall output, employment, or the earnings from employment.

The economic impact within a given geography is limited by its existing economic base, and therefore the ability of local businesses to respond to the needs created by the initial economic activity. Hence, a larger, more diversified regional economy will have a greater multiplier effect because it can capture more of the spin-off economic activity. The County (inclusive of Davis and the other cities), therefore, will typically experience a greater economic impact than the City alone. Similarly, the larger Sacramento metropolitan area economy, of which the County is a part, will typically experience a greater impact than the County alone because the larger region will have a deeper base of businesses to respond to the new economic activity.

Approach

The Project's economic impact analysis estimates the effect that the activity associated with the Project will have on the overall County economy (see **Appendix Tables C-1 to C-7**) and the local Davis economy (see **Appendix Tables C-8 to C-14**). For both geographies analyzed, the economic activity is categorized as either ongoing effects from the operations of the anticipated mix of occupants of the Project, or as one-time effects from the construction of the Project itself, albeit spread over many years.

In both the ongoing and one-time impacts, the initial economic activity (business operations of the Project occupants or Project construction) is referred to as the direct impact. The additional business-to-business activity within the study area that results from that direct activity is referred to as the indirect impact. An additional layer of economic impact results from worker spending that occurs in the area because of the wages from the increased economic activity, referred to as induced impact.

The direct ongoing impacts have been estimated by EPS in terms of the number of jobs in a variety of sectors likely to be represented by the occupants of the Project. The direct one-time impacts have been estimated based on the construction costs identified in the pro forma analysis. The estimated direct impacts provide the basis for calculating the indirect and induced impacts.

To provide greater transparency and flexibility to accommodate changes, the indirect and induced impacts are calculated in the **Appendix C** tables using Implan multipliers for each additional job within a sector and for every \$1 million in construction spending. Discussion of the methodologies used to estimate the direct impacts is provided below.

Assumptions

Key assumptions used for the development of direct impacts are described below.

Onsite Employment

The estimated on-site employment that drives the ongoing impacts is derived by allocating planned space between likely sector occupants and applying an assumed square feet per employee factor to derive total number of employees by sector.

Office and Flex/R&D

The office and flex/R&D uses are assumed to serve the same mix of applicable private industry sectors that are currently most represented in the eastern half of the city (ZIP Code 95618). **Table 15** below shows the 10 sectors with the highest employment in eastern Davis.

Table 15 Top 10 Employment Sectors in Eastern Davis

Implan Industry Code	Industry Sector Description	ZIP 95618 [1] Employment	Included in Projected Office/Flex Occupancy	Share of Included Industries
541	Employment and payroll of state govt, other services	2,549		
464	Scientific research and development services	1,184	Yes	44%
542	Employment and payroll of local govt, education	648		
539	Employment and payroll of state govt, education	628		
544	Employment and payroll of local govt, other services	455		
468	Marketing research and all other misc. professional, scientific, and technical svcs.	433	Yes	16%
459	Custom computer programming services	375	Yes	14%
457	Architectural, engineering, and related services	374	Yes	14%
447	Other real estate	330		
463	Environmental and other technical consulting services	296	Yes	11%

Source: Implan; EPS.

[1] The 95618 ZIP Code generally encompasses the eastern half of Davis, plus adjacent areas outside of the municipal limits.

The relative shares of the five most applicable sectors above are applied to the assumed distribution of Project office and flex occupants, adjusted to accommodate normal vacancy and round slight variations.

In line with the previous study and the Draft Environmental Impact Report (DEIR), the employment density is assumed to be 290 square feet per office employee and 450 square feet per flex/R&D employee.

Advanced Manufacturing

The mix of industries in the advanced manufacturing uses on-site could vary considerably depending on any significant facilities eventually constructed. However, a representative sample of non-food producing industries that currently exist in Davis has been used to provide an estimate of impacts from a cross -section of local manufacturing sectors. The sample of industry sectors include:

- Other Miscellaneous Chemical Product Manufacturing
- Miscellaneous Nonmetallic Mineral Products Manufacturing
- Pharmaceutical Preparation Manufacturing
- Industrial Process Variable Instruments Manufacturing
- Semiconductor and Related Device Manufacturing

The included industry sectors are assumed to comprise equal shares of advanced manufacturing employment for purposes of estimating a generalized estimate of the impacts of future occupants of that space in the Project.

In line with the previous study and the DEIR, the employment density is assumed to be 800 square feet per advanced manufacturing employee.

Ancillary Retail

The mix of occupants in the ancillary retail space is assumed to be evenly split between personal services, limited service restaurants, and general merchandise stores, in addition to a modest vacancy rate to account for normal retail turnover.

In line with the previous study and the DEIR, the employment density is assumed to be 500 square feet per retail employee.

Hotel

Hotels and motels comprise a single industry sector in Implan.

In line with the previous study and the DEIR, the employment density is assumed to be 2,000 square feet per hotel employee, with 1,000 gross square feet per room. This equates to 0.5 employee per room, generally the minimum standard for a limited service hotel.

Construction

The construction costs used to estimate the one-time impacts from development of the Project are based on those included in the pro forma analysis. Refer to that section for further detail regarding development cost assumptions.

Implan categorizes construction into 10 categories. Both the medium- and high-density residential units are assumed to align more closely with multifamily construction than traditional single-family construction. For the nonresidential buildings, office, flex/R&D, ancillary retail, and hotel uses are all modeled as new commercial structures, while advanced manufacturing spaces are modeled as new manufacturing structures. Structured parking is categorized as other new nonresidential structures. The site preparation and backbone infrastructure development costs are most aligned with the Implan category for construction of new streets and bridges because of similarity of equipment, materials, and techniques.

Results

Ongoing Impacts

The estimated employment, based on the development program and the industry sectors and employee density described above, are multiplied by the Implan-generated multipliers to produce the estimates of ongoing economic impacts.

Almost 2,400 jobs, with employee compensation of over \$200 million, are estimated to be located on-site at buildout. The City will experience some economic spinoff of that direct employment, but a much greater spinoff impact will occur in other parts of the county as businesses elsewhere in the county respond to the ongoing business, employee, and household spending generated by the Project. Total County employment,

including the direct on-site employment and indirect and induced employment, is approximately 4,000 jobs annually at buildout, with compensation of approximately \$300 million. (Note: County economic impacts are inclusive of City impacts.)

DiSC 2020 & DiSC 2022 Comparison

A comparison of Yolo County on-going economic impacts of DiSC 2020 and DiSC 2022 is provided in **Table 16**. The City of Davis will capture roughly two-thirds to three-quarters of the economic impact.

Table 16 DiSC 2020 & DiSC 2022 On-Going Yolo Economic Impact Comparison

Impact Category	Ongoing Economic Impact [1]	
	DiSC 2020	DiSC 2022
Industry Output	\$2,205.4 M	\$1,095.4 M
Employee Compensation	\$669.9 M	\$306.7 M
Employment	9,074	4,089

Source: EPS.

[1] Includes direct, indirect, and induced impacts.

One-Time Impacts

The construction costs identified in the pro forma analysis are multiplied by the Implan-generated multipliers for the applicable construction sectors, noted above, to produce the estimates of one-time economic impacts.

Annual average direct construction-related employment during development of the Project is estimated to be approximately 195 jobs. Similar to the ongoing impacts, much of the indirect and induced impact resulting from the on-site activity will be felt in the larger and more diverse County economy. Annual average total direct, indirect, and induced employment in the County overall because of construction of the Project is estimated at approximately 250 jobs, with compensation of approximately \$200 million.

The one-time impacts from construction are expressed in terms of person-year jobs, where the total jobs represent the number of jobs as if each one lasted for 1 year. As an example, if a construction project lasts for 2 years, the number of people employed by it over the 2 years of construction would be half the number of person-year jobs. Conversely, if a construction project lasts half of a year, the number of people employed by it during the 6 months of construction would be double the number of person-year jobs. The Project is anticipated to be built over a multiyear timeframe; therefore, the number of people employed at any given time would only be a fraction of the total person-year jobs calculated. The one-time impact summary includes the average annual construction employment assuming buildout takes 10 years.

DiSC 2020 & DiSC 2022 Comparison

A comparison of Yolo County one-time economic impacts of DiSC 2020 and DiSC 2022 is provided in **Table 17**. The City of Davis will capture roughly two-thirds to three-quarters of the economic impact.

Table 17 DiSC 2020 & DiSC 2022 One-Time Yolo Economic Impact Comparison

Impact Category	Ongoing Economic Impact [1]	
	DiSC 2020	DiSC 2022
Industry Output	\$812.1 M	\$406.2 M
Employee Compensation	\$412.5 M	\$203.1 M
Employment	5,141	2,540
Average Annual Employment (25 yrs & 10 yrs) [2]	206	254

Source: EPS.

[1] Includes direct, indirect, and induced impacts.

[2] DiSC 2020 spread over 25 years; DiSC 2022 spread over 10 years.

Key Analytical Considerations

The economic impact analysis is not subject to any significant potential adjustments based on any known variables. The primary source of variability would likely result from changes to the proportion of employment-supporting land uses or the development density of those uses; neither of which is proposed at this time.



APPENDICES:

Appendix A: Financial Feasibility Analysis Tables

Appendix B: Fiscal Impact Analysis Tables

Appendix C: Economic Impact Analysis Tables

APPENDIX A:

Financial Feasibility Analysis Tables

Table A-1	Development Program	A-1
Table A-2	Development Phasing Assumptions	A-2
Table A-3	Project Buildout Estimate—All Phases (2 pages).....	A-3
Table A-4	Infrastructure and Site Prep Estimate.....	A-5
Table A-5	Developer-Funded Parking Assumptions (2 pages)	A-6
Table A-6	Residual Land Value Analysis (2 pages)	A-8
Table A-7	Cash Flow Summary/Rollup—Nominal Dollars (4 pages).....	A-10
Table A-8	Phase 1 Annual Development Cash Flow (2 pages).....	A-14
Table A-9	Phase 2 Annual Development Cash Flow (2 pages).....	A-16
Table A-10	Phase 3 Annual Development Cash Flow (2 pages).....	A-18
Table A-11	Phase 4 Annual Development Cash Flow (2 pages).....	A-20
Table A-12	Project Buildout Estimate—Phase 1 (2 pages).....	A-22
Table A-13	Project Buildout Estimate—Phase 2 (2 pages).....	A-24
Table A-14	Project Buildout Estimate—Phase 3 (2 pages).....	A-26
Table A-15	Project Buildout Estimate—Phase 4 (2 pages).....	A-28
Table A-16	CFD Revenue—Phase 1 (2 pages)	A-30
Table A-17	CFD Revenue—Phase 2 (2 pages)	A-32
Table A-18	CFD Revenue—Phase 3 (2 pages)	A-34
Table A-19	CFD Revenue—Phase 4 (2 pages)	A-36



**Table A-1
DiSC 2022
Development Program**

Item	Project Land Uses at Buildout						Development Strategy
	Acres	Dwelling Units [1]	Affordable Units [1]	Average Unit Size	Building Square Feet	Hotel Rooms	
Residential Land Uses							
Owner Occupied Residential							
Medium Density Residential [2]	8.13	160	14	1,800	-	-	Land Sale
Total Owner Occupied	8.13	160	14				
Renter Occupied Residential							
High Density Residential [3]	3.77	300	60	950	-	-	Land Sale
Total Renter Occupied	3.77	300	60				
Total All Residential Uses	11.89	460	74				
Nonresidential Land Uses							
Office [4]	8.06	-	-	-	275,000	-	Own & Operate
Flex/R&D [4]	8.06	-	-	-	275,000	-	Own & Operate
Advanced Manufacturing	32.38	-	-	-	550,000	-	Land Sale
Ancillary Retail [5]	2.34	-	-	-	80,000	-	Own & Operate
Hotel	7.35	-	-	-	160,000	150	Land Sale
Total Nonresidential Uses	58.19				1,340,000	150	
Total All Land Uses	70.08	460			1,340,000	150	

Source: City of Davis; Ramco Enterprises, Inc; EPS.

[1] Affordable units are a subset of dwelling units shown.

[2] Assumes 160 townhouse units occupying 5/6 of the 9.75 ac NE residential area.

[3] Assumes 300 non-townhouse units occupy 2.14 ac in NW residential area and 1/6 of 9.75 ac NE residential area.

[4] Office/flex/R&D 550,000 SF assumed evenly split between traditional office format and flex/R&D format space.

[5] Land area for ancillary retail allocated from commercial/lab land area net of hotel land area, based on share of building square footage.

Table A-2
DiSC 2022
Pro Forma Analysis
Development Phasing Assumptions

Item	Phasing Percentages				Phasing Units/Square Feet				Cumulative Units/Square Feet			
	Phase 1A	Phase 1B	Phase 2A	Phase 2B	Phase 1A	Phase 1B	Phase 2A	Phase 2B	Phase 1A	Phase 1B	Phase 2A	Phase 2B
Phase Length (including prep)	2 Year(s)	3 Year(s)	4 Year(s)	3 Year(s)	2 Year(s)	3 Year(s)	4 Year(s)	3 Year(s)	2 Year(s)	3 Year(s)	4 Year(s)	3 Year(s)
Site Preparation Duration	1 Year(s)	1 Year(s)	1 Year(s)	1 Year(s)								
Residential Land Uses												
Owner Occupied Residential												
Medium Density Residential	-	50.0%	50.0%	-	-	80	80	-	-	80	160	160
Total Owner Occupied					-	80	80	-	-	80	160	160
Renter Occupied Residential												
High Density Residential	35.7%	27.7%	36.6%	-	107	83	110	-	107	190	300	300
Total Renter Occupied					107	83	110	-	107	190	300	300
Total All Residential Uses					107	163	190	-	107	270	460	460
Nonresidential Land Uses												
Office	30.0%	30.0%	40.0%	-	82,500	82,500	110,000	-	82,500	165,000	275,000	275,000
Flex/R&D	30.0%	30.0%	40.0%	-	82,500	82,500	110,000	-	82,500	165,000	275,000	275,000
Advanced Manufacturing	-	35.0%	35.0%	30.0%	-	192,500	192,500	165,000	-	192,500	385,000	550,000
Ancillary Retail	12.5%	50.0%	37.5%	-	10,000	40,000	30,000	-	10,000	50,000	80,000	80,000
Hotel	-	-	100.0%	-	-	-	160,000	-	-	-	160,000	160,000
Total Nonresidential Uses					175,000	397,500	602,500	165,000	175,000	572,500	1,175,000	1,340,000
Acres					6.5	22.4	31.4	9.7	6.5	28.9	60.4	70.1
Parcels [1]					4	85	86	1	4	89	175	176

Source: City of Davis; Ramco Enterprises, Inc; EPS.

[1] For uses other than MDR, 1 parcel per use per phase is assumed.

Table A-3
DISC 2022
Pro Forma Analysis
Project Buildout Estimate - All Phases

Item	Total All Phases	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16
Phase		<i>P1A Prep</i>	<i>Phase 1A</i>	<i>P1B Prep</i>	<i>Phase 1B</i>	<i>Phase 1B</i>	<i>P2A Prep</i>	<i>Phase 2A</i>	<i>Phase 2A</i>	<i>Phase 2A</i>	<i>P2B Prep</i>	<i>Phase 2B</i>	<i>Phase 2B</i>				
Annual Buildout																	
Residential Land Uses																	
Medium Density Residential (For Sale)	160	-	-	-	38	42	-	80	-	-	-	-	-	-	-	-	-
High Density Residential (Rental)	300	-	57	-	71	58	-	113	-	-	-	-	-	-	-	-	-
Total Annual Residential Units	460	-	57	-	109	100	-	193	-	-	-	-	-	-	-	-	-
Nonresidential Land Uses																	
Office	275,000	-	82,500	-	41,250	41,250	-	36,667	36,667	36,667	-	-	-	-	-	-	-
Flex/R&D	275,000	-	82,500	-	41,250	41,250	-	36,667	36,667	36,667	-	-	-	-	-	-	-
Advanced Manufacturing	550,000	-	-	-	96,250	96,250	-	96,250	96,250	-	-	82,500	82,500	-	-	-	-
Ancillary Retail	80,000	-	10,000	-	40,000	-	-	30,000	-	-	-	-	-	-	-	-	-
Hotel	160,000	-	-	-	-	-	-	160,000	-	-	-	-	-	-	-	-	-
Total Annual Nonresidential Square Feet	1,340,000	-	175,000	-	218,750	178,750	-	359,583	169,583	73,333	-	82,500	82,500	-	-	-	-
Cumulative Buildout																	
Residential Land Uses																	
Medium Density Residential (For Sale)		-	-	-	38	80	80	160	160	160	160	160	160	160	160	160	160
High Density Residential (Rental)		-	57	57	128	187	187	300	300	300	300	300	300	300	300	300	300
Cumulative Residential Units		-	57	57	166	267	267	460	460	460	460	460	460	460	460	460	460
Nonresidential Land Uses																	
Office		-	82,500	82,500	123,750	165,000	165,000	201,667	238,333	275,000	275,000	275,000	275,000	275,000	275,000	275,000	275,000
Flex/R&D		-	82,500	82,500	123,750	165,000	165,000	201,667	238,333	275,000	275,000	275,000	275,000	275,000	275,000	275,000	275,000
Advanced Manufacturing		-	-	-	96,250	192,500	192,500	288,750	385,000	385,000	385,000	467,500	550,000	550,000	550,000	550,000	550,000
Ancillary Retail		-	10,000	10,000	50,000	50,000	50,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000
Hotel		-	-	-	-	-	-	160,000	160,000	160,000	160,000	160,000	160,000	160,000	160,000	160,000	160,000
Cumulative Nonresidential Square Feet		-	175,000	175,000	393,750	572,500	572,500	932,083	1,101,667	1,175,000	1,175,000	1,257,500	1,340,000	1,340,000	1,340,000	1,340,000	1,340,000

Source: City of Davis, EPS.

Table A-3
 DiSC 2022
 Pro Forma Analysis
 Project Buildout Estimate - All Phases

Item	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24	Year 25	Year 26	Year 27	Year 28
Phase												
Annual Buildout												
Residential Land Uses												
Medium Density Residential (For Sale)	-	-	-	-	-	-	-	-	-	-	-	-
High Density Residential (Rental)	-	-	-	-	-	-	-	-	-	-	-	-
Total Annual Residential Units	-	-	-	-	-	-	-	-	-	-	-	-
Nonresidential Land Uses												
Office	-	-	-	-	-	-	-	-	-	-	-	-
Flex/R&D	-	-	-	-	-	-	-	-	-	-	-	-
Advanced Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-
Ancillary Retail	-	-	-	-	-	-	-	-	-	-	-	-
Hotel	-	-	-	-	-	-	-	-	-	-	-	-
Total Annual Nonresidential Square Feet	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative Buildout												
Residential Land Uses												
Medium Density Residential (For Sale)	160	160	160	160	160	160	160	160	160	160	160	160
High Density Residential (Rental)	300	300	300	300	300	300	300	300	300	300	300	300
Cumulative Residential Units	460											
Nonresidential Land Uses												
Office	275,000	275,000	275,000	275,000	275,000	275,000	275,000	275,000	275,000	275,000	275,000	275,000
Flex/R&D	275,000	275,000	275,000	275,000	275,000	275,000	275,000	275,000	275,000	275,000	275,000	275,000
Advanced Manufacturing	550,000	550,000	550,000	550,000	550,000	550,000	550,000	550,000	550,000	550,000	550,000	550,000
Ancillary Retail	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000
Hotel	160,000	160,000	160,000	160,000	160,000	160,000	160,000	160,000	160,000	160,000	160,000	160,000
Cumulative Nonresidential Square Feet	1,340,000											

Source: City of Davis, EPS.

**Table A-4
DiSC 2022
Pro Forma Analysis
Infrastructure and Site Prep Estimate**

Item	Estimated Cost (2021\$)				Total
	Phase 1A	Phase 1B	Phase 2A	Phase 2B	
Earthwork	\$491,559	\$222,192	\$770,596	\$35,402	\$1,519,749
Sewer/Drainage	\$3,978,365	\$1,705,014	\$5,982,544	\$132,000	\$11,797,922
Roadways	\$2,083,019	\$2,453,506	\$2,863,212	\$1,780,614	\$9,180,352
Other On-Site Costs	-	\$330,000	\$752,242	\$99,000	\$1,181,242
Off-Site Costs	\$912,450	\$391,050	\$1,857,900	-	\$3,161,400
Subtotal Construction	\$7,465,393	\$5,101,762	\$12,226,493	\$2,047,016	\$26,840,665
Infrastructure/Site Prep Soft Costs at 25% Construction Plus Soft Costs	\$1,866,348 \$9,331,742	\$1,275,440 \$6,377,202	\$3,056,623 \$15,283,117	\$511,754 \$2,558,771	\$6,710,166 \$33,550,831
Contingency at 10%	\$933,174	\$637,720	\$1,528,312	\$255,877	\$3,355,083
Total Infrastructure and Site Prep	\$10,264,916	\$7,014,922	\$16,811,428	\$2,814,648	\$36,905,914
Agriculture Mitigation Fee [1]	\$65,366	\$226,697	\$317,634	\$98,111	\$707,808
Yolo Habitat Conservation Plan Fee	\$98,172	\$340,472	\$477,048	\$147,352	\$1,063,044
Total Infrastructure, Site Prep, Ag Mitigation, HCP (rounded)	\$10,428,000	\$7,582,000	\$17,606,000	\$3,060,000	\$38,677,000

Source: City of Davis; Project Management Applications; EPS.

[1] Project size exceeds limit for in-lieu ag mitigation fee; however, mitigation assumed to have the same \$10,100 per acre cost for this analysis.

**Table A-5
DiSC 2022
Pro Forma Analysis
Developer-Funded Parking Assumptions**

Item	Assumption [2]	Parking Spaces				Parking Type				
		Phase 1A	Phase 1B	Phase 2A	Phase 2B	Phase 1A	Phase 1B	Phase 2A	Phase 2B	
Residential Land Uses										
Owner Occupied Residential	<u>Spaces</u>									
Medium Density Residential [1]	2.0 per Unit	-	160	160	-	NA	NA	NA	NA	
Total Owner Occupied										
Renter Occupied Residential	<u>Spaces</u>									
High Density Residential	1.0 per Unit	107	83	110	-	NA	NA	NA	NA	
Total Renter Occupied										
Nonresidential Land Uses										
	<u>Spaces</u>									
Office	1.7 per 1,000 sq ft	140	140	187	-	Surface	Surface	Structured	Structured	
Flex/R&D	1.7 per 1,000 sq ft	140	140	187	-	Surface	Surface	Structured	Structured	
Advanced Manufacturing [1]	1.25 per 1,000 sq ft	-	241	241	206	NA	NA	NA	NA	
Ancillary Retail	1.7 per 1,000 sq ft	17	68	51	-	Surface	Surface	Structured	Structured	
Hotel	1.0 per Room	-	-	150	-	NA	NA	Structured	NA	
Cost Estimate (2020\$)	<u>Cost per Space</u>									
Surface Parking	\$2,200 per space									
Structured Parking	\$34,000 per space									
Consolidated Structured Parking	Phase 3									

Source: City of Davis; EPS.

[1] Parking for each medium-density residential unit is included with each unit. Advanced manufacturing assumed to be on sold parcels with surface parking not affecting this cash flow.

[2] Parking requirements subject to further evaluation.

**Table A-5
DiSC 2022
Pro Forma Analysis
Developer-Funded Parking Assumptions**

Item	Assumption [2]	Surface Parking Spaces				Structured Parking Spaces			
		Phase 1A	Phase 1B	Phase 2A	Phase 2B	Phase 1A	Phase 1B	Phase 2A	Phase 2B
Residential Land Uses									
Owner Occupied Residential	<u>Spaces</u>								
Medium Density Residential [1]	2.0 per Unit	-	-	-	-	-	-	-	-
Total Owner Occupied									
Renter Occupied Residential	<u>Spaces</u>								
High Density Residential	1.0 per Unit	-	-	-	-	-	-	-	-
Total Renter Occupied									
Nonresidential Land Uses									
	<u>Spaces</u>								
Office	1.7 per 1,000 sq ft	140	140	-	-	-	-	187	-
Flex/R&D	1.7 per 1,000 sq ft	140	140	-	-	-	-	187	-
Advanced Manufacturing [1]	1.25 per 1,000 sq ft	-	-	-	-	-	-	-	-
Ancillary Retail	1.7 per 1,000 sq ft	17	68	-	-	-	-	51	-
Hotel	1.0 per Room	-	-	-	-	-	-	150	-
Cost Estimate (2020\$)	<u>Cost per Space</u>								
Surface Parking	\$2,200 per space	\$654,500	\$766,700	\$0	\$0				
Structured Parking	\$34,000 per space					\$0	\$0	\$19,550,000	\$0
Consolidated Structured Parking	Phase 3								

Source: City of Davis; EPS.

[1] Parking for each medium-density residential unit is included with each unit. Advanced manufacturing assumed to be on sold parcels with surface parking not affecting this cash flow.

[2] Parking requirements subject to further evaluation.

**Table A-6
DiSC 2022
Pro Forma Analysis
BMR Unit Average Rent and Sales Price**

Category	Units	Share of Unit Sizes				Household Income Limits				Unit Cost Limits				Weighted Average Cost
		0 Bdrm	1 Bdrm	2 Bdrm	3 Bdrm	0 Bdrm	1 Bdrm	2 Bdrm	3 Bdrm	0 Bdrm	1 Bdrm	2 Bdrm	3 Bdrm	
						<i>HH=1</i>	<i>HH=2</i>	<i>HH=3</i>	<i>HH=4</i>					
Rental Units														
Very Low Income [1]	24	16.7%	33.3%	33.3%	16.7%	\$32,400	\$37,000	\$41,650	\$46,250	\$810/mo	\$925/mo	\$1,041/mo	\$1,156/mo	\$982/mo
Low Income [2]	36	16.7%	33.3%	33.3%	16.7%	\$51,800	\$59,200	\$66,600	\$74,000	\$1,295/mo	\$1,480/mo	\$1,665/mo	\$1,850/mo	\$1,571/mo
Total	60													\$1,335/mo
For Sale Units														
Moderate Income [3]	14			50%	50%	\$77,700	\$88,800	\$99,900	\$111,000	\$405,525	\$463,457	\$521,389	\$579,321	\$550,355

Source: CA Dept of Housing and Community Development; CA Health & Safety Code Sections 50052.5 and 50053; Buzz Oates Construction; EPS.

[1] Very low income is 30%-50% of Area Median Income (AMI).

[2] Low income is 50%-80% of AMI.

[3] Moderate income is 80%-120% of AMI.

Table A-7
DiSC 2022
Pro Forma Analysis
Residual Land Value Analysis (excluding parking costs)

Item	Residential (per Unit)		Commercial and Workspaces (per Sq Ft)				Hospitality (per Room)
	MDR - For Sale	HDR - Rental	Office	R&D	Advanced Manufacturing	Ancillary Retail	Hotel
Development Assumptions							
Acres	8.1	3.8	8.1	8.1	32.4	2.3	7.4
Residential Units (Market and BMR)	160	300					
BMR Residential Units	14	60					
Residential Average Unit Size (gross)	1,800	950					
Commercial Square Feet			275,000	275,000	550,000	80,000	160,000
Gross Square Feet per Hotel Room							1,067
Hotel Rooms							150
Units/Sq. Ft./Rooms per Acre	20	80	34,128	34,128	16,986	34,128	20.4
Vertical Construction Cost (per Unit/Sq Ft/Room)							
Vertical Direct Construction Cost / Sq Ft [1]	\$161	\$156	\$141	\$130	na	\$141	\$171
Parking Cost [2]	\$17,107	\$37,400	-	-	na	-	-
Hard Construction Cost (including parking)	\$306,781	\$185,493	\$140.80	\$129.80	na	\$140.80	\$181,925
Soft Construction Costs at 17% of Direct	\$52,153	\$31,534	\$23.94	\$22.07	na	\$23.94	\$30,927
Permitting Cost	\$5,092	\$2,634	\$11.03	\$11.03	\$11.03	\$11.03	\$11,765
Construction Tax	\$7,146	\$3,772	\$3.97	\$3.97	\$3.97	\$3.97	\$4,235
Impact Fees							
Affordable Housing Fees [3]	-	-	-	-	-	-	-
Roadways	\$5,444	\$4,467	\$4.692	\$4.692	\$0.434	\$18.292	\$2,754
Water	\$10,362	\$1,228	\$1.390	\$1.390	\$1.884	\$11.740	\$3,166
Sewer	\$4,780	\$3,320	\$1.470	\$1.470	\$0.121	\$2.138	\$3,320
Drainage	\$305	\$85	\$0.118	\$0.118	\$0.118	\$0.118	\$85
Parks	\$4,145	\$3,827	\$0.730	\$0.730	\$0.190	\$0.730	\$3,277
Open Space	\$714	\$659	\$0.126	\$0.126	\$0.033	\$0.126	\$564
Public Safety	\$494	\$479	\$0.515	\$0.515	\$0.242	\$0.515	\$399
General Facilities	\$1,786	\$1,662	\$0.811	\$0.811	\$0.233	\$0.811	\$1,662
School Impact Fee	\$5,346	\$2,822	\$0.470	\$0.470	\$0.470	\$0.470	\$501
County FSA Fee	\$4,290	\$3,180	\$0.666	\$0.666	\$0.334	\$0.500	\$710
Other Site Improvements	-	-	-	-	na	-	-
Tenant Improvements	-	-	\$55.00	\$55.00	na	\$55.00	-
Financing Costs at 5% of Total	\$20,442	\$12,258	\$12.29	\$11.64	na	\$13.51	\$12,265
Per Unit/Room Total Vertical Const. Cost	\$429,279	\$257,419	na	na	na	na	\$257,556
Per Sq Ft Total Vertical Const. Cost	\$238	\$271	\$258	\$244	\$0	\$284	\$241
Capitalized Income Value [4]							
Average Market Lease Rate/Unit/Sq Ft/Mo		\$2,500	\$2.67	\$2.58		\$2.42	
BMR Apartments Average Lease Rate/Unit		\$1,335					
Market/BMR Weighted Average Lease Rate/Unit		\$2,300					
Nonresidential Net Leasable			90%	90%		90%	
Less Vacancy (Percent)		5.0%	5.0%	7.0%		7.0%	
Gross Revenue Less Vacancy		\$26,220	\$27	\$26		\$24	
Less per Unit Annual Operating Expenses		\$8,000					
Less Commercial Operating Expenses (Percent) [5]			20.0%	3.0%		3.0%	
Hotel Nightly Room Rate							\$180
Hotel Occupancy Percent							79%
Hotel Non-Room Revenue Percent							5%
Hotel Total Revenue per Room							\$54,635
Hotel Departmental Expenses							23%
Hotel Undistributed Expenses & Management Fees							31%
Park/Open Space Maintenance [6]	-	\$146	\$0.15	\$0.15	-	\$0.15	\$164
CFD Special Tax	-	\$1,000	\$0.15	\$0.15	-	\$0.15	\$245
Net Annual Operating Income Per Unit/Sq Ft/Room	-	\$17,074	\$21.62	\$24.84	-	\$23.28	\$24,723
Cap Rate [7]	-	6.25%	6.50%	6.50%	-	6.75%	8.00%
Total Net Capitalized Value per Unit / Room	-	\$273,184	na	na	na	na	\$309,038
Total Net Capitalized Value per Gross Sq Ft	-	\$288	\$333	\$382	-	\$345	\$290

Table A-7
 DiSC 2022
 Pro Forma Analysis
 Residual Land Value Analysis (excluding parking costs)

Item	Residential (per Unit)		Commercial and Workspaces (per Sq Ft)				Hospitality (per Room)
	MDR - For Sale	HDR - Rental	Office	R&D	Advanced Manufacturing	Ancillary Retail	Hotel
For-Sale Residential Market Unit Sales Price/Unit	\$699,000						
BMR For-Sale Average Sales Price/Unit	\$550,355						
Market/BMR Weighted Average Sales Price/Unit	\$686,000						
Marketing Costs at 5% of Cap. Value/Sales Price	\$34,950	\$13,674	\$16.63	\$19.10	na	\$17.24	\$15,466
Builder Profit at 5% of Cap. Value/Sales Price	\$34,950	\$13,674	\$16.63	\$19.10	na	\$17.24	\$15,466
Residual Value per Unit / Gross Sq Ft / Room	\$186,821	(\$11,583)	\$41.28	\$99.38	na	\$26.68	\$20,549
Residual Value per Acre	\$3,678,928	(\$922,911)	\$1,408,672	\$3,391,792	na	\$910,403	\$419,375
Residual Value per Sq Ft of Land	\$84.46	(\$21.19)	\$32.34	\$77.86	na	\$20.90	\$9.63
Sales Comparable Alternative [8]							
Market Value per Sq Ft of Land	\$48.00	\$37.00			\$14.00		\$25.00
Market Value per Acre	\$2,090,880	\$1,611,720			\$609,840		\$1,089,000
Assumed Project / Entitlement Premium	15%	15%			15%		15%
Comp Value per Acre with Premium	\$2,404,512	\$1,853,478			\$701,316		\$1,252,350
Cash Flow Land Sale Value Used	Comp	Comp	Annual CF	Annual CF	Comp	Annual CF	Comp
Cash Flow Input Value per Acre	\$2,404,512	\$1,853,478	na	na	\$701,316	na	\$1,252,350
Cash Flow Input Value per Sq Ft of Land	\$55.20	\$42.55	na	na	\$16.10	na	\$28.75
Cash Flow Input Value per Unit / Gross Sq Ft / Room	\$122,104	\$23,261	na	na	\$41.29	na	\$61,365

Source: City of Davis; RS Means; CA Board of Equalization; Costar; STR, Inc; CBRE Hotels (PKF); Integra Realty Resources; EPS.

- [1] Vertical construction cost estimates based on a combination of RS Means Online Square Foot Estimator, Board of Equalization Assessor Handbook data, and actual comparable project data. Residential assumed to align with BOE Class C-7 construction and fall within a range of RS Means costs for wood frame construction with stone veneer or fiber cement siding, adjusted for items incorporated separately into the costs, and verified against comparable projects. Office, flex/R&D, and retail costs based on actual cost data for adjacent project, adjusted for costs included elsewhere and use types. Hotel construction cost based on a combination of RS Means data for EIFS and precast concrete construction. Inflated 10% over ARC 2020\$ estimates.
- [2] MDR residential parking assumed to be 400 sq. ft. wood frame garage per unit; HDR residential parking assumed to be 1 above-grade parking structure space per unit at 400 gross square feet per space including circulation.
- [3] Affordable housing to be provided on-site; additional affordable housing fees assumed not applicable.
- [4] Income calculations not included for for-sale residential and advanced manufacturing, since both based on sales comparables.
- [5] R&D, advanced manufacturing and retail space all assumed to be NNN rents; operating costs included in developer NOI for these uses are administrative and non-recoverable costs only.
- [6] Park and open space maintenance cost assumed at \$6,000/acre averaging minimally programmed park space and ag buffers. Cost allocated on a per square foot basis, though actual allocations may differ.
- [7] "Going-in" capitalization rates based on data from Integra Realty Resources, 2019 Viewpoint. Sacramento metro rates provided the basis for rates used, but rates for Davis were adjusted moderately toward East Bay rates to reflect the local market in the City of Davis.
- [8] Office, flex/R&D and retail space assumed to be owned and operated by the Project Applicant; value is calculated within the cash flows.

Note: Non-applicable input sections have been grayed out for various uses.

Table A-8
DiSC 2022
Pro Forma Analysis
Cash Flow Summary / Rollup - Nominal Dollars

Item	Total	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11
Phase 1A												
Site Prep / Land Development Cost	(\$10,636,560)	(\$10,636,560)	-	-	-	-	-	-	-	-	-	-
Vertical Development Cost	(\$46,764,143)	-	(\$46,764,143)	-	-	-	-	-	-	-	-	-
Project EIFD Funds	na	-	-	-	-	-	-	-	-	-	-	-
Phase Potential CFD Funds	\$1,227,831	\$1,227,831	-	-	-	-	-	-	-	-	-	-
Land Sale Revenue	\$1,407,710	-	\$1,407,710	-	-	-	-	-	-	-	-	-
Net Operating Income	\$81,041,831	-	-	\$4,436,968	\$4,565,126	\$4,695,428	\$4,827,913	\$4,962,620	\$5,099,590	\$5,238,863	\$5,380,482	\$5,524,489
Reversion Income	\$91,834,824	-	-	-	-	-	-	-	-	-	-	-
Phase Net Unleveraged Cash Flow	\$118,111,494	(\$9,408,729)	(\$45,356,432)	\$4,436,968	\$4,565,126	\$4,695,428	\$4,827,913	\$4,962,620	\$5,099,590	\$5,238,863	\$5,380,482	\$5,524,489
Phase Unleveraged IRR	11%											
Project Cost Less EIFD / CFD	\$56,172,871	-	-	-	-	-	-	-	-	-	-	-
Equity Contribution at 45%	(\$25,277,792)	(\$4,233,928)	(\$21,043,864)	-	-	-	-	-	-	-	-	-
Remaining Total Financing Amount	\$30,895,079	-	-	-	-	-	-	-	-	-	-	-
Permanent Loan Principal Debt Service	(\$20,315,197)	-	-	(\$959,307)	(\$1,004,874)	(\$1,052,605)	(\$1,102,604)	(\$1,154,978)	(\$1,209,839)	(\$1,267,306)	(\$1,327,503)	(\$1,390,560)
Permanent Loan Interest Debt Service	(\$16,087,147)	-	-	(\$1,467,516)	(\$1,421,949)	(\$1,374,218)	(\$1,324,219)	(\$1,271,845)	(\$1,216,984)	(\$1,159,516)	(\$1,099,319)	(\$1,036,263)
Reversion Less Remaining Debt	\$81,254,942	-	-	-	-	-	-	-	-	-	-	-
Net Proceeds to Developer Equity	\$102,024,347	(\$4,233,928)	(\$19,636,154)	\$2,010,146	\$2,138,303	\$2,268,605	\$2,401,090	\$2,535,797	\$2,672,767	\$2,812,041	\$2,953,659	\$3,097,666
Phase Leveraged IRR	15%	15%										
Phase 1B												
Site Prep / Land Development Cost	(\$8,046,079)	-	-	(\$8,046,079)	-	-	-	-	-	-	-	-
Vertical Development Cost	(\$58,443,997)	-	-	-	(\$35,134,872)	(\$23,309,124)	-	-	-	-	-	-
Project EIFD Funds	na	-	-	-	-	-	-	-	-	-	-	-
Phase Potential CFD Funds	\$6,613,660	-	-	\$6,613,660	-	-	-	-	-	-	-	-
Land Sale Revenue	\$23,617,227	-	-	-	\$11,543,156	\$12,074,070	-	-	-	-	-	-
Net Operating Income	\$89,939,439	-	-	-	-	\$3,288,764	\$5,657,287	\$5,815,135	\$5,975,635	\$6,138,833	\$6,304,781	\$6,473,526
Reversion Income	\$109,790,268	-	-	-	-	-	-	-	-	-	-	-
Phase Net Unleveraged Cash Flow	\$163,470,519	-	-	(\$1,432,419)	(\$23,591,716)	(\$7,946,290)	\$5,657,287	\$5,815,135	\$5,975,635	\$6,138,833	\$6,304,781	\$6,473,526
Phase Unleveraged IRR	19%			19%								
Project Cost Less EIFD / CFD	\$59,876,415	-	-	-	-	-	-	-	-	-	-	-
Equity Contribution at 45%	(\$26,944,387)	-	-	(\$644,588)	(\$15,810,693)	(\$10,489,106)	-	-	-	-	-	-
Remaining Total Financing Amount	\$32,932,028	-	-	-	-	-	-	-	-	-	-	-
Permanent Loan Principal Debt Service	(\$19,696,465)	-	-	-	-	(\$1,022,555)	(\$1,071,126)	(\$1,122,005)	(\$1,175,300)	(\$1,231,127)	(\$1,289,605)	(\$1,350,861)
Permanent Loan Interest Debt Service	(\$16,519,102)	-	-	-	-	(\$1,564,271)	(\$1,515,700)	(\$1,464,822)	(\$1,411,526)	(\$1,355,700)	(\$1,297,221)	(\$1,235,965)
Reversion Less Remaining Debt	\$96,554,705	-	-	-	-	-	-	-	-	-	-	-
Net Proceeds to Developer Equity	\$146,951,417	-	-	(\$644,588)	(\$4,267,536)	\$2,286,903	\$3,070,460	\$3,228,309	\$3,388,808	\$3,552,007	\$3,717,954	\$3,886,700
Phase Leveraged IRR	57%			57%								
Phase 2A												
Site Prep / Land Development Cost	(\$19,827,216)	-	-	-	-	-	(\$19,827,216)	-	-	-	-	-
Vertical Development Cost	(\$97,005,680)	-	-	-	-	-	-	(\$53,397,608)	(\$21,588,154)	(\$22,019,917)	-	-
Project EIFD Funds	na	-	-	-	-	-	-	-	-	-	-	-
Phase Potential CFD Funds	\$7,605,224	-	-	-	-	-	\$7,605,224	-	-	-	-	-
Land Sale Revenue	\$36,217,661	-	-	-	-	-	-	\$31,232,205	\$4,985,456	-	-	-
Net Operating Income	\$114,928,542	-	-	-	-	-	-	-	\$3,012,745	\$5,290,080	\$7,687,475	\$7,893,228
Reversion Income	\$144,435,880	-	-	-	-	-	-	-	-	-	-	-
Phase Net Unleveraged Cash Flow	\$186,354,412	-	-	-	-	-	(\$12,221,991)	(\$22,165,403)	(\$13,589,954)	(\$16,729,838)	\$7,687,475	\$7,893,228
Phase Unleveraged IRR	13%						13%					
Project Cost Less EIFD / CFD	\$109,227,671	-	-	-	-	-	-	-	-	-	-	-
Equity Contribution at 45%	(\$49,152,452)	-	-	-	-	-	(\$5,499,896)	(\$24,028,924)	(\$9,714,669)	(\$9,908,963)	-	-
Remaining Total Financing Amount	\$60,075,219	-	-	-	-	-	-	-	-	-	-	-
Permanent Loan Principal Debt Service	(\$35,930,658)	-	-	-	-	-	-	-	(\$1,865,364)	(\$1,953,968)	(\$2,046,782)	(\$2,144,004)
Permanent Loan Interest Debt Service	(\$30,134,453)	-	-	-	-	-	-	-	(\$2,853,573)	(\$2,764,968)	(\$2,672,155)	(\$2,574,932)
Reversion Less Remaining Debt	\$120,291,319	-	-	-	-	-	-	-	-	-	-	-
Net Proceeds to Developer Equity	\$156,219,958	-	-	-	-	-	(\$5,499,896)	\$7,203,282	(\$6,435,405)	(\$9,337,820)	\$2,968,539	\$3,174,291
Phase Leveraged IRR	28%						28%					
Phase 2B												
Site Prep / Land Development Cost	(\$3,730,123)	-	-	-	-	-	-	-	-	-	(\$3,730,123)	-
Vertical Development Cost	-	-	-	-	-	-	-	-	-	-	-	-
Project EIFD Funds	na	-	-	-	-	-	-	-	-	-	-	-
Phase Potential CFD Funds	\$837,564	-	-	-	-	-	-	-	-	-	\$837,564	-
Land Sale Revenue	\$9,381,301	-	-	-	-	-	-	-	-	-	-	\$4,629,296
Net Operating Income	-	-	-	-	-	-	-	-	-	-	-	-
Reversion Income	-	-	-	-	-	-	-	-	-	-	-	-
Phase Net Unleveraged Cash Flow	\$6,488,741	-	-	-	-	-	-	-	-	-	(\$2,892,559)	\$4,629,296
Phase Unleveraged IRR	131%										131%	
Project Cost Less EIFD / CFD	\$2,892,559	-	-	-	-	-	-	-	-	-	-	-
Equity Contribution at 45%	(\$1,301,652)	-	-	-	-	-	-	-	-	-	(\$1,301,652)	-
Remaining Total Financing Amount	\$1,590,908	-	-	-	-	-	-	-	-	-	-	-
Permanent Loan Principal Debt Service	-	-	-	-	-	-	-	-	-	-	-	-
Permanent Loan Interest Debt Service	-	-	-	-	-	-	-	-	-	-	-	-
Reversion Less Remaining Debt	-	-	-	-	-	-	-	-	-	-	-	-
Net Proceeds to Developer Equity	\$8,079,649	-	-	-	-	-	-	-	-	-	(\$1,301,652)	\$4,629,296
Phase Leveraged IRR	339%										339%	
Phase 1												
Project Net Unleveraged Cash Flow		(\$9,408,729)	(\$45,356,432)	\$3,004,550	(\$19,026,590)	(\$3,250,862)	\$10,485,199	\$10,777,755	\$11,075,224	\$11,377,697	\$11,685,263	\$11,998,015
Project Unleveraged IRR	14%											
Project Net Proceeds to Developer Equity		(\$4,233,928)	(\$19,636,154)	\$1,365,557	(\$2,129,233)	\$4,555,507	\$5,471,550	\$5,764,106	\$6,061,575	\$6,364,048	\$6,671,614	\$6,984,366
Project Leveraged IRR	22%											
Total Project												
Project Net Unleveraged Cash Flow		(\$9,408,729)	(\$45,356,432)	\$3,004,550	(\$19,026,590)	(\$3,250,862)	(\$1,736,792)	(\$11,387,648)	(\$2,514,729)	(\$5,352,141)	\$16,480,179	\$24,520,538
Project Unleveraged IRR	14%											
Project Net Proceeds to Developer Equity		(\$4,233,928)	(\$19,636,154)	\$1,365,557	(\$2,129,233)	\$4,555,507	(\$28,346)	\$12,967,387	(\$373,830)	(\$2,973,772)	\$8,338,501	\$14,787,953
Project Leveraged IRR	23%											

Source: City of Davis, EPS.

Table A-8
DiSC 2022
Pro Forma Analysis
Cash Flow Summary / Rollup - Nominal Dollars

Item	Total	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22
Phase 1A												
Site Prep / Land Development Cost	(\$10,636,560)	-	-	-	-	-	-	-	-	-	-	-
Vertical Development Cost	(\$46,764,143)	-	-	-	-	-	-	-	-	-	-	-
Project EIFD Funds	na	-	-	-	-	-	-	-	-	-	-	-
Phase Potential CFD Funds	\$1,227,831	-	-	-	-	-	-	-	-	-	-	-
Land Sale Revenue	\$1,407,710	-	-	-	-	-	-	-	-	-	-	-
Net Operating Income	\$81,041,831	\$5,670,927	\$5,819,840	\$5,971,273	\$6,125,272	\$6,281,884	\$6,441,156	-	-	-	-	-
Reversion Income	\$91,834,824	-	-	-	-	-	-	\$91,834,824	-	-	-	-
Phase Net Unleveraged Cash Flow	\$118,111,494	\$5,670,927	\$5,819,840	\$5,971,273	\$6,125,272	\$6,281,884	\$6,441,156	\$91,834,824	-	-	-	-
Phase Unleveraged IRR	11%											
Project Cost Less EIFD / CFD	\$56,172,871	-	-	-	-	-	-	-	-	-	-	-
Equity Contribution at 45%	(\$25,277,792)	-	-	-	-	-	-	-	-	-	-	-
Remaining Total Financing Amount	\$30,895,079	-	-	-	-	-	-	-	-	-	-	-
Permanent Loan Principal Debt Service	(\$20,315,197)	(\$1,456,612)	(\$1,525,801)	(\$1,598,276)	(\$1,674,194)	(\$1,753,718)	(\$1,837,020)	-	-	-	-	-
Permanent Loan Interest Debt Service	(\$16,087,147)	(\$970,211)	(\$901,022)	(\$828,547)	(\$752,629)	(\$673,104)	(\$589,803)	-	-	-	-	-
Reversion Less Remaining Debt	\$81,254,942	-	-	-	-	-	-	\$81,254,942	-	-	-	-
Net Proceeds to Developer Equity	\$102,024,347	\$3,244,104	\$3,393,017	\$3,544,450	\$3,698,449	\$3,855,061	\$4,014,333	\$81,254,942	-	-	-	-
Phase Leveraged IRR	15%											
Phase 1B												
Site Prep / Land Development Cost	(\$8,046,079)	-	-	-	-	-	-	-	-	-	-	-
Vertical Development Cost	(\$58,443,997)	-	-	-	-	-	-	-	-	-	-	-
Project EIFD Funds	na	-	-	-	-	-	-	-	-	-	-	-
Phase Potential CFD Funds	\$6,613,660	-	-	-	-	-	-	-	-	-	-	-
Land Sale Revenue	\$23,617,227	-	-	-	-	-	-	-	-	-	-	-
Net Operating Income	\$89,939,439	\$6,645,120	\$6,819,614	\$6,997,061	\$7,177,516	\$7,361,032	\$7,547,665	\$7,737,472	-	-	-	-
Reversion Income	\$109,790,268	-	-	-	-	-	-	-	\$109,790,268	-	-	-
Phase Net Unleveraged Cash Flow	\$163,470,519	\$6,645,120	\$6,819,614	\$6,997,061	\$7,177,516	\$7,361,032	\$7,547,665	\$7,737,472	\$109,790,268	-	-	-
Phase Unleveraged IRR	19%											
Project Cost Less EIFD / CFD	\$59,876,415	-	-	-	-	-	-	-	-	-	-	-
Equity Contribution at 45%	(\$26,944,387)	-	-	-	-	-	-	-	-	-	-	-
Remaining Total Financing Amount	\$32,932,028	-	-	-	-	-	-	-	-	-	-	-
Permanent Loan Principal Debt Service	(\$19,696,465)	(\$1,415,027)	(\$1,482,241)	(\$1,552,648)	(\$1,626,398)	(\$1,703,652)	(\$1,784,576)	(\$1,869,343)	-	-	-	-
Permanent Loan Interest Debt Service	(\$16,519,102)	(\$1,171,799)	(\$1,104,585)	(\$1,034,179)	(\$960,428)	(\$883,174)	(\$802,250)	(\$717,483)	-	-	-	-
Reversion Less Remaining Debt	\$96,554,705	-	-	-	-	-	-	-	\$96,554,705	-	-	-
Net Proceeds to Developer Equity	\$146,951,417	\$4,058,293	\$4,232,788	\$4,410,235	\$4,590,690	\$4,774,205	\$4,960,839	\$5,150,646	\$96,554,705	-	-	-
Phase Leveraged IRR	57%											
Phase 2A												
Site Prep / Land Development Cost	(\$19,827,216)	-	-	-	-	-	-	-	-	-	-	-
Vertical Development Cost	(\$97,005,680)	-	-	-	-	-	-	-	-	-	-	-
Project EIFD Funds	na	-	-	-	-	-	-	-	-	-	-	-
Phase Potential CFD Funds	\$7,605,224	-	-	-	-	-	-	-	-	-	-	-
Land Sale Revenue	\$36,217,661	-	-	-	-	-	-	-	-	-	-	-
Net Operating Income	\$114,928,542	\$8,102,454	\$8,315,216	\$8,531,580	\$8,751,609	\$8,975,372	\$9,202,935	\$9,434,369	\$9,669,744	\$9,909,131	\$10,152,604	-
Reversion Income	\$144,435,880	-	-	-	-	-	-	-	-	-	-	\$144,435,880
Phase Net Unleveraged Cash Flow	\$186,354,412	\$8,102,454	\$8,315,216	\$8,531,580	\$8,751,609	\$8,975,372	\$9,202,935	\$9,434,369	\$9,669,744	\$9,909,131	\$10,152,604	\$144,435,880
Phase Unleveraged IRR	13%											
Project Cost Less EIFD / CFD	\$109,227,671	-	-	-	-	-	-	-	-	-	-	-
Equity Contribution at 45%	(\$49,152,452)	-	-	-	-	-	-	-	-	-	-	-
Remaining Total Financing Amount	\$60,075,219	-	-	-	-	-	-	-	-	-	-	-
Permanent Loan Principal Debt Service	(\$35,930,658)	(\$2,245,844)	(\$2,352,522)	(\$2,464,267)	(\$2,581,319)	(\$2,703,932)	(\$2,832,369)	(\$2,966,906)	(\$3,107,834)	(\$3,255,456)	(\$3,410,091)	-
Permanent Loan Interest Debt Service	(\$30,134,453)	(\$2,473,092)	(\$2,366,415)	(\$2,254,670)	(\$2,137,617)	(\$2,015,005)	(\$1,886,568)	(\$1,752,030)	(\$1,611,102)	(\$1,463,480)	(\$1,308,846)	-
Reversion Less Remaining Debt	\$120,291,319	-	-	-	-	-	-	-	-	-	-	\$120,291,319
Net Proceeds to Developer Equity	\$156,219,958	\$3,383,517	\$3,596,280	\$3,812,643	\$4,032,673	\$4,256,435	\$4,483,999	\$4,715,432	\$4,950,807	\$5,190,194	\$5,433,668	\$120,291,319
Phase Leveraged IRR	28%											
Phase 2B												
Site Prep / Land Development Cost	(\$3,730,123)	-	-	-	-	-	-	-	-	-	-	-
Vertical Development Cost	-	-	-	-	-	-	-	-	-	-	-	-
Project EIFD Funds	na	-	-	-	-	-	-	-	-	-	-	-
Phase Potential CFD Funds	\$837,564	-	-	-	-	-	-	-	-	-	-	-
Land Sale Revenue	\$9,381,301	\$4,752,005	-	-	-	-	-	-	-	-	-	-
Net Operating Income	-	-	-	-	-	-	-	-	-	-	-	-
Reversion Income	-	-	-	-	-	-	-	-	-	-	-	-
Phase Net Unleveraged Cash Flow	\$6,488,741	\$4,752,005	-	-	-	-	-	-	-	-	-	-
Phase Unleveraged IRR	131%											
Project Cost Less EIFD / CFD	\$2,892,559	-	-	-	-	-	-	-	-	-	-	-
Equity Contribution at 45%	(\$1,301,652)	-	-	-	-	-	-	-	-	-	-	-
Remaining Total Financing Amount	\$1,590,908	-	-	-	-	-	-	-	-	-	-	-
Permanent Loan Principal Debt Service	-	-	-	-	-	-	-	-	-	-	-	-
Permanent Loan Interest Debt Service	-	-	-	-	-	-	-	-	-	-	-	-
Reversion Less Remaining Debt	-	-	-	-	-	-	-	-	-	-	-	-
Net Proceeds to Developer Equity	\$8,079,649	\$4,752,005	-	-	-	-	-	-	-	-	-	-
Phase Leveraged IRR	339%											
Phase 1												
Project Net Unleveraged Cash Flow		\$12,316,046	\$12,639,454	\$12,968,334	\$13,302,788	\$13,642,916	\$13,988,821	\$99,572,296	\$109,790,268	-	-	-
Project Unleveraged IRR	14%											
Project Net Proceeds to Developer Equity		\$7,302,397	\$7,625,804	\$7,954,685	\$8,289,139	\$8,629,266	\$8,975,172	\$86,405,588	\$96,554,705	-	-	-
Project Leveraged IRR	22%											
Total Project												
Project Net Unleveraged Cash Flow		\$25,170,505	\$20,954,670	\$21,499,914	\$22,054,397	\$22,618,287	\$23,191,756	\$109,006,665	\$119,460,012	\$9,909,131	\$10,152,604	\$144,435,880
Project Unleveraged IRR	14%											
Project Net Proceeds to Developer Equity		\$15,437,919	\$11,222,084	\$11,767,328	\$12,321,811	\$12,885,702	\$13,459,171	\$91,121,020	\$101,505,512	\$5,190,194	\$5,433,668	\$120,291,319
Project Leveraged IRR	23%											

Source: City of Davis, EPS.

Table A-9
DISC 2022
Pro Forma Analysis
Phase 1A Annual Development Cash Flow - Nominal Dollars

Item		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Phase		<i>P1A Prep</i>	<i>Phase 1A</i>								
Inflation Factor	2.0%	1.020	1.040	1.061	1.082	1.104	1.126	1.149	1.172	1.195	1.219
Real Growth Factor	1.0%	1.010	1.020	1.030	1.041	1.051	1.062	1.072	1.083	1.094	1.105
Phase 1A											
Master Developer Development Cost											
Land Development											
Site Prep and Infrastructure		\$10,636,560	-	-	-	-	-	-	-	-	-
Vertical Construction & Parking											
Surface Parking		-	\$680,942	-	-	-	-	-	-	-	-
Structured Parking		-	-	-	-	-	-	-	-	-	-
Medium Density Residential (For Sale)	Land Sale	-	-	-	-	-	-	-	-	-	-
High Density Residential (Rental)	Land Sale	-	-	-	-	-	-	-	-	-	-
Office	Own & Operate	-	\$22,145,823	-	-	-	-	-	-	-	-
Flex/R&D	Own & Operate	-	\$20,985,919	-	-	-	-	-	-	-	-
Advanced Manufacturing	Land Sale	-	-	-	-	-	-	-	-	-	-
Ancillary Retail	Own & Operate	-	\$2,951,459	-	-	-	-	-	-	-	-
Hotel	Land Sale	-	-	-	-	-	-	-	-	-	-
Total Vertical Construction & Parking		-	\$46,764,143	-	-	-	-	-	-	-	-
Total Development Cost		\$10,636,560	\$46,764,143	-	-	-	-	-	-	-	-
Land Sale Income											
Medium Density Residential (For Sale)		-	-	-	-	-	-	-	-	-	-
High Density Residential (Rental)		-	\$1,407,710	-	-	-	-	-	-	-	-
Office		-	-	-	-	-	-	-	-	-	-
Flex/R&D		-	-	-	-	-	-	-	-	-	-
Advanced Manufacturing		-	-	-	-	-	-	-	-	-	-
Ancillary Retail		-	-	-	-	-	-	-	-	-	-
Hotel		-	-	-	-	-	-	-	-	-	-
Total Sales Income		-	\$1,407,710	-	-	-	-	-	-	-	-
Net Operating Income											
High Density Residential (Rental)		-	-	-	-	-	-	-	-	-	-
Office		-	-	\$1,946,435	\$2,002,656	\$2,059,817	\$2,117,936	\$2,177,031	\$2,237,117	\$2,298,215	\$2,360,341
Flex/R&D		-	-	\$2,236,462	\$2,301,060	\$2,366,739	\$2,433,518	\$2,501,418	\$2,570,458	\$2,640,659	\$2,712,042
Advanced Manufacturing		-	-	-	-	-	-	-	-	-	-
Ancillary Retail		-	-	\$254,072	\$261,410	\$268,872	\$276,458	\$284,172	\$292,015	\$299,990	\$308,099
Hotel		-	-	-	-	-	-	-	-	-	-
Total Net Operating Income		-	-	\$4,436,968	\$4,565,126	\$4,695,428	\$4,827,913	\$4,962,620	\$5,099,590	\$5,238,863	\$5,380,482
Reversion Income in Year @ Cap Rate [1]											
High Density Residential (Rental)	na	na	-	-	-	-	-	-	-	-	-
Office	Year 18	7.00%	-	-	-	-	-	-	-	-	-
Flex/R&D	Year 18	7.00%	-	-	-	-	-	-	-	-	-
Advanced Manufacturing	na	na	-	-	-	-	-	-	-	-	-
Ancillary Retail	Year 18	7.25%	-	-	-	-	-	-	-	-	-
Hotel	na	na	-	-	-	-	-	-	-	-	-
Total Reversion Income			-	-	-	-	-	-	-	-	-
Phase 1A NET ANNUAL CASH FLOW		(\$10,636,560)	(\$45,356,432)	\$4,436,968	\$4,565,126	\$4,695,428	\$4,827,913	\$4,962,620	\$5,099,590	\$5,238,863	\$5,380,482

Source: City of Davis; EPS.

[1] Reversion capitalization rates based on Integra Realty Resources, 2019 Viewpoint for Sacramento metro area.

Table A-9
DISC 2022
Pro Forma Analysis
Phase 1A Annual Development Cash Flow - Nominal Dollars

Item		Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18
Phase									
Inflation Factor	2.0%	1.243	1.268	1.294	1.319	1.346	1.373	1.400	1.428
Real Growth Factor	1.0%	1.116	1.127	1.138	1.149	1.161	1.173	1.184	1.196
Phase 1A									
Master Developer Development Cost									
Land Development									
Site Prep and Infrastructure		-	-	-	-	-	-	-	-
Vertical Construction & Parking									
Surface Parking		-	-	-	-	-	-	-	-
Structured Parking		-	-	-	-	-	-	-	-
Medium Density Residential (For Sale)	Land Sale	-	-	-	-	-	-	-	-
High Density Residential (Rental)	Land Sale	-	-	-	-	-	-	-	-
Office	Own & Operate	-	-	-	-	-	-	-	-
Flex/R&D	Own & Operate	-	-	-	-	-	-	-	-
Advanced Manufacturing	Land Sale	-	-	-	-	-	-	-	-
Ancillary Retail	Own & Operate	-	-	-	-	-	-	-	-
Hotel	Land Sale	-	-	-	-	-	-	-	-
Total Vertical Construction & Parking		-	-	-	-	-	-	-	-
Total Development Cost		-	-	-	-	-	-	-	-
Land Sale Income									
Medium Density Residential (For Sale)		-	-	-	-	-	-	-	-
High Density Residential (Rental)		-	-	-	-	-	-	-	-
Office		-	-	-	-	-	-	-	-
Flex/R&D		-	-	-	-	-	-	-	-
Advanced Manufacturing		-	-	-	-	-	-	-	-
Ancillary Retail		-	-	-	-	-	-	-	-
Hotel		-	-	-	-	-	-	-	-
Total Sales Income		-	-	-	-	-	-	-	-
Net Operating Income									
High Density Residential (Rental)		-	-	-	-	-	-	-	-
Office		\$2,423,515	\$2,487,755	\$2,553,081	\$2,619,512	\$2,687,069	\$2,755,773	\$2,825,643	-
Flex/R&D		\$2,784,629	\$2,858,441	\$2,933,501	\$3,009,831	\$3,087,455	\$3,166,395	\$3,246,677	-
Advanced Manufacturing		-	-	-	-	-	-	-	-
Ancillary Retail		\$316,346	\$324,731	\$333,258	\$341,930	\$350,748	\$359,716	\$368,836	-
Hotel		-	-	-	-	-	-	-	-
Total Net Operating Income		\$5,524,489	\$5,670,927	\$5,819,840	\$5,971,273	\$6,125,272	\$6,281,884	\$6,441,156	-
Reversion Income									
	in Year	@ Cap Rate [1]							
High Density Residential (Rental)	na								
Office	Year 18	7.00%							\$40,366,334
Flex/R&D	Year 18	7.00%							\$46,381,094
Advanced Manufacturing	na								-
Ancillary Retail	Year 18	7.25%							\$5,087,396
Hotel	na								-
Total Reversion Income									\$91,834,824
Phase 1A NET ANNUAL CASH FLOW		\$5,524,489	\$5,670,927	\$5,819,840	\$5,971,273	\$6,125,272	\$6,281,884	\$6,441,156	\$91,834,824

Source: City of Davis; EPS.

[1] Reversion capitalization rates based on Integra Realty Resources, 2019 Viewpoint for Sacramento metro area.

Table A-10
DISC 2022
Pro Forma Analysis
Phase 1B Annual Development Cash Flow - Nominal Dollars

Item		Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12
Phase		<i>P1B Prep</i>	<i>Phase 1B</i>	<i>Phase 1B</i>							
Inflation Factor	2.0%	1.061	1.082	1.104	1.126	1.149	1.172	1.195	1.219	1.243	1.268
Real Growth Factor	1.0%	1.030	1.041	1.051	1.062	1.072	1.083	1.094	1.105	1.116	1.127
Phase 1B											
Master Developer Development Cost											
Land Development											
Site Prep and Infrastructure		\$8,046,079	-	-	-	-	-	-	-	-	-
Vertical Construction & Parking											
Surface Parking		-	\$414,950	\$423,249	-	-	-	-	-	-	-
Structured Parking		-	-	-	-	-	-	-	-	-	-
Medium Density Residential (For Sale)	Land Sale	-	-	-	-	-	-	-	-	-	-
High Density Residential (Rental)	Land Sale	-	-	-	-	-	-	-	-	-	-
Office	Own & Operate	-	\$11,520,257	\$11,750,662	-	-	-	-	-	-	-
Flex/R&D	Own & Operate	-	\$10,916,875	\$11,135,213	-	-	-	-	-	-	-
Advanced Manufacturing	Land Sale	-	-	-	-	-	-	-	-	-	-
Ancillary Retail	Own & Operate	-	\$12,282,790	-	-	-	-	-	-	-	-
Hotel	Land Sale	-	-	-	-	-	-	-	-	-	-
Total Vertical Construction & Parking		-	\$35,134,872	\$23,309,124	-	-	-	-	-	-	-
Total Development Cost		\$8,046,079	\$35,134,872	\$23,309,124	-	-	-	-	-	-	-
Land Sale Income											
Medium Density Residential (For Sale)		-	\$5,216,801	\$5,917,605	-	-	-	-	-	-	-
High Density Residential (Rental)		-	\$1,863,401	\$1,566,126	-	-	-	-	-	-	-
Office		-	-	-	-	-	-	-	-	-	-
Flex/R&D		-	-	-	-	-	-	-	-	-	-
Advanced Manufacturing		-	\$4,462,954	\$4,590,339	-	-	-	-	-	-	-
Ancillary Retail		-	-	-	-	-	-	-	-	-	-
Hotel		-	-	-	-	-	-	-	-	-	-
Total Sales Income		-	\$11,543,156	\$12,074,070	-	-	-	-	-	-	-
Net Operating Income											
High Density Residential (Rental)		-	-	-	-	-	-	-	-	-	-
Office		-	-	\$1,029,909	\$2,117,936	\$2,177,031	\$2,237,117	\$2,298,215	\$2,360,341	\$2,423,515	\$2,487,755
Flex/R&D		-	-	\$1,183,369	\$2,433,518	\$2,501,418	\$2,570,458	\$2,640,659	\$2,712,042	\$2,784,629	\$2,858,441
Advanced Manufacturing		-	-	-	-	-	-	-	-	-	-
Ancillary Retail		-	-	\$1,075,486	\$1,105,832	\$1,136,687	\$1,168,059	\$1,199,960	\$1,232,398	\$1,265,382	\$1,298,924
Hotel		-	-	-	-	-	-	-	-	-	-
Total Net Operating Income		-	-	\$3,288,764	\$5,657,287	\$5,815,135	\$5,975,635	\$6,138,833	\$6,304,781	\$6,473,526	\$6,645,120
Reversion Income											
	in Year	@ Cap Rate [1]									
High Density Residential (Rental)	na	na									
Office	Year 19	7.00%									
Flex/R&D	Year 19	7.00%									
Advanced Manufacturing	na	na									
Ancillary Retail	Year 19	7.25%									
Hotel	na	na									
Total Reversion Income		-	-	-	-	-	-	-	-	-	-
PHASE 1B NET ANNUAL CASH FLOW		(\$8,046,079)	(\$23,591,716)	(\$7,946,290)	\$5,657,287	\$5,815,135	\$5,975,635	\$6,138,833	\$6,304,781	\$6,473,526	\$6,645,120

Source: City of Davis; EPS.

[1] Reversion capitalization rates based on Integra Realty Resources, 2019 Viewpoint for Sacramento metro area.

Table A-10
 DiSC 2022
 Pro Forma Analysis
 Phase 1B Annual Development Cash Flow - Nominal Dollars

Item		Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20
Phase									
Inflation Factor	2.0%	1.294	1.319	1.346	1.373	1.400	1.428	1.457	1.486
Real Growth Factor	1.0%	1.138	1.149	1.161	1.173	1.184	1.196	1.208	1.220
Phase 1B									
Master Developer Development Cost									
Land Development									
Site Prep and Infrastructure		-	-	-	-	-	-	-	-
Vertical Construction & Parking									
Surface Parking		-	-	-	-	-	-	-	-
Structured Parking		-	-	-	-	-	-	-	-
Medium Density Residential (For Sale)	Land Sale	-	-	-	-	-	-	-	-
High Density Residential (Rental)	Land Sale	-	-	-	-	-	-	-	-
Office	Own & Operate	-	-	-	-	-	-	-	-
Flex/R&D	Own & Operate	-	-	-	-	-	-	-	-
Advanced Manufacturing	Land Sale	-	-	-	-	-	-	-	-
Ancillary Retail	Own & Operate	-	-	-	-	-	-	-	-
Hotel	Land Sale	-	-	-	-	-	-	-	-
Total Vertical Construction & Parking		-	-	-	-	-	-	-	-
Total Development Cost		-	-	-	-	-	-	-	-
Land Sale Income									
Medium Density Residential (For Sale)		-	-	-	-	-	-	-	-
High Density Residential (Rental)		-	-	-	-	-	-	-	-
Office		-	-	-	-	-	-	-	-
Flex/R&D		-	-	-	-	-	-	-	-
Advanced Manufacturing		-	-	-	-	-	-	-	-
Ancillary Retail		-	-	-	-	-	-	-	-
Hotel		-	-	-	-	-	-	-	-
Total Sales Income		-	-	-	-	-	-	-	-
Net Operating Income									
High Density Residential (Rental)		-	-	-	-	-	-	-	-
Office		\$2,553,081	\$2,619,512	\$2,687,069	\$2,755,773	\$2,825,643	\$2,896,702	-	-
Flex/R&D		\$2,933,501	\$3,009,831	\$3,087,455	\$3,166,395	\$3,246,677	\$3,328,323	-	-
Advanced Manufacturing		-	-	-	-	-	-	-	-
Ancillary Retail		\$1,333,032	\$1,367,718	\$1,402,992	\$1,438,864	\$1,475,345	\$1,512,447	-	-
Hotel		-	-	-	-	-	-	-	-
Total Net Operating Income		\$6,819,614	\$6,997,061	\$7,177,516	\$7,361,032	\$7,547,665	\$7,737,472	-	-
Reversion Income									
	in Year	@ Cap Rate [1]							
High Density Residential (Rental)	na	na							
Office	Year 19	7.00%	-	-	-	-	\$41,381,459	-	-
Flex/R&D	Year 19	7.00%	-	-	-	-	\$47,547,478	-	-
Advanced Manufacturing	na	na	-	-	-	-	-	-	-
Ancillary Retail	Year 19	7.25%	-	-	-	-	\$20,861,331	-	-
Hotel	na	na	-	-	-	-	-	-	-
Total Reversion Income							\$109,790,268		
PHASE 1B NET ANNUAL CASH FLOW		\$6,819,614	\$6,997,061	\$7,177,516	\$7,361,032	\$7,547,665	\$7,737,472	\$109,790,268	-

Source: City of Davis; EPS.

[1] Reversion capitalization rates based on Integra Realty Resources, 2019 Viewpoint for Sacramento metro area.

Table A-11
 DiSC 2022
 Pro Forma Analysis
 Phase 2A Annual Development Cash Flow - Nominal Dollars

Item		Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15
Phase		<i>P2A Prep</i>	<i>Phase 2A</i>	<i>Phase 2A</i>	<i>Phase 2A</i>						
Inflation Factor	2.0%	1.126	1.149	1.172	1.195	1.219	1.243	1.268	1.294	1.319	1.346
Real Growth Factor	1.0%	1.062	1.072	1.083	1.094	1.105	1.116	1.127	1.138	1.149	1.161
Phase 2A											
Master Developer Development Cost											
Land Development											
Site Prep and Infrastructure		\$19,827,216	-	-	-	-	-	-	-	-	-
Vertical Construction & Parking											
Surface Parking		-	-	-	-	-	-	-	-	-	-
Structured Parking		-	\$22,456,805	-	-	-	-	-	-	-	-
Medium Density Residential (For Sale)	Land Sale	-	-	-	-	-	-	-	-	-	-
High Density Residential (Rental)	Land Sale	-	-	-	-	-	-	-	-	-	-
Office	Own & Operate	-	\$10,867,013	\$11,084,353	\$11,306,040	-	-	-	-	-	-
Flex/R&D	Own & Operate	-	\$10,297,845	\$10,503,801	\$10,713,877	-	-	-	-	-	-
Advanced Manufacturing	Land Sale	-	-	-	-	-	-	-	-	-	-
Ancillary Retail	Own & Operate	-	\$9,775,946	-	-	-	-	-	-	-	-
Hotel	Land Sale	-	-	-	-	-	-	-	-	-	-
Total Vertical Construction & Parking		-	\$53,397,608	\$21,588,154	\$22,019,917	-	-	-	-	-	-
Total Development Cost		\$19,827,216	\$53,397,608	\$21,588,154	\$22,019,917	-	-	-	-	-	-
Land Sale Income											
Medium Density Residential (For Sale)		-	\$11,925,383	-	-	-	-	-	-	-	-
High Density Residential (Rental)		-	\$3,217,891	-	-	-	-	-	-	-	-
Office		-	-	-	-	-	-	-	-	-	-
Flex/R&D		-	-	-	-	-	-	-	-	-	-
Advanced Manufacturing		-	\$4,851,551	\$4,985,456	-	-	-	-	-	-	-
Ancillary Retail		-	-	-	-	-	-	-	-	-	-
Hotel		-	\$11,237,380	-	-	-	-	-	-	-	-
Total Sales Income		-	\$31,232,205	\$4,985,456	-	-	-	-	-	-	-
Net Operating Income											
High Density Residential (Rental)		-	-	-	-	-	-	-	-	-	-
Office		-	-	\$994,274	\$2,042,858	\$3,147,121	\$3,231,353	\$3,317,006	\$3,404,108	\$3,492,683	\$3,582,759
Flex/R&D		-	-	\$1,142,426	\$2,347,252	\$3,616,056	\$3,712,838	\$3,811,255	\$3,911,334	\$4,013,108	\$4,116,606
Advanced Manufacturing		-	-	-	-	-	-	-	-	-	-
Ancillary Retail		-	-	\$876,045	\$899,970	\$924,298	\$949,037	\$974,193	\$999,774	\$1,025,789	\$1,052,244
Hotel		-	-	-	-	-	-	-	-	-	-
Total Net Operating Income		-	-	\$3,012,745	\$5,290,080	\$7,687,475	\$7,893,228	\$8,102,454	\$8,315,216	\$8,531,580	\$8,751,609
Reversion Income											
	in Year	@ Cap Rate [1]									
High Density Residential (Rental)	na	na									
Office	Year 22	7.00%									
Flex/R&D	Year 22	7.00%									
Advanced Manufacturing	na	na									
Ancillary Retail	Year 22	7.25%									
Hotel	na	na									
Total Reversion Income		-	-	-	-	-	-	-	-	-	-
PHASE 2A NET ANNUAL CASH FLOW		(\$19,827,216)	(\$22,165,403)	(\$13,589,954)	(\$16,729,838)	\$7,687,475	\$7,893,228	\$8,102,454	\$8,315,216	\$8,531,580	\$8,751,609

Source: City of Davis; EPS.

[1] Reversion capitalization rates based on Integra Realty Resources, 2019 Viewpoint for Sacramento metro area.

Table A-11
 DiSC 2022
 Pro Forma Analysis
 Phase 2A Annual Development Cash Flow - Nominal Dollars

Item		Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23
Phase									
Inflation Factor	2.0%	1.373	1.400	1.428	1.457	1.486	1.516	1.546	1.577
Real Growth Factor	1.0%	1.173	1.184	1.196	1.208	1.220	1.232	1.245	1.257
Phase 2A									
Master Developer Development Cost									
Land Development									
Site Prep and Infrastructure		-	-	-	-	-	-	-	-
Vertical Construction & Parking									
Surface Parking		-	-	-	-	-	-	-	-
Structured Parking		-	-	-	-	-	-	-	-
Medium Density Residential (For Sale)	Land Sale	-	-	-	-	-	-	-	-
High Density Residential (Rental)	Land Sale	-	-	-	-	-	-	-	-
Office	Own & Operate	-	-	-	-	-	-	-	-
Flex/R&D	Own & Operate	-	-	-	-	-	-	-	-
Advanced Manufacturing	Land Sale	-	-	-	-	-	-	-	-
Ancillary Retail	Own & Operate	-	-	-	-	-	-	-	-
Hotel	Land Sale	-	-	-	-	-	-	-	-
Total Vertical Construction & Parking		-	-	-	-	-	-	-	-
Total Development Cost		-	-	-	-	-	-	-	-
Land Sale Income									
Medium Density Residential (For Sale)		-	-	-	-	-	-	-	-
High Density Residential (Rental)		-	-	-	-	-	-	-	-
Office		-	-	-	-	-	-	-	-
Flex/R&D		-	-	-	-	-	-	-	-
Advanced Manufacturing		-	-	-	-	-	-	-	-
Ancillary Retail		-	-	-	-	-	-	-	-
Hotel		-	-	-	-	-	-	-	-
Total Sales Income		-	-	-	-	-	-	-	-
Net Operating Income									
High Density Residential (Rental)		-	-	-	-	-	-	-	-
Office		\$3,674,364	\$3,767,525	\$3,862,270	\$3,958,628	\$4,056,629	\$4,156,303	-	-
Flex/R&D		\$4,221,860	\$4,328,902	\$4,437,765	\$4,548,481	\$4,661,084	\$4,775,610	-	-
Advanced Manufacturing		-	-	-	-	-	-	-	-
Ancillary Retail		\$1,079,148	\$1,106,509	\$1,134,335	\$1,162,635	\$1,191,418	\$1,220,691	-	-
Hotel		-	-	-	-	-	-	-	-
Total Net Operating Income		\$8,975,372	\$9,202,935	\$9,434,369	\$9,669,744	\$9,909,131	\$10,152,604	-	-
Reversion Income									
	in Year	@ Cap Rate [1]							
High Density Residential (Rental)	na	na							
Office	Year 22	7.00%					\$59,375,755		
Flex/R&D	Year 22	7.00%					\$68,223,002		
Advanced Manufacturing	na	na							
Ancillary Retail	Year 22	7.25%					\$16,837,123		
Hotel	na	na							
Total Reversion Income							\$144,435,880		
PHASE 2A NET ANNUAL CASH FLOW		\$8,975,372	\$9,202,935	\$9,434,369	\$9,669,744	\$9,909,131	\$10,152,604	\$144,435,880	-

Source: City of Davis; EPS.

[1] Reversion capitalization rates based on Integra Realty Resources, 2019 Viewpoint for Sacramento metro area.

Table A-12
DISC 2022
Pro Forma Analysis
Phase 2B Annual Development Cash Flow - Nominal Dollars

Item		Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19
Phase		<i>P2B Prep</i>	<i>Phase 2B</i>	<i>Phase 2B</i>							
Inflation Factor	2.0%	1.219	1.243	1.268	1.294	1.319	1.346	1.373	1.400	1.428	1.457
Real Growth Factor	1.0%	1.105	1.116	1.127	1.138	1.149	1.161	1.173	1.184	1.196	1.208
Phase 2B											
Master Developer Development Cost											
Land Development											
Site Prep and Infrastructure		\$3,730,123	-	-	-	-	-	-	-	-	-
Vertical Construction & Parking											
Surface Parking		-	-	-	-	-	-	-	-	-	-
Structured Parking		-	-	-	-	-	-	-	-	-	-
Medium Density Residential (For Sale)	Land Sale	-	-	-	-	-	-	-	-	-	-
High Density Residential (Rental)	Land Sale	-	-	-	-	-	-	-	-	-	-
Office	Own & Operate	-	-	-	-	-	-	-	-	-	-
Flex/R&D	Own & Operate	-	-	-	-	-	-	-	-	-	-
Advanced Manufacturing	Land Sale	-	-	-	-	-	-	-	-	-	-
Ancillary Retail	Own & Operate	-	-	-	-	-	-	-	-	-	-
Hotel	Land Sale	-	-	-	-	-	-	-	-	-	-
Total Vertical Construction & Parking		-	-	-	-	-	-	-	-	-	-
Total Development Cost		\$3,730,123	-	-	-	-	-	-	-	-	-
Land Sale Income											
Medium Density Residential (For Sale)		-	-	-	-	-	-	-	-	-	-
High Density Residential (Rental)		-	-	-	-	-	-	-	-	-	-
Office		-	-	-	-	-	-	-	-	-	-
Flex/R&D		-	-	-	-	-	-	-	-	-	-
Advanced Manufacturing		-	\$4,629,296	\$4,752,005	-	-	-	-	-	-	-
Ancillary Retail		-	-	-	-	-	-	-	-	-	-
Hotel		-	-	-	-	-	-	-	-	-	-
Total Sales Income		-	\$4,629,296	\$4,752,005	-	-	-	-	-	-	-
Net Operating Income											
High Density Residential (Rental)		-	-	-	-	-	-	-	-	-	-
Office		-	-	-	-	-	-	-	-	-	-
Flex/R&D		-	-	-	-	-	-	-	-	-	-
Advanced Manufacturing		-	-	-	-	-	-	-	-	-	-
Ancillary Retail		-	-	-	-	-	-	-	-	-	-
Hotel		-	-	-	-	-	-	-	-	-	-
Total Net Operating Income		-	-	-	-	-	-	-	-	-	-
Reversion Income											
	in Year	@ Cap Rate [1]									
High Density Residential (Rental)	na	na									
Office	Year 26	7.00%									
Flex/R&D	Year 26	7.00%									
Advanced Manufacturing	na	na									
Ancillary Retail	Year 26	7.25%									
Hotel	na	na									
Total Reversion Income		-	-	-	-	-	-	-	-	-	-
PHASE 2B NET ANNUAL CASH FLOW		(\$3,730,123)	\$4,629,296	\$4,752,005	-	-	-	-	-	-	-

Source: City of Davis; EPS.

[1] Reversion capitalization rates based on Integra Realty Resources, 2019 Viewpoint for Sacramento metro area.

Table A-12
 DiSC 2022
 Pro Forma Analysis
 Phase 2B Annual Development Cash Flow - Nominal Dollars

Item		Year 20	Year 21	Year 22	Year 23	Year 24	Year 25	Year 26	Year 27
Phase									
Inflation Factor	2.0%	1.486	1.516	1.546	1.577	1.608	1.641	1.673	1.707
Real Growth Factor	1.0%	1.220	1.232	1.245	1.257	1.270	1.282	1.295	1.308
Phase 2B									
Master Developer Development Cost									
Land Development									
Site Prep and Infrastructure		-	-	-	-	-	-	-	-
Vertical Construction & Parking									
Surface Parking		-	-	-	-	-	-	-	-
Structured Parking		-	-	-	-	-	-	-	-
Medium Density Residential (For Sale)	Land Sale	-	-	-	-	-	-	-	-
High Density Residential (Rental)	Land Sale	-	-	-	-	-	-	-	-
Office	Own & Operate	-	-	-	-	-	-	-	-
Flex/R&D	Own & Operate	-	-	-	-	-	-	-	-
Advanced Manufacturing	Land Sale	-	-	-	-	-	-	-	-
Ancillary Retail	Own & Operate	-	-	-	-	-	-	-	-
Hotel	Land Sale	-	-	-	-	-	-	-	-
Total Vertical Construction & Parking		-	-	-	-	-	-	-	-
Total Development Cost		-	-	-	-	-	-	-	-
Land Sale Income									
Medium Density Residential (For Sale)		-	-	-	-	-	-	-	-
High Density Residential (Rental)		-	-	-	-	-	-	-	-
Office		-	-	-	-	-	-	-	-
Flex/R&D		-	-	-	-	-	-	-	-
Advanced Manufacturing		-	-	-	-	-	-	-	-
Ancillary Retail		-	-	-	-	-	-	-	-
Hotel		-	-	-	-	-	-	-	-
Total Sales Income		-	-	-	-	-	-	-	-
Net Operating Income									
High Density Residential (Rental)		-	-	-	-	-	-	-	-
Office		-	-	-	-	-	-	-	-
Flex/R&D		-	-	-	-	-	-	-	-
Advanced Manufacturing		-	-	-	-	-	-	-	-
Ancillary Retail		-	-	-	-	-	-	-	-
Hotel		-	-	-	-	-	-	-	-
Total Net Operating Income		-	-	-	-	-	-	-	-
Reversion Income									
	in Year	@ Cap Rate [1]							
High Density Residential (Rental)	na	na	-	-	-	-	-	-	-
Office	Year 26	7.00%	-	-	-	-	-	-	-
Flex/R&D	Year 26	7.00%	-	-	-	-	-	-	-
Advanced Manufacturing	na	na	-	-	-	-	-	-	-
Ancillary Retail	Year 26	7.25%	-	-	-	-	-	-	-
Hotel	na	na	-	-	-	-	-	-	-
Total Reversion Income			-	-	-	-	-	-	-
PHASE 2B NET ANNUAL CASH FLOW		-	-	-	-	-	-	-	-

Source: City of Davis; EPS.

[1] Reversion capitalization rates based on Integra Realty Resources, 2019 Viewpoint for Sacramento metro area.

Table A-13
 DiSC 2022
 Pro Forma Analysis
 Project Buildout Estimate - Phase 1A

Item	Total Phase 1A	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13
Annual Buildout - Phase 1A														
Residential Land Uses														
Medium Density Residential (For Sale)	0	-	-	-	-	-	-	-	-	-	-	-	-	-
High Density Residential (Rental)	57	-	57	-	-	-	-	-	-	-	-	-	-	-
Total Annual Residential Units	57	-	57	-	-	-	-	-	-	-	-	-	-	-
Nonresidential Land Uses														
Office	82,500	-	82,500	-	-	-	-	-	-	-	-	-	-	-
Flex/R&D	82,500	-	82,500	-	-	-	-	-	-	-	-	-	-	-
Advanced Manufacturing	0	-	-	-	-	-	-	-	-	-	-	-	-	-
Ancillary Retail	10,000	-	10,000	-	-	-	-	-	-	-	-	-	-	-
Hotel	0	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Annual Nonresidential Square Feet	175,000	-	175,000	-	-	-	-	-	-	-	-	-	-	-
Cumulative Buildout - Phase 1A														
Residential Land Uses														
Medium Density Residential (For Sale)		-	-	-	-	-	-	-	-	-	-	-	-	-
High Density Residential (Rental)		-	57	57	57	57	57	57	57	57	57	57	57	57
Cumulative Residential Units		-	57											
Nonresidential Land Uses														
Office		-	82,500	82,500	82,500	82,500	82,500	82,500	82,500	82,500	82,500	82,500	82,500	82,500
Flex/R&D		-	82,500	82,500	82,500	82,500	82,500	82,500	82,500	82,500	82,500	82,500	82,500	82,500
Advanced Manufacturing		-	-	-	-	-	-	-	-	-	-	-	-	-
Ancillary Retail		-	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Hotel		-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative Nonresidential Square Feet		-	175,000											

Source: City of Davis, EPS.

Table A-13
DiSC 2022
Pro Forma Analysis
Project Buildout Estimate - Phase 1A

(Note: 10 years collapsed; no activity.)

Item	Total Phase 1A	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 30
Annual Buildout - Phase 1A								
Residential Land Uses								
Medium Density Residential (For Sale)	0	-	-	-	-	-	-	-
High Density Residential (Rental)	57	-	-	-	-	-	-	-
Total Annual Residential Units	57	-	-	-	-	-	-	-
Nonresidential Land Uses								
Office	82,500	-	-	-	-	-	-	-
Flex/R&D	82,500	-	-	-	-	-	-	-
Advanced Manufacturing	0	-	-	-	-	-	-	-
Ancillary Retail	10,000	-	-	-	-	-	-	-
Hotel	0	-	-	-	-	-	-	-
Total Annual Nonresidential Square Feet	175,000	-	-	-	-	-	-	-
Cumulative Buildout - Phase 1A								
Residential Land Uses								
Medium Density Residential (For Sale)		-	-	-	-	-	-	-
High Density Residential (Rental)		57	57	57	57	57	57	57
Cumulative Residential Units		57						
Nonresidential Land Uses								
Office		82,500	82,500	82,500	82,500	82,500	82,500	82,500
Flex/R&D		82,500	82,500	82,500	82,500	82,500	82,500	82,500
Advanced Manufacturing		-	-	-	-	-	-	-
Ancillary Retail		10,000	10,000	10,000	10,000	10,000	10,000	10,000
Hotel		-	-	-	-	-	-	-
Cumulative Nonresidential Square Feet		175,000						

lu p1

Source: City of Davis, EPS.

Table A-14
DiSC 2022
Pro Forma Analysis
Project Buildout Estimate - Phase 1B

Item	Total Phase 1B	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15
Annual Buildout - Phase 1B														
Residential Land Uses														
Medium Density Residential (For Sale)	80	-	38	42	-	-	-	-	-	-	-	-	-	-
High Density Residential (Rental)	130	-	71	58	-	-	-	-	-	-	-	-	-	-
Total Annual Residential Units	210	-	109	100	-	-	-	-	-	-	-	-	-	-
Nonresidential Land Uses														
Office	82,500	-	41,250	41,250	-	-	-	-	-	-	-	-	-	-
Flex/R&D	82,500	-	41,250	41,250	-	-	-	-	-	-	-	-	-	-
Advanced Manufacturing	192,500	-	96,250	96,250	-	-	-	-	-	-	-	-	-	-
Ancillary Retail	40,000	-	40,000	-	-	-	-	-	-	-	-	-	-	-
Hotel	0	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Annual Nonresidential Square Feet	397,500	-	218,750	178,750	-	-	-	-	-	-	-	-	-	-
Cumulative Buildout - Phase 1B														
Residential Land Uses														
Medium Density Residential (For Sale)		-	38	80	80	80	80	80	80	80	80	80	80	80
High Density Residential (Rental)		-	71	130	130	130	130	130	130	130	130	130	130	130
Cumulative Residential Units		-	109	210										
Nonresidential Land Uses														
Office		-	41,250	82,500	82,500	82,500	82,500	82,500	82,500	82,500	82,500	82,500	82,500	82,500
Flex/R&D		-	41,250	82,500	82,500	82,500	82,500	82,500	82,500	82,500	82,500	82,500	82,500	82,500
Advanced Manufacturing		-	96,250	192,500	192,500	192,500	192,500	192,500	192,500	192,500	192,500	192,500	192,500	192,500
Ancillary Retail		-	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
Hotel		-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative Nonresidential Square Feet		-	218,750	397,500										

Source: City of Davis, EPS.

Table A-14
DiSC 2022
Pro Forma Analysis
Project Buildout Estimate - Phase 1B

(Note: 10 years collapsed; no activity.)

Item	Total Phase 1B	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 32
Annual Buildout - Phase 1B								
Residential Land Uses								
Medium Density Residential (For Sale)	80	-	-	-	-	-	-	-
High Density Residential (Rental)	130	-	-	-	-	-	-	-
Total Annual Residential Units	210	-	-	-	-	-	-	-
Nonresidential Land Uses								
Office	82,500	-	-	-	-	-	-	-
Flex/R&D	82,500	-	-	-	-	-	-	-
Advanced Manufacturing	192,500	-	-	-	-	-	-	-
Ancillary Retail	40,000	-	-	-	-	-	-	-
Hotel	0	-	-	-	-	-	-	-
Total Annual Nonresidential Square Feet	397,500	-	-	-	-	-	-	-
Cumulative Buildout - Phase 1B								
Residential Land Uses								
Medium Density Residential (For Sale)		80	80	80	80	80	80	80
High Density Residential (Rental)		130	130	130	130	130	130	130
Cumulative Residential Units		210						
Nonresidential Land Uses								
Office		82,500	82,500	82,500	82,500	82,500	82,500	82,500
Flex/R&D		82,500	82,500	82,500	82,500	82,500	82,500	82,500
Advanced Manufacturing		192,500	192,500	192,500	192,500	192,500	192,500	192,500
Ancillary Retail		40,000	40,000	40,000	40,000	40,000	40,000	40,000
Hotel		-	-	-	-	-	-	-
Cumulative Nonresidential Square Feet		397,500						

lu p2

Source: City of Davis, EPS.

Table A-15
DiSC 2022
Pro Forma Analysis
Project Buildout Estimate - Phase 2A

Item	Total Phase 2A	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18
Annual Buildout - Phase 2A														
Residential Land Uses														
Medium Density Residential (For Sale)	80	-	80	-	-	-	-	-	-	-	-	-	-	-
High Density Residential (Rental)	113	-	113	-	-	-	-	-	-	-	-	-	-	-
Total Annual Residential Units	193	-	193	-	-	-	-	-	-	-	-	-	-	-
Nonresidential Land Uses														
Office	110,000	-	36,667	36,667	36,667	-	-	-	-	-	-	-	-	-
Flex/R&D	110,000	-	36,667	36,667	36,667	-	-	-	-	-	-	-	-	-
Advanced Manufacturing	192,500	-	96,250	96,250	-	-	-	-	-	-	-	-	-	-
Ancillary Retail	30,000	-	30,000	-	-	-	-	-	-	-	-	-	-	-
Hotel	160,000	-	160,000	-	-	-	-	-	-	-	-	-	-	-
Total Annual Nonresidential Square Feet	602,500	-	359,583	169,583	73,333	-	-	-	-	-	-	-	-	-
Cumulative Buildout - Phase 2A														
Residential Land Uses														
Medium Density Residential (For Sale)		-	80	80	80	80	80	80	80	80	80	80	80	80
High Density Residential (Rental)		-	113	113	113	113	113	113	113	113	113	113	113	113
Cumulative Residential Units		-	193											
Nonresidential Land Uses														
Office		-	36,667	73,333	110,000	110,000	110,000	110,000	110,000	110,000	110,000	110,000	110,000	110,000
Flex/R&D		-	36,667	73,333	110,000	110,000	110,000	110,000	110,000	110,000	110,000	110,000	110,000	110,000
Advanced Manufacturing		-	96,250	192,500	192,500	192,500	192,500	192,500	192,500	192,500	192,500	192,500	192,500	192,500
Ancillary Retail		-	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
Hotel		-	160,000	160,000	160,000	160,000	160,000	160,000	160,000	160,000	160,000	160,000	160,000	160,000
Cumulative Nonresidential Square Feet		-	359,583	529,167	602,500									

Source: City of Davis, EPS.

Table A-15
DiSC 2022
Pro Forma Analysis
Project Buildout Estimate - Phase 2A

(Note: 10 years collapsed; no activity.)

Item	Total Phase 2A	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24	Year 35
Annual Buildout - Phase 2A								
Residential Land Uses								
Medium Density Residential (For Sale)	80	-	-	-	-	-	-	-
High Density Residential (Rental)	113	-	-	-	-	-	-	-
Total Annual Residential Units	193	-	-	-	-	-	-	-
Nonresidential Land Uses								
Office	110,000	-	-	-	-	-	-	-
Flex/R&D	110,000	-	-	-	-	-	-	-
Advanced Manufacturing	192,500	-	-	-	-	-	-	-
Ancillary Retail	30,000	-	-	-	-	-	-	-
Hotel	160,000	-	-	-	-	-	-	-
Total Annual Nonresidential Square Feet	602,500	-	-	-	-	-	-	-
Cumulative Buildout - Phase 2A								
Residential Land Uses								
Medium Density Residential (For Sale)		80	80	80	80	80	80	80
High Density Residential (Rental)		113	113	113	113	113	113	113
Cumulative Residential Units		193						
Nonresidential Land Uses								
Office		110,000	110,000	110,000	110,000	110,000	110,000	110,000
Flex/R&D		110,000	110,000	110,000	110,000	110,000	110,000	110,000
Advanced Manufacturing		192,500	192,500	192,500	192,500	192,500	192,500	192,500
Ancillary Retail		30,000	30,000	30,000	30,000	30,000	30,000	30,000
Hotel		160,000	160,000	160,000	160,000	160,000	160,000	160,000
Cumulative Nonresidential Square Feet		602,500						

lu p3

Source: City of Davis, EPS.

Table A-16
 DiSC 2022
 Pro Forma Analysis
 Project Buildout Estimate - Phase 2B

Item	Total Phase 2B	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22
Annual Buildout - Phase 2B														
Residential Land Uses														
Medium Density Residential (For Sale)	-	-	-	-	-	-	-	-	-	-	-	-	-	-
High Density Residential (Rental)	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Annual Residential Units	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Nonresidential Land Uses														
Office	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Flex/R&D	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Advanced Manufacturing	165,000	-	82,500	82,500	-	-	-	-	-	-	-	-	-	-
Ancillary Retail	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Hotel	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Annual Nonresidential Square Feet	165,000	-	82,500	82,500	-	-	-	-	-	-	-	-	-	-
Cumulative Buildout - Phase 2B														
Residential Land Uses														
Medium Density Residential (For Sale)	-	-	-	-	-	-	-	-	-	-	-	-	-	-
High Density Residential (Rental)	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative Residential Units	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Nonresidential Land Uses														
Office	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Flex/R&D	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Advanced Manufacturing	-	82,500	165,000	165,000	165,000	165,000	165,000	165,000	165,000	165,000	165,000	165,000	165,000	165,000
Ancillary Retail	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Hotel	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative Nonresidential Square Feet	-	82,500	165,000											

Source: City of Davis, EPS.

Table A-16
DiSC 2022
Pro Forma Analysis
Project Buildout Estimate - Phase 2B

(Note: 10 years collapsed; no activity.)

Item	Total Phase 2B	Year 23	Year 24	Year 25	Year 26	Year 27	Year 28	Year 39
Annual Buildout - Phase 2B								
Residential Land Uses								
Medium Density Residential (For Sale)	-	-	-	-	-	-	-	-
High Density Residential (Rental)	-	-	-	-	-	-	-	-
Total Annual Residential Units	-	-	-	-	-	-	-	-
Nonresidential Land Uses								
Office	-	-	-	-	-	-	-	-
Flex/R&D	-	-	-	-	-	-	-	-
Advanced Manufacturing	165,000	-	-	-	-	-	-	-
Ancillary Retail	-	-	-	-	-	-	-	-
Hotel	-	-	-	-	-	-	-	-
Total Annual Nonresidential Square Feet	165,000	-	-	-	-	-	-	-
Cumulative Buildout - Phase 2B								
Residential Land Uses								
Medium Density Residential (For Sale)	-	-	-	-	-	-	-	-
High Density Residential (Rental)	-	-	-	-	-	-	-	-
Cumulative Residential Units	-	-	-	-	-	-	-	-
Nonresidential Land Uses								
Office	-	-	-	-	-	-	-	-
Flex/R&D	-	-	-	-	-	-	-	-
Advanced Manufacturing	165,000	165,000	165,000	165,000	165,000	165,000	165,000	165,000
Ancillary Retail	-	-	-	-	-	-	-	-
Hotel	-	-	-	-	-	-	-	-
Cumulative Nonresidential Square Feet	165,000	165,000	165,000	165,000	165,000	165,000	165,000	165,000

lu p4

Source: City of Davis, EPS.

Table A-17
 DiSC 2022
 Pro Forma Analysis
 CFD Revenue - Phase 1A (2021\$)

Item	Assumption	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18
Project Assessed Value - Phase 1A																			
Special Tax Levy Escalation [1]	2.0%																		
Residential Land Uses																			
	<i>Per Unit [2]</i>																		
Medium Density Residential (For Sale)	\$2,800	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
High Density Residential (Rental)	\$1,000	\$59,371	\$60,558	\$61,769	\$63,005	\$64,265	\$65,550	\$66,861	\$68,198	\$69,562	\$70,953	\$72,372	\$73,820	\$75,296	\$76,802	\$78,338	\$79,905	\$81,503	
Total Annual Residential CFD Revenue		\$59,371	\$60,558	\$61,769	\$63,005	\$64,265	\$65,550	\$66,861	\$68,198	\$69,562	\$70,953	\$72,372	\$73,820	\$75,296	\$76,802	\$78,338	\$79,905	\$81,503	
Nonresidential Land Uses																			
	<i>Per Acre [3]</i>																		
Office	\$5,000	\$12,575	\$12,827	\$13,083	\$13,345	\$13,612	\$13,884	\$14,162	\$14,445	\$14,734	\$15,029	\$15,329	\$15,636	\$15,948	\$16,267	\$16,593	\$16,925	\$17,263	
Flex/R&D	\$5,000	\$12,575	\$12,827	\$13,083	\$13,345	\$13,612	\$13,884	\$14,162	\$14,445	\$14,734	\$15,029	\$15,329	\$15,636	\$15,948	\$16,267	\$16,593	\$16,925	\$17,263	
Advanced Manufacturing	\$5,000	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Ancillary Retail	\$5,000	\$1,524	\$1,555	\$1,586	\$1,618	\$1,650	\$1,683	\$1,717	\$1,751	\$1,786	\$1,822	\$1,858	\$1,895	\$1,933	\$1,972	\$2,011	\$2,051	\$2,092	
Hotel	\$5,000	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Annual Nonresidential CFD Revenue		\$26,675	\$27,208	\$27,752	\$28,307	\$28,874	\$29,451	\$30,040	\$30,641	\$31,254	\$31,879	\$32,516	\$33,167	\$33,830	\$34,507	\$35,197	\$35,901	\$36,619	
Total Annual CFD Revenue		\$86,045	\$87,766	\$89,522	\$91,312	\$93,138	\$95,001	\$96,901	\$98,839	\$100,816	\$102,832	\$104,889	\$106,987	\$109,126	\$111,309	\$113,535	\$115,806	\$118,122	
NPV of CFD Revenue @ Discount Rate	6.0%	\$1,364,257																	
Less Issuance and Maintenance Costs	10.0%	(\$136,426)																	
Remaining ROM Bonding Capacity		\$1,227,831																	

Source: City of Davis, EPS.

[1] Per unit and per acre special tax levy assumptions are in 2020\$; the escalation rate is applied to the annual special tax revenue.

[2] Residential per unit special tax levy is equates to a conservative assumption of 0.4% of estimated average unit valuation; 0.5% is generally considered the upper limit.

[3] Per acre special tax levy is at the lower end of the typical range of \$5,000-6,000 per acre.

Table A-17
 DiSC 2022
 Pro Forma Analysis
 CFD Revenue - Phase 1A (2021\$)

Item	Assumption	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24	Year 25	Year 26	Year 27	Year 28	Year 29	Year 30
Project Assessed Value - Phase 1A													
Special Tax Levy Escalation [1]	2.0%												
Residential Land Uses													
	<i>Per Unit [2]</i>												
Medium Density Residential (For Sale)	\$2,800	-	-	-	-	-	-	-	-	-	-	-	-
High Density Residential (Rental)	\$1,000	\$83,133	\$84,796	\$86,492	\$88,222	\$89,986	\$91,786	\$93,622	\$95,494	\$97,404	\$99,352	\$101,339	\$103,366
Total Annual Residential CFD Revenue		\$83,133	\$84,796	\$86,492	\$88,222	\$89,986	\$91,786	\$93,622	\$95,494	\$97,404	\$99,352	\$101,339	\$103,366
Nonresidential Land Uses													
	<i>Per Acre [3]</i>												
Office	\$5,000	\$17,608	\$17,961	\$18,320	\$18,686	\$19,060	\$19,441	\$19,830	\$20,226	\$20,631	\$21,044	\$21,464	\$21,894
Flex/R&D	\$5,000	\$17,608	\$17,961	\$18,320	\$18,686	\$19,060	\$19,441	\$19,830	\$20,226	\$20,631	\$21,044	\$21,464	\$21,894
Advanced Manufacturing	\$5,000	-	-	-	-	-	-	-	-	-	-	-	-
Ancillary Retail	\$5,000	\$2,134	\$2,177	\$2,221	\$2,265	\$2,310	\$2,356	\$2,404	\$2,452	\$2,501	\$2,551	\$2,602	\$2,654
Hotel	\$5,000	-	-	-	-	-	-	-	-	-	-	-	-
Total Annual Nonresidential CFD Revenue		\$37,351	\$38,098	\$38,860	\$39,637	\$40,430	\$41,239	\$42,063	\$42,905	\$43,763	\$44,638	\$45,531	\$46,441
Total Annual CFD Revenue		\$120,484	\$122,894	\$125,352	\$127,859	\$130,416	\$133,024	\$135,685	\$138,399	\$141,167	\$143,990	\$146,870	\$149,807
NPV of CFD Revenue @ Discount Rate	6.0%	\$1,364,257											
Less Issuance and Maintenance Costs	10.0%	(\$136,426)											
Remaining ROM Bonding Capacity		\$1,227,831											

Source: City of Davis, EPS.

[1] Per unit and per acre special tax levy assumptions are in 2020\$; the escalation rate is applied to the annual special tax revenue.

[2] Residential per unit special tax levy is equates to a conservative assumption of 0.4% of estimated average unit valuation; 0.5% is generally considered the upper limit.

[3] Per acre special tax levy is at the lower end of the typical range of \$5,000-6,000 per acre.

Table A-18
 DiSC 2022
 Pro Forma Analysis
 CFD Revenue - Phase 1B (2021\$)

Item	Assumption	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20
Project Assessed Value - Phase 1B																			
Special Tax Levy Escalation [1]	2.0%																		
Residential Land Uses																			
	<i>Per Unit [2]</i>																		
Medium Density Residential (For Sale)	\$2,800	- \$115,303	\$247,314	\$252,260	\$257,306	\$262,452	\$267,701	\$273,055	\$278,516	\$284,086	\$289,768	\$295,563	\$301,475	\$307,504	\$313,654	\$319,927	\$326,326	\$332,852	
High Density Residential (Rental)	\$1,000	- \$77,212	\$143,110	\$145,973	\$148,892	\$151,870	\$154,907	\$158,006	\$161,166	\$164,389	\$167,677	\$171,030	\$174,451	\$177,940	\$181,499	\$185,129	\$188,831	\$192,608	
Total Annual Residential CFD Revenue		- \$192,514	\$390,425	\$398,233	\$406,198	\$414,322	\$422,608	\$431,060	\$439,681	\$448,475	\$457,445	\$466,594	\$475,925	\$485,444	\$495,153	\$505,056	\$515,157	\$525,460	
Nonresidential Land Uses																			
	<i>Per Acre [3]</i>																		
Office	\$5,000	- \$6,542	\$13,345	\$13,612	\$13,884	\$14,162	\$14,445	\$14,734	\$15,029	\$15,329	\$15,636	\$15,948	\$16,267	\$16,593	\$16,925	\$17,263	\$17,608	\$17,961	
Flex/R&D	\$5,000	- \$6,542	\$13,345	\$13,612	\$13,884	\$14,162	\$14,445	\$14,734	\$15,029	\$15,329	\$15,636	\$15,948	\$16,267	\$16,593	\$16,925	\$17,263	\$17,608	\$17,961	
Advanced Manufacturing	\$5,000	- \$30,668	\$62,563	\$63,814	\$65,090	\$66,392	\$67,720	\$69,074	\$70,456	\$71,865	\$73,302	\$74,768	\$76,264	\$77,789	\$79,345	\$80,932	\$82,550	\$84,201	
Ancillary Retail	\$5,000	- \$6,343	\$6,470	\$6,600	\$6,732	\$6,866	\$7,004	\$7,144	\$7,287	\$7,432	\$7,581	\$7,733	\$7,887	\$8,045	\$8,206	\$8,370	\$8,537	\$8,708	
Hotel	\$5,000	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Total Annual Nonresidential CFD Revenue		- \$50,095	\$95,723	\$97,637	\$99,590	\$101,582	\$103,613	\$105,686	\$107,799	\$109,955	\$112,155	\$114,398	\$116,686	\$119,019	\$121,400	\$123,828	\$126,304	\$128,830	
Total Annual CFD Revenue		- \$242,609	\$486,147	\$495,870	\$505,788	\$515,904	\$526,222	\$536,746	\$547,481	\$558,431	\$569,599	\$580,991	\$592,611	\$604,463	\$616,552	\$628,884	\$641,461	\$654,290	
NPV of CFD Revenue @ Discount Rate	6.0%	\$7,348,512																	
Less Issuance and Maintenance Costs	10.0%	(\$734,851)																	
Remaining ROM Bonding Capacity		\$6,613,660																	

Source: City of Davis, EPS.

- [1] Per unit and per acre special tax levy assumptions are in 2020\$; the escalation rate is applied to the annual special tax revenue.
- [2] Residential per unit special tax levy is equates to a conservative assumption of 0.4% of estimated average unit valuation; 0.5% is generally considered the upper limit.
- [3] Per acre special tax levy is at the lower end of the typical range of \$5,000-6,000 per acre.

Table A-18
 DiSC 2022
 Pro Forma Analysis
 CFD Revenue - Phase 1B (2021\$)

Item	Assumption	Year 21	Year 22	Year 23	Year 24	Year 25	Year 26	Year 27	Year 28	Year 29	Year 30	Year 31	Year 32
Project Assessed Value - Phase 1B													
Special Tax Levy Escalation [1]	2.0%												
Residential Land Uses													
	<i>Per Unit [2]</i>												
Medium Density Residential (For Sale)	\$2,800	\$339,509	\$346,299	\$353,225	\$360,290	\$367,496	\$374,846	\$382,343	\$389,989	\$397,789	\$405,745	\$413,860	\$422,137
High Density Residential (Rental)	\$1,000	\$196,460	\$200,389	\$204,397	\$208,485	\$212,655	\$216,908	\$221,246	\$225,671	\$230,184	\$234,788	\$239,484	\$244,273
Total Annual Residential CFD Revenue		\$535,969	\$546,689	\$557,622	\$568,775	\$580,150	\$591,753	\$603,588	\$615,660	\$627,973	\$640,533	\$653,344	\$666,410
Nonresidential Land Uses													
	<i>Per Acre [3]</i>												
Office	\$5,000	\$18,320	\$18,686	\$19,060	\$19,441	\$19,830	\$20,226	\$20,631	\$21,044	\$21,464	\$21,894	\$22,332	\$22,778
Flex/R&D	\$5,000	\$18,320	\$18,686	\$19,060	\$19,441	\$19,830	\$20,226	\$20,631	\$21,044	\$21,464	\$21,894	\$22,332	\$22,778
Advanced Manufacturing	\$5,000	\$85,885	\$87,603	\$89,355	\$91,142	\$92,965	\$94,824	\$96,721	\$98,655	\$100,628	\$102,641	\$104,694	\$106,787
Ancillary Retail	\$5,000	\$8,882	\$9,060	\$9,241	\$9,426	\$9,614	\$9,807	\$10,003	\$10,203	\$10,407	\$10,615	\$10,827	\$11,044
Hotel	\$5,000	-	-	-	-	-	-	-	-	-	-	-	-
Total Annual Nonresidential CFD Revenue		\$131,407	\$134,035	\$136,716	\$139,450	\$142,239	\$145,084	\$147,986	\$150,945	\$153,964	\$157,043	\$160,184	\$163,388
Total Annual CFD Revenue		\$667,376	\$680,724	\$694,338	\$708,225	\$722,389	\$736,837	\$751,574	\$766,606	\$781,938	\$797,576	\$813,528	\$829,798
NPV of CFD Revenue @ Discount Rate	6.0%	\$7,348,512											
Less Issuance and Maintenance Costs	10.0%	(\$734,851)											
Remaining ROM Bonding Capacity		\$6,613,660											

Source: City of Davis, EPS.

- [1] Per unit and per acre special tax levy assumptions are in 2020\$; the escalation rate is applied to the annual special tax revenue.
- [2] Residential per unit special tax levy is equated to a conservative assumption of 0.4% of estimated average unit valuation; 0.5% is generally considered the upper limit.
- [3] Per acre special tax levy is at the lower end of the typical range of \$5,000-6,000 per acre.

Table A-19
 DiSC 2022
 Pro Forma Analysis
 CFD Revenue - Phase 2A (2021\$)

Item	Assumption	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
Project Assessed Value - Phase 2A																				
Special Tax Levy Escalation [1]	2.0%																			
Residential Land Uses																				
	<i>Per Unit [2]</i>																			
Medium Density Residential (For Sale)	\$2,800	- \$257,306	\$262,452	\$267,701	\$273,055	\$278,516	\$284,086	\$289,768	\$295,563	\$301,475	\$307,504	\$313,654	\$319,927	\$326,326	\$332,852	\$339,509	\$346,299	\$353,225	\$360,290	
High Density Residential (Rental)	\$1,000	- \$130,164	\$132,767	\$135,422	\$138,131	\$140,893	\$143,711	\$146,585	\$149,517	\$152,507	\$155,558	\$158,669	\$161,842	\$165,079	\$168,380	\$171,748	\$175,183	\$178,687	\$182,260	
Total Annual Residential CFD Revenue		- \$387,469	\$395,219	\$403,123	\$411,185	\$419,409	\$427,797	\$436,353	\$445,080	\$453,982	\$463,062	\$472,323	\$481,769	\$491,405	\$501,233	\$511,257	\$521,482	\$531,912	\$542,550	
Nonresidential Land Uses																				
	<i>Per Acre [3]</i>																			
Office	\$5,000	- \$6,171	\$12,588	\$19,260	\$19,645	\$20,038	\$20,439	\$20,848	\$21,265	\$21,690	\$22,124	\$22,566	\$23,017	\$23,478	\$23,947	\$24,426	\$24,915	\$25,413	\$25,921	
Flex/R&D	\$5,000	- \$6,171	\$12,588	\$19,260	\$19,645	\$20,038	\$20,439	\$20,848	\$21,265	\$21,690	\$22,124	\$22,566	\$23,017	\$23,478	\$23,947	\$24,426	\$24,915	\$25,413	\$25,921	
Advanced Manufacturing	\$5,000	- \$32,545	\$66,392	\$67,720	\$69,074	\$70,456	\$71,865	\$73,302	\$74,768	\$76,264	\$77,789	\$79,345	\$80,932	\$82,550	\$84,201	\$85,885	\$87,603	\$89,355	\$91,142	
Ancillary Retail	\$5,000	- \$5,049	\$5,150	\$5,253	\$5,358	\$5,465	\$5,574	\$5,686	\$5,799	\$5,915	\$6,034	\$6,154	\$6,277	\$6,403	\$6,531	\$6,662	\$6,795	\$6,931	\$7,069	
Hotel	\$5,000	- \$42,214	\$43,058	\$43,920	\$44,798	\$45,694	\$46,608	\$47,540	\$48,491	\$49,461	\$50,450	\$51,459	\$52,488	\$53,538	\$54,609	\$55,701	\$56,815	\$57,951	\$59,110	
Total Annual Nonresidential CFD Revenue		- \$92,149	\$139,777	\$155,412	\$158,520	\$161,691	\$164,925	\$168,223	\$171,588	\$175,019	\$178,520	\$182,090	\$185,732	\$189,447	\$193,236	\$197,100	\$201,042	\$205,063	\$209,164	
Total Annual CFD Revenue		- \$479,619	\$534,995	\$558,535	\$569,706	\$581,100	\$592,722	\$604,576	\$616,668	\$629,001	\$641,581	\$654,413	\$667,501	\$680,851	\$694,468	\$708,358	\$722,525	\$736,975	\$751,715	
NPV of CFD Revenue @ Discount Rate	6.0%	\$8,450,249																		
Less Issuance and Maintenance Costs	10.0%	(\$845,025)																		
Remaining ROM Bonding Capacity		\$7,605,224																		

Source: City of Davis, EPS.

- [1] Per unit and per acre special tax levy assumptions are in 2020\$; the escalation rate is applied to the annual special tax revenue.
- [2] Residential per unit special tax levy is equated to a conservative assumption of 0.4% of estimated average unit valuation; 0.5% is generally considered the upper limit.
- [3] Per acre special tax levy is at the lower end of the typical range of \$5,000-6,000 per acre.

Table A-19
 DiSC 2022
 Pro Forma Analysis
 CFD Revenue - Phase 2A (2021\$)

Item	Assumption	Year 25	Year 26	Year 27	Year 28	Year 29	Year 30	Year 31	Year 32	Year 33	Year 34	Year 35
Project Assessed Value - Phase 2A												
Special Tax Levy Escalation [1]	2.0%											
Residential Land Uses												
	<i>Per Unit [2]</i>											
Medium Density Residential (For Sale)	\$2,800	\$367,496	\$374,846	\$382,343	\$389,989	\$397,789	\$405,745	\$413,860	\$422,137	\$430,580	\$439,191	\$447,975
High Density Residential (Rental)	\$1,000	\$185,906	\$189,624	\$193,416	\$197,285	\$201,230	\$205,255	\$209,360	\$213,547	\$217,818	\$222,174	\$226,618
Total Annual Residential CFD Revenue		\$553,401	\$564,469	\$575,759	\$587,274	\$599,019	\$611,000	\$623,220	\$635,684	\$648,398	\$661,366	\$674,593
Nonresidential Land Uses												
	<i>Per Acre [3]</i>											
Office	\$5,000	\$26,440	\$26,969	\$27,508	\$28,058	\$28,619	\$29,192	\$29,776	\$30,371	\$30,978	\$31,598	\$32,230
Flex/R&D	\$5,000	\$26,440	\$26,969	\$27,508	\$28,058	\$28,619	\$29,192	\$29,776	\$30,371	\$30,978	\$31,598	\$32,230
Advanced Manufacturing	\$5,000	\$92,965	\$94,824	\$96,721	\$98,655	\$100,628	\$102,641	\$104,694	\$106,787	\$108,923	\$111,102	\$113,324
Ancillary Retail	\$5,000	\$7,211	\$7,355	\$7,502	\$7,652	\$7,805	\$7,961	\$8,121	\$8,283	\$8,449	\$8,618	\$8,790
Hotel	\$5,000	\$60,292	\$61,498	\$62,728	\$63,983	\$65,262	\$66,568	\$67,899	\$69,257	\$70,642	\$72,055	\$73,496
Total Annual Nonresidential CFD Revenue		\$213,348	\$217,615	\$221,967	\$226,406	\$230,934	\$235,553	\$240,264	\$245,069	\$249,971	\$254,970	\$260,070
Total Annual CFD Revenue		\$766,749	\$782,084	\$797,726	\$813,680	\$829,954	\$846,553	\$863,484	\$880,754	\$898,369	\$916,336	\$934,663
NPV of CFD Revenue @ Discount Rate	6.0%	\$8,450,249										
Less Issuance and Maintenance Costs	10.0%	(\$845,025)										
Remaining ROM Bonding Capacity		\$7,605,224										

Source: City of Davis, EPS.

- [1] Per unit and per acre special tax levy assumptions are in 2020\$; the escalation rate is applied to the annual special tax revenue.
- [2] Residential per unit special tax levy is equates to a conservative assumption of 0.4% of estimated average unit valuation; 0.5% is generally considered the upper limit.
- [3] Per acre special tax levy is at the lower end of the typical range of \$5,000-6,000 per acre.

Table A-20
 DiSC 2022
 Pro Forma Analysis
 CFD Revenue - Phase 2B (2021\$)

Item	Assumption	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24	Year 25	Year 26	Year 27
Project Assessed Value - Phase 2B																			
Special Tax Levy Escalation [1]	2.0%																		
Residential Land Uses																			
	<i>Per Unit [2]</i>																		
Medium Density Residential (For Sale)	\$2,800	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
High Density Residential (Rental)	\$1,000	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Annual Residential CFD Revenue		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Nonresidential Land Uses																			
	<i>Per Acre [3]</i>																		
Office	\$5,000	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Flex/R&D	\$5,000	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Advanced Manufacturing	\$5,000	-	\$30,195	\$61,599	\$62,830	\$64,087	\$65,369	\$66,676	\$68,010	\$69,370	\$70,757	\$72,172	\$73,616	\$75,088	\$76,590	\$78,122	\$79,684	\$81,278	\$82,903
Ancillary Retail	\$5,000	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Hotel	\$5,000	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Annual Nonresidential CFD Revenue		-	\$30,195	\$61,599	\$62,830	\$64,087	\$65,369	\$66,676	\$68,010	\$69,370	\$70,757	\$72,172	\$73,616	\$75,088	\$76,590	\$78,122	\$79,684	\$81,278	\$82,903
Total Annual CFD Revenue		-	\$30,195	\$61,599	\$62,830	\$64,087	\$65,369	\$66,676	\$68,010	\$69,370	\$70,757	\$72,172	\$73,616	\$75,088	\$76,590	\$78,122	\$79,684	\$81,278	\$82,903
NPV of CFD Revenue @ Discount Rate	6.0%																		
Less Issuance and Maintenance Costs	10.0%																		
Remaining ROM Bonding Capacity																			

Source: City of Davis, EPS.

- [1] Per unit and per acre special tax levy assumptions are in 2020\$; the escalation rate is applied to the annual special tax revenue.
- [2] Residential per unit special tax levy is equates to a conservative assumption of 0.4% of estimated average unit valuation; 0.5% is generally considered the upper limit.
- [3] Per acre special tax levy is at the lower end of the typical range of \$5,000-6,000 per acre.

Table A-20
 DiSC 2022
 Pro Forma Analysis
 CFD Revenue - Phase 2B (2021\$)

Item	Assumption	Year 28	Year 29	Year 30	Year 31	Year 32	Year 33	Year 34	Year 35	Year 36	Year 37	Year 38	Year 39
Project Assessed Value - Phase 2B													
Special Tax Levy Escalation [1]	2.0%												
Residential Land Uses													
	<i>Per Unit [2]</i>												
Medium Density Residential (For Sale)	\$2,800	-	-	-	-	-	-	-	-	-	-	-	-
High Density Residential (Rental)	\$1,000	-	-	-	-	-	-	-	-	-	-	-	-
Total Annual Residential CFD Revenue		-	-	-	-	-	-	-	-	-	-	-	-
Nonresidential Land Uses													
	<i>Per Acre [3]</i>												
Office	\$5,000	-	-	-	-	-	-	-	-	-	-	-	-
Flex/R&D	\$5,000	-	-	-	-	-	-	-	-	-	-	-	-
Advanced Manufacturing	\$5,000	\$84,562	\$86,253	\$87,978	\$89,737	\$91,532	\$93,363	\$95,230	\$97,135	\$99,077	\$101,059	\$103,080	\$105,142
Ancillary Retail	\$5,000	-	-	-	-	-	-	-	-	-	-	-	-
Hotel	\$5,000	-	-	-	-	-	-	-	-	-	-	-	-
Total Annual Nonresidential CFD Revenue		\$84,562	\$86,253	\$87,978	\$89,737	\$91,532	\$93,363	\$95,230	\$97,135	\$99,077	\$101,059	\$103,080	\$105,142
Total Annual CFD Revenue		\$84,562	\$86,253	\$87,978	\$89,737	\$91,532	\$93,363	\$95,230	\$97,135	\$99,077	\$101,059	\$103,080	\$105,142
NPV of CFD Revenue @ Discount Rate	6.0%	\$930,626											
Less Issuance and Maintenance Costs	10.0%	(\$93,063)											
Remaining ROM Bonding Capacity		\$837,564											

Source: City of Davis, EPS.

- [1] Per unit and per acre special tax levy assumptions are in 2020\$; the escalation rate is applied to the annual special tax revenue.
- [2] Residential per unit special tax levy is equates to a conservative assumption of 0.4% of estimated average unit valuation; 0.5% is generally considered the upper limit.
- [3] Per acre special tax levy is at the lower end of the typical range of \$5,000-6,000 per acre.

APPENDIX B:

Fiscal Impact Analysis Tables

Table B-1	Estimated Annual General Fund Revenue and Expenditure Summary at Buildout	B-1
Table B-2	General Assumptions	B-2
Table B-3	Project Land Use Assumptions.....	B-3
Table B-4	Estimated Occupied Land Uses: Base Development Program.....	B-4
Table B-5	Estimated Residential and Employee Population: Base Development Program	B-5
Table B-6	Fiscal Impact Analysis Assumptions	B-6
Table B-7	Revenue-Estimating Procedures	B-7
Table B-8	Estimated Annual Project Revenues at Buildout	B-8
Table B-9	Estimated Annual Property Tax Revenue.....	B-9
Table B-10	Real Property Transfer Tax Revenue.....	B-10
Table B-11	Estimated Annual Taxable Sales and Use Tax Revenue	B-11
Table B-12	Estimated Annual Taxable Sales from Proposed Development, Hybrid Market Support Method.....	B-12
Table B-13	Estimated Annual Taxable Sales from Nonresidential Development	B-13
Table B-14	Estimated Annual Transient Occupancy Tax Revenue.....	B-14
Table B-15a	Estimated Annual Public Safety Tax Revenue.....	B-15
Table B-15b	Estimated Annual Municipal Service Tax Revenue.....	B-16
Table B-15b	Estimated Annual Parks Maintenance Tax Revenue.....	B-17
Table B-16	Expenditure-Estimating Procedures.....	B-18
Table B-17	Estimated Annual Expenditures at Buildout	B-19
Table B-18	Estimated Annual Fire Department Operating and Maintenance Expenditures	B-20
Table B-19	Estimated Annual Police Department Operating and Maintenance Expenditures	B-21
Table B-20	Preliminary Property Tax Allocations	B-22
Table B-21	Estimated Assessed Valuation at Buildout: Base Development Program	B-23
Table B-22	Average Income and Retail Expenditures for Residential Units	B-24



APPENDIX B: Fiscal Impact Analysis Tables (cont.)

Table B-23	One-Time Fees by Phase	B-25
Table B-24	Development Program and One-Time Fees.....	B-26
Table B-25	Preliminary Property Tax Allocations - Post-ERAF Split Sensitivity Analysis.....	B-27
Table B-26	Property Tax Revenue and Net Fiscal Impact - Post-ERAF Split Sensitivity Analysis.....	B-28



Table B-1
DiSC 2022
Fiscal Impact Analysis
Estimated Annual General Fund Revenue and Expenditure Summary (2021\$)

Item	Annual Fiscal Impacts [1]			
	Phase 1A	Phase 1B	Phase 2A	Buildout
Annual General Fund Revenues [2]				
Property Taxes [3]	\$204,000	\$652,000	\$1,258,000	\$1,352,000
Property Tax In-Lieu of Vehicle License Fees	\$72,000	\$229,000	\$441,000	\$474,000
Property Transfer Tax	\$0	\$2,000	\$4,000	\$4,000
Sales and Use Taxes	\$144,000	\$640,000	\$1,120,000	\$1,283,000
Prop 172 Revenues	\$6,000	\$25,000	\$44,000	\$50,000
Transient Occupancy Tax	\$0	\$0	\$934,000	\$934,000
Public Safety Tax	\$37,000	\$114,000	\$227,000	\$254,000
Business License Tax	\$11,000	\$28,000	\$49,000	\$52,000
Cannabis Tax	\$16,000	\$42,000	\$73,000	\$76,000
Municipal Service Tax	\$75,000	\$226,000	\$460,000	\$505,000
Franchise Fees	\$8,000	\$21,000	\$38,000	\$39,000
Fines and Forfeitures	\$2,000	\$6,000	\$11,000	\$12,000
Parks Maintenance Tax	\$13,000	\$38,000	\$74,000	\$81,000
ARPA Offset	\$17,000	\$46,000	\$81,000	\$85,000
Charges for Services - PCS	\$16,000	\$41,000	\$72,000	\$76,000
Total General Fund Revenues	\$621,000	\$2,110,000	\$4,886,000	\$5,277,000
Other Annual Non-General Fund Revenues [2] [4]				
Gas Tax Revenues	\$6,000	\$15,000	\$26,000	\$26,000
Total Other Non-General Fund Revenues	\$6,000	\$15,000	\$26,000	\$26,000
Total General Fund and Non-General Fund Revenues	\$627,000	\$2,125,000	\$4,912,000	\$5,303,000
Annual General Fund Expenditures [5]				
City Council	\$1,000	\$2,000	\$3,000	\$4,000
City Attorney	\$1,000	\$1,000	\$3,000	\$3,000
City Manager's Office	\$16,000	\$43,000	\$75,000	\$79,000
Finance	\$7,000	\$17,000	\$31,000	\$32,000
Human Resources	\$3,000	\$8,000	\$13,000	\$14,000
Information Services	\$0	\$1,000	\$2,000	\$2,000
Community Dev & Sustainability	\$17,000	\$44,000	\$77,000	\$81,000
Parks & Community Services	\$59,000	\$155,000	\$272,000	\$284,000
Fire	\$63,000	\$166,000	\$291,000	\$305,000
Police	\$93,000	\$246,000	\$433,000	\$453,000
Public Works - Engineering/Transportation	\$15,000	\$40,000	\$70,000	\$73,000
Public Works - Utilities & Operations	\$19,000	\$51,000	\$89,000	\$93,000
Total General Fund Expenditures	\$294,000	\$774,000	\$1,359,000	\$1,423,000
Annual General Fund Surplus/(Deficit)	\$333,000	\$1,351,000	\$3,553,000	\$3,880,000

Source: EPS.

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

- [1] Revenues and expenditures at completion of each phase (cumulative) and buildout.
- [2] See Table B-7 for details on revenue estimating procedures.
- [3] Property tax allocation shown at 50% City/50% County split, as shown in Table B-25.
- [4] Reflects additional revenues used to fund General Fund expenditures.
- [5] See Table B-16 for details on expenditure estimating procedures.

**Table B-2
 DiSC 2022
 Fiscal Impact Analysis
 General Assumptions**

Item	Assumption
General Assumptions	
Base Fiscal Year [1]	FY 2021-22
City of Davis Demographic Characteristics [2]	
City of Davis Population [3]	69,295
City of Davis Employees [4]	18,249
Employee Adjustment Factor	0.50
City of Davis Persons Served [5]	78,420

Source: California Department of Finance; ESRI Business Analyst Online; EPS.

- [1] Reflects the FY 2021-23 City of Davis budget adopted by City Council. Revenues and expenditures are in 2021 dollars. This Analysis does not reflect changes in values resulting from inflation or appreciation.
- [2] Used to estimate average citywide revenues and expenditures in Table B-1 and Table C-1, respectively.
- [3] Based on population estimates from the California Department of Finance (DOF) data for January 1, 2021.
- [4] At-place employment in the City of Davis per ESRI Business Analyst 2021 estimate; the 2015 MRIC analysis and 2019 ARC analysis used a 2015 ESRI estimate.
- [5] Defined as total City population plus half of total City employees.

**Table B-3
Fiscal Impact Analysis
DiSC 2022
Fiscal Impact Analysis
Project Land Use Assumptions**

Item	Phase 1A - Cumulative				Phase 1B - Cumulative				Phase 2A - Cumulative				Phase 2B - Buildout			
	Acres	Dwelling Units	Building Square Feet	Hotel Rooms	Acres	Dwelling Units	Building Square Feet	Hotel Rooms	Acres	Dwelling Units	Building Square Feet	Hotel Rooms	Acres	Dwelling Units	Building Square Feet	Hotel Rooms
Residential Land Uses																
Owner Occupied Residential																
Medium Density Residential	0.0	-	-	-	4.1	80	-	-	8.1	160	-	-	8.1	160	-	-
Total Owner Occupied	0.0	-	-	-	4.1	80	-	-	8.1	160	-	-	8.1	160	-	-
Renter Occupied Residential																
High Density Residential	1.3	107	-	-	2.4	190	-	-	3.8	300	-	-	3.8	300	-	-
Total Renter Occupied	1.3	107	-	-	2.4	190	-	-	3.8	300	-	-	3.8	300	-	-
Total All Residential Uses	1.3	107	-	-	6.4	270	-	-	11.9	460	-	-	11.9	460	-	-
Nonresidential Land Uses																
Office	2.4	-	82,500	-	4.8	-	165,000	-	8.1	-	275,000	-	8.1	-	275,000	-
Flex/R&D	2.4	-	82,500	-	4.8	-	165,000	-	8.1	-	275,000	-	8.1	-	275,000	-
Advanced Manufacturing	-	-	-	-	11.3	-	192,500	-	22.7	-	385,000	-	32.4	-	550,000	-
Ancillary Retail	0.3	-	10,000	-	1.5	-	50,000	-	2.3	-	80,000	-	2.3	-	80,000	-
Hotel	-	-	-	-	-	-	-	-	7.4	-	160,000	150	7.4	-	160,000	150
Total Nonresidential Uses	5.1	-	175,000	-	22.5	-	572,500	-	48.5	-	1,175,000	150	58.2	-	1,340,000	150
Total All Land Uses	6.6	107	175,000	-	29.0	270	572,500	-	60.5	460	1,175,000	150	70.1	460	1,340,000	150

Source: City of Davis; Ramco Enterprises, Inc; EPS.

Table B-4
DiSC 2022
Fiscal Impact Analysis
Estimated Occupied Land Uses:

Land Use	Vacancy Rate Assumption [1]	Occupied Dwelling Units and Building Square Feet			
		Phase 1A	Phase 1B	Phase 2A	Buildout
Residential (Units)					
MDR - Owner-Occupied	5.0%	-	76	152	152
HDR - Renter-Occupied	5.0%	102	181	285	285
Total Residential		102	257	437	437
Commercial (Sq. Ft.)					
Office/Flex/R&D					
Office	7.0%	76,725	153,450	255,750	255,750
Flex/R&D	7.0%	76,725	153,450	255,750	255,750
Total Office/Flex/R&D		153,450	306,900	511,500	511,500
Advanced Manufacturing [2]	5.0%	0	182,875	365,750	522,500
Retail					
Ancillary Retail	5.0%	9,500	47,500	76,000	76,000
Total Retail		9,500	47,500	76,000	76,000
Hotel/Conference	-	-	-	160,000	160,000
Total Commercial Sq. Ft.		162,950	537,275	1,113,250	1,270,000

Source: City of Davis; EPS.

[1] Vacancy rate assumption based on a review of vacancy rates over the last 9 years (2010-2018) for land uses in the City of Davis. Data collected from CoStar as of third quarter, 2019. Flex vacancy for the Project assumed the same as office, lower than actual citywide average flex vacancy which is impacted by obsolete properties.

[2] Manufacturing vacancy assumed to result from idling and reconfiguration periods.

**Table B-5
DiSC 2022
Fiscal Impact Analysis
Estimated Residential and Employee Population**

Land Use	Assumption [1]	Resident and Employee Population			
		Phase 1A	Phase 1B	Phase 2A	Buildout
Residential	<i>Persons/DU</i>	<i>Residents</i>	<i>Residents</i>	<i>Residents</i>	<i>Residents</i>
MDR - Owner-Occupied	2.54	0	193	386	386
HDR - Renter-Occupied	2.16	220	390	616	616
Total Residential		220	583	1,002	1,002
Commercial					
Office/Flex/R&D	<i>Sq. Ft./Employee</i>	<i>Employees</i>	<i>Employees</i>	<i>Employees</i>	<i>Employees</i>
Office	290	265	529	882	882
Flex/R&D	450	171	341	568	568
Total Office/Flex/R&D		435	870	1,450	1,450
Advanced Manufacturing	800	0	229	457	653
Retail					
Ancillary Retail	500	19	95	152	152
Total Retail		19	95	152	152
Hotel/Conference	2,000	0	0	80	80
Total Commercial Employment		454	1,194	2,139	2,335
Persons Served [2]		<i>Persons Served</i>	<i>Persons Served</i>	<i>Persons Served</i>	<i>Persons Served</i>
		447	1,180	2,071	2,169

Source: City of Davis; CoStar; EPS.

[1] Refer to Table B-6 for assumption sources.

[2] Persons Served is defined as the total project area population plus half of the total project area employees to account for the lower impact of non-resident persons.

**Table B-6
DiSC 2022
Fiscal Impact Analysis
Fiscal Impact Assumptions**

Land Use	Estimated Average Assessed Value [1]	Turnover Rate [2]	Average Persons Per Dwelling Unit [3]	Sq. Ft./ Employee [4]
Residential [5]				
	<i>Per Unit</i>			
MDR - Owner-Occupied	\$686,000	6.7%	2.54	-
HDR - Renter-Occupied	\$273,184	0.0%	2.16	-
Commercial (Sq. Ft.)				
	<i>Per Sq. Ft.</i>			
Office/Flex/R&D				
Office	\$308	0.0%	-	290
Flex/R&D	\$382	0.0%	-	450
Advanced Manufacturing	\$250	0.0%	-	800
Retail				
Ancillary Retail	\$345	0.0%	-	500
Hotel/Conference	\$290	0.0%	-	2,000

Source: City of Davis; Urban Land Institute (ULI); ESRI; CoStar; EPS.

- [1] Commercial and residential values based on market research conducted using current brokerage listings for similar land uses in the City and broader Sacramento Region, interviews with local real estate professionals, and calculations of residual land value incorporating all of the above.
- [2] Based on EPS research on real property turnover rates in the Sacramento Region.
- [3] Average persons per dwelling unit from the City of Davis.
- [4] Sq. ft. per employee based on data from existing development in the 2nd Street Corridor and Interland Urban Research Park, Urban Land Institute (ULI), and subscription-based data (ESRI, CoStar).
- [5] Average residential assessed values include Below Market Rate units.

**Table B-7
DiSC 2022
Fiscal Impact Analysis
Revenue-Estimating Procedures (2021\$)**

Item	Estimating Procedure	Case Study Reference	FY 2021-22 Adopted Revenues	Service Population [1]	Adjustment Factor [2]	Revenue Multiplier
General Fund Revenues						
Property Taxes	Case Study	Table B-9	\$17,038,000	NA	-	-
Property Tax In-Lieu of Vehicle License Fees	Case Study	Table B-9	\$7,760,000	NA	-	-
Property Transfer Tax	Case Study	Table B-10	\$260,000	NA	-	-
Sales and Use Taxes	Case Study	Table B-11	\$16,872,000	NA	-	-
Prop 172 Revenues [4]	Case Study	Table B-11	\$660,000	NA	100%	-
Transient Occupancy Tax	Case Study	Table B-14	\$2,000,000	NA	-	-
Public Safety Tax	Case Study	Table B-15a	\$3,018,000	NA	-	-
Business License Tax	Per Person Served	-	\$1,864,000	78,420	100%	\$23.77
Cannabis Tax	Per Person Served	-	\$2,760,000	78,420	100%	\$35.20
Municipal Service Tax	Case Study	-	\$3,400,000	NA	100%	-
Franchise Fees	Per Person Served	-	\$1,420,000	78,420	100%	\$18.11
Fines and Forfeitures	Per Person Served	-	\$421,500	78,420	100%	\$5.37
Parks Maintenance Tax	Case Study	-	\$1,490,000	NA	100%	-
ARPA [5]	Per Capita	-	\$2,700,000	69,295	27%	\$38.96
Charges for Services - PCS	Per Capita	-	\$2,420,600	69,295	100%	\$34.93
Charges for Services - All Others [4]	[3]	-	\$3,115,525	NA	-	-
Other Intergovernmental	[3]	-	\$956,896	NA	-	-
Use of Money & Property	[3]	-	\$1,961,400	NA	-	-
All Other Revenue [6]	[3]	-	\$2,196,073	NA	-	-
Total General Fund Revenues			\$72,313,994			
Other Non-General Fund Revenues [7]						
Gas Tax Revenues	Per Capita	-	\$1,778,878	69,295	100%	\$25.67
Total Non-General Fund Other Revenues			\$1,778,878			
Total General Fund and Other Non-General Fund Revenues			\$74,092,872			

Source: City of Davis FY 2021-23 Adopted Budget; EPS.

[1] Represents Citywide residents or persons served as shown in Table B-2.

[2] Adjustment factors have not been applied to revenue estimates; 100% of the per capita or per person multipliers applied.

[3] Assumed unimpacted by the project.

[4] Prop 172 presented as a separate line item, with corresponding revenue amount netted from Charges for Services - All Others line item shown.

[5] ARPA funds offset variable tax revenues temporarily reduced during the health emergency. These funds are included in the FIA to offset the reduced basis for variable revenue multipliers. The share of these funds that are included has been adjusted to correspond with the share of variable revenues generated from categories estimated using per capita and persons served multipliers. Revenues estimated using case studies are unaffected.

[6] Line items for FIA revenue allocation include categories not broken out in the budget document, therefore categories remaining in All Other Revenue differ.

[7] Non-General Fund revenue categories that are affected by the introduction of new employees and residents resulting from the project used partially to fund expenditures included in the analysis.

Table B-8
DiSC 2022
Fiscal Impact Analysis
Estimated Annual Project Revenues (2021\$)

Revenues	Total Revenues			
	Phase 1A	Phase 1B	Phase 2A	Buildout
General Fund Revenues [1]				
Property Taxes	\$204,000	\$652,000	\$1,258,000	\$1,352,000
Property Tax In-Lieu of Vehicle License Fees	\$72,000	\$229,000	\$441,000	\$474,000
Property Transfer Tax	\$0	\$2,000	\$4,000	\$4,000
Sales and Use Taxes	\$144,000	\$640,000	\$1,120,000	\$1,283,000
Prop 172 Revenues	\$6,000	\$25,000	\$44,000	\$50,000
Transient Occupancy Tax	\$0	\$0	\$934,000	\$934,000
Public Safety Tax	\$37,000	\$114,000	\$227,000	\$254,000
Business License Tax	\$11,000	\$28,000	\$49,000	\$52,000
Cannabis Tax	\$16,000	\$42,000	\$73,000	\$76,000
Municipal Service Tax	\$75,000	\$226,000	\$460,000	\$505,000
Franchise Fees	\$8,000	\$21,000	\$38,000	\$39,000
Fines and Forfeitures	\$2,000	\$6,000	\$11,000	\$12,000
Parks Maintenance Tax	\$13,000	\$38,000	\$74,000	\$81,000
ARPA	\$17,000	\$46,000	\$81,000	\$85,000
Charges for Services - PCS	\$16,000	\$41,000	\$72,000	\$76,000
Total General Fund Revenues	\$621,000	\$2,110,000	\$4,886,000	\$5,277,000
Other Non-General Fund Revenues				
Gas Tax Revenues	\$6,000	\$15,000	\$26,000	\$26,000
Total Non-General Fund Other Revenues	\$6,000	\$15,000	\$26,000	\$26,000
Total General Fund and Other Non-General Fund Revenues	\$627,000	\$2,125,000	\$4,912,000	\$5,303,000

Source: City of Davis FY 2021-23 Adopted Budget; EPS.

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

[1] Refer to Table B-7 for details regarding revenue categories. Revenue categories not included in analysis have been omitted.

Table B-9
DiSC 2022
Fiscal Impact Analysis
Estimated Annual Property Tax Revenue (2021\$)

Item	Assumptions/ Source	Formula	Annual Property Tax Revenues			
			Phase 1A	Phase 1B	Phase 2A	Buildout
Property Tax Revenue (1% of Assessed Value)						
Assessed Value (2021\$) [2]	Table B-21	<i>a</i>	\$90,418,111	\$288,378,601	\$556,312,076	\$598,090,076
Property Tax Revenue (1% of Assessed Value)	1.00%	$b = a * 1.00\%$	\$904,181	\$2,883,786	\$5,563,121	\$5,980,901
Estimated Property Tax Allocation						
City General Fund [1]	22.61%	$c = b * 22.61\%$	\$204,394	\$651,892	\$1,257,567	\$1,352,008
Allocation to Other Entities						
County (General Fund)	5.73%	$d = b * 5.73\%$	\$51,829	\$165,303	\$318,886	\$342,833
Other Agencies/ERAF		$e = b - c - d$	\$647,958	\$2,066,591	\$3,986,668	\$4,286,059
Property Tax In-Lieu of Motor Vehicle In-Lieu Fee Revenue (VLF)						
Total Citywide Secured & Unsecured Assessed Value [3]		<i>f</i>	\$9,786,204,663	\$9,786,204,663	\$9,786,204,663	\$9,786,204,663
Total New Assessed Value		$g = a + f$	\$9,876,622,774	\$10,074,583,264	\$10,342,516,739	\$10,384,294,739
Percent Change in AV		$h = a / f$	0.92%	2.95%	5.68%	6.11%
Property Tax In-Lieu of VLF [4]	\$7,760,000	$i = h * \$7,760,000$	\$71,697	\$228,671	\$441,129	\$474,257

Source: City of Davis; Yolo County; EPS.

[1] For assumptions and calculation of the estimated property tax allocation, refer to Table B-25. The eventual tax allocation between the City of Davis and Yolo County may be different.

[2] New assessed value includes estimated secured and unsecured value.

[3] County Yolo Assessor to Auditor Certified Values: Yolo County 2021-22 Assessed Values.

[4] Property tax in-lieu of VLF amount per FY 2021-2023 Adopted City Budget. See Table B-7.

Table B-10
DISC 2022
Fiscal Impact Analysis
Real Property Transfer Tax Revenue (2021\$)

Description	Source/ Assumption	Assessed Value				Annual Transfer Tax			
		Phase 1A	Phase 1B	Phase 2A	Buildout	Phase 1A	Phase 1B	Phase 2A	Buildout
Rate per \$1,000 of AV	\$1.10								
Property Turnover Rate (% per year) [1]									
Residential Owner-Occupied	6.7%								
Residential Renter-Occupied	0.0%								
Nonresidential	0.0%								
Annual Transfer Tax Revenue									
Residential									
Owner-Occupied		\$0	\$54,880,000	\$109,760,000	\$109,760,000	\$0	\$4,025	\$8,049	\$8,049
Renter-Occupied		\$29,258,005	\$51,959,594	\$81,955,195	\$81,955,195	\$0	\$0	\$0	\$0
Total Residential Land Uses		\$29,258,005	\$106,839,594	\$191,715,195	\$191,715,195	\$0	\$4,025	\$8,049	\$8,049
Nonresidential		\$60,387,150	\$179,244,675	\$359,989,021	\$401,239,021	\$0	\$0	\$0	\$0
Total Annual Transfer Tax Revenue						\$0	\$4,025	\$8,049	\$8,049
Yolo County Share of Annual Transfer Tax (at 50%)						\$0	\$2,012	\$4,025	\$4,025
City of Davis Share of Annual Transfer Tax (at 50%)						\$0	\$2,012	\$4,025	\$4,025

Source: City of Davis; EPS.

[1] For-sale residential turnover equals 15-year average resale; multifamily and nonresidential property excluded from transfer tax estimate due to typically long holding periods for these properties.

Table B-11
DiSC 2022
Fiscal Impact Analysis
Estimated Annual Taxable Sales and Use Tax Revenue (2021\$)

Item	Formula	Source/ Assumptions	Annual Taxable Sales Revenue at Buildout			
			Phase 1A	Phase 1B	Phase 2A	Buildout
Estimated Annual Taxable Sales						
Annual Taxable Sales from New HH/Employee Expenditures	<i>a</i>	Table B-12	\$2,163,218	\$5,933,142	\$10,465,134	\$10,935,384
Net Annual Taxable Sales from Onsite Nonresidential Uses	<i>b</i>	Table B-13	\$5,030,655	\$26,043,247	\$45,533,960	\$53,230,385
Annual Taxable Sales from Total Net New Development	$c = a + b$		\$7,193,872	\$31,976,390	\$55,999,093	\$64,165,768
Annual Sales Tax Revenue						
Bradley Burns Sales Tax Rate		1.0000%				
Measure Q Sales Tax Rate [1]		1.0000%				
Total City Sales Tax Revenue	$d = c * 2\%$	2.0000%	\$143,877	\$639,528	\$1,119,982	\$1,283,315
Gross Proposition 172 Public Safety Sales Tax Revenue [2]	$f = d * 3.91\%$	3.91%	\$5,628	\$25,017	\$43,812	\$50,201

Source: City of Davis; Yolo County; California State Board of Equalization; EPS.

[1] Measure Q is a 1% general sales and use tax rate that supports the General Fund and continues indefinitely.

[2] Calculated as the ratio of Proposition 172 Public Safety Tax revenue to total sales tax revenue based on the FY 2021-22 Budget. Any variation in the relationship between Proposition 172 Public Safety Tax revenue and total sales tax revenue affecting the estimate of this revenue source is estimated to be nominal.

Table B-12
DiSC 2022
Fiscal Impact Analysis
Estimated Annual Taxable Sales from Proposed Development, Hybrid Market Support Method (2021\$)

Annual Taxable Sales from Market Support	Assumption	Annual Taxable Sales Revenue from Market Support			
		Phase 1A	Phase 1B	Phase 2A	Buildout
Annual Taxable Sales from New Households					
Residential Development [1]					
MDR - Owner-Occupied		0	80	160	160
HDR - Renter-Occupied		107	190	300	300
Total Residential Development		107	270	460	460
Retail Expenditures [2]					
Owner-Occupied Residential per Household	\$31,000				
Renter-Occupied Residential per Household	\$22,000				
Owner-Occupied Residential Household Spending		\$0	\$2,480,000	\$4,960,000	\$4,960,000
Renter-Occupied Residential Household Spending		\$2,356,200	\$4,184,400	\$6,600,000	\$6,600,000
Total Retail Expenditures		\$2,356,200	\$6,664,400	\$11,560,000	\$11,560,000
Taxable Sales from New Households					
Est. Retail Capture Rate within the City of Davis [3]	50%				
Total Taxable Sales from New Households		\$1,178,100	\$3,332,200	\$5,780,000	\$5,780,000
Total Annual Taxable Sales from Market Support Within the City of Davis					
Estimated Share Onsite (Within the Project)	10%				
Estimated Share Offsite (Outside the Project)	90%				
Estimated Total Annual Taxable Sales Onsite (Within the Project)		\$117,810	\$333,220	\$578,000	\$578,000
Estimated Total Annual Taxable Sales Offsite (Outside the Project)		\$1,060,290	\$2,998,980	\$5,202,000	\$5,202,000
Annual Taxable Sales from New Employees					
Taxable Sales from New Employment					
New Employees [4]		454	1,194	2,139	2,335
Project Residents Assumed to Work Onsite [5]		44	110	187	187
Net New Employees (Excluding Project Residents Assumed to Work Onsite)		410	1,084	1,952	2,148
Average Daily Taxable Sales per New Employee [6]	\$20.00				
Work Days per Year	240				
Est. Retail Capture Rate within the City of Davis [3]	50%				
Total Taxable Sales from Net New Employees		\$985,118	\$2,600,942	\$4,685,134	\$5,155,384
Total Annual Taxable Sales from Market Support Within the City of Davis					
Estimated Share Onsite (Within the Project)	30%				
Estimated Share Offsite (Outside the Project)	70%				
Estimated Total Annual Taxable Sales Onsite (Within the Project)		\$295,535	\$780,283	\$1,405,540	\$1,546,615
Estimated Total Annual Taxable Sales Offsite (Outside the Project)		\$689,582	\$1,820,660	\$3,279,593	\$3,608,768
Total Annual Taxable Sales from Market Support Within the City of Davis					
Estimated Total Annual Taxable Sales Onsite (Within the Project)		\$413,345	\$1,113,503	\$1,983,540	\$2,124,615
Estimated Total Annual Taxable Sales Offsite (Outside the Project)		\$1,749,872	\$4,819,640	\$8,481,593	\$8,810,768
Total Onsite and Offsite		\$2,163,218	\$5,933,142	\$10,465,134	\$10,935,384

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

[1] Refer to Table B-3.

[2] Refer to Table B-22 for assumptions related to average household retail expenditures by residential unit.

[3] Estimated retail capture rate within the City of Davis is based on EPS's qualitative appraisal of retail establishments within and outside of the City of Davis.

[4] Refer to Table B-5 for employee estimates.

[5] One-third of project employed residents assumed to work onsite. Ratio of 1.22 workers per housing units for Davis, calculated based on the American Community Survey, were applied to the total Project housing units; then 1/3 of these were assumed to work onsite.

[6] Based on the International Council of Shopping Centers' 2012 study "Office Worker Retail Spending in the Digital Age" for suburban areas with retail opportunities and adjusted to reflect Davis' retail mix.

Table B-13
DISC 2022
Fiscal Impact Analysis
Estimated Annual Taxable Sales from Nonresidential Development (2021\$)

Item	Annual Taxable Sales per Sq. Ft. [1]	Occupied Building Sq. Ft. [2]				Annual Taxable Sales Revenue from Nonresidential Development			
		Phase 1A	Phase 1B	Phase 2A	Buildout	Phase 1A	Phase 1B	Phase 2A	Buildout
Annual Taxable Sales from Onsite Nonresidential Development									
Office/Flex/R&D									
Office	\$20	76,725	153,450	255,750	255,750	\$1,534,500	\$3,069,000	\$5,115,000	\$5,115,000
Flex/R&D	\$20	76,725	153,450	255,750	255,750	\$1,534,500	\$3,069,000	\$5,115,000	\$5,115,000
Total Office/Flex/R&D		153,450	306,900	511,500	511,500	\$3,069,000	\$6,138,000	\$10,230,000	\$10,230,000
Manufacturing	\$50	0	182,875	365,750	522,500	\$0	\$9,143,750	\$18,287,500	\$26,125,000
Retail									
Ancillary Retail	\$250	9,500	47,500	76,000	76,000	\$2,375,000	\$11,875,000	\$19,000,000	\$19,000,000
Total Retail		9,500	47,500	76,000	76,000	\$2,375,000	\$11,875,000	\$19,000,000	\$19,000,000
Hotel/Conference	\$0	0	0	160,000	160,000	\$0	\$0	\$0	\$0
Public/Nonprofit	\$0	0	0	0	0	\$0	\$0	\$0	\$0
Total Annual Taxable Sales from Onsite Nonresidential Development		162,950	537,275	1,113,250	1,270,000	\$5,444,000	\$27,156,750	\$47,517,500	\$55,355,000
Less Total Annual Taxable Sales from Market Support (within the Project) [3]						\$413,345	\$1,113,503	\$1,983,540	\$2,124,615
Annual Taxable Sales less Market Support						\$5,030,655	\$26,043,247	\$45,533,960	\$53,230,385
Less Shift of Sales from Existing Regional and Community Retail to the Project [4]						\$0	\$0	\$0	\$0
Net Total Nonresidential Taxable Sales						\$5,030,655	\$26,043,247	\$45,533,960	\$53,230,385

Source: City of Davis; California Board of Equalization (BOE); CoStar; March 2015 Mace Ranch Innovation Center Urban Decay Analysis, ALH Urban & Regional Economics; EPS.

[1] Annual taxable sales per sq. ft. based on taxable sales data collected from existing development in the 2nd Street Corridor and Interland University Research Park. Data is based on annual retail and nonretail business-to-business taxable sales by land use category over the last 5 years (2010-2018), as provided by the City of Davis. In addition, EPS consulted published taxable sales data from CA BOE (calendar year 2018), estimated occupied nonretail building square footage from CoStar, published reports citing taxable sales per square foot for nonretail uses, and private subscription services, such as Bizminer.

[2] For vacancy rate assumptions, refer to Table B-4.

[3] Estimated in Table B-12.

[4] Reflects a 0% shift predicated on March 2015 Urban Decay Analysis completed by ALH Economics which concluded that development of the project's retail component is not likely to result in long-term retail sales diversions relevant to the existing retail base.

Table B-14
DiSC 2022
Fiscal Impact Analysis
Estimated Annual Transient Occupancy Tax (TOT) Revenue (2021\$)

Item	Formula	Assumption	Annual TOT Revenue			
			Phase 1A	Phase 1B	Phase 2A	Buildout
Hotel Rooms	<i>a</i>		-	-	150	150
Annual Rooms Available	$b = a * 365$	365	-	-	54,750	54,750
Occupancy Rate	<i>c</i>	79%				
Average Daily Room Rate	<i>d</i>	\$180				
City of Davis TOT Rate	<i>e</i>	12%				
Annual Transient Occupancy Tax (Rounded)	$f = b * c * d * e$		\$0	\$0	\$934,254	\$934,254

Source: Smith Travel Research; EPS.

Table B-15a
DiSC 2022
Fiscal Impact Analysis
Estimated Annual Public Safety (Parcel) Tax Revenue (2021\$)

Item	Assumption	Units / Sq. Ft. / Land Area			
		Phase 1A	Phase 1B	Phase 2A	Buildout
Residential Units					
Units					
MDR - Owner-Occupied		0	80	160	160
HDR - Renter-Occupied		107	190	300	300
Total Residential Units		107	270	460	460
Land Area					
MDR - Owner-Occupied		0	120,000	240,000	240,000
HDR - Renter-Occupied		160,650	285,300	450,000	450,000
Total Residential Land Area		160,650	405,300	690,000	690,000
Base Residential Tax Rate per Unit [1]	\$78.48				
Lot Size Tax Rate per Sq. Ft. [2]	\$0.00058				
Total Residential Public Safety Tax Revenue		\$8,498	\$21,439	\$36,498	\$36,498
Commercial					
Square Feet					
Office		82,500	165,000	275,000	275,000
Flex/R&D		82,500	165,000	275,000	275,000
Advanced Manufacturing		-	192,500	385,000	550,000
Ancillary Retail		10,000	50,000	80,000	80,000
Hotel		-	-	160,000	160,000
Total Nonresidential Use Sq. Ft.		175,000	572,500	1,175,000	1,340,000
Land Area					
Office		235,714	471,429	785,714	785,714
Flex/R&D		165,000	330,000	550,000	550,000
Advanced Manufacturing		-	385,000	770,000	1,100,000
Ancillary Retail		40,000	200,000	320,000	320,000
Hotel		-	-	640,000	640,000
Total Nonresidential Use Land Area		440,714	1,386,429	3,065,714	3,395,714
Commercial Tax Rate per Sq. Ft. [3]	\$0.16				
Lot Size Tax Rate per Sq. Ft. [2]	\$0.00058				
Total Commercial Public Safety Tax Revenue		\$28,373	\$92,788	\$190,565	\$217,267
Total Public Safety Tax Revenue		\$36,871	\$114,227	\$227,063	\$253,765

Source: City of Davis; EPS.

[1] \$6.54/month x 12.

[2] \$0.000048/month x 12.

[3] \$0.013390/month x 12.

Table B-15b
DiSC 2022
Fiscal Impact Analysis
Estimated Annual Municipal Service Tax Revenue (2021\$)

Item	Assumption	Units / Sq. Ft. / Land Area			
		Phase 1A	Phase 1B	Phase 2A	Buildout
Residential Units					
Units					
MDR - Owner-Occupied		0	80	160	160
HDR - Renter-Occupied		107	190	300	300
Total Residential Units		107	270	460	460
Land Area					
MDR - Owner-Occupied		0	120,000	240,000	240,000
HDR - Renter-Occupied		160,650	285,300	450,000	450,000
Total Residential Land Area		160,650	405,300	690,000	690,000
Base Residential Tax Rate per Unit [1]	\$99.84				
Lot Size Tax Rate per Sq. Ft. [2]	\$0.06948				
Total Residential Muni. Svc. Tax Revenue		\$21,855	\$55,137	\$93,868	\$93,868
Commercial					
Square Feet					
Office		82,500	165,000	275,000	275,000
Flex/R&D		82,500	165,000	275,000	275,000
Advanced Manufacturing		-	192,500	385,000	550,000
Ancillary Retail		10,000	50,000	80,000	80,000
Hotel		-	-	160,000	160,000
Total Nonresidential Use Sq. Ft.		175,000	572,500	1,175,000	1,340,000
Land Area					
Office		235,714	471,429	785,714	785,714
Flex/R&D		165,000	330,000	550,000	550,000
Advanced Manufacturing		-	385,000	770,000	1,100,000
Ancillary Retail		40,000	200,000	320,000	320,000
Hotel		-	-	640,000	640,000
Total Nonresidential Use Land Area		440,714	1,386,429	3,065,714	3,395,714
Commercial Tax Rate per Sq. Ft. [3]	\$0.13				
Lot Size Tax Rate per Sq. Ft. [2]	\$0.06948				
Total Commercial Muni. Svc. Tax Revenue		\$53,454	\$171,027	\$366,315	\$410,772
Total Municipal Service Tax Revenue		\$75,309	\$226,164	\$460,183	\$504,640

Source: City of Davis; EPS.

[1] \$8.32/month x 12.

[2] \$0.00579/month x 12.

[3] \$0.010873/month x 12.

Table B-15c
DiSC 2022
Fiscal Impact Analysis
Estimated Annual Parks Maintenance Tax Revenue (2021\$)

Item	Assumption	Units / Sq. Ft. / Land Area			
		Phase 1A	Phase 1B	Phase 2A	Buildout
Residential Units					
Units					
MDR - Owner-Occupied		0	80	160	160
HDR - Renter-Occupied		107	190	300	300
Total Residential Units		107	270	460	460
Land Area					
MDR - Owner-Occupied		0	120,000	240,000	240,000
HDR - Renter-Occupied		160,650	285,300	450,000	450,000
Total Residential Land Area		160,650	405,300	690,000	690,000
Base Residential Tax Rate per Unit [1]	\$52.00				
Lot Size Tax Rate per Sq. Ft. [2]	\$0.00				
Total Residential Parks Maint. Tax Revenue		\$5,569	\$14,050	\$23,920	\$23,920
Commercial					
Square Feet					
Office		82,500	165,000	275,000	275,000
Flex/R&D		82,500	165,000	275,000	275,000
Advanced Manufacturing		-	192,500	385,000	550,000
Ancillary Retail		10,000	50,000	80,000	80,000
Hotel		-	-	160,000	160,000
Total Nonresidential Use Sq. Ft.		175,000	572,500	1,175,000	1,340,000
Land Area					
Office		235,714	471,429	785,714	785,714
Flex/R&D		165,000	330,000	550,000	550,000
Advanced Manufacturing		-	385,000	770,000	1,100,000
Ancillary Retail		40,000	200,000	320,000	320,000
Hotel		-	-	640,000	640,000
Total Nonresidential Use Land Area		440,714	1,386,429	3,065,714	3,395,714
Commercial Tax Rate per 1,000 Sq. Ft. [3]	\$42.46				
Total Commercial Parks Maint. Tax Revenue		\$7,431	\$24,308	\$49,891	\$56,896
Total Parks Maintenance Tax Revenue		\$13,000	\$38,359	\$73,811	\$80,816

Source: City of Davis; EPS.

[1] \$52/month x 12.

[2] \$0/month x 12.

[3] \$42.46/month x 12.

Table B-16
DiSC 2022
Fiscal Impact Analysis
Expenditure-Estimating Procedures (2021\$)

Expenditure Category	Estimating Procedure	Case Study Reference	FY 2021-22 City Proposed Expenditures	Service Population [1]	Variable Adjustment Factor [2]	Expenditure Multiplier
General Fund Expenditures						
City Council	Per Person Served	-	\$172,856	78,420	75%	\$1.65
City Attorney	Per Person Served	-	\$128,352	78,420	75%	\$1.23
City Manager's Office	Per Person Served	-	\$3,809,776	78,420	75%	\$36.44
Finance	Per Person Served	-	\$1,543,645	78,420	75%	\$14.76
Human Resources	Per Person Served	-	\$668,410	78,420	75%	\$6.39
Information Services	Per Person Served	-	\$96,917	78,420	75%	\$0.93
Community Dev & Sustainability	Per Person Served	-	\$3,900,307	78,420	75%	\$37.30
Parks & Community Services	Per Person Served	-	\$13,706,883	78,420	75%	\$131.09
Fire	Case Study	Table B-18	\$14,680,632	NA	NA	NA
Police	Case Study	Table B-19	\$21,838,185	NA	NA	NA
Public Works - Engineering/Transportation	Per Person Served	-	\$3,519,240	78,420	75%	\$33.66
Public Works - Utilities & Operations	Per Person Served	-	\$4,496,962	78,420	75%	\$43.01
Nondepartmental	[3]	-	\$502,935	NA	NA	NA
Subtotal General Fund Expenditures			\$69,065,100			
Transfers to Capital Projects			\$3,819,700			
Total General Fund Expenditures			\$72,884,800			
General Fund Reserve			\$3,000,000			
Total General Fund (Incl. General Fund Reserve)			\$72,313,994			

Source: City of Davis FY 2021-23 Adopted Budget; EPS.

[1] Represents Citywide residents or persons served as shown in Table B-2.

[2] Adjustment factors made in consultation with the City of Davis. Represents the percentage of expenditures estimated to be impacted by new growth (i.e.: percent of departmental expenses that are variable and therefore impacted by development versus fixed expenses that are not affected by development).

[3] This expenditure category is not expected to be impacted by the project and is omitted from this analysis.

Table B-17
DiSC 2022
Fiscal Impact Analysis
Estimated Annual Expenditures (2021\$)

Expenditures	Annual Net Expenditures			
	Phase 1A	Phase 1B	Phase 2A	Buildout
General Fund Expenditures				
City Council	\$1,000	\$2,000	\$3,000	\$4,000
City Attorney	\$1,000	\$1,000	\$3,000	\$3,000
City Manager's Office	\$16,000	\$43,000	\$75,000	\$79,000
Finance	\$7,000	\$17,000	\$31,000	\$32,000
Human Resources	\$3,000	\$8,000	\$13,000	\$14,000
Information Services	\$0	\$1,000	\$2,000	\$2,000
Community Dev & Sustainability	\$17,000	\$44,000	\$77,000	\$81,000
Parks & Community Services	\$59,000	\$155,000	\$272,000	\$284,000
Fire	\$63,000	\$166,000	\$291,000	\$305,000
Police	\$93,000	\$246,000	\$433,000	\$453,000
Public Works - Engineering/Transportation	\$15,000	\$40,000	\$70,000	\$73,000
Public Works - Utilities & Operations	\$19,000	\$51,000	\$89,000	\$93,000
Total General Fund Expenditures	\$294,000	\$774,000	\$1,359,000	\$1,423,000

Source: City of Davis; EPS.

[1] Parks expenditures due to onsite population is somewhat overstated since onsite residents and workers will be served by onsite park and open space area that will be privately maintained.

Table B-18
DiSC 2022
Fiscal Impact Analysis
Estimated Annual Fire Department Operating and Maintenance Expenditures (2021\$)

Item	City of Davis FY 2021-22 Budget	Assumption	Adjusted City of Davis FY 2021-22 Budget	Annual Fire Expenditures			
				Phase 1A	Phase 1B	Phase 2A	Buildout
Annual City Fire Dept. Expenditures [1]		<i>Adj. Factor</i>					
General Fund Fire Dept. Expenditures	\$14,680,632	100%	\$14,680,632				
Total Annual Fire Department Expenditures	\$14,680,632		\$14,680,632				
Citywide Persons Served		78,420					
Citywide Fire Expenditures per Persons Served		\$187					
Adjustment Factor (Percent Variable) [2]		75%					
Citywide Variable Fire Expenditures per Person Served		\$140					
Project Persons Served				447	1,180	2,071	2,169
Total Annual Fire Department Expenditures				\$62,733	\$165,705	\$290,833	\$304,588

Source: City of Davis; EPS.

[1] Assumes annual City Fire Department expenditures are funded with half of Proposition 172 Sales Tax and half of Public Safety tax revenues, in addition to other General Fund Revenues, per the City of Davis.

[2] The adjustment factor is the share of departmental expenses that are variable and therefore impacted by development versus fixed expenses that are not affected by development.

Table B-19
DiSC 2022
Fiscal Impact Analysis
Estimated Annual Police Department Operating and Maintenance Expenditures (2021\$)

Item	City of Davis FY 2021-22 Budget	Assumption	Adjusted City of Davis FY 2021-22 Budget	Annual Police Expenditures			
				Phase 1A	Phase 1B	Phase 2A	Buildout
Annual City Police Dept. Expenditures [1]		<i>Adj. Factor</i>					
General Fund Police Dept. Expenditures	\$21,838,185	100%	\$21,838,185				
Total Annual Police Department Expenditures	\$21,838,185		\$21,838,185				
Citywide Persons Served		78,420					
Citywide Police Expenditures per Person Served		\$278					
Adjustment Factor (Percent Variable) [2]		75%					
Citywide Variable Police Expenditures per Person Served		\$209					
Project Persons Served				447	1,180	2,071	2,169
Total Annual Police Department Expenditures				\$93,319	\$246,495	\$432,629	\$453,090

Source: City of Davis; EPS.

[1] Based on the assumption annual City Police Department expenditures are funded with half of Proposition 172 Sales Tax and half of Public Safety tax revenues, in addition to other General Fund Revenues, according to the City of Davis.

[2] The adjustment factor is the share of departmental expenses that are variable and therefore impacted by development versus fixed expenses that are not affected by development.

Table B-20
DiSC 2022
Fiscal Impact Analysis
Preliminary Property Tax Allocations

Fund/Agency	Pre-Annexation		Post-Annexation			
	Property Tax Allocation [1] TRA 061-003	Subject to Split	Transfer to City	50/50 Split		Other Taxing Entities
				City of Davis General Fund	Yolo County General Fund	
City/County Tax Sharing Assumption [2]				50%	50%	
Total Property Tax Allocation	100.0000%					
Funds for Analysis						
County General Fund	32.1584%	x		16.0792%	16.0792%	
County ACO Fund	1.3180%	x		0.6590%	0.6590%	
County Road District #2	2.3429%		x	2.3429%	-	
East Davis Fire District	10.3070%		x	10.3070%	-	
Total Taxing Entities for Analysis	46.1264%			29.3882%	16.7382%	
Other Taxing Entities						
County Library	2.9878%			-	-	2.9878%
County Schools	3.3291%			-	-	3.3291%
Davis Cemetery District	0.3893%			-	-	0.3893%
Sacto-Yolo Mosquito & Vector Control	0.9268%			-	-	0.9268%
Yolo County Flood Control District	1.0923%			-	-	1.0923%
Yolo County Resources Conservation District	0.0439%			-	-	0.0439%
Davis Joint Unified School District	40.1260%			-	-	40.1260%
Los Rios Community College District	4.9785%			-	-	4.9785%
Total Other Taxing Entities	53.8736%			-	-	53.8736%
Shift to Educational Revenue Augmentation Fund (ERAF) [3]				23.0798%	65.7542%	
City and County Post ERAF General Fund Allocations				22.6054%	5.7321%	

Source: Yolo County; EPS.

[1] Pre-ERAF allocations.

[2] Preliminary tax sharing assumption, subject to negotiations between the City and County. Additional tax sharing assumptions evaluated in sensitivity scenarios.

[3] Assumes increment subject to sharing will be pooled prior to shift to ERAF using County and City ERAF shift. Splits shown based on estimated citywide split and TRA split; actual splits between agencies and ERAF shift applicable to each will depend on final tax sharing agreement terms. City and County ERAF shifts based on West Davis Active Adult Community annexation.

Table B-21
DiSC 2022
Fiscal Impact Analysis
Estimated Assessed Valuation (2021\$)

Item	Rounded Value per Unit/Sq. Ft. [1]	Units / Square Feet				Assessed Value			
		Phase 1A	Phase 1B	Phase 2A	Buildout	Phase 1A	Phase 1B	Phase 2A	Buildout
Residential (Units)	<i>Per Unit</i>	<i>Units</i>	<i>Units</i>	<i>Units</i>	<i>Units</i>				
Owner-Occupied Residential	\$686,000	0	80	160	160	\$0	\$54,880,000	\$109,760,000	\$109,760,000
Renter-Occupied Residential	\$273,184	107	190	300	300	\$29,258,005	\$51,959,594	\$81,955,195	\$81,955,195
Total Residential		107	270	460	460	\$29,258,005	\$106,839,594	\$191,715,195	\$191,715,195
Commercial Land Use	<i>Per Sq. Ft.</i>	<i>Sq. Ft.</i>	<i>Sq. Ft.</i>	<i>Sq. Ft.</i>	<i>Sq. Ft.</i>				
Office/Flex/R&D									
Office	\$308	82,500	165,000	275,000	275,000	\$25,416,177	\$50,832,354	\$84,720,590	\$84,720,590
Flex: R&D/Office	\$382	82,500	165,000	275,000	275,000	\$31,522,515	\$63,045,031	\$105,075,051	\$105,075,051
Total Office/Flex/R&D		165,000	330,000	550,000	550,000	\$56,938,692	\$113,877,385	\$189,795,641	\$189,795,641
Manufacturing	\$250	0	192,500	385,000	550,000	\$0	\$48,125,000	\$96,250,000	\$137,500,000
Retail									
Ancillary Retail	\$345	10,000	50,000	80,000	80,000	\$3,448,458	\$17,242,291	\$27,587,665	\$27,587,665
Total Retail		10,000	50,000	80,000	80,000	\$3,448,458	\$17,242,291	\$27,587,665	\$27,587,665
Hotel/Conference	\$290	0	0	160,000	160,000	\$0	\$0	\$46,355,715	\$46,355,715
Total Commercial Sq. Ft. (Secured)		175,000	572,500	1,175,000	1,340,000	\$60,387,150	\$179,244,675	\$359,989,021	\$401,239,021
Unsecured Assessed Value [1]						\$772,956	\$2,294,332	\$4,607,859	\$5,135,859
Total Proposed Land Uses						\$90,418,111	\$288,378,601	\$556,312,076	\$598,090,076

Source: EPS.

[1] The share of unsecured to secured non-residential assessed value in FY 2019-20 of 1.28% was applied to the secured value to produce an estimate for unsecured value.

Table B-22
DiSC 2022
Fiscal Impact Analysis
Average Income and Retail Expenditures for Residential Units (2021\$)

Residential Land Use	Dwelling Units	Estimated Home Value/ Monthly Rent [1]	Estimated Annual Housing Costs [2]	Estimated Household Income [3]	Taxable Expenditures as a Percentage of Income [4]	Annual Taxable Expenditures per Household (Rounded) [5]
Average Household Income						
Owner-Occupied Residential	160	\$686,000	\$53,000	\$151,000	21%	\$31,000
Renter-Occupied Residential	300	\$2,470	\$30,000	\$86,000	25%	\$22,000

Source: City of Davis; EPS.

- [1] Residential owner-occupied value and renter-occupied rent rate based on market comparables.
- [2] Annual mortgage based on a 6%, 30-year fixed rate mortgage with a 20% down payment and 2% for annual taxes and insurance. Values have been rounded to the nearest thousand dollars.
- [3] Assumes mortgage lending guidelines allow no more than 35% of income dedicated to mortgage payments, taxes and insurance. Assumes renters pay 35% of income in rent.
- [4] Taxable expenditures as a percentage of income derived from the 2018 BLS Consumer Expenditure Survey.
- [5] Average retail expenditures per household used to estimate annual sales tax revenues, as shown in Table B-12.

Table B-23
DiSC 2022
Fiscal Impact Analysis
One-Time Fees by Phase

Item	One-Time Revenues by Phase				Total Project
	Phase 1A	Phase 1B	Phase 2A	Phase 2B	
City Permitting Fees	\$2,212,000	\$5,011,000	\$7,342,000	\$1,819,950	\$16,384,950
City Construction Tax	\$1,099,000	\$2,463,000	\$3,378,000	\$655,050	\$7,595,050
City Impact Fees					
Affordable Housing	-	-	-	-	-
Roadways	\$1,436,000	\$2,396,000	\$3,004,000	\$72,000	\$6,908,000
Water	\$478,000	\$1,993,000	\$2,459,000	\$311,000	\$5,241,000
Sewer	\$620,000	\$1,010,000	\$1,656,000	\$20,000	\$3,306,000
Drainage	\$30,000	\$78,000	\$99,000	\$19,000	\$226,000
Parks	\$538,000	\$836,000	\$1,462,000	\$31,000	\$2,867,000
Open Space	\$93,000	\$144,000	\$252,000	\$5,000	\$494,000
Public Safety	\$141,000	\$231,000	\$327,000	\$40,000	\$739,000
General Facilities	\$320,000	\$492,000	\$822,000	\$38,000	\$1,672,000
Total City Impact Fees	\$3,656,000	\$7,180,000	\$10,081,000	\$536,000	\$21,453,000
County FSA Fee	\$455,000	\$802,000	\$1,025,000	\$55,000	\$2,337,000

Source: City of Davis; EPS.

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

Table B-24
DiSC 2022
Fiscal Impact Analysis
Development Program and One-Time Fees

Item	Project Uses						
	MDR	HDR	Office	R&D	Advanced Manufacturing	Ancillary Retail	Hotel
Development Program	<i>Units</i>	<i>Units</i>	<i>Sq. Ft.</i>	<i>Sq. Ft.</i>	<i>Sq. Ft.</i>	<i>Sq. Ft.</i>	<i>Rooms</i>
Phase 1A	-	107	82,500	82,500	-	10,000	-
Phase 1B	80	83	82,500	82,500	192,500	40,000	-
Phase 2A	80	110	110,000	110,000	192,500	30,000	150
Phase 2B	-	-	-	-	165,000	-	-
Total Program	160	300	275,000	275,000	550,000	80,000	150
Fees Per Unit/Sq Ft/Room	<i>per Unit</i>	<i>per Unit</i>	<i>per Sq. Ft.</i>	<i>per Sq. Ft.</i>	<i>per Sq. Ft.</i>	<i>per Sq. Ft.</i>	<i>per Room</i>
City Permitting Fees	\$5,092	\$2,634	\$11.03	\$11.03	\$11.03	\$11.03	\$11,765
City Construction Tax	\$7,146	\$3,772	\$3.97	\$3.97	\$3.97	\$3.97	\$4,235
City Impact Fees							
Affordable Housing	\$0	\$0	\$0.000	\$0.000	\$0.000	\$0.000	\$0
Roadways	\$5,444	\$4,467	\$4.692	\$4.692	\$0.434	\$18.292	\$2,754
Water	\$10,362	\$1,228	\$1.390	\$1.390	\$1.884	\$11.740	\$3,166
Sewer	\$4,780	\$3,320	\$1.470	\$1.470	\$0.121	\$2.138	\$3,320
Drainage	\$305	\$85	\$0.118	\$0.118	\$0.118	\$0.118	\$85
Parks	\$4,145	\$3,827	\$0.730	\$0.730	\$0.190	\$0.730	\$3,277
Open Space	\$714	\$659	\$0.126	\$0.126	\$0.033	\$0.126	\$564
Public Safety	\$494	\$479	\$0.515	\$0.515	\$0.242	\$0.515	\$399
General Facilities	\$1,786	\$1,662	\$0.811	\$0.811	\$0.233	\$0.811	\$1,662
County FSA Fee	\$4,290	\$3,180	\$0.666	\$0.666	\$0.334	\$0.500	\$710

Source: City of Davis; EPS.

Table B-25
DiSC 2022
Fiscal Impact Analysis
Preliminary Property Tax Allocations - Post-ERAF Split Sensitivity Analysis

Fund/Agency	TRA 061-003 Pre-Annexation			Post-Annexation	
	Pre-ERAF Distribution	ERAF Shift	Post-ERAF Distribution	To City	To County
Total Property Tax Allocation	100.00000%				
City/County Tax Sharing Assumption [1]				50%	50%
Funds for Analysis					
County General Fund	32.15842%	65.75421%	11.01291%	5.5065%	5.5065%
County ACO Fund	1.31803%	0.00000%	1.31803%	0.6590%	0.6590%
Total General Fund/ACO Fund	33.47645%		12.33093%	6.16547%	6.16547%
City/Other Entity Tax Sharing Assumption [1]				100%	-
Other Taxing Entities					
County Library	2.98776%	34.06287%	1.97004%	-	-
County Road District #2	2.34294%	10.37848%	2.09978%	2.0998%	-
East Davis Fire District	10.30700%	6.26483%	9.66128%	9.6613%	-
County Schools	3.32908%	0.00000%	3.32908%	-	-
Davis Cemetery District	0.38932%	18.77948%	0.31621%	-	-
Sacto-Yolo Mosq&Vector Control	0.92677%	0.00000%	0.92677%	-	-
Yolo County Flood Control District	1.09231%	38.14253%	0.67567%	-	-
Yolo County Resources Conservation District	0.04387%	27.66692%	0.03173%	-	-
Davis Joint Unified School	40.12598%	0.00000%	40.12598%	-	-
Los Rios Community College	4.97854%	0.00000%	4.97854%	-	-
Educational Revenue Augmentation Fund (ERAF)	0.00000%	0.00000%	23.55399%	-	-
Total Other Taxing Entities	66.52355%		87.66907%		
City and County Post ERAF General Fund Allocations				17.9265%	6.1655%

Source: Yolo County; EPS.

[1] Preliminary tax sharing assumption, subject to negotiations between the City and County. Additional tax sharing assumptions evaluated in sensitivity scenarios.

Table B-26
DiSC 2022
Fiscal Impact Analysis
Property Tax Revenue and Net Fiscal Impact - Post-ERAF Split Sensitivity Analysis

Item	Assumptions/ Source	Annual Property Tax Revenues			
		Phase 1A	Phase 1B	Phase 2A	Buildout
Property Tax					
Assessed Value (2021\$)	Table B-21	\$90,418,111	\$288,378,601	\$556,312,076	\$598,090,076
Property Tax Revenue (1% of Assessed Value)	1.00%	\$904,181	\$2,883,786	\$5,563,121	\$5,980,901
City General Fund Allocation with Post-ERAF Split	17.93%	\$162,088	\$516,963	\$997,274	\$1,072,168
City General Fund Allocation with Pre-ERAF Split	Table B-9	\$204,394	\$651,892	\$1,257,567	\$1,352,008
Difference in City Property Tax under Post-ERAF Split		(\$42,306)	(\$134,929)	(\$260,293)	(\$279,840)
Net Fiscal Impact under Pre-ERAF Split					
Total General Fund Revenues (plus Gas Tax)	Table B-1	\$627,000	\$2,125,000	\$4,912,000	\$5,303,000
Total General Fund Expenses	Table B-1	\$294,000	\$774,000	\$1,359,000	\$1,423,000
Net Fiscal Impact		\$333,000	\$1,351,000	\$3,553,000	\$3,880,000
Net Fiscal Impact under Post-ERAF Split					
Total General Fund Revenues (plus Gas Tax)	Less Property Tax Difference	\$584,694	\$1,990,071	\$4,651,707	\$5,023,160
Total General Fund Expenses	Table B-1	\$294,000	\$774,000	\$1,359,000	\$1,423,000
Net Fiscal Impact		\$290,694	\$1,216,071	\$3,292,707	\$3,600,160

Source: EPS.

APPENDIX C: Economic Impact Analysis Tables

Table C-1	Summary of Yolo Economic Impacts— Ongoing and One-Time	C-1
Table C-2	Yolo Ongoing Employment Impact Estimate—At Buildout	C-2
Table C-3	Yolo One-Time Construction Impact Estimate—All Phases.....	C-3
Table C-4	Yolo Ongoing Impact Employment Inputs	C-4
Table C-5	Yolo One-Time Impact Construction Spending Inputs.....	C-5
Table C-6	Yolo Ongoing Impacts—Economic Impact per Job for Relevant Sectors.....	C-6
Table C-7	Yolo One-Time Impacts—Economic Impact per \$1,000,000 in Construction Spending	C-7
Table C-8	Summary of Davis Economic Impacts— Ongoing and One-Time	C-8
Table C-9	Davis Ongoing Employment Impact Estimate—At Buildout.....	C-9
Table C-10	Davis One-Time Construction Impact Estimate—All Phases.....	C-10
Table C-11	Davis Ongoing Impact Employment Inputs.....	C-11
Table C-12	Davis One-Time Impact Construction Spending Inputs.....	C-12
Table C-13	Davis Ongoing Impacts—Economic Impact per Job for Relevant Sectors.....	C-13
Table C-14	Davis One-Time Impacts—Economic Impact per \$1,000,000 in Construction Spending	C-14



Table C-1
DiSC 2022
Economic Impact Analysis
Summary of Yolo Economic Impacts - Ongoing and One-Time (2021\$)

Impact Category	Economic Impacts			Total
	Direct	Indirect	Induced	
Ongoing Annual Impacts (at Buildout)				
Industry Output	\$801,157,199	\$216,363,478	\$77,869,295	\$1,095,389,972
Employee Compensation	\$204,748,160	\$77,947,791	\$24,031,445	\$306,727,396
Employment [1]	2,398	1,206	484	4,089
One-Time Construction Impacts				
Industry Output	\$307,129,188	\$42,063,110	\$57,034,653	\$406,226,951
Employee Compensation	\$171,274,345	\$14,215,235	\$17,613,663	\$203,103,243
Employment [2]	1,947	238	355	2,540

Source: Implan; EPS.

[1] Includes all full and part time jobs.

[2] Represents total job years lasting over the duration of the project. For instance, 1 laborer employed for 2 years during construction activity would represent 2 job years.

Table C-2
DiSC 2022
Economic Impact Analysis
Yolo Ongoing Employment Impact Estimate - At Buildout

Uses and Assumed Occupant Sectors [1]	Implan Industry Code	Direct Effect			Indirect Effect			Induced Effect		
		Output	Employment	Earnings	Output	Employment	Earnings	Output	Employment	Earnings
Office										
Scientific Research and Development Services	464	\$103,767,779	379	\$36,548,171	\$37,500,403	228	\$13,839,032	\$13,518,374	83	\$4,171,363
Marketing Research and Misc. Professional, Scientific, and Technical	468	\$8,756,402	142	\$5,107,377	\$2,033,909	14	\$779,240	\$2,402,333	16	\$742,844
Custom Computer Programming Services	459	\$19,335,723	142	\$10,788,334	\$4,870,929	37	\$2,114,567	\$3,455,241	21	\$1,066,022
Architectural, Engineering, and Related Services	457	\$25,467,495	142	\$10,967,749	\$6,923,182	53	\$2,869,627	\$3,819,659	24	\$1,178,907
Environmental and Other Technical Consulting Services	463	\$8,262,480	95	\$5,527,091	\$1,918,315	14	\$820,361	\$1,968,702	12	\$608,018
Office Total		\$165,589,880	901	\$68,938,723	\$53,246,739	346	\$20,422,827	\$25,164,309	157	\$7,767,155
Flex/R&D										
Scientific Research and Development Services	464	\$66,872,569	244	\$23,553,266	\$24,166,927	147	\$8,918,487	\$8,711,841	54	\$2,688,212
Marketing Research and Misc. Professional, Scientific, and Technical	468	\$5,643,015	92	\$3,291,421	\$1,310,742	9	\$502,177	\$1,548,170	10	\$478,722
Custom Computer Programming Services	459	\$12,460,799	92	\$6,952,482	\$3,139,043	24	\$1,362,721	\$2,226,711	14	\$686,992
Architectural, Engineering, and Related Services	457	\$16,412,386	92	\$7,068,105	\$4,461,606	34	\$1,849,315	\$2,461,558	16	\$759,740
Environmental and Other Technical Consulting Services	463	\$5,324,710	61	\$3,561,903	\$1,236,247	9	\$528,677	\$1,268,719	8	\$391,834
Flex/R&D Total		\$106,713,478	581	\$44,427,177	\$34,314,565	223	\$13,161,377	\$16,216,999	101	\$5,005,500
Advanced Manufacturing										
Other Miscellaneous Chemical Product Manufacturing	185	\$106,509,223	138	\$25,826,893	\$19,506,520	99	\$6,443,074	\$8,997,852	56	\$2,777,134
Miscellaneous Nonmetallic Mineral Products Manufacturing	214	\$62,476,517	138	\$13,036,774	\$13,945,311	73	\$4,677,841	\$4,708,964	29	\$1,452,997
Pharmaceutical Preparation Manufacturing	172	\$221,138,500	138	\$19,005,531	\$57,040,765	238	\$16,599,707	\$9,381,835	58	\$2,894,576
Industrial Process Variable Instruments Manufacturing	314	\$35,601,888	138	\$8,581,654	\$8,853,122	51	\$3,762,419	\$3,155,496	19	\$973,338
Semiconductor and Related Device Manufacturing	307	\$84,857,663	138	\$16,763,138	\$25,234,527	149	\$11,212,882	\$7,347,995	45	\$2,266,696
Advanced Manufacturing Total		\$510,583,791	688	\$83,213,989	\$124,580,244	609	\$42,695,923	\$33,592,141	208	\$10,364,740
Ancillary Retail										
Other Personal Services	520	\$1,489,070	50	\$1,990,792	\$284,296	2	\$93,553	\$788,792	5	\$243,830
Limited Service Restaurants	510	\$4,122,885	50	\$1,277,611	\$1,128,336	7	\$398,303	\$467,365	3	\$144,256
Retail - General Merchandise Stores	411	\$4,092,814	50	\$1,658,116	\$1,032,852	6	\$425,670	\$538,116	3	\$165,998
Ancillary Retail Total		\$9,704,769	149	\$4,926,519	\$2,445,483	15	\$917,526	\$1,794,273	11	\$554,084
Hotel										
Hotels and Motels	507	\$8,565,281	80	\$3,241,751	\$1,776,446	14	\$750,138	\$1,101,573	7	\$339,967
Hotel Total		\$8,565,281	80	\$3,241,751	\$1,776,446	14	\$750,138	\$1,101,573	7	\$339,967
Total Ongoing Economic Impact		\$801,157,199	2,398	\$204,748,160	\$216,363,478	1,206	\$77,947,791	\$77,869,295	484	\$24,031,445

Source: Implan; EPS.

**Table C-3
DISC 2022
Economic Impact Analysis
Yolo One-Time Construction Impact Estimate - All Phases**

Project Uses / Development Activity	Implan Sector Equivalent	Implan Industry Code	Direct Effect			Indirect Effect			Induced Effect		
			Output	Employment	Earnings	Output	Employment	Earnings	Output	Employment	Earnings
Residential											
Medium Density Residential	Construction of New Multifamily Residential	58	\$49,084,992	332	\$29,087,342	\$4,819,452	31	\$1,710,619	\$9,648,286	60	\$2,979,912
High Density Residential	Construction of New Multifamily Residential	58	\$55,648,024	377	\$32,976,538	\$5,463,849	36	\$1,939,341	\$10,938,334	68	\$3,378,348
Total Residential			\$104,733,016	709	\$62,063,879	\$10,283,301	67	\$3,649,960	\$20,586,620	128	\$6,358,260
Non-Residential											
Office	Construction of New Commercial Structures	55	\$53,845,000	340	\$28,694,936	\$8,292,631	45	\$2,750,031	\$9,766,452	61	\$3,016,270
Flex/R&D	Construction of New Commercial Structures	55	\$50,820,000	321	\$27,082,861	\$7,826,753	42	\$2,595,535	\$9,217,775	57	\$2,846,816
Advanced Manufacturing	Construction of New Manufacturing Structures	51	\$0	0	\$0	\$0	0	\$0	\$0	0	\$0
Ancillary Retail	Construction of New Commercial Structures	55	\$15,664,000	99	\$8,347,618	\$2,412,402	13	\$800,009	\$2,841,150	18	\$877,460
Hotel	Construction of New Commercial Structures	55	\$27,288,800	172	\$14,542,676	\$4,202,729	23	\$1,393,724	\$4,949,666	31	\$1,528,654
Total Non-Residential			\$147,617,800	933	\$78,668,091	\$22,734,516	123	\$7,539,299	\$26,775,044	167	\$8,269,201
Parking											
Commercial Structured Parking [1]	Construction of Other New Nonres. Structures	56	\$19,550,000	185	\$17,542,415	\$4,358,863	25	\$1,481,518	\$5,623,025	35	\$1,736,159
Land Development											
Site Prep / Roadways / Infrastructure	Construction of New Streets and Bridges	54	\$35,228,373	120	\$12,999,959	\$4,686,430	24	\$1,544,459	\$4,049,965	25	\$1,250,043
Total One-Time Economic Impact			\$307,129,188	1,947	\$171,274,345	\$42,063,110	238	\$14,215,235	\$57,034,653	355	\$17,613,663

Source: City of Davis; Implan; EPS.

[1] Structured parking excludes high density residential parking structures, included as part of the cost of residential construction.

Table C-4
DISC 2022
Economic Impact Analysis
Yolo On-Going Impact Employment Inputs

Uses and Assumed Occupant Sectors [1]	Implan Industry Code	Estimated Space Share	Project Square Feet by Phase					Estimated Sq. Ft. per Employee [2]	On-Site Employment by Phase				
			Phase 1A	Phase 1B	Phase 2A	Phase 2B	All Phases		Phase 1A	Phase 1B	Phase 2A	Phase 2B	All Phases
Office													
Scientific Research and Development Services	464	40.0%	33,000	33,000	44,000	-	110,000	290	114	114	152	-	379
Marketing Research and Misc. Professional, Scientific, and Technical	468	15.0%	12,375	12,375	16,500	-	41,250	290	43	43	57	-	142
Custom Computer Programming Services	459	15.0%	12,375	12,375	16,500	-	41,250	290	43	43	57	-	142
Architectural, Engineering, and Related Services	457	15.0%	12,375	12,375	16,500	-	41,250	290	43	43	57	-	142
Environmental and Other Technical Consulting Services	463	10.0%	8,250	8,250	11,000	-	27,500	290	28	28	38	-	95
Frictional Vacancy	na	5.0%	4,125	4,125	5,500	-	13,750	na	-	-	-	-	-
Office Total			82,500	82,500	110,000	-	275,000		270	270	360	-	901
Flex/R&D													
Scientific Research and Development Services	464	40.0%	33,000	33,000	44,000	-	110,000	450	73	73	98	-	244
Marketing Research and Misc. Professional, Scientific, and Technical	468	15.0%	12,375	12,375	16,500	-	41,250	450	28	28	37	-	92
Custom Computer Programming Services	459	15.0%	12,375	12,375	16,500	-	41,250	450	28	28	37	-	92
Architectural, Engineering, and Related Services	457	15.0%	12,375	12,375	16,500	-	41,250	450	28	28	37	-	92
Environmental and Other Technical Consulting Services	463	10.0%	8,250	8,250	11,000	-	27,500	450	18	18	24	-	61
Frictional Vacancy	na	5.0%	4,125	4,125	5,500	-	13,750	na	-	-	-	-	-
Flex/R&D Total			82,500	82,500	110,000	-	275,000		174	174	232	-	581
Advanced Manufacturing													
Other Miscellaneous Chemical Product Manufacturing	185	20.0%	-	38,500	38,500	33,000	110,000	800	-	48	48	41	138
Miscellaneous Nonmetallic Mineral Products Manufacturing	214	20.0%	-	38,500	38,500	33,000	110,000	800	-	48	48	41	138
Pharmaceutical Preparation Manufacturing	172	20.0%	-	38,500	38,500	33,000	110,000	800	-	48	48	41	138
Industrial Process Variable Instruments Manufacturing	314	20.0%	-	38,500	38,500	33,000	110,000	800	-	48	48	41	138
Semiconductor and Related Device Manufacturing	307	20.0%	-	38,500	38,500	33,000	110,000	800	-	48	48	41	138
Frictional Vacancy	na	0.0%	-	-	-	-	-	na	-	-	-	-	-
Advanced Manufacturing Total			-	192,500	192,500	165,000	550,000		-	241	241	206	688
Ancillary Retail													
Other Personal Services	520	31.0%	3,100	12,400	9,300	-	24,800	500	6	25	19	-	50
Limited Service Restaurants	510	31.0%	3,100	12,400	9,300	-	24,800	500	6	25	19	-	50
Retail - General Merchandise Stores	411	31.0%	3,100	12,400	9,300	-	24,800	500	6	25	19	-	50
Frictional Vacancy	na	7.0%	700	2,800	2,100	-	5,600	na	-	-	-	-	-
Ancillary Retail Total			10,000	40,000	30,000	-	80,000		19	74	56	-	149
Hotel													
Hotels and Motels	507	100.0%	-	-	160,000	-	160,000	2,000	-	-	80	-	80
Hotel Total			-	-	160,000	-	160,000		-	-	80	-	80
Total			175,000	397,500	602,500	165,000	1,340,000		463	759	969	206	2,398

Source: City of Davis; Implan; EPS.

[1] The included sectors may or may not represent the eventual space occupants, but are the largest applicable sectors currently found in the project ZIP Code, 95618, encompassing the eastern half of the City of Davis. Office and flex space occupant shares represent the existing relative size of the included sectors in the ZIP Code.

[2] Square feet per employee are typical industry norms, which were used in the previous analysis. Hotel square feet per employee equals approximately 0.5 employee per room, the minimum standard for a limited service property.

Table C-5
 DiSC 2022
 Economic Impact Analysis
 Yolo One-Time Impact Construction Spending Inputs

Project Uses / Development Activity	Implan Sector Equivalent	Implan Industry Code	Project Square Feet / Units / Spaces by Phase					Estimated Cost per Sq. Ft. / Unit / Space (2021\$)	Estimated Construction Cost by Phase (2021\$)				
			Phase 1A	Phase 1B	Phase 2A	Phase 2B	All Phases		Phase 1A	Phase 1B	Phase 2A	Phase 2B	All Phases
Residential													
Medium Density Residential	Construction of New Multifamily Residential	58	-	80	80	-	160	\$306,781	-	\$24,542,496	\$24,542,496	-	\$49,084,992
High Density Residential	Construction of New Multifamily Residential	58	107	83	110	-	300	\$185,493	\$19,866,344	\$15,414,503	\$20,367,177	-	\$55,648,024
Total Residential			107	163	190	-	460		\$19,866,344	\$39,956,999	\$44,909,673	-	\$104,733,016
Non-Residential													
Office	Construction of New Commercial Structures	55	82,500	82,500	110,000	-	275,000	\$196	\$16,153,500	\$16,153,500	\$21,538,000	-	\$53,845,000
Flex/R&D	Construction of New Commercial Structures	55	82,500	82,500	110,000	-	275,000	\$185	\$15,246,000	\$15,246,000	\$20,328,000	-	\$50,820,000
Advanced Manufacturing	Construction of New Manufacturing Structures	51	-	192,500	192,500	165,000	550,000	na	-	-	-	-	-
Ancillary Retail	Construction of New Commercial Structures	55	10,000	40,000	30,000	-	80,000	\$196	\$1,958,000	\$7,832,000	\$5,874,000	-	\$15,664,000
Hotel	Construction of New Commercial Structures	55	-	-	160,000	-	160,000	\$171	-	-	\$27,288,800	-	\$27,288,800
Total Non-Residential			175,000	397,500	602,500	165,000	1,340,000		\$33,357,500	\$39,231,500	\$75,028,800	-	\$147,617,800
Parking													
Commercial Structured Parking [1]	Construction of Other New Nonres. Structures	56	-	-	575	-	575	\$34,000	-	-	\$19,550,000	-	\$19,550,000
Land Development													
Site Prep / Roadways / Infrastructure	Construction of New Streets and Bridges	54	na	na	na	na	na	na	\$9,798,329	\$6,696,062	\$16,047,273	\$2,686,709	\$35,228,373
Total									\$63,022,173	\$85,884,561	\$155,535,745	\$2,686,709	\$307,129,188

Source: City of Davis; Implan; EPS.

[1] Structured parking excludes high density residential parking structures, included as part of the cost of residential construction.

Table C-6
DiSC 2022
Economic Impact Analysis
Yolo On-Going Impacts - Economic Impact per Job for Relevant Sectors

Sector Description	Implan Industry Code	Direct Effect			Indirect Effect			Induced Effect		
		Output	Employment	Earnings	Output	Employment	Earnings	Output	Employment	Earnings
Scientific Research and Development Services	464	\$273,570	1.00	\$96,354	\$98,865	0.60	\$36,485	\$35,639	0.22	\$10,997
Marketing Research and Misc. Professional, Scientific, and Technical	468	\$61,560	1.00	\$35,906	\$14,299	0.10	\$5,478	\$16,889	0.11	\$5,222
Custom Computer Programming Services	459	\$135,936	1.00	\$75,845	\$34,244	0.26	\$14,866	\$24,291	0.15	\$7,494
Architectural, Engineering, and Related Services	457	\$179,044	1.00	\$77,107	\$48,672	0.37	\$20,174	\$26,853	0.17	\$8,288
Environmental and Other Technical Consulting Services	463	\$87,132	1.00	\$58,286	\$20,230	0.15	\$8,651	\$20,761	0.13	\$6,412
Other Miscellaneous Chemical Product Manufacturing	185	\$774,613	1.00	\$187,832	\$141,866	0.72	\$46,859	\$65,439	0.41	\$20,197
Miscellaneous Nonmetallic Mineral Products Manufacturing	214	\$454,375	1.00	\$94,813	\$101,420	0.53	\$34,021	\$34,247	0.21	\$10,567
Pharmaceutical Preparation Manufacturing	172	\$1,608,280	1.00	\$138,222	\$414,842	1.73	\$120,725	\$68,232	0.42	\$21,051
Industrial Process Variable Instruments Manufacturing	314	\$258,923	1.00	\$62,412	\$64,386	0.37	\$27,363	\$22,949	0.14	\$7,079
Semiconductor and Related Device Manufacturing	307	\$617,147	1.00	\$121,914	\$183,524	1.08	\$81,548	\$53,440	0.33	\$16,485
Other Personal Services	520	\$30,022	1.00	\$40,137	\$5,732	0.04	\$1,886	\$15,903	0.10	\$4,916
Limited Service Restaurants	510	\$83,123	1.00	\$25,758	\$22,749	0.14	\$8,030	\$9,423	0.06	\$2,908
Retail - General Merchandise Stores	411	\$82,516	1.00	\$33,430	\$20,824	0.13	\$8,582	\$10,849	0.07	\$3,347
Hotels and Motels	507	\$107,066	1.00	\$40,522	\$22,206	0.17	\$9,377	\$13,770	0.09	\$4,250

Source: Implan; EPS.

Table C-7
DiSC 2022
Economic Impact Analysis
Yolo One-Time Impacts - Economic Impact per \$1,000,000 in Construction Spending

Sector Description	Implan Industry Code	Direct Effect			Indirect Effect			Induced Effect		
		Output	Employment	Earnings	Output	Employment	Earnings	Output	Employment	Earnings
Construction of New Multifamily Residential	58	\$1,000,000	6.77	\$592,591	\$98,186	0.64	\$34,850	\$196,563	1.22	\$60,709
Construction of New Commercial Structures	55	\$1,000,000	6.32	\$532,917	\$154,009	0.83	\$51,073	\$181,381	1.13	\$56,018
Construction of New Manufacturing Structures	51	\$1,000,000	5.51	\$476,597	\$171,243	0.93	\$55,858	\$160,267	1.00	\$49,489
Construction of Other New Nonresidential Structures	56	\$1,000,000	9.44	\$897,310	\$222,960	1.26	\$75,781	\$287,623	1.79	\$88,806
Construction of New Streets and Bridges	54	\$1,000,000	3.41	\$369,020	\$133,030	0.69	\$43,841	\$114,963	0.71	\$35,484

Source: Implan; EPS.

Table C-8
DiSC 2022
Economic Impact Analysis
Summary of Davis Economic Impacts - Ongoing and One-Time (2021\$)

Impact Category	Economic Impacts			Total
	Direct	Indirect	Induced	
Ongoing Annual Impacts (at Buildout)				
Industry Output	\$801,157,199	\$41,921,525	\$8,378,602	\$851,457,326
Employee Compensation	\$204,748,160	\$15,294,879	\$2,693,785	\$222,736,824
Employment [1]	2,398	252	53	2,702
One-Time Construction Impacts				
Industry Output	\$307,129,188	\$4,830,400	\$9,684,459	\$321,644,047
Employee Compensation	\$171,274,345	\$1,714,984	\$3,116,350	\$176,105,680
Employment [2]	1,947	30	64	2,041

Source: Implan; EPS.

[1] Includes all full and part time jobs.

[2] Represents total job years lasting over the duration of the project. For instance, 1 laborer employed for 2 years during construction activity would represent 2 job years.

Table C-9
DiSC 2022
Economic Impact Analysis
Davis Ongoing Employment Impact Estimate - At Buildout

Uses and Assumed Occupant Sectors [1]	Implan Industry Code	Direct Effect			Indirect Effect			Induced Effect		
		Output	Employment	Earnings	Output	Employment	Earnings	Output	Employment	Earnings
Office										
Scientific Research and Development Services	464	\$103,767,779	379	\$36,548,171	\$15,165,264	83	\$5,266,686	\$1,380,060	8	\$443,524
Marketing Research and Misc. Professional, Scientific, and Technical	468	\$8,756,402	142	\$5,107,377	\$515,073	4	\$175,688	\$566,456	4	\$182,433
Custom Computer Programming Services	459	\$19,335,723	142	\$10,788,334	\$778,877	6	\$311,430	\$369,334	3	\$118,689
Architectural, Engineering, and Related Services	457	\$25,467,495	142	\$10,967,749	\$1,788,647	16	\$751,776	\$464,668	3	\$149,416
Environmental and Other Technical Consulting Services	463	\$8,262,480	95	\$5,527,091	\$485,929	4	\$202,520	\$332,127	2	\$106,882
Office Total		\$165,589,880	901	\$68,938,723	\$18,733,789	113	\$6,708,101	\$3,112,646	19	\$1,000,944
Flex/R&D										
Scientific Research and Development Services	464	\$66,872,569	244	\$23,553,266	\$9,773,170	54	\$3,394,087	\$889,372	5	\$285,826
Marketing Research and Misc. Professional, Scientific, and Technical	468	\$5,643,015	92	\$3,291,421	\$331,936	3	\$113,221	\$365,050	3	\$117,568
Custom Computer Programming Services	459	\$12,460,799	92	\$6,952,482	\$501,943	4	\$200,700	\$238,015	2	\$76,489
Architectural, Engineering, and Related Services	457	\$16,412,386	92	\$7,068,105	\$1,152,684	10	\$484,478	\$299,453	2	\$96,290
Environmental and Other Technical Consulting Services	463	\$5,324,710	61	\$3,561,903	\$313,154	2	\$130,513	\$214,037	1	\$68,880
Flex/R&D Total		\$106,713,478	581	\$44,427,177	\$12,072,887	73	\$4,322,998	\$2,005,927	13	\$645,053
Advanced Manufacturing										
Other Miscellaneous Chemical Product Manufacturing	185	\$106,509,223	138	\$25,826,893	\$1,290,202	8	\$480,294	\$1,090,781	7	\$350,776
Miscellaneous Nonmetallic Mineral Products Manufacturing	214	\$62,476,517	138	\$13,036,774	\$1,451,523	10	\$501,458	\$436,909	3	\$140,407
Pharmaceutical Preparation Manufacturing	172	\$221,138,500	138	\$19,005,531	\$3,432,730	15	\$1,054,435	\$564,631	4	\$181,364
Industrial Process Variable Instruments Manufacturing	314	\$35,601,888	138	\$8,581,654	\$1,357,825	10	\$656,213	\$247,385	1	\$79,445
Semiconductor and Related Device Manufacturing	307	\$84,857,663	138	\$16,763,138	\$2,682,486	17	\$1,260,731	\$509,174	3	\$163,532
Advanced Manufacturing Total		\$510,583,791	688	\$83,213,989	\$10,214,766	59	\$3,953,132	\$2,848,879	18	\$915,523
Ancillary Retail										
Other Personal Services	520	\$1,489,070	50	\$1,990,792	\$88,136	0	\$22,417	\$177,890	1	\$57,280
Limited Service Restaurants	510	\$4,122,885	50	\$1,277,611	\$259,312	1	\$74,705	\$54,007	0	\$17,366
Retail - General Merchandise Stores	411	\$4,092,814	50	\$1,658,116	\$153,178	1	\$49,659	\$49,039	0	\$15,752
Ancillary Retail Total		\$9,704,769	149	\$4,926,519	\$500,626	3	\$146,781	\$280,936	2	\$90,399
Hotel										
Hotels and Motels	507	\$8,565,281	80	\$3,241,751	\$399,456	4	\$163,867	\$130,214	1	\$41,866
Hotel Total		\$8,565,281	80	\$3,241,751	\$399,456	4	\$163,867	\$130,214	1	\$41,866
Total Ongoing Economic Impact		\$801,157,199	2,398	\$204,748,160	\$41,921,525	252	\$15,294,879	\$8,378,602	53	\$2,693,785

Source: Implan; EPS.

Table C-10
DISC 2022
Economic Impact Analysis
Davis One-Time Construction Impact Estimate - All Phases

Project Uses / Development Activity	Implan Sector Equivalent	Implan Industry Code	Direct Effect			Indirect Effect			Induced Effect		
			Output	Employment	Earnings	Output	Employment	Earnings	Output	Employment	Earnings
Residential											
Medium Density Residential	Construction of New Multifamily Residential	58	\$49,084,992	332	\$29,087,342	\$599,717	4	\$222,273	\$1,719,163	11	\$553,252
High Density Residential	Construction of New Multifamily Residential	58	\$55,648,024	377	\$32,976,538	\$679,904	5	\$251,993	\$1,949,028	13	\$627,226
Total Residential			\$104,733,016	709	\$62,063,879	\$1,279,622	9	\$474,266	\$3,668,190	24	\$1,180,478
Non-Residential											
Office	Construction of New Commercial Structures	55	\$53,845,000	340	\$28,694,936	\$945,562	5	\$326,125	\$1,671,209	11	\$537,803
Flex/R&D	Construction of New Commercial Structures	55	\$50,820,000	321	\$27,082,861	\$892,440	5	\$307,803	\$1,577,321	11	\$507,589
Advanced Manufacturing	Construction of New Manufacturing Structures	51	\$0	0	\$0	\$0	0	\$0	\$0	0	\$0
Ancillary Retail	Construction of New Commercial Structures	55	\$15,664,000	99	\$8,347,618	\$275,073	2	\$94,873	\$486,170	3	\$156,452
Hotel	Construction of New Commercial Structures	55	\$27,288,800	172	\$14,542,676	\$479,213	3	\$165,281	\$846,973	6	\$272,560
Total Non-Residential			\$147,617,800	933	\$78,668,091	\$2,592,288	15	\$894,081	\$4,581,673	31	\$1,474,404
Parking											
Commercial Structured Parking [1]	Construction of Other New Nonres. Structures	56	\$19,550,000	185	\$17,542,415	\$495,556	3	\$179,518	\$888,775	6	\$285,939
Land Development											
Site Prep / Roadways / Infrastructure	Construction of New Streets and Bridges	54	\$35,228,373	120	\$12,999,959	\$462,934	3	\$167,119	\$545,821	4	\$175,530
Total One-Time Economic Impact			\$307,129,188	1,947	\$171,274,345	\$4,830,400	30	\$1,714,984	\$9,684,459	64	\$3,116,350

Source: City of Davis; Implan; EPS.

[1] Structured parking excludes high density residential parking structures, included as part of the cost of residential construction.

Table C-11
DISC 2022
Economic Impact Analysis
Davis On-Going Impact Employment Inputs

Uses and Assumed Occupant Sectors [1]	Implan Industry Code	Estimated Space Share	Project Square Feet by Phase					Estimated Sq. Ft. per Employee [2]	On-Site Employment by Phase				
			Phase 1A	Phase 1B	Phase 2A	Phase 2B	All Phases		Phase 1A	Phase 1B	Phase 2A	Phase 2B	All Phases
Office													
Scientific Research and Development Services	464	40.0%	33,000	33,000	44,000	-	110,000	290	114	114	152	-	379
Marketing Research and Misc. Professional, Scientific, and Technical	468	15.0%	12,375	12,375	16,500	-	41,250	290	43	43	57	-	142
Custom Computer Programming Services	459	15.0%	12,375	12,375	16,500	-	41,250	290	43	43	57	-	142
Architectural, Engineering, and Related Services	457	15.0%	12,375	12,375	16,500	-	41,250	290	43	43	57	-	142
Environmental and Other Technical Consulting Services	463	10.0%	8,250	8,250	11,000	-	27,500	290	28	28	38	-	95
Frictional Vacancy	na	5.0%	4,125	4,125	5,500	-	13,750	na	-	-	-	-	-
Office Total			82,500	82,500	110,000	-	275,000		270	270	360	-	901
Flex/R&D													
Scientific Research and Development Services	464	40.0%	33,000	33,000	44,000	-	110,000	450	73	73	98	-	244
Marketing Research and Misc. Professional, Scientific, and Technical	468	15.0%	12,375	12,375	16,500	-	41,250	450	28	28	37	-	92
Custom Computer Programming Services	459	15.0%	12,375	12,375	16,500	-	41,250	450	28	28	37	-	92
Architectural, Engineering, and Related Services	457	15.0%	12,375	12,375	16,500	-	41,250	450	28	28	37	-	92
Environmental and Other Technical Consulting Services	463	10.0%	8,250	8,250	11,000	-	27,500	450	18	18	24	-	61
Frictional Vacancy	na	5.0%	4,125	4,125	5,500	-	13,750	na	-	-	-	-	-
Flex/R&D Total			82,500	82,500	110,000	-	275,000		174	174	232	-	581
Advanced Manufacturing													
Other Miscellaneous Chemical Product Manufacturing	185	20.0%	-	38,500	38,500	33,000	110,000	800	-	48	48	41	138
Miscellaneous Nonmetallic Mineral Products Manufacturing	214	20.0%	-	38,500	38,500	33,000	110,000	800	-	48	48	41	138
Pharmaceutical Preparation Manufacturing	172	20.0%	-	38,500	38,500	33,000	110,000	800	-	48	48	41	138
Industrial Process Variable Instruments Manufacturing	314	20.0%	-	38,500	38,500	33,000	110,000	800	-	48	48	41	138
Semiconductor and Related Device Manufacturing	307	20.0%	-	38,500	38,500	33,000	110,000	800	-	48	48	41	138
Frictional Vacancy	na	0.0%	-	-	-	-	-	na	-	-	-	-	-
Advanced Manufacturing Total			-	192,500	192,500	165,000	550,000		-	241	241	206	688
Ancillary Retail													
Other Personal Services	520	31.0%	3,100	12,400	9,300	-	24,800	500	6	25	19	-	50
Limited Service Restaurants	510	31.0%	3,100	12,400	9,300	-	24,800	500	6	25	19	-	50
Retail - General Merchandise Stores	411	31.0%	3,100	12,400	9,300	-	24,800	500	6	25	19	-	50
Frictional Vacancy	na	7.0%	700	2,800	2,100	-	5,600	na	-	-	-	-	-
Ancillary Retail Total			10,000	40,000	30,000	-	80,000		19	74	56	-	149
Hotel													
Hotels and Motels	507	100.0%	-	-	160,000	-	160,000	2,000	-	-	80	-	80
Hotel Total			-	-	160,000	-	160,000		-	-	80	-	80
Total			175,000	397,500	602,500	165,000	1,340,000		463	759	969	206	2,398

Source: City of Davis; Implan; EPS.

[1] The included sectors may or may not represent the eventual space occupants, but are the largest applicable sectors currently found in the project ZIP Code, 95618, encompassing the eastern half of the City of Davis. Office and flex space occupant shares represent the existing relative size of the included sectors in the ZIP Code.

[2] Square feet per employee are typical industry norms, which were used in the previous analysis. Hotel square feet per employee equals approximately 0.5 employee per room, the minimum standard for a limited service property.

Table C-12
 DiSC 2022
 Economic Impact Analysis
 Davis One-Time Impact Construction Spending Inputs

Project Uses / Development Activity	Implan Sector Equivalent	Implan Industry Code	Project Square Feet / Units / Spaces by Phase					Estimated Cost per Sq. Ft. / Unit / Space (2021)	Estimated Construction Cost by Phase (2021\$)				
			Phase 1A	Phase 1B	Phase 2A	Phase 2B	All Phases		Phase 1A	Phase 1B	Phase 2A	Phase 2B	All Phases
Residential													
Medium Density Residential	Construction of New Multifamily Residential	58	-	80	80	-	160	\$306,781	-	\$24,542,496	\$24,542,496	-	\$49,084,992
High Density Residential	Construction of New Multifamily Residential	58	107	83	110	-	300	\$185,493	\$19,866,344	\$15,414,503	\$20,367,177	-	\$55,648,024
Total Residential			107	163	190	-	460		\$19,866,344	\$39,956,999	\$44,909,673	-	\$104,733,016
Non-Residential													
Office	Construction of New Commercial Structures	55	82,500	82,500	110,000	-	275,000	\$196	\$16,153,500	\$16,153,500	\$21,538,000	-	\$53,845,000
Flex/R&D	Construction of New Commercial Structures	55	82,500	82,500	110,000	-	275,000	\$185	\$15,246,000	\$15,246,000	\$20,328,000	-	\$50,820,000
Advanced Manufacturing	Construction of New Manufacturing Structures	51	-	192,500	192,500	165,000	550,000	na	-	-	-	-	-
Ancillary Retail	Construction of New Commercial Structures	55	10,000	40,000	30,000	-	80,000	\$196	\$1,958,000	\$7,832,000	\$5,874,000	-	\$15,664,000
Hotel	Construction of New Commercial Structures	55	-	-	160,000	-	160,000	\$171	-	-	\$27,288,800	-	\$27,288,800
Total Non-Residential			175,000	397,500	602,500	165,000	1,340,000		\$33,357,500	\$39,231,500	\$75,028,800	-	\$147,617,800
Parking													
Commercial Structured Parking [1]	Construction of Other New Nonres. Structures	56	-	-	575	-	575	\$34,000	-	-	\$19,550,000	-	\$19,550,000
Land Development													
Site Prep / Roadways / Infrastructure	Construction of New Streets and Bridges	54	na	na	na	na	na	na	\$9,798,329	\$6,696,062	\$16,047,273	\$2,686,709	\$35,228,373
Total									\$63,022,173	\$85,884,561	\$155,535,745	\$2,686,709	\$307,129,188

Source: City of Davis; Implan; EPS.

[1] Structured parking excludes high density residential parking structures, included as part of the cost of residential construction.

Table C-13
DiSC 2022
Economic Impact Analysis
Davis On-Going Impacts - Economic Impact per Job for Relevant Sectors

Sector Description	Implan Industry Code	Direct Effect			Indirect Effect			Induced Effect		
		Output	Employment	Earnings	Output	Employment	Earnings	Output	Employment	Earnings
Scientific Research and Development Services	464	\$273,570	1.00	\$96,354	\$39,981	0.22	\$13,885	\$3,638	0.02	\$1,169
Marketing Research and Misc. Professional, Scientific, and Technical	468	\$61,560	1.00	\$35,906	\$3,621	0.03	\$1,235	\$3,982	0.03	\$1,283
Custom Computer Programming Services	459	\$135,936	1.00	\$75,845	\$5,476	0.04	\$2,189	\$2,597	0.02	\$834
Architectural, Engineering, and Related Services	457	\$179,044	1.00	\$77,107	\$12,575	0.11	\$5,285	\$3,267	0.02	\$1,050
Environmental and Other Technical Consulting Services	463	\$87,132	1.00	\$58,286	\$5,124	0.04	\$2,136	\$3,502	0.02	\$1,127
Other Miscellaneous Chemical Product Manufacturing	185	\$774,613	1.00	\$187,832	\$9,383	0.06	\$3,493	\$7,933	0.05	\$2,551
Miscellaneous Nonmetallic Mineral Products Manufacturing	214	\$454,375	1.00	\$94,813	\$10,557	0.07	\$3,647	\$3,178	0.02	\$1,021
Pharmaceutical Preparation Manufacturing	172	\$1,608,280	1.00	\$138,222	\$24,965	0.11	\$7,669	\$4,106	0.03	\$1,319
Industrial Process Variable Instruments Manufacturing	314	\$258,923	1.00	\$62,412	\$9,875	0.07	\$4,772	\$1,799	0.01	\$578
Semiconductor and Related Device Manufacturing	307	\$617,147	1.00	\$121,914	\$19,509	0.12	\$9,169	\$3,703	0.02	\$1,189
Other Personal Services	520	\$30,022	1.00	\$40,137	\$1,777	0.01	\$452	\$3,587	0.02	\$1,155
Limited Service Restaurants	510	\$83,123	1.00	\$25,758	\$5,228	0.03	\$1,506	\$1,089	0.01	\$350
Retail - General Merchandise Stores	411	\$82,516	1.00	\$33,430	\$3,088	0.02	\$1,001	\$989	0.01	\$318
Hotels and Motels	507	\$107,066	1.00	\$40,522	\$4,993	0.05	\$2,048	\$1,628	0.01	\$523

Source: Implan; EPS.

Table C-14
DiSC 2022
Economic Impact Analysis
Davis One-Time Impacts - Economic Impact per \$1,000,000 in Construction Spending

Sector Description	Implan Industry Code	Direct Effect			Indirect Effect			Induced Effect		
		Output	Employment	Earnings	Output	Employment	Earnings	Output	Employment	Earnings
Construction of New Multifamily Residential	58	\$1,000,000	6.77	\$592,591	\$12,218	0.09	\$4,528	\$35,024	0.23	\$11,271
Construction of New Commercial Structures	55	\$1,000,000	6.32	\$532,917	\$17,561	0.10	\$6,057	\$31,037	0.21	\$9,988
Construction of New Manufacturing Structures	51	\$1,000,000	5.51	\$476,597	\$17,720	0.12	\$6,135	\$25,480	0.17	\$8,198
Construction of Other New Nonresidential Structures	56	\$1,000,000	9.44	\$897,310	\$25,348	0.16	\$9,183	\$45,462	0.30	\$14,626
Construction of New Streets and Bridges	54	\$1,000,000	3.41	\$369,020	\$13,141	0.08	\$4,744	\$15,494	0.10	\$4,983

Source: Implan; EPS.