

City of Santa Clara

Action on Resolution Establishing the Parkland In Lieu Fee Schedule for New Residential Development

City Council 19-800

August 27, 2019



**City of
Santa Clara**
The Center of What's Possible

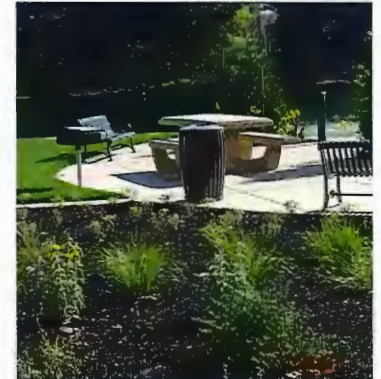
Background 2018-2019

- **Santa Clara City Code 17.35**
 - Ordinances No.1928 & No.1937
 - Requires dedication of parks
 - Quimby Act & Mitigation Fee Act
- **2018 Municipal Fee Update**
 - 5-8-2018 Council direction - additional outreach
- **Meetings Held**
 - 6-11-2018 Community & Stakeholder
 - 6-27-2018 Stakeholder
- **Follow Up**
 - Reviewed Nexus Study, comments and land appraisal
- **Willdan (consultant)**
 - Nexus Study Update
- **Review Period 1-14-19 thru 2-26-19**
- **Information provided**
 - General Plan
 - Nexus Study (6-25-14)
 - Nexus Study Update (1-04-19)
 - Land Valuation Report (12-31-17)
 - Parkland Improvement Cost (2017)
 - Questions & Answers (thru 2-15-19)
 - Letters Received (thru 2-15-19)
- **Meetings Held**
 - January 22, 2019 & February 26, 2019



Nexus Study

- **Methodology**
 - Uses the “existing standard” method
 - Allowable fees fund acquisition & development of parkland
 - Same ratios that serve existing residents
- **Fee Amount Increase (change from 2017)**
 - Quimby (35% to 46% higher)
 - MFA (41% - 52% higher)
- **Why an Increase?**
 - Land Acquisition Cost: typically updated every year
 - Park Improvement Cost: updated from \$319,000 to \$1.335 million per acre
 - Nexus Study 2019: Updated estimates for parks service population, growth, housing type density, etc.



Public Comment

- **28 Pages of Questions, Comments, Responses**
- **Key Questions**
 - Parkland Inventory should not include non city owned facilities
 - Facilities are controlled by joint use agreements and public park easements with public and private entities (SCUSD, WMCCD, County, Oracle, Irvine, LSAP, etc.)
 - Typical to include these type of facilities
 - Land Valuation Appraisal Report Comparables and Impact Fees
 - Does appraisal account for fee increases; Developer may have project appraisal
 - Why charge for park improvements under Quimby Act?
 - The MFA fee for improvements is added and calculated at the MFA standard. The developer's are reimbursed for fees paid under Quimby for improvements.
 - Housing density is lower; Micro units
 - City uses US Bureau of Census data
 - Staff was open to re-consider with additional info
 - Info received was based on non-Census data, not Santa Clara



Validation of Land Values

- Average cost per acre for land acquisition in Santa Clara

	2014	2015	2016	2017	2018	2019
95050	\$3,658,000	\$3,620,000	\$3,315,000	\$3,738,000	2017 value	2017 value
95051		\$3,800,000	\$3,583,000	\$3,993,000		
95054		\$3,685,000	\$3,669,000	\$4,035,000		

- **Based on Land Appraisal (valuation date 12-31-2017)**
 - Used standard appraisal practices
 - Used Supplemental Instructions adopted by Council
 - Used factual metrics to make objective adjustments
 - Comprehensive, accounted for market feedback, anecdotal information, values/rents, median and average selling prices
 - Reviewed comments and no additional adjustments were warranted



Validation of Park Value

- **Per Acre Value used in fee calculations for Existing Park Improvements**

2014	2015	2016	2017	2018	2019
\$319,000	No update	No update	No update	No update	\$1,335,000

- **Updated Value is a significant increase**
- **Previous \$319,000 was significantly below cost to build an acre of park**
- **Staff used three methods to validate costs**
 - Kitchell Asset Inventory
 - Actual Bid Prices
 - Third Party Estimator



Validation of Park Value

- **Kitchell Asset Inventory**
 - Total existing park asset value minus non standard park facilities
 - Divided by existing park acres
- **Actual construction & recent bids per acre costs to build a park**
 - Bill Wilson Jr. \$976,377 Per Acre (2017)
 - Eddie Souza Park \$2,301,149 Per Acre (2017)
 - Reed & Grant Street \$2,468,278 Per Acre (2018)
 - LSAP \$1,775,570 Per Acre (2017)
- **Third Party Estimator (Curry & Brown)**
 - High level review of cost assumptions for park site improvements
 - Visited 14 parks & 2 trails
 - Current market trends above \$1.5 million per acre



Nexus Study 2019

- **Park Land Inventory Updated**
 - Developed Acres: 254.99
(includes Eddie Souza Park, Bill Wilson Park, etc.)
 - Undeveloped Acres: 97.89
(includes Ulistac, Reed & Grant, and Central Park North)
- **Park Asset Inventory Updated**
 - Site improvements: \$88.5 million
 - Building improvements: \$252.0 million
 - Total existing park asset improvements' value: \$340.5 million



Nexus Study 2019

- **Facilities Needed at current standards to meet residential growth demand**
 - Quimby (3.0 acres/1000 res) = 85.18 acres
 - MFA (2.6 acres per/1000 res) = 73.82 acres
- **Cost per capita for new parks and improvements at current standards**
 - Park Land = \$9,719 to \$12,105 per capita, depends upon Zip Code Area and Project application type (Quimby or MFA)
 - Park Improvements = \$3,471 per capita
- **Program administration**
 - 2 % additional



Policy Alternatives

- **Alternative 1**
 - Increase Fees
 - Recover Park Improvement Costs at \$3,471 per capita
 - Recover Park Land Acquisition costs at \$9,719 to \$12,105 per capita
- **Alternative 2**
 - Phase in Increased Fees
 - Recover Park Improvement Costs over three year period, 25% of per capita amount per year 2019=\$868, 2020=\$1,736, 2021=\$2,604, 2022=\$3,471.
 - Recover Park Land Acquisition costs at \$9,719 to \$12,105 per capita
- **Alternative 3**
 - Recover Park Improvement costs at less than \$3,471 per capita, (at less than \$1.335 million per acre).



Policy Alternative 1

Fee increased by 100% of cost recovery for park land and park improvements.

Area	Type	Quimby Act			Mitigation Fee Act		
		Existing Fee 2017	Allowable Fee 2019	% Incr.	Existing Fee 2017	Allowable Fee 2019	% Incr.
95050	Single Family	\$31,804	\$44,637	40%	\$27,195	\$40,093	46%
	Multi-Family	\$24,566	\$35,949	46%	\$21,007	\$32,290	52%
95051	Single Family	\$34,182	\$46,962	37%	\$29,201	\$42,108	43%
	Multi-Family	\$26,403	\$37,822	43%	\$22,556	\$33,912	49%
95054	Single Family	\$34,946	\$47,345	35%	\$29,845	\$42,439	41%
	Multi-Family	\$26,993	\$38,130	41%	\$23,053	\$34,179	47%



Policy Alternative 2

Phase in Fee 25 % park improvement per capita value; use 100% annual land appraisal value

Quimby Act

Area	Project Type	Existing	2019	2020*	2021*	2022*
95050	Single Family	\$31,804	\$36,724	\$39,361	\$41,999	\$44,637
	Multi-Family	\$24,566	\$29,576	\$31,700	\$33,825	\$35,949
95051	Single Family	\$34,182	\$39,049	\$41,687	\$44,324	\$46,962
	Multi-Family	\$26,403	\$31,449	\$33,573	\$35,697	\$37,822
95054	Single Family	\$34,946	\$39,432	\$42,070	\$44,707	\$47,345
	Multi-Family	\$26,993	\$31,757	\$33,882	\$36,006	\$38,130

Mitigation Fee Act

95050	Single Family	\$27,195	\$32,179	\$34,817	\$37,455	\$40,093
	Multi-Family	\$21,007	\$25,916	\$28,041	\$30,165	\$32,289
95051	Single Family	\$29,201	\$34,195	\$36,832	\$39,470	\$42,108
	Multi-Family	\$22,556	\$27,539	\$29,664	\$31,788	\$33,912
95054	Single Family	\$29,845	\$34,526	\$37,164	\$39,801	\$42,439
	Multi-Family	\$23,053	\$27,806	\$29,930	\$32,055	\$34,179

Policy Alternative 3

Fee increased by less than 100% cost recovery

Area	Project Type	Quimby Act			Mitigation Fee Act		
		Existing Fee 2017	Allowable Fee 2019	Proposed	Existing Fee 2017	Allowable Fee 2019	Proposed
95050	Single Family	\$31,804	\$44,637	TBD	\$27,195	\$40,093	TBD
	Multi-Family	\$24,566	\$35,949	TBD	\$21,007	\$32,290	TBD
95051	Single Family	\$34,182	\$46,962	TBD	\$29,201	\$42,108	TBD
	Multi-Family	\$26,403	\$37,822	TBD	\$22,556	\$33,912	TBD
95054	Single Family	\$34,946	\$47,345	TBD	\$29,845	\$42,439	TBD
	Multi-Family	\$26,993	\$38,130	TBD	\$23,053	\$34,179	TBD



Recommendation

- Alternative 2
 - Adopt a Resolution Establishing the Parkland In Lieu Fee Schedule and Statutory Findings for New Residential Development for FY2018-19 In Accordance with Title 17 (“Development”) Chapter 35 (“Park and Recreational Land”) of the Code of the City of Santa Clara
 - with the exception that the total allowable amount for the increase in park improvement values will be phased in over a three year period at 25% per year, or \$868 in 2019, \$1,736 in 2020, \$2,604 in 2021 and the full amount of \$3,471 in 2022, and
 - the annual land valuation component would use the 12-31-2017 appraisal values for 2019 and as required per City Code 17.35 will be conducted annually with new valuation dates of December 31, 2019, 2020, 2021, 2022.





**City of
Santa Clara**
The Center of What's Possible

8/27/2019

ITEM 7



BUILDING INDUSTRY ASSOCIATION

August 26, 2019

Mayor Lisa Gillmor
Santa Clara City Council
City of Santa Clara
1500 Warburton Avenue
Santa Clara, CA 95050
Transmitted by email

Re: August 27, 2019 Agenda Item #7, 19-800, Parkland In Lieu Fee Schedule

Dear Mayor Gillmor and City Council Members,

On behalf of BIA Bay Area, I thank you for your considerable deliberations that have accompanied the proposed adoption of significantly higher parkland dedication in lieu fees. BIA Bay Area agrees with the principle stated in the Nexus Study that development should pay its own way. However, it is also true that development should not be compelled to pay what it does not owe. It is still BIA's interpretation that if adopted, the proposed fee schedule would result in overcharging residential development for park and recreation impacts even with the adjustments made in the Nexus Study. To help mitigate overcharging, BIA recommends that the City Council take certain actions in coordination with the fee increases.

- **BIA Strongly Encourages Conversion from a Per Unit to Per Square Foot Fee Assessment**

BIA has raised an important argument that fee increases unreasonably rely on a people per household (PPH) occupancy factor that is wholly out of line with the size, type and mix of units in residential developments that are currently being proposed and built in the City of Santa Clara and in the Silicon Valley region. In the Draft Update, PPH, a key factor in the formula driving the park fee increase, is inflated by reliance on a gross average of PPH occupancy in historically larger multi bedroom units.

To address this discrepancy, BIA commissioned the *City of Santa Clara Housing Occupancy Analysis* (the Analysis) that concludes high density, i.e. multifamily development will produce more studio and one-bedroom units and will house, on average, fewer people per unit than multi bedroom units. The conclusion of the Analysis is that the City should establish a park fee calculation based on a sliding scale, i.e., a per square foot fee, a method that would more accurately reflect actual impacts of new residential development of different household types and unit size and the need for new parkland and park facilities.

Another good reason to convert to a per square foot fee is that setting fees on a per square foot basis incentivizes denser development and, conversely, a per unit basis incentivizes less-dense development. Charging lower fees to reflect the lesser impacts of multifamily developments, particularly when they are situated near transit or built for special needs populations, can incentivize more affordable and sustainable unit types.

- **BIA Recommends Collecting Fees Later in the Process at Certificate of Occupancy**

POST MEETING MATERIAL

The sooner a Developer knows their fee costs, the sooner they can estimate a project's overall costs and feasibility, so fees should be imposed as soon as possible. However, Developers prefer to *pay* fees later in the development timeline, seeking to shorten the window between collection and project completion in order to lower the cost of interest on loans. Fees should be collected at Certificate of Occupancy/Final Inspection. If the City has concerns that a project could stall out and fees may become outdated, set reasonably strict timelines for achieving the Certificate of Occupancy.

- **BIA Supports Adoption of a Four-year Phase in of Fee Increases**

According to the Legislative Analyst Office, the Bay Area Council, and many other authorities, impact fees are a significant obstacle to the production of housing. The National Association of Home Builders has determined that every \$1,000 increase in the cost of a new home prices over 9,000 California households out of the housing market. In Santa Clara, increased park and recreation impact fees would add over \$12,000 to the cost of each new home, pricing tens of thousands of households out of the market. That is one reason why BIA supports the phase-in of fee increases over 4 years. The phase in helps the market absorb the escalating fee levels.

- **BIA Supports the Commission of a Development Feasibility Study**

Proposed parks in lieu fee increases of the magnitude proposed in the Draft Update severely impact feasibility and affordability of housing projects. The City would best serve its residents and businesses by adopting fees increases that are rationally and reasonably related to true impact of development. BIA supports conducting a development feasibility study, analyzing total fee load on residential development including all City impact fees, affordable housing fees, and even school fees. If fee levels are shown to impede housing construction, then the fees must be adjusted.

- **BIA Strongly Recommends Maintaining the 50% Private Recreation and Open Space Credit**

The policy that governs the inclusion of recreational space in private developments has been a boon to the City. First, projects that include significant open space provide a better quality of life for residents by providing private open space and quality recreation opportunities right at their doorstep. Second, private open space eases the wear and tear on public parkland because residents will be more inclined to casually use this open space than to travel to a public park. Third, privately maintained open space will help conserve City maintenance and operations funding.

Impact fees, restrictive land use regulations, infrastructure costs, and rising labor costs create serious impediments to addressing the housing affordability crisis the region is facing. It is critical that the City of Santa Clara continue to produce housing for all incomes. The City's jobs/housing imbalance is a testament to the under production of housing to meet the demands of its robust economy.

BIA is committed to working with the City of Santa Clara to find fair and reasonable solutions to the park and recreation development impact fee dilemma. Please feel free to contact me with any questions or comments.

Very truly yours,

Dennis Martin
BIA Bay Area Government Affairs

Encl: City of Santa Clara Housing Occupancy Analysis, Development & Financial Advisory

DFA

Development & Financial Advisory

Sacramento • Orange County

devfa.com

Memorandum

To: Dennis Martin
From: Development & Financial Advisory ("DFA")
CC: Pat Sausedo
Date: 2/5/2019
Re: City of Santa Clara Housing Occupancy Analysis

Introduction

Development & Financial Advisory ("DFA") has conducted an evaluation of housing occupancy information to provide tangible data associated with the number of "people per household" for higher density housing, namely multifamily units, including the recognition for differences among multifamily developments based on the mix of unit types. It is anticipated the findings of DFA's evaluation will be utilized in conjunction with a review of the City of Santa Clara ("City") park fee methodology as it pertains to occupancy and population impacts on park and recreation facilities.

Executive Summary

Empirical data supports the fact that a multifamily development more heavily weighted with studio apartments and one-bedroom units will house, on average, fewer people than multi bedroom units. Those development projects that house a smaller population have a lower impact on City parks and other public services. Therefore, a distinction should be made among developments, identifying the respective mix of unit types and quantifying the population on people per household factors.

According to the U.S. Census Bureau, American Community Survey 5-year estimates (Census Data), non-family households in the City have 1.46 people per household versus family households which have 3.19 people per household. Non-family households total 33% of households in the City and 91% of non-family households are 1-person and 2-person households. It is reasonable to conclude, many of these non-family households and 1-person or 2-person households are residents in multifamily housing developments. It is DFA's opinion the City should implement a park fee schedule that considers the lower population impacts of multifamily housing developments.

Occupancy Data & Analysis

The Census Data conclusions are logical and should be used to develop a more accurate means for estimating population for a given development. For example, a similar approach is being applied in the City of San Jose (San Jose).

San Jose has established a “scaled” park fee schedule based on estimated number of persons per unit. Below is a table obtained from the San Jose park land fee schedule, as of March 2018.

Rates are effective March 1, 2018

EXHIBIT A
2017/2018 Parkland In-Lieu Fees

MLS ZONE	AREA COVERED	100% OF COST/ SQUARE FOOT	PROPOSED FEE PER UNIT*						
			SINGLE FAMILY DETACHED	SINGLE FAMILY ATTACHED	MULTI-FAMILY 2-4 UNITS	MULTI-FAMILY 5+	DOWNTOWN CORE AREA HIGHRISE (non-Incentive) 12+ Stories	SINGLE RESIDENCY OCCUPANCY UNIT (SRO)	SECONDARY RESIDENTIAL UNIT (Granny Unit) Maximum of 800 sq feet
Number of Persons Per Unit - 2010 Census Data; ACS; Survey			3.31	3.31	2.96	2.34	1.51	1.00	50% of SRO
Number of Dwelling Units to create 1 ac/le of Raw Parkland			100.7	100.7	112.6	142.5	220.8	333.3	n/a

The San Jose park fee schedule indicates a range of number of persons per unit from a low of 1.0 for Single Residency Occupancy (SRO) to a high of 3.31 for single family detached homes. Multifamily persons per unit are differentiated based on density and whether the development is within the downtown Core Area.

The City of San Jose findings for the downtown core area largely considered the results of a direct survey, of which actual data occupancy information was collected from local leasing companies. This approach is consistent with DFA’s recommendation, which is to evaluate actual occupancy data, along with census data, to derive a more accurate means of estimating population impacts, park needs and ultimately resulting fee levels.

As noted above in the Executive Summary, a distinction should be made to account for the different types and sizes of households and their impact on population. Below is a summary table of City household data which supports the methodology of estimating population impacts based on housing and household types.

	Santa Clara city, California	
	Estimate	Margin of Error
Total:	43,417	+/-655
Family households:	28,899	+/-657
2-person household	11,085	+/-714
3-person household	7,438	+/-545
4-person household	6,444	+/-511
5-person household	2,343	+/-300
6-person household	771	+/-173
7-or-more person household	818	+/-189
Nonfamily households:	14,518	+/-739
1-person household	10,365	+/-650
2-person household	2,778	+/-441
3-person household	655	+/-248
4-person household	441	+/-138
5-person household	177	+/-114
6-person household	37	+/-28
7-or-more person household	65	+/-52

Source: U.S. Census Bureau, 2013-2017 American Community Survey 5-Year Estimates

Census Definition: A nonfamily household consists of a householder living alone (a one-person household) or where the householder shares the home exclusively with people to whom he/she is not related.

Occupant Data from Multifamily Projects

DFA evaluated “real world” data to compare to the Census Data. DFA obtained occupancy numbers on Thirty-six (36) multifamily development projects located in northern California, primarily Santa Clara County. The occupancy numbers from these development projects was used to test the empirical data gathered from the U.S. Census Bureau. The information is provided on the attached Exhibit A. Below is a summary of the ten (10) developments with the lowest reported occupants per unit.

The results indicate a range of 1.40 -1.62 occupants per unit. Consistent with census data, the weighted balance of multi-family unit size and type is correlated with occupancy levels.

The ten (10) projects with the *lowest* occupant per unit ratio are:

Development Name	Location	Occupants / Unit	% of Studio & 1-Bedroom	% of 3+ Bedroom
481 on Mathilda	Sunnyvale	1.40	68%	0%
Main Street Cupertino	Cupertino	1.45	100%	0%
Meridian	San Jose	1.52	61%	0%
360 Residences	San Jose	1.53	40%	6%
Century Towers	San Jose	1.54	63%	0%
Solstice	Sunnyvale	1.54	52%	0%
Museum Park	San Jose	1.55	60%	5%
One South Market	San Jose	1.56	73%	6%
Marquis	San Jose	1.58	58%	0%
Magnolia Square	Sunnyvale	1.62	71%	1%
AVERAGE		1.53	64%	2%

Additionally, DFA was provide data from local developers which included sixteen (16) multifamily development projects located in Southern California, Seattle and Oregon. The findings from those developments are consistent with the multifamily developments analyzed in this memorandum. In Seattle, seven (7) properties averaged 1.30 persons per household, with 82% of the units studio and 1-bedroom units. In Oregon, four (4) properties averaged 1.38 persons per household, with 84% of the units studio and 1-bedroom units. In Southern California, five (5) properties averaged 1.57 persons per household, with 73% of the units studio and 1-bedroom units.

Nexus Methodology

The Nexus methodology used to calculate park fees assumes all multifamily developments have a density of 2.4 occupants per household. *Only one (1) development, Foundry Commons in San Jose, reported occupant per unit ratios of 2.4 or higher. Foundry Commons is located near San Jose State and is reported to have a high number of occupants per unit comprising San Jose State students.*

Nexus Table 2. Occupant Density, sources US Census Bureau, 2017 American Community Survey, Tables B25024 and B25033. Table B25033 provides the Total Population in Occupied Housing Units and B25024 provides the number of Housing Units. These tables do not provide for the distinction between family households and non-family households, nor does it account for variation in floorplans/ # of bedrooms. As a result, developments with smaller populations are artificially inflated to an assumption of 2.4 residents per dwelling unit.

Conclusions

Overall, data on thirty-six (36) bay area developments were compiled, comprising 9,568 apartment units. The findings illustrate the relevance of evaluating developments based on their respective apartment type and mix of apartment sizes (# of bedrooms), to more accurately assign population estimates to development projects. DFA suggests each development be evaluated based on the respective unit mix. As example, this can be accomplished by developing an estimated person per household factor based on unit type, establishing a factor assumption for # of people/persons per unit type (for example: 1 person per studio, etc.).

The establishment of a fee schedule based on the actual characteristics of the development, rather than assigning a blanket population assumption for all multifamily developments, will provide for a more accurate means of quantifying park impacts from new development.

According to census data, non-family households in the City have 1.46 people per household. Non-family households total 33% of households in the City and 91% of non-family households are 1-person and 2-person households. DFA concludes the City should establish a mechanism to more accurately measure the population differences among multifamily development projects, which comprise of different household types and unit sizes.

Park Fee Calculation Impacts: To illustrate, the below park fee calculations are presented based on data assumptions from the City Nexus study dated January 4, 2019. The "Park Fee Calculation Tables" below reflect the three zip code based fee calculations presented in the Nexus. The below calculations quantify the change in park fee levels based solely on an adjustment to the density factor assumption, from a density assumption of 2.4 to a density assumption of 1.6.

Park Fee Calculation Tables

Nexus Table 11a - Zip Code 95050										
MultiFamily										
Quimby	Cost	Density	Fee	Admin	Total	<i>Adjusted</i>				
						Density	Fee	Admin	Total	
Parkland	\$11,214	2.4	\$26,914	\$538	\$27,452	1.6	\$17,942	\$359	\$18,301	
Improvements	\$3,454	2.4	\$8,290	\$166	\$8,455	1.6	\$5,526	\$111	\$5,637	
Total					\$35,907				\$23,938	
Mitigation Fee Act										
Parkland	\$9,607	2.4	\$23,057	\$461	\$23,518	1.6	\$15,371	\$307	\$15,679	
Improvements	\$3,454	2.4	\$8,290	\$166	\$8,455	1.6	\$5,526	\$111	\$5,637	
Total					\$31,973				\$21,316	

Zip Code 95050: The fee amounts are reduced from \$35,907 per unit to \$23,938 per unit, on the Quimby fee. The Mitigation Fee Act fee is reduced from \$31,973 per unit to \$21,316 per unit.

Park Fee Calculation Tables

Nexus Table 11b - Zip Code 95051									
MultiFamily									
Quimby	Cost	Density	Fee	Admin	Total	Adjusted Density	Fee	Admin	Total
Parkland	\$11,979	2.4	\$28,750	\$575	\$29,325	1.6	\$19,166	\$383	\$19,550
Improvements	\$3,454	2.4	\$8,290	\$166	\$8,455	1.6	\$5,526	\$111	\$5,637
Total					\$37,780				\$25,187
Mitigation Fee Act									
Parkland	\$10,262	2.4	\$24,629	\$493	\$25,121	1.6	\$16,419	\$328	\$16,748
Improvements	\$3,454	2.4	\$8,290	\$166	\$8,455	1.6	\$5,526	\$111	\$5,637
Total					\$33,577				\$22,385

Zip Code 95051: The fee amounts are reduced from \$37,780 per unit to \$25,187 per unit, on the Quimby fee. The Mitigation Fee Act fee is reduced from \$33,577 per unit to \$22,385 per unit.

Nexus Table 11c - Zip Code 95054									
MultiFamily									
Quimby	Cost	Density	Fee	Admin	Total	Adjusted Density	Fee	Admin	Total
Parkland	\$12,105	2.4	\$29,052	\$581	\$29,633	1.6	\$19,368	\$387	\$19,755
Improvements	\$3,454	2.4	\$8,290	\$166	\$8,455	1.6	\$5,526	\$111	\$5,637
Total					\$38,088				\$25,392
Mitigation Fee Act									
Parkland	\$10,370	2.4	\$24,888	\$498	\$25,386	1.6	\$16,592	\$332	\$16,924
Improvements	\$3,454	2.4	\$8,290	\$166	\$8,455	1.6	\$5,526	\$111	\$5,637
Total					\$33,841				\$22,561

Zip Code 95054: The fee amounts are reduced from \$38,088 per unit to \$25,392 per unit, on the Quimby fee. The Mitigation Fee Act fee is reduced from \$33,841 per unit to \$22,561 per unit.

EXHIBIT – A

Development Name	Location	Occupants / Unit
481 on Mathilda	Sunnyvale	1.40
<i>Studio %</i>	25%	
<i>One Bedroom %</i>	43%	
<i>Two Bedroom %</i>	32%	
Main Street Cupertino	Cupertino	1.45
<i>Studio %</i>	4%	
<i>One Bedroom Jr. %</i>	13%	
<i>One Bedroom %</i>	54%	
<i>One Bedroom Lofts %</i>	14%	
<i>One Bedroom Live/Work %</i>	14%	
Meridian	San Jose	1.52
<i>Studio %</i>	17%	
<i>One Bedroom %</i>	43%	
<i>Two Bedroom %</i>	39%	
<i>Three Bedroom %</i>	0%	
360 Residences	San Jose	1.53
<i>Studio %</i>	0%	
<i>One Bedroom %</i>	40%	
<i>Two Bedroom %</i>	54%	
<i>Three Bedroom %</i>	6%	
Century Towers	San Jose	1.54
<i>Studio %</i>	0%	
<i>One Bedroom %</i>	63%	
<i>Two Bedroom %</i>	37%	
<i>Three Bedroom %</i>	0%	
Solstice	Sunnyvale	1.54
<i>Studio %</i>	4%	
<i>One Bedroom %</i>	48%	
<i>Two Bedroom %</i>	48%	
<i>Three Bedroom %</i>	0%	
Museum Park	San Jose	1.55
<i>Studio %</i>	0%	
<i>One Bedroom %</i>	60%	
<i>Two Bedroom %</i>	35%	
<i>Three Bedroom %</i>	5%	

Note: Reflects # of Occupants per occupied unit.

Source: Property owner.

EXHIBIT – A

Development Name	Location	Occupants / Unit
One South Market	San Jose	1.56
<i>Studio %</i>	0%	
<i>One Bedroom %</i>	73%	
<i>Two Bedroom %</i>	21%	
<i>Three Bedroom %</i>	6%	
Marquis	San Jose	1.58
<i>Studio %</i>	20%	
<i>One Bedroom %</i>	38%	
<i>Two Bedroom %</i>	42%	
<i>Three Bedroom %</i>	0%	
Magnolia Square	Sunnyvale	1.62
<i>Studio %</i>	71%	
<i>One Bedroom %</i>	0%	
<i>Two Bedroom %</i>	29%	
<i>Three Bedroom %</i>	1%	
Aventino	Los Gatos	1.62
<i>Studio %</i>	7%	
<i>One Bedroom %</i>	50%	
<i>Two Bedroom %</i>	43%	
Bristol Commons	Sunnyvale	1.64
<i>Studio %</i>	0%	
<i>One Bedroom %</i>	49%	
<i>Two Bedroom %</i>	51%	
<i>Three Bedroom %</i>	0%	
Fountains at River Oaks	San Jose	1.64
<i>Studio %</i>	0%	
<i>One Bedroom %</i>	44%	
<i>Two Bedroom %</i>	56%	
<i>Three Bedroom %</i>	0%	
Windsor Ridge	Sunnyvale	1.65
<i>Studio %</i>	0%	
<i>One Bedroom %</i>	58%	
<i>Two Bedroom %</i>	42%	
<i>Three Bedroom %</i>	0%	

Note: Reflects # of Occupants per occupied unit.

Source: Property owner.

EXHIBIT – A

Development Name	Location	Occupants / Unit
Summerhill Park	Sunnyvale	1.69
<i>Studio %</i>	0%	
<i>One Bedroom %</i>	40%	
<i>Two Bedroom %</i>	60%	
<i>Three Bedroom %</i>	0%	
Epic I/II/III	San Jose	1.69
<i>Studio %</i>	0%	
<i>One Bedroom %</i>	58%	
<i>Two Bedroom %</i>	39%	
<i>Three Bedroom %</i>	3%	
Villa Granada	Santa Clara	1.71
<i>Studio %</i>	0%	
<i>One Bedroom %</i>	61%	
<i>Two Bedroom %</i>	39%	
<i>Three Bedroom %</i>	0%	
Anton 1101	Sunnyvale	1.71
<i>Studio %</i>	9%	
<i>One Bedroom %</i>	49%	
<i>Two Bedroom %</i>	42%	
Mio	San Jose	1.73
<i>Studio %</i>	0%	
<i>One Bedroom %</i>	44%	
<i>Two Bedroom %</i>	56%	
<i>Three Bedroom %</i>	0%	
Enso	San Jose	1.73
<i>Studio %</i>	11%	
<i>One Bedroom %</i>	40%	
<i>Two Bedroom %</i>	49%	
<i>Three Bedroom %</i>	0%	
Villas on the Boulevard	Santa Clara	1.75
<i>One Bedroom %</i>	60%	
<i>Two Bedroom %</i>	40%	
Lawrence Station	Sunnyvale	1.76
<i>Studio %</i>	0%	
<i>One Bedroom %</i>	64%	
<i>Two Bedroom %</i>	36%	
<i>Three Bedroom %</i>	0%	

Note: Reflects # of Occupants per occupied unit.

Source: Property owner.

EXHIBIT – A

Development Name	Location	Occupants / Unit
Waterford Place	San Jose	1.81
<i>Studio %</i>	0%	
<i>One Bedroom %</i>	50%	
<i>Two Bedroom %</i>	45%	
<i>Three Bedroom %</i>	5%	
Via	Sunnyvale	1.81
<i>Studio %</i>	0%	
<i>One Bedroom %</i>	59%	
<i>Two Bedroom %</i>	41%	
<i>Three Bedroom %</i>	0%	
Esplanade	San Jose	1.83
<i>Studio %</i>	0%	
<i>One Bedroom %</i>	52%	
<i>Two Bedroom %</i>	44%	
<i>Three Bedroom %</i>	5%	
Avana Skyway	San Jose	1.83
<i>Studio %</i>	12%	
<i>One Bedroom %</i>	40%	
<i>Two Bedroom %</i>	48%	
Willow Lake	San Jose	1.92
<i>Studio %</i>	0%	
<i>One Bedroom %</i>	45%	
<i>Two Bedroom %</i>	49%	
<i>Three Bedroom %</i>	6%	
101 San Fernando	San Jose	2.02
<i>Studio %</i>	11%	
<i>One Bedroom %</i>	56%	
<i>Two Bedroom %</i>	32%	
<i>Three Bedroom %</i>	1%	
Apex	Milpitas	2.17
<i>Studio %</i>	6%	
<i>One Bedroom %</i>	41%	
<i>Two Bedroom %</i>	34%	
<i>Three Bedroom %</i>	19%	

Note: Reflects # of Occupants per occupied unit.
Source: Property owner.

EXHIBIT – A

Development Name	Location	Occupants / Unit
Bella Villagio	San Jose	2.19
<i>Studio %</i>	0%	
<i>One Bedroom %</i>	34%	
<i>Two Bedroom %</i>	56%	
<i>Three Bedroom %</i>	10%	
Palm Valley-Santa Palmia & Village of Marineo	San Jose	2.20
<i>Studio %</i>	0%	
<i>One Bedroom %</i>	46%	
<i>Two Bedroom %</i>	48%	
<i>Three Bedroom %</i>	6%	
Carlyle	San Jose	2.20
<i>Studio %</i>	0%	
<i>One Bedroom %</i>	36%	
<i>Two Bedroom %</i>	36%	
<i>Three Bedroom %</i>	27%	
Summerwood	Santa Clara	2.23
<i>One Bedroom %</i>	40%	
<i>Two Bedroom/1BA %</i>	21%	
<i>Two Bedroom/2BA %</i>	40%	
Palm Valley-Palma Sorrento	San Jose	2.26
<i>Studio %</i>	0%	
<i>One Bedroom %</i>	32%	
<i>Two Bedroom %</i>	56%	
<i>Three Bedroom %</i>	12%	
Palm Valley-Villa Veneto	San Jose	2.35
<i>Studio %</i>	0%	
<i>One Bedroom %</i>	22%	
<i>Two Bedroom %</i>	68%	
<i>Three Bedroom %</i>	11%	
Foundry Commons	San Jose	3.45
<i>Studio %</i>	8%	
<i>One Bedroom %</i>	46%	
<i>Two Bedroom %</i>	46%	

*Note: Reflects # of Occupants per occupied unit.
Source: Property owner.*