

ATTACHMENT 6

Loomis General Plan Update Fiscal Impact Analysis

Fiscal Impact Analysis for the Loomis General Plan Update

**Loomis General Plan Update
Fiscal Impact Analysis Memorandum**

Prepared for: The Town of Loomis

May 2022

Prepared for:

Town of Loomis

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1. Introduction and Key Findings

The Town of Loomis has drafted an update to its General Plan with a planning horizon of 2040. The Town has developed land use change assumptions for analytical purposes that describe assumed new development between present and 2040. The Town has requested an analysis of the fiscal impacts that the Plan (sometimes also referred to as Project) may have on the Town's General Fund. This analysis estimates the revenues and expenditures over a 20-year period, which extends slightly beyond the 2040 planning horizon. The Town has engaged AECOM to prepare this analysis, which may be used for future fiscal planning and budgeting.

Summary of Findings

The updated General Plan is estimated to generate a fiscal surplus to the General Fund of the Town of Loomis of approximately \$61 million (\$40 million in net present value) over the 20-year period 2023-2042, as shown in Table 1. This is the variance between \$81 million (\$52 million net present value) in estimated fiscal revenues and \$20 million (\$12 million net present value) in fiscal expenditures for the period.

Table 1: Estimated Net Fiscal Impact of Assumed Development Under Loomis General Plan

Fiscal Impact to Town's General Fund over 20 Years¹

Category	Estimated 20-Year Fiscal Revenues	
	Nominal	NPV (\$2022) ²
Fiscal Revenue¹		
Property Tax	\$15,911,000	\$10,182,000
Property Tax in Lieu / VLF	\$6,551,000	\$4,199,000
Sales Tax	\$54,862,000	\$35,753,000
Licenses and Permits Fees	\$1,569,000	\$993,000
Franchise Fees	\$1,799,000	\$1,139,000
Total Revenues	\$80,692,000	\$52,266,000
Fiscal Expenditures¹	(\$19,952,000)	(\$12,442,000)
Net Fiscal Impact	\$60,740,000	\$39,824,000

Source: AECOM

(1) Includes Town Operational Budget funds: Town General Fund, Fire District Funds, and Town Library Fund.

(2) Net Present Value assumed discount rate of 3.12%

The estimated fiscal impact is net of the estimated current property tax paid on potential development sites. The analysis assumes the fiscal impact of new development assumed to occur under the updated General Plan will be fully additive—i.e., that none of the proposed uses will displace any existing residential or retail uses or their tenants in the Town of Loomis.

The discount rate used to calculate net present value is 3.12 percent, which is the historical 10-year average (2011-2020) Consumer Price Index growth rate for the general San Francisco Bay Area region.¹ The fiscal cashflows used in the estimate assume a base year of 2022, with assumed new development and associated population distributed evenly between 2023 and the planning horizon of 2040.

¹ Consumer Price Index for the San Francisco Bay Area region is used as a proxy for regional market dynamics as reliable data specific to Sacramento Region inflation is not readily available. The Sacramento regional economy is closely tied to the San Francisco Bay Area, and pricing of labor and goods in the Bay Area often impacts pricing in wider northern California region, including Sacramento and other Central Valley markets.

2. Background

Project Description and Site Context

The Town of Loomis has drafted a 2020–2040 General Plan Update (also referred to as “the 2040 General Plan”), which will include the following nine Elements: Land Use; Circulation; Public Facilities and Services; Conservation of Resources; Public Health, Safety, and Noise; Parks, Recreation and Open Space; Environmental Justice; Economic Development and Finance; and Housing.

The 2040 General Plan would essentially maintain the historic development pattern, with higher-intensity uses intended to be concentrated in the following areas: (1) adjacent to the Downtown Core, (2) along Taylor Road, and (3) adjacent to I-80, and development in surrounding areas progressively less intense as the distance from the Downtown Core increases. The draft General Plan Land Use Diagram, which illustrates allowable land use and development density and intensity throughout the Town’s Planning Area, is shown below in Figure 1.

Table 2 is a set of assumptions used for analysis for this General Plan update. These assumptions do not represent Town policy but are merely derived to support analysis and reporting for different aspects of this General Plan update. These assumptions are instead intended to be reasonably ambitious representations of the Town’s updated policy framework and the ability of the Town to attract additional employment and housing develop consistent with the updated General Plan. For this analysis, the land use program—residential units and non-residential square footage, as well as the associated residential and employee populations—of the assumed new development is distributed roughly evenly for the duration of the planning period (2023 through 2040). Additional details are in the Appendix to this Memo.

Figure 1: Draft Land Use Diagram

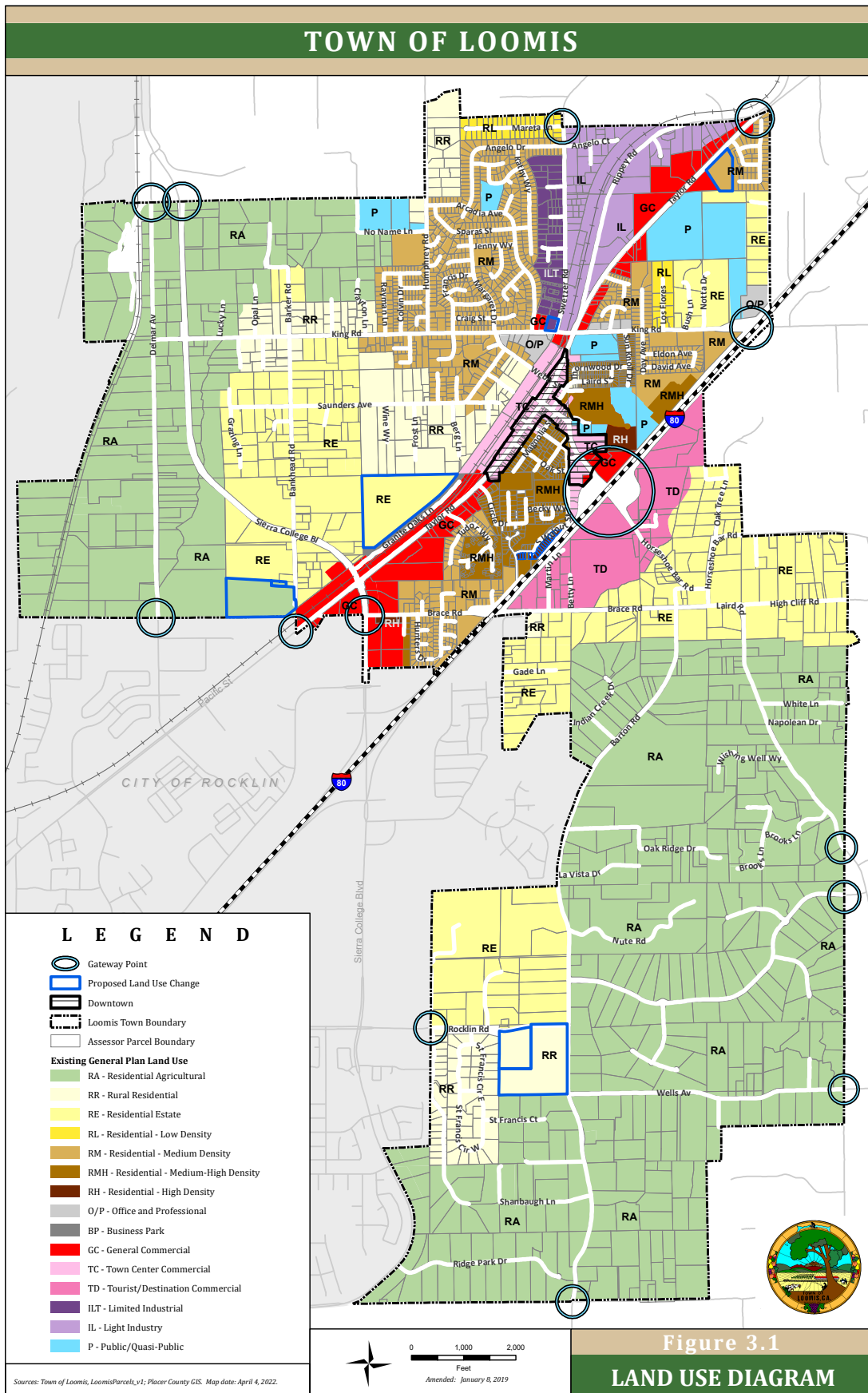


Table 2: Assumed New Development Under the Loomis General Plan

Land Use Category	Dwelling Units	Population	Gross Nonresidential Bldg. SF	Employees
Residential				
Subtotal Residential	770	1,740	-	0
Mixed-Use				
MU Office Residential	60	140	61,300	250
MU Retail Residential	180	390	203,100	410
Subtotal Mixed-Use	240	530	264,400	660
Commercial				
Neighborhood Commercial	-	-	46,720	90
Regional Retail	-	-	155,000	170
Restaurants, Services, Retail	-	-	157,960	300
Subtotal Commercial	0	0	359,680	560
Industrial	-	-	204,720	200
Assembly and Sales	-	-	33,760	30
Light Industry	0	0	238,480	230
Elementary School	0	0	90,000	60
Grand Total	1,010	2,270	1,312,240	1,510

Notes: SF = square feet

Methodology

This section summarizes the methodology used in calculating the fiscal impact of the draft General Plan update on the Town of Loomis General Fund. Some budget line items are assessed using a per-service population approach, while others are not estimated, as discussed below.

- Per-Capita Service Population.** The per-capita service population approach is widely used for planning-level fiscal analysis. The approach assumes that fiscal revenues and costs generated are proportionate to the “service population.” Service population includes not only residents, but also employees and visitors, all of whom use Town services. Depending on the budget item, growth in service population may necessitate additional resources, which incur fiscal costs (e.g., hiring of new employees; securing additional equipment for public safety), or generate new fiscal revenues (e.g., sales tax from new spending). The derivation of the Town service population is shown in Table 3 and derivation of the General Plan update added service population is shown in Table 4.
- Not Estimated.** Some budget items are not estimated because certain Town revenues and expenditures are assumed to be not impacted or minimally impacted, such as Transient Occupancy Tax, intergovernmental revenue (except for Property Tax in Lieu of Vehicle License Fees, which has been included in this analysis as a separate line item) and transfers of revenue from other funds. The draft General Plan update does provide for lodging, however, and if this use is developed during the planning horizon, there would be additional revenue available to the Town beyond that estimated in this Memo.

Table 3: Town of Loomis 2019 Service Population Estimate

	Labor Force & Commute Patterns		Resident-to-Employee Equivalencies	Service Population
Population Category	Number	Distribution	Weighting ¹	
Town Resident Characteristics ²				
Not in Labor Force/Unemployed ³	3,741	55%	100%	3,741
Employed in Loomis ⁴	393	6%	100%	393
Employed Outside of Loomis	<u>2,668</u>	<u>39%</u>	66%	<u>1,754</u>
Total Residents	6,802	100%		5,888
Employees in Loomis ⁵				
Live in Loomis	393	10%	0%	0
Live Outside Loomis	<u>3,666</u>	<u>90%</u>	34%	<u>1,255</u>
Total Jobs	4,059	100%		1,255
Estimated Townwide Service Population				7,144

Source: US Census; American Community Survey; LEHD On the Map; AECOM

(1) Workday weighting based on percent of annual number of 'waking' hours (= 16 hours * 365 days) relative to time at job (= 40 hours * 50 weeks)

(2) US Census, American Community Survey population estimate for 2019.

(3) Percentage of population not in labor force/unemployed/under 16 based on estimates from American Community Survey 5-Year estimates for 2019.

(4) Distribution of Town residents employed in Loomis according to the US Census LEHD On the Map, 2019.

(5) Total jobs based on primary jobs as reported by the US Census LEHD On the Map, 2019.

Table 4: Total Service Population Estimate for Assumed New Development to 2040

Land Use Category	Project Units	Residents	Employees	n
Residents				
Total Resident Population	1,010	2,270		
Estimated % Employed Outside Loomis ¹		39%		
Weighted time spent in Loomis ²		<u>66%</u>		
Service Population of Residents Employed Outside Loomis		582		582
All other Residents at 100% Service		1,385		1,385
Employees				
Mixed-Use Office Residential			250	
Mixed-Use Retail Residential			410	
Commercial Retail			560	
Light Industry			230	
Elementary School			<u>60</u>	
Total Employee Population			1,510	
Estimated % of Employees Live Outside Loomis			90%	
Weighted time spent in Loomis ²			<u>34%</u>	
Service Population of Employees Living Outside Loomis			465	465
Total Estimated New Service Population				2,432

Source: US Census LEHD On the Map; AECOM

(1) Distribution of Town residents employed in Loomis according to the US Census LEHD On the Map, 2019.

(2) Workday weighting based on percent of annual number of 'waking' hours (5,840 = 16 hours * 365 days) relative to time at job (2,000 = 40 hours * 50 weeks)

The analysis employs data from several sources, including:

- Town of Loomis Final Budget FY 2021/2022
- Town of Loomis Final Budget FY 2018/2019
- The Bureau of Labor Statistics
- US Census Bureau (2019, ACS 1-year estimates)
- US Census *LEHD On The Map*
- CoStar
- RedFin
- Zillow

3. General Plan Update Fiscal Revenue

The analysis of fiscal revenue generated under the updated General Plan is based on the Town's Preliminary Budget for Fiscal Year 2018-19, which allows for a pre-pandemic budget analysis. This year was also used because data used to determine service population is also available for the year 2019. The analysis considers the General Fund. The methodology used to estimate fiscal revenue varies by revenue category, as shown below in Table 5. Revenue items analyzed comprise 95 percent of the total General Fund, and items not analyzed comprise 5 percent. Further discussion of the estimation methodology for each revenue item is continued in the sections below.

Table 5: Loomis General Fund Revenue Summary and Estimating Factors

Revenue Category ¹	FY 2018-2019	
	Actual	Estimating Methodology
Property Tax ²	\$1,222,574	11.00% of 1% property tax on assessed value
Property Tax In-Lieu of VLF ³	\$700,728	relative share of total assessed value
Sales Tax ⁴	\$1,942,967	1.00% of taxable sales
Real Property Transfer tax	\$44,771	not analyzed
Transient Occupancy Tax	\$15,085	not analyzed
Franchise Fees	\$269,325	\$37.70 per new service population
Licenses and Permits	\$234,855	\$32.88 per new service population
Revenue from Other Agencies ³	\$11,882	not analyzed
Investment Earnings	\$101,529	not analyzed
Other Sources of Funds	\$51,343	not analyzed
Total City Operational Budget	\$4,595,059	
Budget Items Analyzed	\$4,370,449	
% of Total Budget	95%	
Budget Items Not Analyzed	\$224,610	
% of Total Budget	5%	

Source: Town of Loomis Final Budget FY 2018-2019; AECOM

(1) Includes the revenue categories that comprise the Town General Fund.

(2) Property Tax includes Secured, Unsecured, and Supplemental property categories listed in the Town of Loomis adopted budget

(3) Property Tax In-Lieu of VLF separated out of the Revenue from Other Agencies category.

(4) Sales Tax includes sales and Use Tax and 1/4 Cent Transaction Tax categories listed in the Town of Loomis adopted budget.

Property Tax Revenue

Property taxes are based on the assessed value of land and on-site improvements. To approximate future assessed taxable value for this analysis, AECOM estimated property value for each land use using assumptions based on market research, such as recent sales transactions in the local market. As shown on Table 6, property value per land use is estimated for the year 2022. Property values are escalated by a 2.0 percent annual growth rate over the 20-year period.

Error! Reference source not found. shows the 20-year estimated assessed value associated with the General Plan new development assumptions and according to the planning horizon (see Appendix). Table 8 shows the property tax generated per year, calculated at 1 percent of estimated assessed value with 11 percent allocated to the Town's General Fund. The 20-year tax revenue estimate assumes that property value will escalate by 2 percent annually, the maximum increase in property tax assessment allowed under California Proposition 13.² The estimate is shown on Table 8 and totals \$17 million in nominal terms with a Net Present Value of \$10 million to the General Fund.

² If ownership of the property or any portion of the property changes during this time period, the property would be reassessed based on the transaction value, which would likely result in greater assessed value than under the assumed 2 percent maximum increase. In this event, revenues generated for property tax and property tax in-lieu of motor vehicle license fee (ILVLF) would likely be greater than the revenues estimated in **Error! Reference source not found.** and Table respectively.

Table 6: Estimated Property Values by Land Use Category

Property Value by Land Use¹

#	Year	Low Density Residential ²	High Density Residential ³	Mixed Use Office Multifamily ³	Office ⁴	Mixed Use Retail Multifamily ³	Retail ⁴	Regional Retail ⁴	All Other Retail ⁴	Light Industry ⁴
		<i>per unit</i>	<i>per unit</i>	<i>per unit</i>	<i>per SF</i>	<i>per unit</i>	<i>per SF</i>	<i>per SF</i>	<i>per SF</i>	<i>per SF</i>
0	2022	\$900,000	\$375,000	\$375,000	\$300	\$375,000	\$350	\$275	\$350	\$165
1	2023	\$918,000	\$382,500	\$382,500	\$306	\$382,500	\$357	\$281	\$357	\$168
2	2024	\$936,360	\$390,150	\$390,150	\$312	\$390,150	\$364	\$286	\$364	\$172
3	2025	\$955,087	\$397,953	\$397,953	\$318	\$397,953	\$371	\$292	\$371	\$175
4	2026	\$974,189	\$405,912	\$405,912	\$325	\$405,912	\$379	\$298	\$379	\$179
5	2027	\$993,673	\$414,030	\$414,030	\$331	\$414,030	\$386	\$304	\$386	\$182
6	2028	\$1,013,546	\$422,311	\$422,311	\$338	\$422,311	\$394	\$310	\$394	\$186
7	2029	\$1,033,817	\$430,757	\$430,757	\$345	\$430,757	\$402	\$316	\$402	\$190
8	2030	\$1,054,493	\$439,372	\$439,372	\$351	\$439,372	\$410	\$322	\$410	\$193
9	2031	\$1,075,583	\$448,160	\$448,160	\$359	\$448,160	\$418	\$329	\$418	\$197
10	2032	\$1,097,095	\$457,123	\$457,123	\$366	\$457,123	\$427	\$335	\$427	\$201
11	2033	\$1,119,037	\$466,265	\$466,265	\$373	\$466,265	\$435	\$342	\$435	\$205
12	2034	\$1,141,418	\$475,591	\$475,591	\$380	\$475,591	\$444	\$349	\$444	\$209
13	2035	\$1,164,246	\$485,102	\$485,102	\$388	\$485,102	\$453	\$356	\$453	\$213
14	2036	\$1,187,531	\$494,805	\$494,805	\$396	\$494,805	\$462	\$363	\$462	\$218
15	2037	\$1,211,282	\$504,701	\$504,701	\$404	\$504,701	\$471	\$370	\$471	\$222
16	2038	\$1,235,507	\$514,795	\$514,795	\$412	\$514,795	\$480	\$378	\$480	\$227
17	2039	\$1,260,217	\$525,091	\$525,091	\$420	\$525,091	\$490	\$385	\$490	\$231
18	2040	\$1,285,422	\$535,592	\$535,592	\$428	\$535,592	\$500	\$393	\$500	\$236
19	2041	\$1,311,130	\$546,304	\$546,304	\$437	\$546,304	\$510	\$401	\$510	\$240
20	2042	\$1,337,353	\$557,230	\$557,230	\$446	\$557,230	\$520	\$409	\$520	\$245

Source: CoStar; RedFin; Zillow; AECOM

(1) Loomis Final Budget for 2021-2022 states that property values are likely to continue to increase in the 2.0%-3.0% range. This analysis assumes the conservative annual increase of 2.0%

(2) Single family residential estimate based on sales prices of single family homes over the last two years.

(3) Multifamily residential values based on transaction sales prices of multifamily developments around Loomis at densities between 12-25 DUAC.

(4) Based on sales transactions in and around Loomis for similar land uses over the last two years.

Table 7: Estimated Assessed Value of Assumed New Development by Year

Estimated Assessed Value of Projected New Development by Year											
		Low Density	High Density	Mixed Use Office		Mixed Use Retail		Regional	All Other	Light	Total Value of
#	Year	Residential	Residential	Multifamily	Office	Multifamily	Retail	Retail	Retail	Industry	New Development
0	2022	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
1	2023	\$16,524,000	\$9,180,000	\$9,180,000	\$1,042,100	\$3,825,000	\$4,028,150	\$0	\$4,059,487	\$2,229,788	\$50,068,525
2	2024	\$16,854,480	\$9,363,600	\$9,363,600	\$1,062,942	\$3,901,500	\$4,108,713	\$44,347,050	\$4,140,676	\$2,274,384	\$95,416,945
3	2025	\$17,191,570	\$9,550,872	\$9,550,872	\$1,084,201	\$3,979,530	\$4,190,887		\$0	\$4,223,490	\$2,319,871
4	2026	\$17,535,401	\$9,741,889	\$9,741,889	\$1,105,885	\$4,059,121	\$4,274,705	\$0	\$4,307,960	\$2,366,269	\$53,133,119
5	2027	\$17,886,109	\$9,936,727	\$9,936,727	\$1,128,003	\$4,140,303	\$4,360,199	\$0	\$4,394,119	\$2,413,594	\$54,195,781
6	2028	\$18,243,831	\$10,135,462	\$10,135,462	\$1,150,563	\$4,223,109	\$4,447,403	\$0	\$4,482,001	\$2,461,866	\$55,279,697
7	2029	\$18,608,708	\$10,338,171	\$10,338,171	\$1,173,574	\$4,307,571	\$4,536,351	\$0	\$4,571,641	\$2,511,103	\$56,385,291
8	2030	\$18,980,882	\$10,544,934	\$10,544,934	\$1,197,045	\$4,393,723	\$4,627,078	\$0	\$4,663,074	\$2,561,326	\$57,512,997
9	2031	\$19,360,500	\$10,755,833	\$10,755,833	\$1,220,986	\$4,481,597	\$4,719,620	\$0	\$4,756,336	\$2,612,552	\$58,663,257
10	2032	\$19,747,710	\$10,970,950	\$10,970,950	\$1,245,406	\$4,571,229	\$4,814,012	\$0	\$4,851,462	\$2,664,803	\$59,836,522
11	2033	\$20,142,664	\$11,656,634	\$11,656,634	\$1,270,314	\$4,662,654	\$4,910,292	\$0	\$4,948,492	\$2,718,099	\$61,965,783
12	2034	\$20,545,517	\$11,889,767	\$11,889,767	\$1,295,720	\$4,755,907	\$5,008,498	\$0	\$5,047,461	\$2,772,461	\$63,205,099
13	2035	\$22,120,673	\$12,127,562	\$12,127,562	\$1,321,635	\$4,851,025	\$5,108,668	\$0	\$5,148,411	\$2,827,910	\$65,633,447
14	2036	\$22,563,087	\$12,370,113	\$12,370,113	\$1,348,067	\$4,948,045	\$5,210,842	\$0	\$5,251,379	\$2,884,469	\$66,946,115
15	2037	\$23,014,349	\$12,617,516	\$12,617,516	\$1,375,029	\$5,047,006	\$5,315,058	\$0	\$5,356,406	\$2,942,158	\$68,285,038
16	2038	\$23,474,636	\$12,869,866	\$12,869,866	\$1,402,529	\$5,147,946	\$5,421,360	\$0	\$5,463,535	\$3,001,001	\$69,650,739
17	2039	\$23,944,128	\$13,127,263	\$13,127,263	\$1,430,580	\$5,250,905	\$5,529,787	\$0	\$5,572,805	\$3,061,021	\$71,043,753
18	2040	\$24,423,011	\$13,389,809	\$13,389,809	\$1,459,192	\$5,355,923	\$5,640,382	\$0	\$5,684,261	\$3,122,242	\$72,464,628
19	2041	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
20	2042	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total (\$Nomin		\$361,161,254	\$200,566,969	\$200,566,969	\$22,313,771	\$81,902,095	\$86,252,006	\$44,347,050	\$86,922,997	\$47,744,917	\$1,131,778,027
NPV (\$2022) ³		\$259,657,800	\$144,281,720	\$144,281,720	\$16,096,809	\$59,082,904	\$62,220,863	\$40,438,487	\$62,704,905	\$34,442,445	\$823,207,653

Source: CoStar; RedFin; Zillow; AECOM

(1) Loomis Final Budget for 2021-2022 states that property values are likely to continue to increase in the 2.0%-3.0% range. This analysis assumes an annual increase at the midpoint of 2.5%

Table 8: Twenty-Year Property Tax Revenue Estimate

#	Year	Beginning of Year Assessed Value ¹	New Dev. Assessed Value	Total Property Tax Generated	Town of Loomis General Fund	EOY Assessed Value
				1.000% Tax Rate ²	11.00% Allocation ²	2.0% Growth Rate
0	2022	\$0	\$0	\$0	\$0	\$0
1	2023	\$0	\$50,068,525	\$500,685	\$55,075	\$51,069,895
2	2024	\$51,069,895	\$95,416,945	\$1,464,868	\$161,136	\$149,416,577
3	2025	\$149,416,577	\$52,091,293	\$2,015,079	\$221,659	\$205,538,028
4	2026	\$205,538,028	\$53,133,119	\$2,586,711	\$284,538	\$263,844,569
5	2027	\$263,844,569	\$54,195,781	\$3,180,404	\$349,844	\$324,401,158
6	2028	\$324,401,158	\$55,279,697	\$3,796,809	\$417,649	\$387,274,472
7	2029	\$387,274,472	\$56,385,291	\$4,436,598	\$488,026	\$452,532,958
8	2030	\$452,532,958	\$57,512,997	\$5,100,460	\$561,051	\$520,246,874
9	2031	\$520,246,874	\$58,663,257	\$5,789,101	\$636,801	\$590,488,333
10	2032	\$590,488,333	\$59,836,522	\$6,503,249	\$715,357	\$663,331,352
11	2033	\$663,331,352	\$61,965,783	\$7,252,971	\$797,827	\$739,803,077
12	2034	\$739,803,077	\$63,205,099	\$8,030,082	\$883,309	\$819,068,339
13	2035	\$819,068,339	\$65,633,447	\$8,847,018	\$973,172	\$902,395,822
14	2036	\$902,395,822	\$66,946,115	\$9,693,419	\$1,066,276	\$988,728,776
15	2037	\$988,728,776	\$68,285,038	\$10,570,138	\$1,162,715	\$1,078,154,090
16	2038	\$1,078,154,090	\$69,650,739	\$11,478,048	\$1,262,585	\$1,170,760,925
17	2039	\$1,170,760,925	\$71,043,753	\$12,418,047	\$1,365,985	\$1,266,640,772
18	2040	\$1,266,640,772	\$72,464,628	\$13,391,054	\$1,473,016	\$1,365,887,508
19	2041	\$1,365,887,508	\$0	\$13,658,875	\$1,502,476	\$1,393,205,258
20	2042	\$1,393,205,258	\$0	\$13,932,053	\$1,532,526	\$1,421,069,364
Total (\$Nominal)				\$144,646,000	\$15,911,000	
NPV (\$2022)³				\$92,561,124	\$10,181,724	

Source: Town of Loomis; AECOM

(1) Estimates property tax revenue generated from new improvements and value added to the property. Current value of land excluded from this analysis.

(2) Town of Loomis Final Budget FY 2021-22

(3) Net Present Value assumed discount rate of 3.12%

Property Tax in-lieu of Motor Vehicle License Fee Revenue

Revenue from Property Tax In-Lieu of Vehicle License Fees (ILVLF) is estimated by applying the proportional increase of Project assessed value relative to total Town assessed value to budgeted ILVLF revenue in the Town's Budget for Fiscal Year 2021-22. The total assessed value of all land uses in 2040 is brought to 2022\$ using a discount rate of 3.12 percent. Table 9 shows the derivation of the base year estimate of approximately \$830,000. Table shows the 20-year value of \$6.5 million in nominal terms, equivalent to a Net Present Value of approximately \$4.2 million in Property In-Lieu of VLF revenues.

Table 9: Property In-Lieu of VLF Base Year

Total Town-wide Assessed Value FY 2021-22 ¹	\$1,319,902,954
Total Estimated Value of New Development ²	<u>\$823,207,653</u>
Total Assessed Value	\$2,143,110,607
 % Change in Assessed Value	 38.41%
 FY 2021-22 Property tax In-Lieu and VLF Revenue	 \$830,000
 Estimated New Revenue from Project	 \$318,818

Source: Town of Loomis; CoStar; RedFin; Zillow; AECOM

(1) Town of Loomis Final Budget FY 2021-22

(2) See separate exhibit calculating Net Present Value of all assumed development to 2040.

Table 10: Property In-Lieu of VLF 20-Year Estimate

#	Year	Estimated In-Lieu
		VLF Revenue from Project
0	2022	\$0
1	2023	\$0
2	2024	\$31,832
3	2025	\$91,304
4	2026	\$123,136
5	2027	\$154,967
6	2028	\$186,799
7	2029	\$218,630
8	2030	\$250,462
9	2031	\$282,293
10	2032	\$314,125
11	2033	\$345,956
12	2034	\$378,274
13	2035	\$410,592
14	2036	\$443,494
15	2037	\$476,395
16	2038	\$509,297
17	2039	\$542,198
18	2040	\$575,100
19	2041	\$608,001
20	2042	\$608,001
Total (\$Nominal)		\$6,550,856
NPV (\$2022)¹		\$4,199,420

Source: AECOM

(1) Net Present Value assumed discount rate of 3.12%

Sales Tax Revenue

Sales tax revenue is based on estimates of taxable sales generated by new residents and employees resulting from the projected land use program.

The forecast of new sales from residents is based on estimates of household income, spending on taxable items, as shown in Table 7. AECOM estimated household incomes based on market-rate rents and home values for the Loomis area. Project households are estimated to earn between approximately \$82,000 and \$125,000, which translates into approximately \$25,000 to \$37,000 in annual taxable spending per household. Table 12 shows the estimated taxable expenditures from new households, and an AECOM assumed that 25 percent of total taxable expenditures will be captured by retailers located in the Loomis. Town of Loomis General Fund receives 1 percent of taxable sales, which results in an estimate of approximately \$1.4 million in sales tax revenues from new households over 20 years.

Table 7: Taxable Sales from New Residents per Household

Unit Type by Land Use Category	2022				
	Monthly Housing Costs /Unit ¹	Estimated Annual Housing Costs	Estimated Household Income ²	Taxable Spending as % of Income ³	Annual Taxable Expenditures /Household
Low-Density Residential (single family residential)	\$3,591	\$43,093	\$123,122	30%	\$36,937
Higher-Density Residential (multifamily)	\$2,400	\$28,800	\$82,286	30%	\$24,686
Mixed Use Office Residential (multifamily)	\$2,400	\$28,800	\$82,286	30%	\$24,686
Mixed Use Retail Residential (multifamily)	\$2,400	\$28,800	\$82,286	30%	\$24,686

Source: CoStar; US Bureau of Labor and Statistics; ESRI Business Analyst Online; ESRI RetailMarketplace; AECOM

(1) Approximate rent based on comparable market-rate multifamily developments in and around Loomis from CoStar. Single family residential based on mortgage payment and property taxes for a \$900,000 home with 10% down payment and 30 yr 4% fixed rate.

(2) Calculated by assuming housing costs represent % of household income

(3) Based on average expenditures of all consumer units according to the 2019 BLS Consumer Expenditures report .

The forecast of new taxable sales from the new retail area in

Table 8. At an assumed \$350 in sales per square foot for regular retail area and \$700 sales per square foot for regional retail (assumed to be a Costco), the retail uses are estimated to generate \$5.5 billion in taxable sales over 20 years. Table 14 shows the potential taxable sales generated by new employees in Loomis who live outside of Town Limits—estimated 90% of workers live outside of Loomis. It is further assumed Loomis could capture 10 percent of spending from the 1,210 new in-commuting employees assumed under the General Plan update, or \$26.5 million in taxable sales over 20 years. Together, the new retail and new employees will generate \$5.6 billion in taxable sales over 20 years.

The 20-year estimate of sales tax revenue, combining contributions from new residents, new retail area, and new employees, is shown on Table 10 and totals \$56 million in nominal terms and a Net Present Value of \$37 million. This assumes that 1% of taxable sales will go to the Town of Loomis General Fund, according to allocation of sales tax funds per Placer County website.

Table 12: Annual Taxable Sales from New Households

2022\$ Annual Taxable Expenditures per Household ¹ 25% of Sales Captured by Town of Loomis ²		<u>Low-Density Residential</u>		<u>High-Density Residential</u>		<u>MU Office</u>		<u>MU Retail</u>		Total Taxable Sales Generated by New Residents and Captured by Town of Loomis	Sales Tax Allocated to Loomis General Fund 1%
		\$47,490		\$24,686		\$24,686		\$24,686			
		\$11,872		\$6,171		\$6,171		\$6,171			
#	Year	Units	Taxables Sales	Units	Taxables Sales	Units	Taxables Sales	Units	Taxables Sales		
0	2022	0	\$0	0	\$0	0	\$0	0	\$0	\$0	\$0
1	2023	18	\$220,379	24	\$152,740	3	\$19,093	10	\$63,642	\$455,853	\$4,559
2	2024	36	\$454,523	48	\$315,021	6	\$39,378	20	\$131,259	\$940,181	\$9,402
3	2025	54	\$703,079	72	\$487,291	9	\$60,911	30	\$203,038	\$1,454,318	\$14,543
4	2026	72	\$966,717	96	\$670,013	12	\$83,752	40	\$279,172	\$1,999,654	\$19,997
5	2027	90	\$1,246,137	120	\$863,674	15	\$107,959	50	\$359,864	\$2,577,635	\$25,776
6	2028	108	\$1,542,069	144	\$1,068,779	18	\$133,597	60	\$445,325	\$3,189,770	\$31,898
7	2029	126	\$1,855,270	168	\$1,285,853	21	\$160,732	70	\$535,772	\$3,837,627	\$38,376
8	2030	144	\$2,186,532	192	\$1,515,444	24	\$189,430	80	\$631,435	\$4,522,841	\$45,228
9	2031	162	\$2,536,675	216	\$1,758,122	27	\$219,765	90	\$732,551	\$5,247,113	\$52,471
10	2032	180	\$2,906,558	240	\$2,014,481	30	\$251,810	100	\$839,367	\$6,012,215	\$60,122
11	2033	198	\$3,297,071	265	\$2,293,793	33	\$285,642	110	\$952,141	\$6,828,647	\$68,286
12	2034	216	\$3,709,142	290	\$2,588,589	36	\$321,342	120	\$1,071,140	\$7,690,213	\$76,902
13	2035	235	\$4,161,445	315	\$2,899,561	40	\$368,198	130	\$1,196,644	\$8,625,848	\$86,258
14	2036	254	\$4,638,383	340	\$3,227,433	44	\$417,668	140	\$1,328,943	\$9,612,427	\$96,124
15	2037	273	\$5,141,054	365	\$3,572,957	48	\$469,868	150	\$1,468,338	\$10,652,218	\$106,522
16	2038	292	\$5,670,600	390	\$3,936,916	52	\$524,922	160	\$1,615,145	\$11,747,582	\$117,476
17	2039	311	\$6,228,209	415	\$4,320,124	56	\$582,956	170	\$1,769,689	\$12,900,978	\$129,010
18	2040	330	\$6,815,117	440	\$4,723,429	60	\$644,104	180	\$1,932,312	\$14,114,962	\$141,150
19	2041	330	\$7,027,970	440	\$4,870,954	60	\$664,221	180	\$1,992,663	\$14,555,808	\$145,558
20	2042	330	\$7,247,472	440	\$5,023,086	60	\$684,966	180	\$2,054,899	\$15,010,423	\$150,104
Total Nominal										\$141,976,000	
Total NPV (2022\$)										\$89,620,990	

Source: AECOM

(1) See separate exhibit where taxable expenditures are calculated based on household incomes required to support housing costs per unit type.

(2) AECOM estimate.

Table 8: Taxable Sales from New Retail Area

#	Year	Regional Retail		Mixed Use Retail		All Other Retail		Total Taxable Sales
		Taxable Sales/SF ¹	Taxable Sales	Taxable Sales/SF ²	Taxable Sales	Taxable Sales/SF ²	Taxable Sales	
0	2022	\$700	\$0	\$350	\$0	\$350	\$0	\$0
1	2023	\$722	\$0	\$361	\$4,072,509	\$361	\$4,104,191	\$8,176,700
2	2024	\$744	\$115,383,302	\$372	\$8,399,408	\$372	\$8,464,751	\$132,247,461
3	2025	\$768	\$118,987,016	\$384	\$12,992,615	\$384	\$13,093,690	\$145,073,320
4	2026	\$792	\$122,703,284	\$396	\$17,864,543	\$396	\$18,003,518	\$158,571,345
5	2027	\$816	\$126,535,621	\$408	\$23,028,122	\$408	\$23,207,268	\$172,771,011
6	2028	\$842	\$130,487,650	\$421	\$28,496,819	\$421	\$28,718,508	\$187,702,977
7	2029	\$868	\$134,563,112	\$434	\$34,284,655	\$434	\$34,551,370	\$203,399,138
8	2030	\$895	\$138,765,861	\$448	\$40,406,231	\$448	\$40,720,568	\$219,892,661
9	2031	\$923	\$143,099,873	\$462	\$46,876,749	\$462	\$47,241,423	\$237,218,044
10	2032	\$952	\$147,569,247	\$476	\$53,712,032	\$476	\$54,129,881	\$255,411,160
11	2033	\$982	\$152,178,210	\$491	\$60,928,556	\$491	\$61,402,544	\$274,509,310
12	2034	\$1,012	\$156,931,124	\$506	\$68,543,465	\$506	\$69,076,693	\$294,551,282
13	2035	\$1,044	\$161,832,483	\$522	\$76,574,606	\$522	\$77,170,312	\$315,577,402
14	2036	\$1,077	\$166,886,924	\$538	\$85,040,552	\$538	\$85,702,118	\$337,629,593
15	2037	\$1,110	\$172,099,228	\$555	\$93,960,627	\$555	\$94,691,586	\$360,751,440
16	2038	\$1,145	\$177,474,325	\$572	\$103,354,940	\$572	\$104,158,982	\$384,988,247
17	2039	\$1,181	\$183,017,301	\$590	\$113,244,415	\$590	\$114,125,390	\$410,387,106
18	2040	\$1,218	\$188,733,397	\$609	\$123,650,816	\$609	\$124,612,748	\$436,996,961
19	2041	\$1,256	\$194,628,022	\$628	\$127,512,746	\$628	\$128,504,721	\$450,645,490
20	2042	\$1,295	\$200,706,752	\$647	\$131,495,294	\$647	\$132,518,251	\$464,720,298
Total Nominal			\$2,932,583,000		\$1,254,440,000		\$1,264,199,000	\$5,451,221,000
Total NPV (2022\$)³			\$1,999,064,132		\$792,718,869		\$798,885,761	\$3,590,668,763

Source: Costco; AECOM

(1) Costco Annual Report 2021 reported an average \$217 million in sales per warehouse, equating to about \$1,400 in sales per square foot. Most grocery and food items are non-taxable in California. Costco reported approximately 53-56% of sales came from Dry Foods and Sundries and Fresh Foods categories over the last 3 years. About 3 percent of these sales come from alcohol, which are taxable. This analysis assumes 50% of Costco sales are non-taxable, resulting in \$700 per square foot in taxable sales. This estimate is Increased annually at a 3.12% inflation rate.

(2) AECOM estimate; increased annually at a 3.12% inflation rate.

(3) NPV calculated using a 3.12% discount rate.

Table 9: Taxable Sales from Non-resident Employee Spending of New Retail Area

2022\$ Annual Taxable Expenditures per Employee ¹ 10% of Sales Captured by Town of Loomis ²		<u>Regional Retail</u> \$10,400 \$1,040		<u>All Other Commercial</u> \$10,400 \$1,040		Total Taxable Sales Generated by New Residents and Captured by Town of Loomis
	Year	Non-Resident Employees ³	Taxable Sales	Non-Resident Employees ³	Taxable Sales	
0	2022	0	\$0	0	\$0	\$0
1	2023	0	\$0	64	\$69,135	\$69,135
2	2024	154	\$169,801	132	\$145,829	\$315,630
3	2025	154	\$175,104	199	\$227,246	\$402,351
4	2026	154	\$180,573	267	\$313,607	\$494,180
5	2027	154	\$186,213	334	\$405,141	\$591,354
6	2028	154	\$192,029	401	\$502,086	\$694,115
7	2029	154	\$198,026	469	\$604,692	\$802,719
8	2030	154	\$204,211	536	\$713,218	\$917,429
9	2031	154	\$210,589	604	\$827,932	\$1,038,522
10	2032	154	\$217,167	671	\$949,117	\$1,166,284
11	2033	154	\$223,949	738	\$1,077,064	\$1,301,013
12	2034	154	\$230,944	806	\$1,212,077	\$1,443,021
13	2035	154	\$238,157	873	\$1,354,473	\$1,592,630
14	2036	154	\$245,595	941	\$1,504,582	\$1,750,177
15	2037	154	\$253,265	1008	\$1,662,746	\$1,916,011
16	2038	154	\$261,176	1075	\$1,829,321	\$2,090,497
17	2039	154	\$269,333	1143	\$2,004,681	\$2,274,013
18	2040	154	\$277,745	1210	\$2,189,282	\$2,467,026
19	2041	154	\$286,419	1210	\$2,257,659	\$2,544,078
20	2042	154	\$295,365	1210	\$2,328,171	\$2,623,536
Total Nominal						\$26,494,000
Total NPV (2022\$)⁴						\$16,951,780

Source: American Community Survey; LEHD On the Map; International Council of Shopping Centers; AECOM

(1) Based on ICSC Office Worker Retail Spending, 2012. Average weekly spending estimates (excluding transportation spending) for suburban workers adjusted to 2022 dollars using the 3.12% inflation rate.

(2) AECOM assumption

(3) Non-resident status based on 2019 data showing 90% of in-Town jobs filled by in-commuters.

(4) NPV Calculated at a 3.12% discount rate.

Table 10: Sales Tax Revenue 20-Year Estimate

	Year	New Taxable Sales			Revenue to
		Resident-generated	Retail-generated	Total	Loomis General Fund
					1%
0	2022	\$0	\$0	\$0	\$0
1	2023	\$455,853	\$8,245,835	\$8,701,688	\$87,017
2	2024	\$940,181	\$132,563,090	\$133,503,272	\$1,335,033
3	2025	\$1,454,318	\$145,475,671	\$146,929,989	\$1,469,300
4	2026	\$1,999,654	\$159,065,526	\$161,065,180	\$1,610,652
5	2027	\$2,577,635	\$173,362,364	\$175,940,000	\$1,759,400
6	2028	\$3,189,770	\$188,397,093	\$191,586,862	\$1,915,869
7	2029	\$3,837,627	\$204,201,856	\$208,039,483	\$2,080,395
8	2030	\$4,522,841	\$220,810,090	\$225,332,931	\$2,253,329
9	2031	\$5,247,113	\$238,256,566	\$243,503,679	\$2,435,037
10	2032	\$6,012,215	\$256,577,443	\$262,589,658	\$2,625,897
11	2033	\$6,828,647	\$275,810,323	\$282,638,970	\$2,826,390
12	2034	\$7,690,213	\$295,994,303	\$303,684,516	\$3,036,845
13	2035	\$8,625,848	\$317,170,031	\$325,795,880	\$3,257,959
14	2036	\$9,612,427	\$339,379,770	\$348,992,196	\$3,489,922
15	2037	\$10,652,218	\$362,667,451	\$373,319,669	\$3,733,197
16	2038	\$11,747,582	\$387,078,744	\$398,826,327	\$3,988,263
17	2039	\$12,900,978	\$412,661,119	\$425,562,098	\$4,255,621
18	2040	\$14,114,962	\$439,463,988	\$453,578,950	\$4,535,789
19	2041	\$14,555,808	\$453,189,568	\$467,745,376	\$4,677,454
20	2042	<u>\$15,010,423</u>	<u>\$467,343,833</u>	<u>\$482,354,257</u>	<u>\$4,823,543</u>
Total (Nominal)		\$141,976,000	\$5,477,715,000	\$5,619,691,000	\$56,197,000
NPV (\$2021)¹		\$89,620,990	\$3,607,620,542	\$3,697,241,533	\$36,972,415

Source: AECOM

(1) Net Present Value assumed discount rate of 3.12%

Licenses and Permits Fees

License and permit fees include business licenses, building permits, animal licenses, and parking permits. AECOM estimated revenue from these sources using a per-service population basis. As shown on Table 11, the base year revenue estimate comes to approximately \$32.88 per capita. For the 20-year estimate of licenses and permits fees revenue in both nominal and net present value terms, see Table 15.

Table 11: License and Permit Fees per Capita Estimate

Townwide Licenses and Permits Revenue¹	\$234,855
Service Population	7,144
2019 Estimated revenue per service population	\$32.88

Source: Town of Loomis Budget; AECOM

(1) Town of Loomis Final Budget FY 2018-19

Table 12: License and Permit Fee Revenue Twenty-Year Estimate

		License and Permit Fee increased by 3.12% inflation rate	New Service Population	Cumulative Service Population	Estimated Franchise Fee Generated from Assumed Development
0	2022	\$36.23	0	0	\$0
1	2023	\$37.36	129	129	\$4,836
2	2024	\$38.53	183	312	\$12,031
3	2025	\$39.73	130	443	\$17,589
4	2026	\$40.97	130	573	\$23,482
5	2027	\$42.25	131	704	\$29,763
6	2028	\$43.57	132	837	\$36,452
7	2029	\$44.93	133	970	\$43,568
8	2030	\$46.33	133	1103	\$51,093
9	2031	\$47.78	133	1236	\$59,045
10	2032	\$49.27	133	1369	\$67,444
11	2033	\$50.81	133	1502	\$76,311
12	2034	\$52.40	133	1635	\$85,665
13	2035	\$54.04	133	1768	\$95,530
14	2036	\$55.72	133	1901	\$105,927
15	2037	\$57.46	133	2034	\$116,880
16	2038	\$59.26	133	2167	\$128,414
17	2039	\$61.11	133	2300	\$140,554
18	2040	\$63.02	132	2432	\$153,274
19	2041	\$64.99	0	2432	\$158,061
20	2042	\$67.02	0	2432	<u>\$162,998</u>
Total Nominal					\$1,569,000
Total NPV (2022\$)					\$993,458

Source: AECOM

(1) 2019 Franchise Fee Estimate brought to 2022\$ using 3.29% inflation rate which reflects the CPI compound annual growth rate between April 2019 and April 2022.

(2) Net Present Value assumed discount rate of 3.12%

Franchise Fees

Franchise Fees are paid by utility providers in the Town of Loomis for the right to operate within the Town limits and use of the Town's infrastructure to deliver services to customers. AECOM estimated Project-based revenue from these sources using a per-capita service population basis. Table 13 shows that the project will generate approximately \$37.70 in franchise fees per capita in the base year. For the 20-year estimate of franchise fee revenue in both nominal and net present value terms, see Table 15.

Table 13: Franchise Fees per Capita Estimate

Townwide Franchise Fee Revenue¹	\$269,325
Service Population	7,144
2019 Estimated revenue per service population	\$37.70

Source: Town of Loomis Budget; AECOM

(1) Town of Loomis Final Budget FY 2018-19

Table 14: Franchise Fees Revenue Twenty-Year Estimate

		Franchise Fee increased by 3.12% inflation rate	New Service Population	Cumulative Service Population	Estimated Franchise Fee Generated from Projected Development
0	2022	\$41.55	0	0	\$0
1	2023	\$42.84	129	129	\$5,546
2	2024	\$44.18	183	312	\$13,797
3	2025	\$45.56	130	443	\$20,170
4	2026	\$46.98	130	573	\$26,929
5	2027	\$48.45	131	704	\$34,132
6	2028	\$49.96	132	837	\$41,802
7	2029	\$51.53	133	970	\$49,962
8	2030	\$53.13	133	1103	\$58,591
9	2031	\$54.79	133	1236	\$67,711
10	2032	\$56.51	133	1369	\$77,343
11	2033	\$58.27	133	1502	\$87,511
12	2034	\$60.09	133	1635	\$98,238
13	2035	\$61.97	133	1768	\$109,551
14	2036	\$63.90	133	1901	\$121,474
15	2037	\$65.90	133	2034	\$134,034
16	2038	\$67.96	133	2167	\$147,261
17	2039	\$70.08	133	2300	\$161,184
18	2040	\$72.27	132	2432	\$175,771
19	2041	\$74.52	0	2432	\$181,260
20	2042	\$76.85	0	2432	<u>\$186,922</u>
Total Nominal					\$1,799,000
Total NPV (2022\$)					\$1,139,269

Source: AECOM

(1) 2019 Franchise Fee Estimate brought to 2022\$ using 3.29% inflation rate which reflects the CPI compound annual growth rate between April 2019 and April 2022.

(2) Net Present Value assumed discount rate of 3.12%

Total Estimated Fiscal Revenues

The total estimated fiscal revenues generated under the General Plan update are summarized in Table 15. Per Capita revenue estimates for 2019 for Business License and Permits and Franchise Fee revenues were escalated brought to 2022\$ using a 3.29-percent inflation rate that is based on the CPI compound annual growth rate between 2019 and 2022. For revenues beyond 2022, the revenue estimates were escalated by a rate of 3.12 percent to reflect 10-year average inflation rates based on historical BLS data. Over the 20-year planning period, the gross revenues generated from assumed land use changes will have an estimated net present value of approximately \$52.3 million.

Table 15: Total Fiscal Revenue 20-Year Estimate

#	Year	Property Tax	Prop. Tax ILVLF	Sales Tax	Licenses and Permits	Franchise Fees	Gross Revenues
0	2022	\$0	\$0	\$0	\$0	\$0	\$0
1	2023	\$55,075	\$0	\$0	\$4,836	\$5,546	\$65,457
2	2024	\$161,136	\$31,832	\$87,017	\$12,031	\$13,797	\$305,811
3	2025	\$221,659	\$91,304	\$1,469,300	\$17,589	\$20,170	\$1,820,022
4	2026	\$284,538	\$123,136	\$1,610,652	\$23,482	\$26,929	\$2,068,737
5	2027	\$349,844	\$154,967	\$1,759,400	\$29,763	\$34,132	\$2,328,107
6	2028	\$417,649	\$186,799	\$1,915,869	\$36,452	\$41,802	\$2,598,570
7	2029	\$488,026	\$218,630	\$2,080,395	\$43,568	\$49,962	\$2,880,581
8	2030	\$561,051	\$250,462	\$2,253,329	\$51,093	\$58,591	\$3,174,526
9	2031	\$636,801	\$282,293	\$2,435,037	\$59,045	\$67,711	\$3,480,887
10	2032	\$715,357	\$314,125	\$2,625,897	\$67,444	\$77,343	\$3,800,166
11	2033	\$797,827	\$345,956	\$2,826,390	\$76,311	\$87,511	\$4,133,995
12	2034	\$883,309	\$378,274	\$3,036,845	\$85,665	\$98,238	\$4,482,332
13	2035	\$973,172	\$410,592	\$3,257,959	\$95,530	\$109,551	\$4,846,803
14	2036	\$1,066,276	\$443,494	\$3,489,922	\$105,927	\$121,474	\$5,227,092
15	2037	\$1,162,715	\$476,395	\$3,733,197	\$116,880	\$134,034	\$5,623,221
16	2038	\$1,262,585	\$509,297	\$3,988,263	\$128,414	\$147,261	\$6,035,820
17	2039	\$1,365,985	\$542,198	\$4,255,621	\$140,554	\$161,184	\$6,465,542
18	2040	\$1,473,016	\$575,100	\$4,535,789	\$153,274	\$175,771	\$6,912,950
19	2041	\$1,502,476	\$608,001	\$4,677,454	\$158,061	\$181,260	\$7,127,253
20	2042	\$1,532,526	\$608,001	\$4,823,543	\$162,998	\$186,922	\$7,313,989
Nominal		\$15,911,000	\$6,551,000	\$54,862,000	\$1,569,000	\$1,799,000	\$80,692,000
NPV (\$2021)¹		\$10,182,000	\$4,199,000	\$35,753,000	\$993,000	\$1,139,000	\$52,266,000

Source: Town of Loomis; AECOM

(1) Net Present Value assumed discount rate of 3.12%

4. General Plan Update Fiscal Expenditures

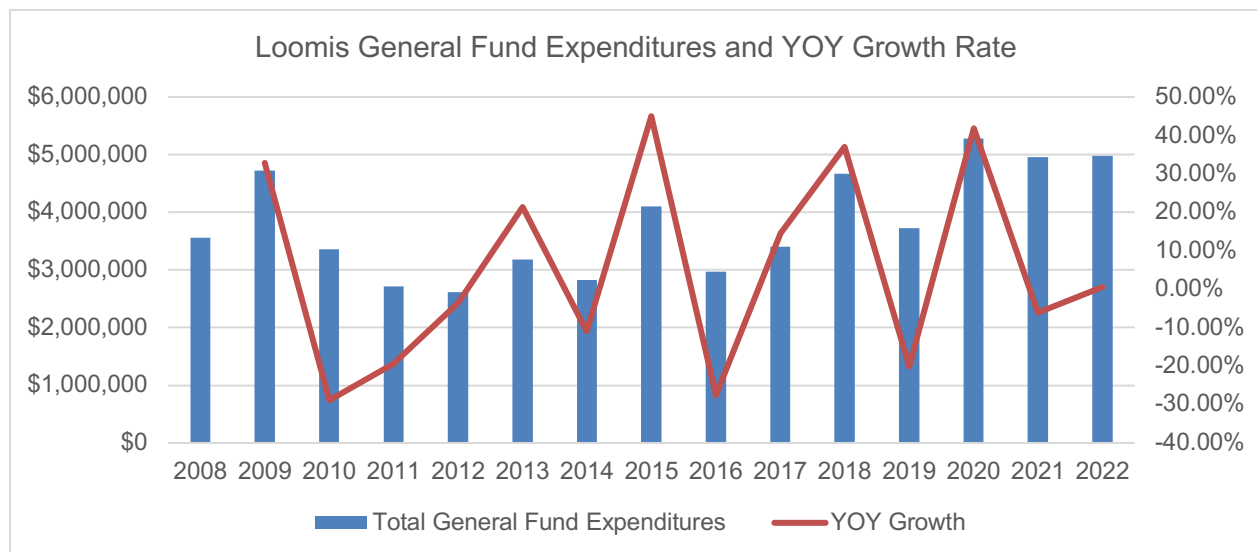
The analysis of fiscal expenditures generated under the General Plan update is based on the Town's Actual Expenditures reported for Fiscal Year 2018-2019 and uses a per-service population approach, which is widely used for planning-level fiscal analysis. The approach assumes that fiscal costs generated are proportionate to the "service population." (As noted earlier, the derivation of the Town service population is shown in Table 3 and General Plan update service population in Table 4.)

The assumptions used to forecast expenses for each expenditure category are summarized in Table 16. The expenditures analyzed include those associated with the funds that comprise the Town of Loomis General Fund. For this analysis the Non-departmental expenditure category is the only category not analyzed and represents less than 1 percent of the total General Fund Revenues.

For most expenditure items, the analysis assumes a portion of the budgeted cost is fixed and not variable with respect to service demand. These costs may include capital equipment with additional capacity and salaries of core personnel. Other expenditure items are assumed to be variable with respect to service demand. These may include salaries where new FTEs are typically added to address service demand. The fixed- and variable-cost assumptions for each expenditure item, shown in Table 16, are based on AECOM experience with similar projects.

Historically, Town of Loomis General Fund expenditures generally fluctuated between \$3,000,000 and \$5,000,000 between 2008 and 2022 as shown in Figure 2. Although some years experienced YOY decreases in annual expenditures, the average YOY growth rate for this period was 5.48%. This analysis assumes a 5.5% growth rate in expenditures.

Figure 2: Historical Expenditures for Loomis General Fund



Source: Town of Loomis; AECOM

As shown in Table 16, estimated base year fiscal expenditures are shown on a per-service population basis for 2022. The estimated base year fiscal costs are projected over the 20-year period according to the absorption population absorption schedule (see Appendix), starting in 2023, using a 5.5% percent growth rate to reflect historical growth rate of expenditures. As shown in Table 22 the estimated fiscal cost of serving development under the General Plan update over 20 years totals \$20 million in nominal terms (approximately \$12.4 million in net present value).

Table 16: Base Year Fiscal Expenditures and Estimating Factors

General Fund Budget Expenditure Category¹	FY 2018-2019 Actual Budget²	% of Costs Variable³	Population Factor⁴	Budgeted Cost Per Population Basis
	<i>a</i>	<i>b</i>	<i>c</i>	$(a * b) / c = d$
City General Fund				
General Government	\$1,085,063	15%	7,144 service pop.	\$22.78
Planning	\$224,672	15%	7,144 service pop.	\$4.72
Community Services	\$24,931	50%	7,144 service pop.	\$1.74
Library	\$229,784	75%	6,802 res. pop.	\$25.34
Economic & Community Development	\$79,344	15%	7,144 service pop.	\$1.67
Safety Services	\$1,538,941	90%	7,144 service pop.	\$193.88
Public Works Services	\$537,963	50%	7,144 service pop.	\$37.65
Non-Departmental	\$32,228	-	-	-
Subtotal City General Fund	\$3,752,926			
Total General Fund Budget Expenditures	\$3,752,926			
Expenditure Items Analyzed	\$3,720,698			
% of Total Budget Expenditures	99%			
Expenditure Items Not Analyzed	\$32,228			
% of Total Budget Expenditures	1%			

Source: Town of Loomis; AECOM

(1) This study only analyzes the Town's General Fund..

(2) Town of Loomis Actual Budget FY 2018-2019

(3) AECOM estimate

(4) See separate exhibit calculating Loomis Service Population and Residential Population

Table 17: 20-Year Fiscal Expenditures Estimate

#	Year	Projected Development		General Government	Planning	Community Services	Library	Economic Development	Safety Services	Public Works	Total Expenditures from Assumed Development
		Service Pop.	Resident Pop.								
Cost Estimate ¹				\$26.75	\$5.54	\$2.05	\$29.75	\$1.96	\$227.66	\$44.21	
Estimating Factor				service pop.	service pop.	service pop.	resident pop.	service pop.	service pop.	service pop.	
0	2022	0	0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
1	2023	129	124	\$3,653	\$756	\$280	\$3,315	\$267	\$31,089	\$6,038	\$45,398
2	2024	312	248	\$9,299	\$1,925	\$712	\$6,994	\$680	\$79,129	\$15,367	\$114,106
3	2025	443	372	\$13,908	\$2,880	\$1,065	\$11,067	\$1,017	\$118,351	\$22,984	\$171,272
4	2026	573	496	\$18,996	\$3,933	\$1,455	\$15,568	\$1,389	\$161,649	\$31,393	\$234,382
5	2027	704	621	\$24,632	\$5,100	\$1,886	\$20,564	\$1,801	\$209,609	\$40,707	\$304,299
6	2028	837	747	\$30,862	\$6,390	\$2,364	\$26,096	\$2,257	\$262,628	\$51,003	\$381,600
7	2029	970	874	\$37,737	\$7,814	\$2,890	\$32,212	\$2,759	\$321,131	\$62,365	\$466,909
8	2030	1,103	1,001	\$45,274	\$9,374	\$3,468	\$38,922	\$3,311	\$385,276	\$74,822	\$560,447
9	2031	1,236	1,128	\$53,527	\$11,083	\$4,100	\$46,273	\$3,914	\$455,505	\$88,461	\$662,862
10	2032	1,369	1,255	\$62,551	\$12,952	\$4,791	\$54,314	\$4,574	\$532,293	\$103,373	\$774,848
11	2033	1,502	1,382	\$72,405	\$14,992	\$5,545	\$63,100	\$5,295	\$616,151	\$119,659	\$897,147
12	2034	1,635	1,509	\$83,154	\$17,218	\$6,369	\$72,688	\$6,081	\$707,623	\$137,423	\$1,030,555
13	2035	1,768	1,636	\$94,866	\$19,643	\$7,266	\$83,140	\$6,937	\$807,293	\$156,779	\$1,175,924
14	2036	1,901	1,763	\$107,616	\$22,283	\$8,242	\$94,522	\$7,869	\$915,786	\$177,849	\$1,334,166
15	2037	2,034	1,890	\$121,480	\$25,154	\$9,304	\$106,904	\$8,883	\$1,033,771	\$200,762	\$1,506,258
16	2038	2,167	2,017	\$136,545	\$28,273	\$10,458	\$120,362	\$9,985	\$1,161,964	\$225,658	\$1,693,244
17	2039	2,300	2,144	\$152,898	\$31,659	\$11,710	\$134,977	\$11,181	\$1,301,131	\$252,685	\$1,896,242
18	2040	2,432	2,270	\$170,578	\$35,320	\$13,064	\$150,770	\$12,473	\$1,451,583	\$281,903	\$2,115,692
19	2041	2,432	2,270	\$179,960	\$37,262	\$13,783	\$159,062	\$13,159	\$1,531,420	\$297,408	\$2,232,055
20	2042	2,432	2,270	\$189,858	\$39,312	\$14,541	\$167,811	\$13,883	\$1,615,648	\$313,765	\$2,354,818
Nominal				\$1,610,000	\$333,000	\$123,000	\$1,409,000	\$118,000	\$13,699,000	\$2,660,000	\$19,952,000
NPV (\$2021) ²				\$1,004,000	\$208,000	\$77,000	\$877,000	\$73,000	\$8,544,000	\$1,659,000	\$12,442,000

Source: Bureau of Labor and Statistics; Town of Loomis; AECOM

(1) Cost estimate for 2019 brought current to 2022\$ using an expenditure growth rate of 5.5% which reflects the average annual increase for Loomis General Fund expenditures between 2008 and 2022.

(2) Net Present Value assumed discount rate of 3.12%

5. Net Fiscal Impact

As shown in Table 18, fiscal revenues from 20 years \$80.7 million (\$52.3 million NPV) less fiscal expenditures of \$19.95 million (\$12.44 million NPV) yields a fiscal surplus of \$60.7 million (\$39.8 million NPV) to Town of Loomis Operating Budget.

Table 18: Total 20-Year Net Fiscal Impact

#	Year	Gross Revenues	Less City Expenditures	Net Fiscal Impact
0	2022	\$0	\$0	\$0
1	2023	\$65,457	(\$45,398)	\$20,059
2	2024	\$305,811	(\$114,106)	\$191,706
3	2025	\$1,820,022	(\$171,272)	\$1,648,750
4	2026	\$2,068,737	(\$234,382)	\$1,834,355
5	2027	\$2,328,107	(\$304,299)	\$2,023,808
6	2028	\$2,598,570	(\$381,600)	\$2,216,970
7	2029	\$2,880,581	(\$466,909)	\$2,413,672
8	2030	\$3,174,526	(\$560,447)	\$2,614,079
9	2031	\$3,480,887	(\$662,862)	\$2,818,025
10	2032	\$3,800,166	(\$774,848)	\$3,025,318
11	2033	\$4,133,995	(\$897,147)	\$3,236,847
12	2034	\$4,482,332	(\$1,030,555)	\$3,451,777
13	2035	\$4,846,803	(\$1,175,924)	\$3,670,879
14	2036	\$5,227,092	(\$1,334,166)	\$3,892,925
15	2037	\$5,623,221	(\$1,506,258)	\$4,116,963
16	2038	\$6,035,820	(\$1,693,244)	\$4,342,577
17	2039	\$6,465,542	(\$1,896,242)	\$4,569,301
18	2040	\$6,912,950	(\$2,115,692)	\$4,797,258
19	2041	\$7,127,253	(\$2,232,055)	\$4,895,198
20	2042	<u>\$7,313,989</u>	<u>(\$2,354,818)</u>	<u>\$4,959,171</u>
Nominal (rounded)		\$80,692,000	(\$19,952,000)	\$60,740,000
NPV (rounded)¹		\$52,266,000	(\$12,442,000)	\$39,825,000

Source: AECOM

(1) Net Present Value assumed discount rate of 3.12%

*Totals rounded to nearest \$1,000)

6. APPENDIX

Table A1.

Estimated Population Absorption Schedule¹

Total to 2040		Low-Density Residential		Higher-Density Residential		MU Office		MU Retail		Total	Service Pop. of Residents	Service Pop. Of	Regional Retail	All other Nonresidential	Total New Service
		330	900	440	840	60	140	180	390	2,270	Working Outside Loomis (39%)	All Other Residents	52	413	Population
		Units	Residents	Units	Residents	Units	Residents	Units	Residents	New Residents	Weighted @ 66%	Weighted @ 100%	Service Population	Service Population	
0	2022	0	0	0	0	0	0	0	0	0	0	0	0	0	0
1	2023	18	50	24	46	3	7	10	21	124	32	76	0	22	129
2	2024	18	50	24	46	3	7	10	21	124	32	76	52	23	183
3	2025	18	50	24	46	3	7	10	21	124	32	76	0	23	130
4	2026	18	50	24	46	3	7	10	21	124	32	76	0	23	130
5	2027	18	50	24	46	3	8	10	21	125	32	76	0	23	131
6	2028	18	50	24	46	3	8	10	22	126	32	77	0	23	132
7	2029	18	50	24	47	3	8	10	22	127	33	77	0	23	133
8	2030	18	50	24	47	3	8	10	22	127	33	77	0	23	133
9	2031	18	50	24	47	3	8	10	22	127	33	77	0	23	133
10	2032	18	50	24	47	3	8	10	22	127	33	77	0	23	133
11	2033	18	50	25	47	3	8	10	22	127	33	77	0	23	133
12	2034	18	50	25	47	3	8	10	22	127	33	77	0	23	133
13	2035	19	50	25	47	4	8	10	22	127	33	77	0	23	133
14	2036	19	50	25	47	4	8	10	22	127	33	77	0	23	133
15	2037	19	50	25	47	4	8	10	22	127	33	77	0	23	133
16	2038	19	50	25	47	4	8	10	22	127	33	77	0	23	133
17	2039	19	50	25	47	4	8	10	22	127	33	77	0	23	133
18	2040	19	50	25	47	4	8	10	21	126	32	77	0	23	132
19	2041	0	0	0	0	0	0	0	0	0	0	0	0	0	0
20	2042	0	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL		330	900	440	840	60	140	180	390	2,270	582	1,385	52	413	2,432

Source: AECOM

(1) This analysis assumes an absorption and delivery schedule that roughly evenly distributes the residential units and nonresidential land uses and their associated residential, employee, and service populations over the period between 2023 and 2040.

Table A2.

Projected Delivery of Nonresidential Square Footage¹

		Mixed Use Office	Mixed Use Retail	Regional Retail	All Other Retail	Light Industry
Total Sq. Ft. to 2040		61,300	203,100	155,000	204,680	238,480
	Year					
0	2022	0	0	0	0	0
1	2023	3,406	11,283	0	11,371	13,249
2	2024	3,406	11,283	155,000	11,371	13,249
3	2025	3,406	11,283	0	11,371	13,249
4	2026	3,406	11,283	0	11,371	13,249
5	2027	3,406	11,283	0	11,371	13,249
6	2028	3,406	11,283	0	11,371	13,249
7	2029	3,406	11,283	0	11,371	13,249
8	2030	3,406	11,283	0	11,371	13,249
9	2031	3,406	11,283	0	11,371	13,249
10	2032	3,406	11,283	0	11,371	13,249
11	2033	3,406	11,283	0	11,371	13,249
12	2034	3,406	11,283	0	11,371	13,249
13	2035	3,406	11,283	0	11,371	13,249
14	2036	3,406	11,283	0	11,371	13,249
15	2037	3,406	11,283	0	11,371	13,249
16	2038	3,406	11,283	0	11,371	13,249
17	2039	3,406	11,283	0	11,371	13,249
18	2040	3,406	11,283	0	11,371	13,249
19	2041	0	0	0	0	0
20	2042	0	0	0	0	0
Total Non-Residential Sq. Ft.		61,300	203,100	155,000	204,680	238,480

Source: AECOM

(1) Elementary School omitted because it is not a taxable land use.

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