Phil Serna – District 1
Patrick Kennedy – District 2
Rich Desmond – District 3
Sue Frost – District 4 (Chair)
Don Nottoli – District 5 (Vice Chair)

SACRAMENTO COUNTY

AGENDA
BOARD OF SUPERVISORS
700 H STREET SUITE 1450
SACRAMENTO, CA 95814
(Members may participate via teleconference)

WEDNESDAY DECEMBER 8, 2021 2:00 PM

The Board meets simultaneously as the Board of Supervisors and as the governing board of all special districts having business heard this date.

PUBLIC COMMENT PROCEDURES

Members of the public are encouraged to participate in the Board meeting. In compliance with directives of the County, State, and Centers for Disease Control and Prevention (CDC), the meeting will be live stream and open to public attendance pursuant to guidelines related to social distancing and minimizing person-to-person contact.

The Health Officer of the County of Sacramento has directed that face coverings shall be worn, regardless of vaccination status, over the mouth and nose, in all indoor public settings, venues, gatherings, and workplaces, including State and local government offices serving the public. A face covering includes a face mask or a face shield.

Members of the public may address the Board in-person to make a public comment. A face covering and social distancing are required while inside the County Administration Building and Board Chambers. If a member of the public has a medical reason for not wearing a face mask, a face shield will be provided for them. If a member of the public chooses not to wear a face covering, i.e. face mask or face shield, they will not be permitted to provide in person comment or to enter the County Administration Building or Board Chambers, but still may comment pursuant to the "Telephonic Public Comment" procedures below.

Seating is limited and available on a first-come, first-served basis. Members of the public addressing the Board will be required to complete and submit a speaker request form to Clerk staff. The Chairperson will invite each individual to the podium to make a verbal comment.

Speaker time limits
In the interest of facilitating the conduct of the County's business, members of the public (speakers) who wish to address the legislative body during the meeting will have specific time limits as enumerated below. Consent matters are acted upon as one unit, while Public Hearings and separate matters are acted upon individually.

Each speaker shall limit his/her remarks to the specified time allotment, as follows:

- Speakers will have 2-minutes total for a single and/or multiple consent item(s)
- Speakers will have 2-minutes total for each hearing item
- Speakers will have 2-minutes total for each separate item
- Speakers will have 2-minutes total for any matter not on the posted agenda

IN-PERSON PUBLIC COMMENT
Members of the public may address the Board in-person to make a public comment. A facemask and social distancing are required while inside the County Administration Building and Board Chambers. Seating is limited and available on a first-come, first-served basis. Members of the public addressing the Board will be required to complete and submit a speaker request form to Clerk staff. The Chairperson will invite each individual to the podium to make a verbal comment.

TELEPHONIC PUBLIC COMMENT
On the day of the meeting dial (916) 875-2500 to make a verbal public comment (follow the prompts for instructions). Refer to the agenda and listen to the live meeting to determine when is the best time to call to be placed in queue for a specific agenda item. Callers may be on hold for up to an extended period of time and should plan accordingly. When the Chairperson opens public comment for a specific agenda item or off-agenda matter, callers will be transferred from the queue into the meeting to make a verbal comment. Each agenda item queue will remain open until the public comment period is closed for that specific item.

WRITTEN COMMENT
- Send an email comment to BoardClerk@saccounty.net. Include meeting date and agenda item number or off-agenda item. Contact information is optional.
- Mail a comment to 700 H Street, Suite 2450, Sacramento, CA 95814. Include meeting date and agenda item number or off-agenda item. Contact information is optional.
- Written comments are distributed to members and filed in the record.

VIEW MEETING

The meeting is videotaped and cablecast live on Metrocable 14 on the Comcast, Consolidated Communications and AT&T U-Verse Systems. It is closed captioned for hearing impaired viewers and webcast live at http://metro14live.saccounty.net. There will be a rebroadcast of this meeting on Friday at 6:00 p.m.

MEETING MATERIAL

The on-line version of the agenda and associated material is available at http://bospublicmeetings.saccounty.net. Some documents may not be posted on-line because of size or format (maps, site plans, renderings). Contact the Clerk's Office at (916) 874-5411 to obtain copies of documents.

ACCOMMODATIONS

If there is a need for an accommodation pursuant to Americans with Disabilities Act (ADA), medical reasons or for other needs, please contact the Clerk of the Board by telephone at (916) 874-5411 (voice) and CA Relay Services 711 (for the hearing impaired) or Boardclerk@saccounty.net prior to the meeting.

ROLL CALL

PLEDGE OF ALLEGIANCE

Section I - Timed Matters

****

TIMED MATTERS CANNOT BE ACTED UPON
BEFORE THE SCHEDULED TIME. TIME MATTERS WILL BE
HEARD AS CLOSE TO THE TIME SCHEDULED AS POSSIBLE.

****

HEARING MATTERS

1. 2:00 PM -- Conduct Truth Act Forum Pursuant To Government Code Section 7283.1: Response To Immigration And Customs Enforcement Access To Individuals In Sacramento County Jails (County Counsel)
   Supervisorial District(s): All
   Impact Area(s): Countywide

2. 2:15 PM -- Managed Care Procurement Update (Health Services)
Supervisorial District(s): All
Impact Area(s): Countywide

3. 2:45 PM -- Results Of Public Opinion Survey Of County Residents And Recommended Fiscal Year 2022-23 Budget Priorities (Budget and Debt Management)
Supervisorial District(s): All
Impact Area(s): Countywide

4. 3:30 PM -- PLNP2020-00156 Housing Trust Fund Fee Update Introduce an Ordinance Amending Chapter 16.89 Of The Sacramento County Code To Update The Fees on Non-Residential Construction To Fund Very Low Income Housing; Waive Full Reading And Continue To December 14, 2021 For Adoption; APN: County-wide. Environmental Determination: N/A (Community Development)
Supervisorial District(s): All
Impact Area(s): Unincorporated County

5. 4:00 PM -- Set Salaries For The Elected Department Heads: Assessor, District Attorney, And Sheriff For The 2023-2027 Term Of Office (Personnel Services)
Supervisorial District(s): All
Impact Area(s): Countywide

Section II - Separate Matters

****
SEPARATE MATTERS WILL BE ACTED UPON
AS THE HEARING SCHEDULE PERMITS
****

BOARD OF SUPERVISORS

6. COUNTY EXECUTIVE COMMENTS

7. SUPERVISOR COMMENTS, REPORTS AND ANNOUNCEMENTS

COUNTY OF SACRAMENTO
CALIFORNIA

1

For the Agenda of:
December 8, 2021
Timed: 2:00 PM

To: Board of Supervisors

From: Lisa A. Travis
County Counsel

Subject: Conduct Truth Act Forum Pursuant To Government Code Section 7283.1: Response To Immigration And Customs Enforcement Access To Individuals In Sacramento County Jails

Supervisorial District(s): All

Contact: Lisa A. Travis, County Counsel, (916) 874-5557

RECOMMENDED ACTION

Pursuant to the requirements of AB 2792 (TRUTH Act), hold a community forum and receive and consider public comment.

BACKGROUND

Pursuant to Government Code section 7283.1(d), the local governing body of any county, city, or city and county in which a local law enforcement agency has provided Immigration and Customs Enforcement (ICE) access (as defined in statute) to an individual during the last year shall hold at least one community forum during the following year, that is open to the public, in an accessible location, and with at least 30 days' notice to provide information to the public about ICE's access to individuals and to receive and consider public comment. As part of this forum, the local law enforcement agency may provide the governing body with data it maintains regarding the number and demographic characteristics of individuals to whom the agency has provided ICE access, the date ICE access was provided, and whether the ICE access was provided through a hold, transfer, or notification request or through other means. Data may be provided in the form of statistics or, if statistics are not maintained, individual records, provided that personally identifiable information shall be redacted. The Sheriff and Sheriff Representatives will be available at this meeting to provide relevant data.

FINANCIAL ANALYSIS

There is no financial impact as a result of holding the TRUTH Act Forum.

Respectfully submitted,

LISA A. TRAVIS, County Counsel
Office of the County Counsel

Scott R. Jones

Sheriff

AB 2792 - TRUTH Act 2020 Public Forum

Scott R. Jones

Sheriff

Community Activities

Scott R. Jones
Sheriff

- No coordinated activities/enforcement with ICE
- Never inquire about immigration status
- Never verify status of arrestees/detainees
- Do not track, monitor, or keep stats

Scott R. Jones
Sheriff

Main Jail
&
Rio Cosumnes Correctional Center

Detainee Statistics

In 2020, there were no ICE detainees held at the Rio Cosumnes Correctional Center.

- June 5, 2018: BOS voted not to renew ICE contract.
- June 13, 2018: No ICE detainees remained in our custody.

Immigration Detainers

In 2020, the Sacramento County Sheriff's Department received 280 Immigration Detainers (DHS Form I-247).

The holds were entered and immediately cancelled out due to the California TRUST Act of 2014.

2020 Interviews

SB 54 "ICE" Interviews	
Facility	
Main Jail	0
Rio Cosumnes Correctional Center	0

Non SB 54 Law Enforcement Interviews	
Facility	
Main Jail	2,019
Rio Cosumnes Correctional Center	156

Qualifying Notifications to ICE

- Five (5) SB 54 qualified notifications to ICE resulting in 3 transfers.

Number of Transfers	Offense Code	Offense Type	Offense Level
2	23152(B)	VC	F
1	288	PC	F

Qualifying Notifications to ICE

- ICE elected not to pick up two (2) SB 54 eligible transfers who were released immediately.

Number of Eligible Transfers Not Picked Up by ICE	Offense Code	Offense Type	Offense Level
1	273.5	PC	F
1	23512(A)&(B)	VC	F

Scott R. Jones

Sheriff

SELECTED PUBLIC RECORD FINDINGS RE: SACRAMENTO COUNTY SHERIFF'S OFFICE COLLABORATION WITH ICE

TRUTH ACT FORUM
DECEMBER 8, 2021

PRESENTATION BY ACLU OF NORTHERN CALIFORNIA

OVERVIEW OF PRA RECORDS

1. The Sacramento County Sherriff's Office (SCSO) is engaging in illegal notifications.
2. SCSO is illegally transferring people into ICE custody.
3. SCSO's record keeping results in the underreporting of ICE transfers.

ENGAGING IN ILLEGAL NOTIFICATIONS

From: Lau, Bonnie
To: Campbell, Kelly; Dailey, Shari; Dinis, Melissa; Ford, Vonda; Matarelli, Stephanie; Braden, Elaine; Katindoy, Sheree; Woolley, Trisha; Yadao, Amber; Charvet, Julie; Kearton, Donald; Shafer, Bob; Shafer, Kim; Shelman, Michelle; Marina, Anna; Morgan, Tracy; Wilson, Rhonda
Cc: Tupou, Sefilina; Davis, Gary; Ball, Emily; Gailey, Charles; Johnson, Greg A.; Nicholas, Terri; Redlon, Christine; Smith, Jeremy; Boller, Barbara; Caico, Sheila; Calava, Renee; Church, Tracy; Dejesus, Joshua; Garza, Evelyn R.; Harp, Michelle; Kline, Vicki; Portalatin, Nancy; Tequida, Emily; Tupou, Sefilina; Xiong, Chee
Subject: ICE LOG STAMP HAS ARRIVED
Date: Thursday, January 9, 2020 2:22:50 AM
Attachments: image001.png
image003.png
image004.png
image005.png

Hello everyone,

In addition to the ICE Binder, please utilize the ICE Log Stamp for the ICE Log Book, which are all located at the release desk station. The log stamp ensures that all the pertinent information is recorded. Please continue to log the time, the ICE agent you contacted, and put your name and badge#.

Also, please make sure that the Booking Sergeant is aware of either the ICE transfer **or** if the inmate does not meet SB54 qualifications (outside the gate) as they must sign off on your ICE log entry.

Thank you in advance for all your continued efforts. If you have any questions or suggestions, please don't hesitate to let us know.

SRO-II Bonnie Lau #535
Rio Cosumnes Correctional Center
Sacramento County Sheriff's Office
Phone: [redacted]
Fax: [redacted]
www.sacsheriff.com

"Service with Concern"

ENGAGING IN ILLEGAL NOTIFICATIONS

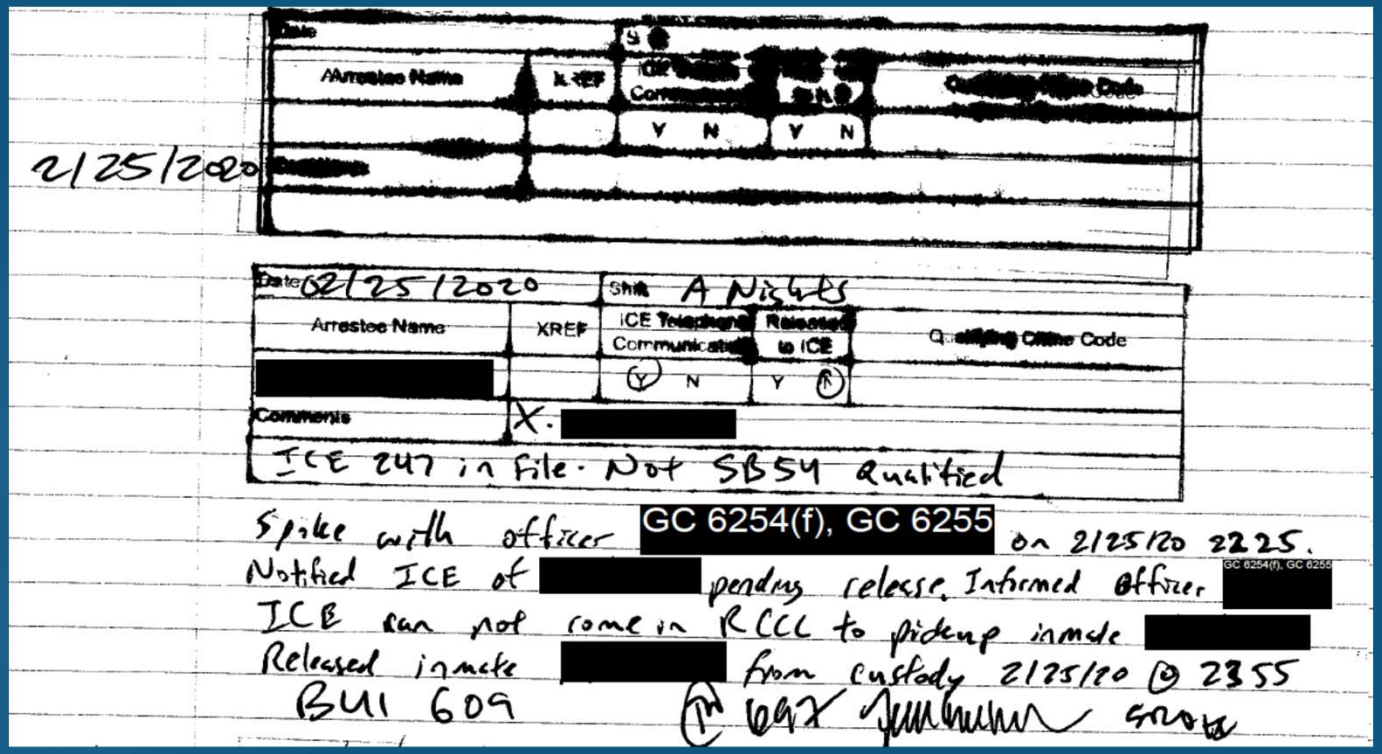
- **RCCC ICE LOG BOOK:** THE FOLLOWING ENTRIES SHOW THAT A PERSON WAS NOT SB 54 QUALIFIED, YET SCSO STILL INFORMED ICE OF THEIR RELEASE TIME.

01/13/19	0025 Hours: I, S801 YADAO SPOKE TO ICE OFFICER GC 6254(f), GC 6255 AND INFORMED HIM THAT WE have a Subject incustody to be released, But not SB54 eligible. OFFICER GC 6254(f), GC 6255 WAS NOT interested because arrest would be outside the gate. INMATE [redacted] X- [redacted].
1-13-19	2000 Spoke to Ice office GC 6254(f), GC 6255 GC 6254(f), GC 6255 Informed him that we have a Subject in Custody to be released but not SB54 eligible. Office GC 6254(f), GC 6255 said they would Get him in front of gates Inmate [redacted] X- [redacted]

ENGAGING IN ILLEGAL NOTIFICATIONS

3/27/19	2150 I called ICE and spoke to AGENT GC 6254(f), GC 6255 I informed him that we will be RELEASING x- [redacted] ON 3/28/19 @ 0200 HRS AND They CAN ARREST Him OUTSIDE TRC if interested. Not SBSY QUALIFIED. YAPPO #68
3/27/19	2218 I received CALL from AGENT GC 6254(f), GC 6255 STATING THEY WILL BE PICKED up OUTSIDE THE GATE.

ILLEGAL TRANSFER OF PEOPLE TO ICE



2/25/2020

Date 02/25/2020 Shift A Nights

Arrestee Name	XREF	ICE Telephone Communication	Released to ICE	Qualifying Offense Code
[redacted]		Y N	Y N	

Comments X. [redacted]

ICE 247 in file. Not SB54 Qualified

Spoke with officer GC 6254(f), GC 6255 on 2/25/20 2225.
Notified ICE of [redacted] pending release. Informed officer GC 6254(f), GC 6255 [redacted]
ICE can not come in RCCC to pickup inmate [redacted]
Released inmate [redacted] from custody 2/25/20 @ 2355
BUI 609

ILLEGAL TRANSFER OF PEOPLE TO ICE

3/5/20 3/5/20 Release 3/5/20

BDaup

Qualifying Crime

[redacted] [redacted] x [redacted]

F 247 In file + I 203 Not SB1 Qualified

GC 6254(c) [redacted]

1346 hrs Left Message on 916 417 6990

1348 hrs called GC 6254(c) [redacted]. Talked to

GC 6254(f), GC 6255 [redacted] advised of 1800 Release, will P/U.

1420 hrs Agent Drunkard confirmed Release Date + Time

ILLEGAL TRANSFER OF PEOPLE TO ICE

1/14/2021

2152 hours:

Date 1/14/2021		Shift B-NIGHTS	
Arrestee Name	XF		Qualifying Crime Code
[redacted], [redacted]	[redacted]		N/A
Comments	aka: [redacted]		
NO INSA# GC 6254(c) [redacted]			

I, SRO II B.LAV #535 contacted ICE [redacted] GC 6254(f), GC 6255 advising of the advanced i203 detainer in the inmate file (along w/ i247a) and that inmate DID NOT meet SB54 requirements [redacted] GC 6254(c) was O.R.'d by Courts (and RAP sheet showed no qualifying convictions) and to be released F/W.

2158 hours: ICE Agent [redacted] GC 6254(f), GC 6255 advised that he will be coming to pick up OUTSIDE the gates upon release

2243 hours: ICE Agents arrive and check in at GH; advised he was a late court return and will be back at RCCC shortly.

0055 hours: upon release process, [redacted] was afforded copy of the i247a for his records.

I, SRO II B.LAV #535 completed the Verifications Act Form and placed along w/ i203 + i247a in the ICE LOG BINDER.

0305 SGT. [illegible] #227

ILLEGAL TRANSFER OF PEOPLE TO ICE

2/14/21
0711

Date 2/14/21 [redacted] A-DAYS

[redacted]	[redacted]	ICE Telephone Contacted	Release [redacted]	[redacted]
[redacted]	[redacted]	Y N	Y N	N/A

Comments
GC 6254(c) [redacted]

I, SRO1 S. MATARELLI #110 CONTACTED ICE AT 0711 TO ADVISE THEM OF THE I-247A DET WE HAVE IN THE INMATE FILE. DUE TO THE INMATE BEING IN QUARANTINE OFFICER GC 6254(f), GC 6255 [redacted] ADVISED THEY CANNOT PICK-UP THE INMATE.

1145

UNDERREPORTING OF ICE TRANSFERS

STATE OF CALIFORNIA
BCIS SB54-2
(Rev. 10/2019)

DEPARTMENT OF JUSTICE
PAGE 1 of 2

VALUES ACT: TRANSFER REPORTING

Date: January 13, 2020 **Reporting Year:** 2019

Submitting Agency ORI: CA0340000

Submitting Agency Name: Sacramento County Sheriff's Office

☐ **No transfers to report**

Number of Transfers	Offense Code	Offense Type	Offense Level
2	11358	HS	F
1	11379(a)	HS	F
2	273.5(a)	PC	F
2	11350(a)	HS	F
1	192(c)(2)	PC	F
1	25400(A)(1)	PC	F
1	12020	PC	F
1	236	PC	F
2	245(A)(4)	PC	F
3	459	PC	F
1	29800(a)(1)	PC	F
2	30305(A)(1)	PC	F
1	246.3(a)	PC	F
1	245(a)(1)	PC	F
3	243(e)(1)	PC	M
1	10851(a)	VC	F
1	33215	PC	F
4	480(a)	PC	F
2	11378	HS	F
1	211	PC	F

Number of Transfers	Offense Code	Offense Type	Offense Level
1	191.5(b)	PC	F
3	11351	HS	F
1	243(d)	PC	F
1	2800.2(a)	VC	F
1	496(a)	PC	F
1	11375(a)	HS	F
1	242	PC	M
1	594(a)	PC	F
1	32	PC	F
1	148(a)(1)	PC	M
1	29815(a)	PC	F
1	647.6(a)	PC	M
1	23153(a)	VC	F
1	23153(b)	VC	F
1	11358(d)	HS	F
1	530.5(a)	PC	F
1	487(a)	PC	M

Name of person completing form: Sergeant Chris Baker

Phone: 916-874-7166 E-mail: cbaker@sacsheriff.com

1. In 2019, SCSO reported to the California Attorney General that it transferred 52 people into ICE custody.

UNDERREPORTING OF ICE TRANSFERS

FY2019 RCCC/SAC MAIN ARRESTS

	A	B	C	D	E	F	G
1	A-NUMBER	LAST NAME	FIRST NAME	COC	DOB	ICE ARREST DATE	CRIMES
2	[redacted]	[redacted]	[redacted]	MEXICO	[redacted]/1989	01/04/2019	DUI
3	[redacted]	[redacted]	[redacted]	MEXICO	[redacted]/1988	01/10/2019	OBSTRUCT OFFICER, DUI
4	[redacted]	[redacted]	[redacted]	GUATE	[redacted]/1985	01/10/2019	DUI
5	[redacted]	[redacted]	[redacted]	MEXICO	[redacted]/1986	01/10/2019	DRUGS FOR SALE
75	[redacted]	[redacted]	[redacted]	MEXICO	[redacted]/1989	12/11/2019	DRUGS FOR SALE
76	[redacted]	[redacted]	[redacted]	MEXICO	[redacted]/1990	12/12/2019	DV, DUI, Possess Drugs
77	[redacted]	[redacted]	[redacted]	MEXICO	[redacted]/1981	12/23/2019	CCW, DUI
78	[redacted]	[redacted]	[redacted]	INDIA	[redacted]/2000	12/30/2019	Lewd or Lascivious Acts with Minor

1. In 2019, SCSO reported to the California Attorney General that it transferred 52 people into ICE custody.
2. An SCSO spreadsheet shows that the SCSO reported 76 ICE arrests of people in SCSO custody in 2019.

TAKEAWAYS

1. SCSO's inconsistent record keeping results in an underreporting of ICE transfers.
2. There is troubling information showing systematically illegal practices by the SCSO.
3. The Board should take action to stop cooperation with ICE.

RESOLUTION IN SUPPORT OF THE COUNTY OF SACRAMENTO ENDING ALL FUNDING FOR COOPERATION WITH, AND REFERRAL OF IMMIGRANTS TO, FEDERAL U.S. IMMIGRATION AND CUSTOMS ENFORCEMENT (ICE)

TRUTH ACT FORUM DECEMBER 8, 2021

SACRAMENTO COUNTY BOARD OF SUPERVISORS

ALIANZA, SACRAMENTO

CAMPAIGN FOR IMMIGRANT DETENTION REFORM

SACRAMENTO IMMIGRATION COALITION

WHEREAS, the Board of Supervisors recognizes that refugees and immigrants are a vital part of California's heart and identity, and recognizes the humanity of all people who call our community home; and

WHEREAS, California reinforces systemic racism when its jails and prisons voluntarily and unnecessarily transfer immigrants and refugee community members eligible for release from state or local custody to Immigration and Customs Enforcement (ICE) for immigration detention and deportation purposes; and

WHEREAS, jails and prisons serve as the main pipeline to fill immigration detention beds, and approximately 70% of people detained in ICE custody, nationally, have been funneled through our criminal legal system; and

WHEREAS, California should not subject these community members to a cruel "double punishment," and disregard their humanity, records of rehabilitation, stable reentry plans, and community support, purely because they are refugees or immigrants; and

WHEREAS, consistent with longstanding County policy, the California Values Act (Gov. Code, § 7284-7284.12), and the Fourth Amendment to the United States Constitution, the County does not, under any circumstances, honor civil detainer requests from ICE by holding inmates on ICE's behalf for additional time after they would otherwise be released from County custody; and

WHEREAS, our community refuses to use local and state resources to separate children from their parents, tear apart families and communities, and detain and deport millions of parents, neighbors, co-workers, and friends; and

WHEREAS, California's criminal legal system unjustly and disproportionately harms communities of color, including Black, Latinx, Indigenous, and Asian and Pacific Islander American communities; now

THEREFORE, BE IT RESOLVED, that no part of the budgetary allocation to the Sheriff's Department shall be used to provide assistance or cooperation to ICE in its civil immigration enforcement efforts; and

BE IT FURTHER RESOLVED, that the use of monies for personnel to give ICE agents access to individuals or allowing them to use County facilities for investigative interviews or other purposes, expending County time or resources responding to ICE inquiries or communicating with ICE regarding individuals' incarceration status or release times, or otherwise participating in any civil immigration enforcement activities is prohibited.

From: Corrine Sako
To: Clerk of the Board Public Email
Subject: 12/8/21 2pm BOS meeting - public comment Item #1 Truth Act Forum
Date: Monday, December 6, 2021 9:19:58 AM

EXTERNAL EMAIL: If unknown sender, do not click links/attachments.

Dear Board of Supervisors,

My name is Dr. Corrine McIntosh Sako. I am a licensed clinical psychologist in independent practice, a community mental health advocate, and a resident of Supervisor Kennedy's District 2. I am writing to express my significant concern regarding the ongoing illegal practices by the Sacramento County Sheriff's Office (SCSO). Related to the present item, I am calling on you to exercise your authority and leadership to bring an immediate stop to SCSO's cooperation with Immigration and Customs Enforcement (ICE).

Since 2018, the Sacramento County Sheriff's office has voluntarily handed over at least 151 community members to Federal ICE. In the midst of the pandemic, Sheriff Jones has transferred immigrants who were eligible to be released from jail to ICE despite the fact that COVID-19 is spreading rapidly and unabated in detention facilities.

The ACLU Foundation of Northern California has sued Sacramento County Sheriff Scott Jones for unlawfully transferring immigrants to the custody of ICE rather than releasing them to their families and communities. Many counties across the state -- including Los Angeles County, with the state's largest jail system, to Humboldt have already ceased transfers to ICE. Sacramento County should adopt a humane policy that protects all county residents, including immigrants.

Collaborating with ICE is a risk to public safety. ICE is notorious for perpetrating intense harm against communities of color and immigrant survivors of domestic and sexual violence. It is not surprising that Sheriff Jones is voluntarily turning over our community members to an agency that is infamous for its human rights violations, as his same inhumane treatment of detainees in the Sacramento County Jails has brought this County under a Federal Consent decree for human rights violations.

Sacramento County fails when it comes to racial justice issues, including for our immigrant community. Among many changes, the County must drop its anti-immigrant practices, and stop collaboration with ICE from the county jail. Sheriff Jones has the power to stop these transfers as transfers to ICE are discretionary.

Please bring an end to these shameful and unacceptable practices . Please direct SCSO to immediately end its voluntary assistance and transfers to federal ICE. In addition, please adopt a resolution to end all funding that supports the county's cooperation with, and referral of, immigrants to ICE. Implementing these two actions would not only be in alignment with the resolution this Board made in November 2020 to declare Racism a Public Health Crisis, it would also be the humane thing to do for this County.

Thank you for your consideration,
Dr. Corrine McIntosh Sako

--

Dr. Corrine McIntosh Sako, PsyD, LMFT
Pronouns: She/Her/Hers (What's this?)
Licensed Psychologist, Private Practice
Local Advocacy Network (LAN) Representative, Sacramento Valley Psychological Association
Adult System of Care Chair, Sacramento County Mental Health Advisory Board
1329 Howe Avenue, Suite 201
Sacramento, CA 95825
tel (916) 202-1890
corrine@drcorrinemcintosh.com
www.drcorrinemcintosh.com

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From: Evans. Florence
To: Bishop. Amanda
Cc: Snow. Ashley; Munoz. Alma; Clerk of the Board Public Email
Subject: RE: Requesting a Response to Our Questions to You for the Truth Act Forum to be held on December 8, 2021
Date: Monday, November 22, 2021 10:28:15 PM

For the record.

F. Evans
Clerk of the Board Office

From: Rhonda Rios Kravitz <rhondarioskravitz@gmail.com>
Sent: Friday, November 19, 2021 3:53 PM
To: Jones. Scott <sheriff@sacsheriff.com>
Cc: Frost. Supervisor <SupervisorFrost@saccounty.net>; Kennedy. Supervisor <SupervisorKennedy@saccounty.net>; Supervisor Serna <SupervisorSerna@saccounty.net>; Nottoli. Don <nottolid@saccounty.net>; Rich Desmond <RichDesmond@saccounty.net>; Clerk of the Board Public Email <BoardClerk@saccounty.net>; County Executive <CountyExecutive@saccounty.net>; Travis. Lisa <TravisL@saccounty.net>; Janeth Rodriguez <jrodriguez@calfac.org>; Kalin Kipling <kalin.kipling@gmail.com>
Subject: Requesting a Response to Our Questions to You for the Truth Act Forum to be held on December 8, 2021

November 19, 2021

Via Email

The Honorable Scott Jones, Sacramento County Sheriff
Sacramento County Sheriff Department
4500 Orange Grove Avenue Sacramento, CA 95841
sheriff@sacsheriff.com

RE: Requesting a Response to Our Questions to You for the Truth Act Forum to be held on December 8, 2021

Dear Sheriff Scott Jones:

On September 30, 2021, we emailed a letter to the Board of Supervisors requesting a date for a Truth Act Forum. You were cc'ed on this letter. In order to hold a productive, informative, and engaging forum we asked that the Sheriff's Department provide to us, at least one week before the forum, the following information:

1. The Department's policy on immigration.
2. The Department's policy on posting release dates.
3. The total number of hold and transfer requests the Department received from ICE in the past year.
4. The total number of transfers to ICE -- i.e., the number of hold and transfer requests honored -- in the past year and the listing offense for each request that the

department complied with.

5. The total number of interviews conducted by immigration enforcement agencies within the Jails, noting the number that agreed to interview alone, with an attorney and those that declined altogether.
6. The demographic characteristics of individuals transferred to ICE custody, including race and age.
7. The total number of TRUTH Act consent forms given to people in County Jail and the languages in which they were provided.
8. The number of U-Visa and T-Visa certification requests in the past 5 years, broken down by year.
9. The number of Joint Task Forces (JTF) that the Sheriff's department participated in with DHS, the purpose of each JTF and if immigration arrests were made as a part of the JTF.
10. The Department's policy on responding to any civil immigration warrants, deportation orders, or ICE custody documents (I-200, I-203, I-205, and any other immigration forms listed in the National Crime Information Center Database (NCIC)).

We ask that you please let us know the status of this request. Your information can be emailed to the signers of this letter.

As we have stated in past forums, voluntary participation in immigration enforcement by the Sheriff's Department undermines community trust and public safety. Significant portions of our community are alienated by your office's cooperation with ICE and are therefore less likely to contact law enforcement when needed. The Department's practice of cooperating with federal immigration agents jeopardizes the safety of the community as a whole by discouraging county residents from reporting crime.

As the LA County sheriff said when ending voluntary ICE transfers in his county: "There is no greater threat to public safety than a million undocumented immigrants who are afraid to report crime, out of fear of deportation and having their families torn apart." Absent a judicial warrant, the Department is under no legal obligation to assist the federal government with immigration enforcement. However, we respectfully urge you to follow the lead of other counties, including Los Angeles, San Francisco, Santa Clara, Contra Costa, Santa Cruz, San Joaquin, Marin, San Mateo, and Humboldt. In addition, as the San Mateo County Sheriff Carlos Bolanos recently stated in November 2021: "It simply is not worth losing the trust of many members of the public by continuing to process these requests from ICE."

The Sacramento County Sheriff's office should ban the transfer of community members to an agency that has terrorized immigrant communities since its inception, to be deported or held in detention centers well-known for substandard conditions, neglect, and peril of COVID exposure. We agree with your statement on your website that the Sacramento County Sheriff's Office be committed to providing "high quality public safety services to our constituents to create an environment in which **all** may enjoy optimal quality of life and economic prosperity."

Sincerely,

/s/ Rhonda Rios Kravitz MSLS, DPA
Dean Emerita, Sacramento City College CEO, Alianza (alianzadream.org)
rhondarioskravitz@gmail.com

/s/ Janeth Rodriguez
Chair, Sacramento Immigration Coalition (Migra Observer)
rodriguez.j2007@gmail.com

/s/ Kalin Kipling-Mojaddedi
Chair, Campaign for Immigrant Detention Reform (CIDR) kalin.kipling@gmail.com

CC:

Supervisor Sue Frost, Chair
SupervisorFrost@saccounty.net

Supervisor Don Nottoli, Vice Chair
nottoli@saccounty.net

Supervisor Phil Serna
SupervisorSerna@saccounty.net

Supervisor Rich Desmond
richdemond@saccounty.net

Supervisor Patrick Kennedy
SupervisorKennedy@saccounty.net

Lisa A. Travis, County Counsel
TravisL@saccounty.net

Clerk of the Board of Supervisors BoardClerk@SacCounty.net

Rhonda Rios Kravitz, MSLS, DPA
Dean Emerita, Sacramento City College
CEO Alianza (Alianzadream.org)
rhondarioskravitz@gmail.com
she/her/hers/ella

From: Dempseys
To: Clerk of the Board Public Email
Subject: Sacramento County Sheriff's office handing immigrants to ICE
Date: Sunday, December 5, 2021 9:47:51 AM

EXTERNAL EMAIL: If unknown sender, do not click links/attachments.

The movement to cage, and deport immigrants is a handy--and bipartisan--one for demagogues of all stripes. Obama built the infrastructure to cage and separate families, and tripled the deportations of his predecessor. Trump amped up the rhetoric, but maintained similar, if more obviously repugnant policies in handling the undocumented.

To cheer this treatment on, many people say "Just enforce the law!" when it comes to the undocumented.

The trouble with the "Just enforce the law!" crowd is twofold. First, it treats law--a product of all-too-human deliberation--as though it arrived on stone tablets engraved by lightning. Second, it ignores all the context.

What context? Between 1798 and 1994, the U.S. was responsible for 41 changes of government south of its borders. Our southern neighbors have been on the receiving end of a variety of political and military attacks that create a constant stream of refugees coming north. Author Isabel Allende, niece of the CIA-deposed Chilean president, lives in Marin County.

You may also remember the "Iran/Contra" affair, when the Reagan administration sold classified arms to Iran's Ayatollahs who had just released our embassy hostages, then used the money to fund a proxy war against the elected government of Nicaragua.

Reagan famously asked the Mexican president to endorse his contention that one of the poorest nations in the hemisphere (Nicaragua) was a threat to the U.S. His Mexican counterpart replied he'd be happy to go along with his good friend Ronald if there was any way he could do it without being laughed out of office.

In addition to military and political attacks, the U.S. has been actively attacking the economies of its southern neighbors. One might imagine that shipping a lot of subsidized Iowa corn down south would impair the income of Mexico's corn farmers. The NAFTA treaty even provided compensation for the big farmers.

Corn is only arguably the most important food crop in the world, and the little subsistence corn farmers in Mexico were growing those obscure varieties that kept the disease-resistance and diversity of the corn genome alive...but they weren't making any money for Monsanto, so screw 'em.

In the wake of NAFTA, Mexican real income declined 34% (Source: Ravi Batra *Greenspan's Fraud*). One has to return to the halcyon days of the Great Depression to find a decline like that in U.S. incomes. And that sparked no great migration...oh wait! The Okies!

So persecuting these political, military and economic refugees is simply morally repugnant. The persecution and pressure on our southern neighbors to produce refugees is bipartisan, too. Reporters asked the CIA-deposed former president of Bolivia, Evo Morales, if he could detect a difference between the Obama and Trump policies toward his country. His answer: "No."

The shameful treatment of these people in their native land (where most would like to return) and in the U.S. apparently makes good politics, though. Since they are voiceless, in effect, they are scapegoats for all that ails us. We should not be handing them over to ICE. We should be begging for their forgiveness.

--Mark Dempsey

Orangevale, CA 95662

From: Rhonda Rios Kravitz
To: Nottoli, Don; Kennedy, Supervisor; Supervisor Serna; Frost, Supervisor; Rich Desmond; Clerk of the Board Public Email; County Executive; Travis, Lisa
Cc: Janeth Rodriguez; Kalin Kipling; Jones, Scott
Subject: Truth Act Forum adopt resolution to end funding for cooperation with ICE and accompanying resolution
Date: Monday, November 22, 2021 8:43:47 AM
Attachments: Truth Act Forum letter to the BOS 11-22-2021.pdf
Resolution in support of ending all funding 11-22-2021 BOS.pdf

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Dear Supervisors:

Thank you for your leadership in recognizing racism as a public health crisis and your commitment to overcoming the impacts of systemic racism in Sacramento County. As community members who share that commitment, the undersigned write respectfully to ask you to protect all residents by ending all funding for cooperation with, and referral of immigrants to federal Immigration and Customs Enforcement (ICE) through budgetary allocations to the Sheriff's Department. Monies should not be used to provide assistance or cooperation to ICE in its civil immigration enforcement efforts including:

- Monies for personnel in these efforts;
- Giving ICE agents access to individuals or allowing them to use County facilities for investigative interviews or other purposes; and
- Expending County time or resources responding to ICE inquiries or communicating with ICE regarding individuals' incarceration status or release dates, or otherwise participating in any civil immigration enforcement activities.

All residents, regardless of immigration status, should be treated equally by county authorities. The Sheriff's voluntary assistance in the enforcement of federal immigration law detracts from the County's mission to create safe communities, drains County resources, makes it difficult to establish and maintain trust between the Sheriff's Department and county residents, and disproportionately impacts individuals and communities of color.

The California Values Act (SB 54) was an important step forward in disentangling state and local law enforcement agencies from assisting ICE with deportations. While the California Values Act placed some limitations on funneling community members to ICE, law enforcement agencies have subverted the law to continue those transfers in too many circumstances.

Sheriff Jones has chosen to participate both directly and indirectly in immigration enforcement, even though Sacramento County is under no legal obligation to assist the federal government in these matters. The Sheriff stated after the Truth Act Forum in 2018: "It's no secret, I give ICE unfettered access to our jails and our databases, they can come in one or 10, I don't know, we don't track," Sacramento Sheriff: I give ICE unfettered access to our jails | The Sacramento Bee (sacbee.com).

The Sheriff has long been a fierce critic of SB 54. His office, through policy and practice, notifies ICE of when a person will be released from its custody. This practice aids ICE in its transfer of individuals to immigration detention even in situations where that person lacks a qualifying criminal conviction or charge.

As a result of the Sheriff's actions, the ACLU Foundation of Northern California recently sued Sheriff Scott Jones for unlawfully transferring immigrants to ICE. Documents obtained from a Public Records Act request showed that the Sheriff's Department had improperly notified ICE of the impending release of immigrants from Rio Cosumnes Correctional Center and strategized on ways to evade SB 54's limitations on transfers (ACLU Sues Sacramento County Sheriff for Illegally Collaborating with Immigration Agents in ICE Arrests of Immigrants | ACLU of Northern CA (aclunc.org).

ICE has a record of abuse and impunity, practices that have been exacerbated during the pandemic. ICE's inhumane and cruel activities include posing as law enforcement to arrest immigrants, detaining immigrants in facilities that are rife with abuse and neglect, and permanently separating immigrants from their families and communities through deportation. ICE disproportionately harms and inflicts violence on Black, Latinx, and Asian Pacific Islander communities.

Several counties in California have stopped ICE transfers including Los Angeles, San Joaquin, Humboldt, San Francisco, Marin, Santa Clara, Contra Costa, Santa Cruz, and San Mateo. In fact, Santa Clara has had this policy in place for over a decade.

Sacramento Immigration Coalition, Alianza, and the Campaign for Immigrant Detention Reform have urged the Board and Sheriff in past Truth Act Forums, from 2018-2020, to cease all collaborations with ICE. If the goal of the Sheriff's Department is to ensure a safe community and one that relies on trust, it must end all collaborations with ICE. Collaborating with ICE undermines community trust.

Sacramento County needs its leaders to stand with our immigrant neighbors. Ending County collaboration with ICE is a concrete way to act on Sacramento County's pledge in its Resolution declaring racism a public health crisis, specifically, identifying and implementing, "solutions to eliminate institutional, structural and systemic racial inequity in all community services provided by the County including, but not limited to: public health, human assistance, protective services, homelessness and housing, economic development, land use and environment, finance, and criminal justice/law enforcement."

We request that the Board of Supervisors adopt the attached resolution declaring that no part of the budgetary allocation to the Sheriff's Department shall be used to provide assistance or cooperation to ICE in its civil immigration enforcement efforts; and that the use of monies for personnel to give ICE agents access to individuals or allow them to use County facilities for investigative interviews or other purposes, expend County time or resources responding to ICE inquiries or communicating with ICE regarding individuals' incarceration status or release dates, or otherwise participate in any civil immigration enforcement activities is prohibited.

Sincerely,

/s/ Rhonda Rios Kravitz MSLS, DPA

Dean Emerita, Sacramento City College

CEO, Alianza (alianzadream.org)

rhondarioskravitz@gmail.com

/s/ Janeth Rodriguez

Chair, Sacramento Immigration Coalition (Migra Observer)

rodriguez.j2007@gmail.com

/s/ Kalin Kipling-Mojaddedi

Chair, Campaign for Immigrant Detention Reform (CIDR)

kalin.kipling@gmail.com

CC:

Sheriff Scott Jones

sheriff@sacsheriff.com

Resources

Letter from John Garamendi to Alejandro Mayorkas re closing ICE facilities. John Garamendi letter

"Earlier this year you testified before Congress and expressed your concern about the excessive use of immigration detention. I share this concern and write to request that you take immediate steps to terminate the Immigration and Customs Enforcement (ICE) contracts with certain detention facilities in the State of California. Specifically, I ask that you examine existing agreements with private prison contractors running the Otay Mesa Detention Center and the Adelanto ICE Processing Center, as well as the Intergovernmental Service Agreement (IGSA) with Yuba County Jail, operated by the Yuba County Sheriff's Office. For years, under multiple administrations, these facilities have been operating in a substandard manner, resulting in repeated violations of the ICE Performance-Based National Detention Standards (PBNDS) and the excessive waste of federal funds.

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UCLA CHPR STUDY TAKES A CLOSER LOOK AT LATINX AND ASIAN IMMIGRANT EXPERIENCES IN CALIFORNIA: Researchers find negative perceptions and experiences with law enforcement, workplace discrimination, and health care access. *November 8, 2021,* Search Press Releases | UCLA Center for Health Policy Research

Mike McPhate, 'California Today: Worries Over Deportation', The N.Y. Times, 2017, https://www.nytimes.com/2017/04/05/us/california-today-worries-over-deportation.html (accessed 29 September 2021) (noting that 37% of Latino residents afraid "that a friend or family member could face deportation at any moment," and 80% fear that contact with government increases that risk);

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Rhonda Rios Kravitz, MSLS, DPA
Dean Emerita, Sacramento City College
CEO Alianza (Alianzadream.org)
rhondarioskravitz@gmail.com
she/her/hers/ella

November 22, 2021

Via Email

Sacramento County Board of Supervisors
700 H Street, Suite 1450
Sacramento, CA 95814

Supervisor Sue Frost, Chair
Supervisor Don Nottoli, Vice Chair
Supervisor Phil Serna
Supervisor Patrick Kennedy
Supervisor Rich Desmond

RE: Concerns About Sheriff's Department's Collaboration with Immigration Enforcement

Dear Supervisors:

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All residents, regardless of immigration status, should be treated equally by county authorities. The Sheriff's voluntary assistance in the enforcement of federal immigration law detracts from the County's mission to create safe communities, drains County resources, makes it difficult to establish and maintain trust between the Sheriff's Department and county residents, and disproportionately impacts individuals and communities of color.

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Sincerely,

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Dean Emerita, Sacramento City College
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CC:

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Letter from John Garamendi to Alejandro Mayorkas re closing ICE facilities. John Garamendi letter
"Earlier this year you testified before Congress and expressed your concern about the excessive use of immigration detention. I share this concern and write to request that you take immediate steps to terminate the Immigration and Customs Enforcement (ICE) contracts with certain detention facilities in the State of California. Specifically, I ask that you examine existing agreements with private prison contractors running the Otay Mesa Detention Center and the Adelanto ICE Processing Center, as well as the Intergovernmental Service Agreement (IGSA) with Yuba County Jail, operated by the Yuba County Sheriff's Office. For years, under multiple administrations, these facilities have been operating in a substandard manner, resulting in repeated violations of the ICE Performance-Based National Detention Standards (PBNDS) and the excessive waste of federal funds.

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other things, that Defendants are not providing class members with medical and mental health care in a timely fashion; that Defendants are not meeting their health care staffing obligations; that Defendants have a practice of housing class members in administrative segregation for no reason other than the class member's mental illness; and that Defendants are not providing adequate testing for SARS-CoV-2 to prevent a potential outbreak of COVID-19 at the Jail. The Report also notes that Defendants still are not providing Plaintiffs' counsel with sufficient information to monitor compliance with a number of other requirements in the Amended Consent Decree. Yuba County Jail Monitoring Report Concludes County Still Not in Compliance with Amended Consent Decree - Rosen Bien Galvan & Grunfeld LLP (rbgg.com)

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RESOLUTION NO. _____

RESOLUTION IN SUPPORT OF THE COUNTY OF SACRAMENTO ENDING ALL FUNDING FOR COOPERATION WITH, AND REFERRAL OF IMMIGRANTS TO FEDERAL U.S. IMMIGRATION AND CUSTOMS ENFORCEMENT (ICE)

WHEREAS, the Board of Supervisors recognizes that refugees and immigrants are a vital part of California's heart and identity, and recognizes the humanity of all people who call our community home; and

WHEREAS, California reinforces systemic racism when its jails and prisons voluntarily and unnecessarily transfer immigrants and refugee community members eligible for release from state or local custody to Immigration and Customs Enforcement (ICE) for immigration detention and deportation purposes; and

WHEREAS, jails and prisons serve as the main pipeline to fill immigration detention beds, and approximately 70% of people detained in ICE custody, nationally, have been funneled through our criminal legal system; and

WHEREAS, California should not subject these community members to a cruel "double punishment," and disregard their humanity, records of rehabilitation, stable reentry plans, and community support, purely because they are refugees or immigrants; and

WHEREAS, consistent with longstanding County policy, the California Values Act (Gov. Code, $$ 7284-7284.I2), and the Fourth Amendment to the United States Constitution, the County does not, under any circumstances, honor civil detainer requests from ICE by holding inmates on ICE's behalf for additional time after they would otherwise be released from County custody; and

WHEREAS, our community refuses to use local and state resources to separate children from their parents, tear apart families and communities, and detain and deport millions of parents, neighbors, co-workers, and friends; and

WHEREAS, California's criminal legal system unjustly and disproportionately harms communities of color, including Black, Latinx, Indigenous, and Asian and Pacific Islander American communities; now

THEREFORE, BE IT RESOLVED, that no part of the budgetary allocation to the Sheriff's Department shall be used to provide assistance or cooperation to ICE in its civil immigration enforcement efforts; and

BE IT FURTHER RESOLVED, that the use of monies for personnel to give ICE agents access to individuals or allowing them to use County facilities for investigative interviews or other purposes, expending County time or resources responding to ICE inquiries or communicating with ICE regarding individuals' incarceration status or release times, or otherwise participating in any civil immigration enforcement activities is prohibited.

From: Kristin Dobbin
To: Clerk of the Board Public Email
Subject: Public comment for 12/8/21 agenda item 1: Truth Act Forum
Date: Monday, December 6, 2021 6:03:10 PM

EXTERNAL EMAIL: If unknown sender, do not click links/attachments.

The ongoing coordination between our county Sheriff's office and ICE is an abhorrent practice that violates the rights of Sacramento County residents. There is nothing gained by the county in continuing this practice and the repercussions are huge for impacted community members and their broader network of friends, families and colleagues. This is a senseless practice that needs to stop now. Please do the right thing and make sure that we do not need to have another Truth Act Forum in Sacramento.

Sincerely,
Kristin Dobbin, Sacramento City resident

From:	Brian Lopez
To:	Clerk of the Board Public Email
Subject:	Written Comment for BOS mtg 12/08/21 Agenda Item 1
Date:	Tuesday, December 7, 2021 4:26:34 PM
Attachments:	CRBA Letter to County BOS; 12.21 PDF.pdf Dark Logo - Even Smaller - PNG.png

EXTERNAL EMAIL: If unknown sender, do not click links/attachments.

Greetings,

Please find enclosed a written comment submitted by the Cruz Reynoso Bar Association pertaining to Agenda Item 1 for the Board of Supervisor meeting to be held on 12/08/2021. Please let me know if there is anything further you will need to include in the public comments and record.

Thank you,

Brian López
Attorney-at-Law

López Law Firm, PC
1555 River Park Drive, Ste. 202
Sacramento, CA 95815
O:(916)306-0606 F:(916)306-1101
http://secure-web.cisco.com/1Nb4HRGnb0KF96f7wyddEQihMMlVeOf3NEig4ci48TBntk4N-uX4AoCF4Gc8yR3mIb4sA3W4r-QuAfl5dRJexYd6SM9Nvw5-7YDLhIVs3SyHxEZ5yocXBBtkzC5FQ8zUKWRgKvjuzMHrwNZccrpGgrIEWwMuWx9Mvmz3sM927uXc5v0TsT-NhAKRR3fuIKGv71dOaIZQ9vUXnkgg9KA_S6DlWb9wuXXeu8_SpYlTbYeiP-DJV5RKROJv8AbCNc4dBA6gx4d8NFTKDIB_uhVDbgo8D6VFHNY4mnJOfCcWGNKAc-nvdRO1X_diCNudZ3INh/http%3A%2F%2Fwww.lopezlegalservices.com

The information in this e-mail (including attachments, if any) may be considered confidential and intended only for the recipient(s) listed above. Any review, use, disclosure, distribution or copying of this e-mail is prohibited except by or on behalf of the intended recipient. If you have received this email in error, please notify me immediately by

reply email, delete this email, and do not disclose its contents to anyone. Thank you.

CRUZ REYNOSO

BAR ASSOCIATION

20 Bicentennial Circle Sacramento, CA 95826

December 07, 2021

Sacramento County Board of Supervisors
700 H Street, Suite 1450
Sacramento, CA 95814

Dear Sacramento County Board of Supervisors,

My name is Brian López and I am the President of the Cruz Reynoso Bar Association. We are a non-profit organization of Latino attorneys and judges in the greater Sacramento area, including many civil, criminal defense and immigration law practitioners and experts among our members. The CRBA submits this letter in support of the ACLU of Northern California, United Latinos, NorCal Resist and other in calling for an end to all collaboration with the Immigration and Customs Enforcement (ICE) agency by the Sacramento County Sheriff's Department. Due to the multitude of reports and supporting evidence which has emerged in recent years with respect to its sharing of information, prolonged detention and transfer of detainees to ICE contrary to California state law, we regretfully are left with no other conclusion than that there has been an ongoing abuse of authority perpetrated against our community by the Sacramento County Sheriff's Department through its collaboration and partnership with ICE. For this reason, we implore the County Board of Supervisors to act to prevent any further transgression that would expose our residents to further harm, as well as the County from further complicity and liability related to these practices.

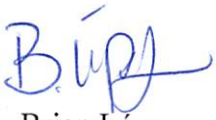
With the passage of the California TRUST Act and the California Values Act, enacted in 2014 and 2018, respectively, state law has protected individuals as well as our California governmental agencies from federal governmental overreach that may unjustly impact both our state's inhabitants and the autonomy of our state and local agencies. It is therefore troubling that there have been ongoing reports over recent years from civil rights, criminal defense and immigration law practitioners that are consistent with the allegations contained in the recent lawsuit filed against the Sacramento County Sheriff's Department as they relate to the Department's policies and practices in actively working with ICE in manners which undermine California law. These reports, now supported by damning evidence from the Sherriff's Department own internal communications, describe a persistent and ongoing pattern of disregarding, if not purposefully impeding, the protections contained not just in this California legislation but also constitutional principles that are the bedrock of our society.

In light of the controversy that the Sacramento County Sheriff's Department elicited when it initially failed to implement the TRUST Act upon its passage in 2014, it is alarming that these types of incidences have continued to occur, again calling into question whether the Sheriff's Department is either incapable of or actively opposed to ensuring that the agency will meet its obligation to its residents to comport with the law. When such abuses are permitted, they demean and devalue our county's commitment to ensure that the rights and responsibilities of both its inhabitants and

governmental authorities are fairly administered and respected. Further, it should not be a matter of dispute that a California law enforcement agency is expected to follow the law that it is entrusted to enforce and carry out on behalf of our County's residents. Nor should it be in dispute that notions of fairness and justice require that these principles be applied equally to all and regardless of a person's race, ethnicity, or national origin.

For this reason, because of its apparent inability and/or unwillingness to conform to clear and unambiguous California state law, the CRBA calls upon the Board of Supervisors to utilize the full extent of its authority to ensure that our residents and County are shielded from any further harm the Sheriff's Department practices may inflict upon our community.

Respectfully submitted,



Brian López
President
Cruz Reynoso Bar Association

From:	nicole kravitz-wirtz
To:	Clerk of the Board Public Email; Kennedy. Patrick; kennedy.supervisor@saccounty.net
Cc:	Supervisor Serna; supervisornatoli@saccounty.net; Frost. Supervisor; Rich Desmond; Nottoli. Don; Desmond. Rich
Subject:	12/8/21 2pm BOS meeting - public comment Item #1 Truth Act Forum - STOP ICE TRANSFERS IN SAC COUNTY
Date:	Wednesday, December 8, 2021 8:46:32 AM

Dear Supervisor Kennedy and other members of the Sacramento County Board of Supervisors,

As a resident of District 2 and an academic public health researcher, I am deeply concerned about the ongoing illegal actions by the Sacramento County Sheriff's Office (SCSO) in continuing to transfer our immigrant community members who are eligible to be released from local and state custody to Immigration and Customs Enforcement (ICE) detention facilities.

As documented in the ACLU's PRA:
1. SCSO is engaging in illegal notifications.
2. SCSO is illegally transferring people into ICE custody.
3. SCSO's record keeping results in the underreporting of ICE transfers.

Today, at the Truth Act Forum, I am again writing to strongly encourage the Board to exercise its authority and leadership to immediately and permanently end all transfers of our immigrant community members, including preventing requests from ICE to hold, detain, or help in the arrest of someone in SCSO custody, and to stop all cooperation between the SCSO and ICE. Many counties across the state, including Humboldt and Los Angeles, which has the state's largest jail system, have already ceased transfers to ICE. In line with its Racial Equity resolution, this Board should adopt a humane policy that protects all county residents, including our immigrant community members.

SCSO's collaboration with ICE is harming our community and is not aligned with equity and justice-oriented policymaking. It is beyond time to make this right. ICE is notorious for its human rights violations and for perpetrating intense harm against communities of color and, in particular, immigrant survivors of domestic and sexual violence. Further, Sacramento County jails are already under a Federal Consent Decree for human rights violations. Sheriff Jones has the power to stop these transfers, as transfers to ICE are discretionary, but more importantly, as the County Board of Supervisors, you have authority over how county funds are allocated and disbursed. You can and should direct SCSO to immediately end its voluntary assistance and transfers to ICE.

In addition, you can pass a resolution, like the one being proposed today at the Truth Act Forum, to end all funding that supports the county's cooperation with, and referral of, immigrants to ICE:

THEREFORE, BE IT RESOLVED, that no part of the budgetary allocation to the Sheriff's Department shall be used to provide assistance or cooperation to ICE in its civil immigration enforcement efforts; and **BE IT FURTHER RESOLVED,** that the use of monies for personnel to give ICE agents access to individuals or allowing them to use County facilities for investigative interviews or other purposes, expending County time or resources responding to ICE inquiries or communicating with ICE regarding individuals' incarceration status or release times, or otherwise participating in any civil immigration enforcement activities is prohibited.

Implementing these actions would be consistent with the resolution this Board made in November 2020 to declare Racism a Public Health Crisis. It is further imperative that we not only end ICE transfers, but release people from jail with community-based reentry support, including access to housing, job training, food assistance and other basic needs, in order to help them maintain steady employment and live healthy lives.

By ending ICE transfers, the County has the opportunity to promote public health by reuniting families and communities. Families are stronger when they are together.

We can and should do better, Sacramento County.

Thank you. Sincerely,

Nicole Kravitz-Wirtz, MPH, PhD
Zip code 95818

From: Susan Lange
To: Clerk of the Board Public Email
Subject: Truth Act Forum Dec. 8, 2021
Date: Tuesday, December 7, 2021 6:28:41 PM

EXTERNAL EMAIL: If unknown sender, do not click links/attachments.

Dear Board of Supervisors,

As coordinator of a volunteer group of community members who visit at the Yuba County Jail, I have seen the needless trauma and suffering that results from transfers from jails to immigration detention.

It is not logical to think that someone is a danger to society solely on the basis of immigration status. If someone is a danger to society, then they should not be let out of prison, they should not be getting probation or parole, and they should not be released.The fact is they are being released.

I am not saying that people who have convictions should automatically be granted status, but they should not be held in detention while their immigration cases are adjudicated. It is up to immigration judges if they are granted status. There is no purpose in keeping people in costly and traumatic detention until their cases are resolved.

It is not logical to list the convictions of the people who leave the jail system. Sheriff Jones lists the convictions of people being transferred to ICE custody as if that is a justification. It is not a justification. If the conviction is a reason for someone to be a lifelong danger to the community, then they should not be let out at all. They are in fact let out. If that person is not a citizen, it plays no role in determining danger to society.

Please do the right thing and end the unjust transfers into detention that result from the cooperation of Sheriff Jones with ICE.

Thank you for your consideration.

Susan Lange
Faithful Friends at the Yuba County Jail
U.S. citizen living in Elk Grove

From: Karen Jacques
To: Clerk of the Board Public Email
Subject: Sheriff"s Voluntary Cooperation with ICE
Date: Tuesday, December 7, 2021 10:14:41 PM

EXTERNAL EMAIL: If unknown sender, do not click links/attachments.

I am a resident of Sacramento County and I am asking that the Board of Supervisors adopt a resolution to end all funding that is currently being used County's cooperation with and referral of immigrants to ICE.

I am outraged that the Sacramento County Sheriff is cooperating with ICE by turning immigrant detainees over to ICE for detention and deportation. This actions terrorizes immigrant communities, breaks up families, impacts their earning capacities and leaves children without a parent. It leads to detention in immigration facilities that are notorious for the horrible conditions in which they hold detainees and all too frequently leads to deportation. There is extensive documentation of people held in detention being subject to physical and sexual abuse and being offered no protection from the spread of COVID. Some of them have died of COVID.

Many counties across the state, including Los Angeles, have already ceased transferring immigrants to ICE. They recognize the injustice of such transfers and the immense suffering the transfers cause. Sacramento should have the basic decency to do the same.

ICE is notorious for its racism and for the harm it causes to immigrants Just recall the scenes of ICE going after Haitian immigrants with what appeared to be whips. Cooperating with ICE is cooperating with racism. The County should not be facilitating ICE in any way.

There is no evidence that cooperating with ICE protects the public or benefits the County. Instead, it is a waste of public money and a potential financial liability because the risk of the sheriff and ICE making an error. The California Values Act (SB 54) limits some, but not all, transfers to ICE. When a local government violates the California Values Act, it violates an individuals rights and risks a well deserved lawsuit.

For all of these reasons, please immediately adopt a resolution ending all cooperation with ICE immediately. Thank-you for this opportunity to comment.

Karen Jacques, District 1

From: Steve Wirtz
To: Clerk of the Board Public Email; Kennedy. Patrick; kennedy.supervisor@saccounty.net
Cc: Supervisor Serna; supervisornatoli@saccounty.net; Frost. Supervisor; Rich Desmond; Nottoli. Don; Desmond. Rich
Subject: 12/8/21 2pm BOS meeting - public comment Item #1 Truth Act Forum
Date: Tuesday, December 7, 2021 5:08:55 PM

EXTERNAL EMAIL: If unknown sender, do not click links/attachments.

Supervisor Kennedy, and Board of Supervisors,

As a resident of District 2, I am writing to express my outrage regarding the ongoing illegal practices by the Sacramento County Sheriff's Office (SCSO). As documented in the ACLU's PRA:
1. SCSO is in fact engaging in illegal notifications,
2. SCSO is illegally transferring people into ICE custody.
3. SCSO's record keeping results in the underreporting of ICE transfers.
Again this year at the public Truth Act Forum, I am calling on you to exercise your authority and leadership to bring an immediate stop to SCSO's cooperation with Immigration and Customs Enforcement (ICE). Many counties across the state -- including Los Angeles County, with the state's largest jail system, to Humboldt have already ceased transfers to ICE. In line with its Racial Equity resolution, the Sacramento County Board of Supervisors (BoS) should adopt a humane policy that protects all county residents, including immigrants.

Sacramento County is doing poorly when it comes to racial justice issues, including for our immigrant community. Collaborating with ICE is a risk to public safety. ICE is notorious for its human rights violations and for perpetrating intense harm against communities of color and immigrant survivors of domestic and sexual violence. The Sacramento County jails are already under a Federal Consent decree for human rights violations. Sheriff Jones has the power to stop these transfers as transfers to ICE are discretionary, but more importantly, as the BoS, you have authority over how county funds are allocated and disbursed.

It is finally time to bring an end to these shameful, unacceptable and sometimes illegal practices. You can and should direct SCSO to immediately end its voluntary assistance and transfers to federal ICE. In addition, you can pass a resolution, like the one being proposed at the Truth Act Forum, to end all funding that supports the county's cooperation with, and referral of, immigrants to ICE:
THEREFORE, BE IT RESOLVED, that no part of the budgetary allocation to the Sheriff's Department shall be used to provide assistance or cooperation to ICE in its civil immigration enforcement efforts; and
BE IT FURTHER RESOLVED, that the use of monies for personnel to give ICE agents access to individuals or allowing them to use County facilities for investigative interviews or other purposes, expending County time or resources responding to ICE inquiries or communicating with ICE regarding individuals' incarceration status or release times, or otherwise participating in any civil immigration enforcement activities is prohibited.

Implementing these two actions would not only be in alignment with the resolution this Board made in November 2020 to declare Racism a Public Health Crisis, it would also be the humane thing to do for this County.

Sincerely,
Steve Wirtz, PhD
Resident of District #2

From: Charlene Jones
To: Clerk of the Board Public Email; Supervisor Serna
Subject: Truth Act forum BOS mtg. Dec. 8, 2021
Date: Wednesday, December 8, 2021 10:37:29 AM

EXTERNAL EMAIL: If unknown sender, do not click links/attachments.

Honorable Members of the Sacramento Board of Supervisors

I respectfully urge you to follow the lead of other CA counties (Los Angeles, San Francisco, Santa Clara, Contra Costa, Santa Cruz, San Joaquin, Marin, San Mateo, Humboldt) and cease collaboration with and transfer of community members to ICE, absent a judicial warrant. The Sacramento County Sheriff's office should not be funded to transfer individuals (currently claimed in a lawsuit by the ACLU Foundation of Northern Californiato as done so unlawfully) to an agency threatens immigrant communities with deportation and imprisonment in detention centers well-known for substandard conditions and peril of COVID exposure. Sacramento County must adopt a humane policy that protects all county residents, including immigrants. As the San Mateo County Sheriff Carlos Bolanos recently stated in November 2021: "It simply is not worth losing the trust of many members of the public by continuing to process these requests from ICE."

Thank you for your consideration,

Charlene Jones

--
Charlene J. She/Her/Hers

From: Janice Yamaoka Luszczak
To: Clerk of the Board Public Email
Subject: Board of Supervisors, Truth Act/Immigration and ICE
Date: Wednesday, December 8, 2021 12:24:45 PM

EXTERNAL EMAIL: If unknown sender, do not click links/attachments.

Re: December 8, 2021, Board of Supervisors Special Meeting, 2:00pm.
Agenda Item 1, Response to Immigration and Custom Enforcement Access to Individuals in Sacramento County Jails (County Counsel)

To the Sacramento Board of Supervisors,

I am the President of the Sacramento Japanese American Citizens League (JACL), a chapter of the National JACL.

I strongly advocate for the Board of Supervisors to adopt and support a resolution to end all funding that supports the County's cooperation with, and referrals of
immigrants to ICE, and I join with the efforts of advocates who demand accountability, transparency and honesty from the Sheriffs' Dept.

I live in Sacramento County and I am greatly disturbed by the Sheriff's Dept's efforts to work with ICE immigration agents to transfer people to ICE, even if they have
not been convicted of any crime. I have also been informed that many of the detention facilities for immigrants are being operated in a sub-standard conditions.

The United State's Constitution provides for due process for any person in the United States, and requires a speedy trial . It seems that the Sheriff's Department in Sacramento and ICE immigration agents have been acting wrongly when it comes to immigrants seeking a better life.

Sincerely,

Janice Y. Luszczak
janice.luszczak@gmail.com
(916) 903-6645

COUNTY OF SACRAMENTO
CALIFORNIA

For the Agenda of:
December 8, 2021
Timed: 2:15 p.m.

To:	Board of Supervisors
Through:	Ann Edwards, County Executive Bruce Wagstaff, Deputy County Executive, Social Services
From:	Chevon Kothari, Director, Health Services
Subject:	Managed Care Procurement Update
District(s):	All

RECOMMENDED ACTION
Receive the Managed Care Procurement update.

BACKGROUND
On November 2, 2021, the Board requested the Department of Health Services (DHS) come back to the Board to address some of the outstanding issues regarding the Department of Healthcare Services' Managed Care Procurement process, including input by Medi-Cal Beneficiaries.

DHS will be providing a response to some of the posed questions about the Procurement process, a plan for beneficiary input and recommendations for follow-up to ensure the quality of healthcare and needs of beneficiaries are prioritized during the process.

FINANCIAL ANALYSIS
Not applicable.

SACRAMENTO COUNTY

CA Department of Health Care Services Managed Care Procurement

Chevon Kothari, Director
Sacramento County
Department of Health Services

Today's Agenda

1. Recap of 11/2 Board Meeting, Summary of Board Concerns and Follow Up with DHCS

2. Data Measures used by State to Determine Managed Care Plan Model Performance – Sarah Brooks, Sellers Dorsey

3. Proposed Beneficiary Input Process

4. Next Steps

Recap of 11/2 Board Meeting, Summary of Board Concerns and Follow Up with DHCS

Summary of Board Feedback

- Would like focus to be more on quality healthcare for beneficiaries
- Lack of clarity regarding how the State was making the decision to reduce the overall number of Managed Care Plans and desire to hear from State
- Concerns that the timeline for the procurement was moving too rapidly for such a large decision
- Desire to hear more input from beneficiaries

DHCS Feedback

- Timeline for Procurement – Fixed

Date	Activity
June 2021	DHCS released draft RFP for public comment
July 2021	Public comments were due
February 2022	Final RFP release
February – March 2022	Plan responses to RFP due (60 days post release)
By end of 2022	DHCS awards RFP contracts to selected MCPs
CY 2023	MCP readiness process
January 1, 2024	New MCP contracts begin

- Limit on # of Plans in RFP – Fixed
- Presentation – Not at this time due to RFP Process
- Future Steps – Transition Planning in 2022

Review of Medi-Cal and GMC Model in Sacramento County

GMC in Sacramento County

- Geographic Managed Care (GMC) was implemented by the State as a pilot project in 1990's (Sacramento and San Diego Counties)

- **Total Eligible for Medi-Cal: 583,155**

- **Current Plan Enrollment: 479,522**
  - Anthem 193,488 members
  - Health Net 118,533 members
  - Kaiser 100,817 members
  - Molina 52,496 members
  - Aetna 14,188 members

Sacramento County's Challenges with GMC

- Lack of local control
- Concerns regarding inadequate access to care and poor quality
- Difficult for beneficiaries and providers to navigate multiple plan authorization processes and networks
- Shifts among GMC managed care plan (MCP) participants, independent practice associations (IPAs) and contracted providers

UC Davis Health Policy and Research: The Landscape for Improving Medi-Cal Managed Care Beneficiary Care in Sacramento County

California Health Care Foundation: Quality, Access, and the Provider's Experience Under Geographic Managed Care and Statewide Quality Trends from the Last Decade

Data Measures Managed Care Plan Models

Sarah Brooks Sellers Dorsey

Evaluation of Medi-Cal Managed Care Models

- The State Department of Health Care Services (DHCS) and Department of Managed Health Care (DMHC) use the following types of data, among others, to determine Medi-Cal Managed Care Plan (MCP) performance:
  - Health Care Quality
  - Health Care Access
  - Compliance with DHCS/MCP contract and/or Knox-Keene Act
  - Data Quality

Average Quality Composite Score by Plan Model

Plan Model Type	Plan Type and Number	Average Score
County Organized Health System (COHS)	1 Local Plan	4.0
Imperial	2 Commercial Plans	3.3
San Benito	1 Commercial Plan	3.2
Two Plan	1 Commercial Plan & 1 Local Plan	3.1
Regional Model	2 Commercial Plans	3.0
Geographic Managed Care (GMC)	Multiple Commercial Plans	2.4

Average Quality Composite Score by Plan Model

- DHCS used the following four metrics to assess/calculate the Average Quality Composite Score performance by MCP model:
  - Health Care Quality (40%)
  - Annual Medical Audit (20%)
  - Network Adequacy (20%)
  - Data Quality (20%)

Healthcare Quality (40%)

- The HEDIS® Aggregated Quality Factor Score (AQFS) is a single score that accounts for plan performance on all DHCS selected Managed Care Accountability Set (MCAS) indicators for which MCPs are held to a Minimum Performance Level (MPL) (currently 50% of the national Medicaid health plan average) on.
  - The Managed Care Accountability Sets (MCAS), previously known as the External Accountability Set (EAS), is a set of performances measures that DHCS selects for annual reporting by MCPs.
  - These data tell us how MCPs are performing on each of the MCAS measures in each of the geographic areas in which they operate.
  - For Reporting Year 22, MCPs are held to a MPL for fifteen measures.

MCAS: Mgd Care Qual Perf EAS
Medi-Cal Managed Care Performance Dashboard: Tabular January 9, 2020 Release (ca.gov)

Healthcare Quality (40%)

California Department of Health Care Services

Medi-Cal Managed Care Accountability Set (MCAS)

Updated December 7, 2020

MCAS for Medi-Cal Managed Care Health Plans (MCPs)

Measurement Year 2021 | Reporting Year 2022

Based on Centers for Medicare & Medicaid Services (CMS) Adult and Child Core Sets for Reporting Year 2021

Total Number of Measures = 36 (10 Hybrid and 26 Administrative)

MPL means Minimum Performance Level

#	MEASURE REQUIRED OF MCP	MEASURE ACRONYM	MEASURE TYPE METHODOLOGY	HELD TO MPL
1	Breast Cancer Screening	BCS	Administrative	Yes
2	Cervical Cancer Screening	CCS	Hybrid	Yes
3	Child and Adolescent Well-Care Visits	WCV	Administrative	Yes [i, iii]
4	Childhood Immunization Status: Combination 10	CIS-10	Hybrid	Yes
5	Chlamydia Screening in Women	CHL	Administrative	Yes [iii]
6	Comprehensive Diabetes Care: HbA1c Poor Control (>9.0%)	CDC-H9	Hybrid	Yes
7	Controlling High Blood Pressure	CBP	Hybrid	Yes
8	Immunizations for Adolescents: Combination 2	IMA-2	Hybrid	Yes

MCAS: Mgd Care Qual Perf EAS

Healthcare Quality (40%)

California Department of Health Care Services

#	MEASURE REQUIRED OF MCP	MEASURE ACRONYM	MEASURE TYPE METHODOLOGY	HELD TO MPL
9	Prenatal and Postpartum Care: Postpartum Care	PPC-Pst	Hybrid	Yes
10	Prenatal and Postpartum Care: Timeliness of Prenatal Care	PPC-Pre	Hybrid	Yes
11	Weight Assessment and Counseling for Nutrition and Physical Activity for Children/Adolescents: BMI Assessment for Children/Adolescents	WCC-BMI	Hybrid	Yes [iii]
12	Weight Assessment and Counseling for Nutrition and Physical Activity for Children/Adolescents: Nutrition	WCC-N	Hybrid	Yes [iii]
13	Weight Assessment and Counseling for Nutrition and Physical Activity for Children/Adolescents: Physical Activity	WCC-PA	Hybrid	Yes [iii]
14	Well-Child Visits in the First 30 Months of Life - Well-Child Visits in the First 15 Months	W30	Administrative	Yes [i]
15	Well-Child Visits in the First 30 Month of Life - Well-Child Visits for Age 15 Months - 30 Months	W30	Administrative	Yes [i]

MCAS: Mgd Care Qual Perf EAS

Annual Medical Audit (20%)

- DHCS and the DMHC conduct routine medical audits/surveys of MCPs.
- The medical audit/survey is a comprehensive evaluation of MCP compliance. These audits/surveys function as the umbrella oversight of MCPs to determine if they are in compliance with their DHCS/MCP contract and/or Knox-Keene license, as applicable.
  - DHCS completes a full audit every three years, and key category audits during the other two years.
  - DMHC surveys MCPs every three-years.
- Audits/surveys consist of document reviews, verification studies, and interviews with MCP representatives.

DHCS Medical Audits: Medical Review Audits and Corrective Action Plan

DMHC Medical Surveys: Health Plan Compliance/Medical Surveys

Network Adequacy (20%)

- DHCS certifies MCP networks to the Centers for Medicare and Medicaid Services (CMS) on an annual basis through an Annual Network Certification (ANC). Components of the certification include:
  - Provider Ratios
    - Primary Care Providers per 2,000 Members
    - Physicians per 1,200 Members
  - Time and Distance
  - Timely Access
  - Mandatory Provider Types
  - Facility Site Reviews and Medical Record Reviews
  - Interpreter Services

Network Certification: 2020 ANC Assurance of Compliance- FIRST PAGE.pdf

Data Quality (20%)

- DHCS produces an encounter data grade, or GPA, on a quarterly basis through the Quality measures for Encounter Data (QMED) process.

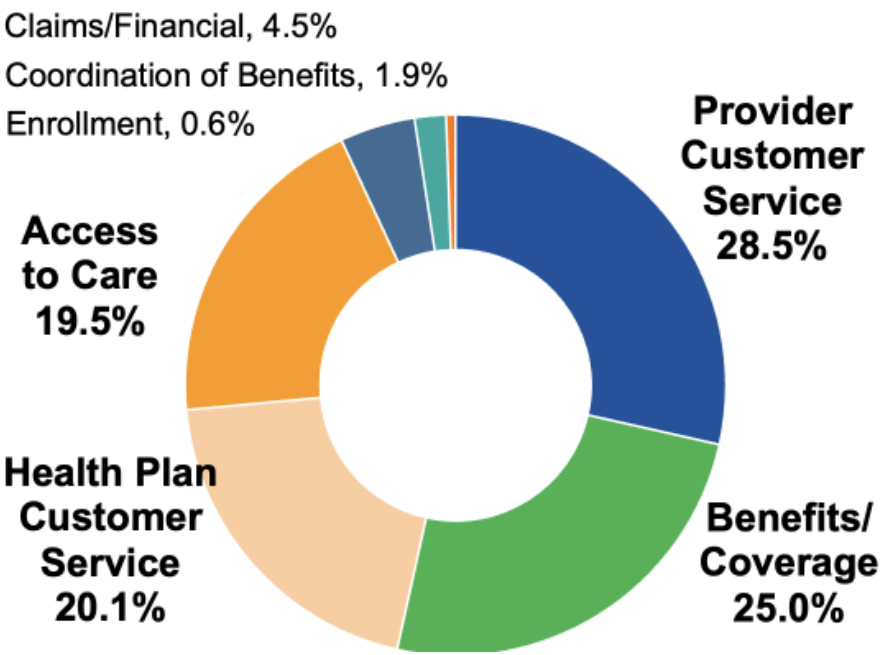
  - Comprised of approximately thirty measures across four domains – complete, accurate, reasonable, and timeliness, of the data.

Quality Measures for Encounter Data: Quality Measures for Encounter Data (ca.gov)

Proposed Medi-Cal Beneficiary Input Process for Sacramento County

Medi-Cal Beneficiary Input Gathered to Date

- Department of Managed Health Care Consumer Resolved Complaints (see right; January 2018 – August 2021, n=533)
- Beneficiary representatives and advocates on the Health Authority Commission and public commenters
- Consumer Protection Committee Survey



Need for Ongoing Medi-Cal Beneficiary Input

- **Sacramento is a diverse and evolving county**, and the needs and experiences of Medi-Cal patients may differ based on geography, culture, race/ethnicity, and other factors
- There is **a need to understand the current and future experiences** of Medi-Cal beneficiaries and families in an ongoing way.
- **Significant changes are expected** over the next 5-10 years as the State seeks to evolve our Medi-Cal program through the California Advancing and Innovating Medi-Cal (CalAIM) initiative, and other major initiatives impacting the delivery of health care to our state's most vulnerable residents.
- In relation to the Health Authority Commission's work, an ongoing stakeholder engagement process to **support our community's ability to conduct oversight and monitoring** of Medi-Cal Managed Care Plan performance may be desired.

A Potential Community-Based Approach for Ongoing Beneficiary Input*

Stipendiary Grants to Sacramento CBOs for Beneficiary Support	• Strengthen local organizations supporting Medi-Cal beneficiaries • Ensure broad beneficiary participation
Sacramento County Beneficiary Support Toolkit	• Ensure resources and information are available and accessible • Provide actionable information to beneficiaries & CBO staff
Beneficiary Key Informant Interviews/Focus Groups with Trusted Messengers	• Work with local trusted CBOs • Opportunity to lift up issues specific to vulnerable populations like Foster Youth
Direct Beneficiary Surveys	• Hear directly from beneficiaries • Supported by Trusted Messengers/CBOs

*Approach TBD depending on funding

Why This Approach?

Benefits of this approach include:

- **Building Capacity:** This approach seeks to work with CBOs and local advocacy groups to support beneficiaries to share their experiences, building their capacity along the way through fiscal and programmatic supports.

- **Providing Education:** It is presumed that, as part of this work, challenges and needs will be identified that will be addressed through changes at the County and State levels longer term. Our proposed approach would provide a forum to ensure key groups understand critical changes impacting Medi-Cal beneficiaries and families, in addition to building stronger local relationships.

- **Ensuring Strong, Timely Feedback Loops:** It would also serve to create a forum for advocates and community-based, trusted messengers to engage in and share feedback about local Medi-Cal health care access and benefits-related issues. This level of information would supplement the consumer satisfaction and grievances data collected by the State.

Next Steps for a Smooth Transition and Improved MCP Performance

- Identify and Track Key Metrics (County and Health Authority Commission)
- Provide Feedback to DHCS to Inform Transition Plan
- Implement Strategy for Collecting Beneficiary Input
- Establish Plan for Ongoing Communication and Updates to Board and other Stakeholders

From: Evans. Florence
To: Snow. Ashley; Bishop. Amanda; Munoz. Alma
Cc: Thomas. Clarice
Subject: RE: Draft Letter to DHCS - Managed Care Procurement
Date: Tuesday, December 7, 2021 8:24:12 AM
Attachments: Board Letter to DHCS - Managed Care Procurement 12.3.21.docx
image001.png

For the record 12/8 with attachment.

F. Evans
Clerk of the Board Office

From: Kothari. Chevon <kotharic@saccounty.net>
Sent: Monday, December 6, 2021 3:27 PM
To: Serna. Phil <SernaP@saccounty.net>; Kennedy. Patrick <KennedyP@saccounty.net>; Desmond. Rich <desmondrf@saccounty.net>; Frost. Sue <frostsu@saccounty.net>; Nottoli. Don <nottolid@saccounty.net>
Cc: Wagstaff. Bruce <WagstaffB@saccounty.net>; Gorre. Michelle (DHS) <GorreMi@saccounty.net>; Edwards. Ann <EdwardsAnn@saccounty.net>; Riley. Keaton <RileyK@saccounty.net>; McCarthy-Olmstead. Vanessa <McCarthy-OlmsteadV@saccounty.net>; Sloan. Rebecca <SloanR@saccounty.net>; Hedges. Matt <hedgesm@saccounty.net>; Evans. Florence <Evansf@saccounty.net>
Subject: RE: Draft Letter to DHCS - Managed Care Procurement

Apologies for a typo below that could change the meaning….

Chevon Kothari, Director
Department of Health Services | County of Sacramento
7001-A East Parkway, Suite 1000 | Sacramento, California 95823
Tel (916) 875-2002 | Fax (916) 875-1283
KothariC@saccounty.net

SACRAMENTO COUNTY

From: Kothari. Chevon
Sent: Monday, December 6, 2021 3:08 PM
To: Serna. Phil <SernaP@saccounty.net>; Kennedy. Patrick <KennedyP@saccounty.net>; Desmond. Rich <desmondrf@saccounty.net>; Frost. Sue <frostsu@saccounty.net>; Nottoli. Don <nottolid@saccounty.net>
Cc: Wagstaff. Bruce <WagstaffB@saccounty.net>; Gorre. Michelle (DHS) <GorreMi@saccounty.net>; Edwards. Ann <EdwardsAnn@saccounty.net>; Riley. Keaton <RileyK@saccounty.net>; McCarthy-Olmstead. Vanessa <McCarthy-OlmsteadV@saccounty.net>; Sloan. Rebecca <SloanR@saccounty.net>; Hedges. Matt <hedgesm@saccounty.net>; Evans. Florence <Evansf@saccounty.net>
Subject: Draft Letter to DHCS - Managed Care Procurement

At our 11/2 Board meeting re: the Health Authority Commission and the Managed Care Procurement, the Board voiced an interest in writing a letter to the California Department of Health Care Services regarding the County's desire to ensure that Medi-Cal beneficiaries are **not** negatively impacted as a result of the procurement process.

I have drafted a letter based on your initial input, however, I do not intend to finalize until after the Board meeting on December 8th where this issue will be discussed again. This will allow us to capture anything else that you would like to address in the letter.

Please note this is a draft and I am happy to take input or make edits on your behalf.

In the interest of time, I did not intend to share this letter during the Board presentation on 12/8, however will have it with me in case you want me to pull it up on the overhead for any reason.

Thank you,
Chevon

Chevon Kothari, Director
Department of Health Services | County of Sacramento
7001-A East Parkway, Suite 1000 | Sacramento, California 95823
Tel (916) 875-2002 | Fax (916) 875-1283
KothariC@saccounty.net

SACRAMENTO COUNTY

To: Director Michelle Baass, California Department of Health Care Services

From: Sacramento County Board of Supervisors

December XX, 2021

We are writing this letter to provide input into the upcoming statewide Medi-Cal Managed Care Procurement process, being undertaken by the Department of Health Care Services (DHCS). The Sacramento County Board of Supervisors prioritizes the health and well-being of all of our County residents. As you are aware, we have been concerned about the health outcomes for our Medi-Cal beneficiaries for many years and have engaged with the State to ensure we are able to have more local control and hold our Medi-Cal Managed Care Plan partners accountable for ensuring quality healthcare for all beneficiaries. In recent months, we have heard the following concerns from local stakeholders, patient advocacy and chronic disease groups, and Medi-Cal beneficiaries:

- Concerns that reduction of 5 plans to 2 plans will result in fewer Medi-Cal providers in the County, and as a result, loss of access to critical services;
- Concerns that fewer plans mean less patient choice, and as a result, reduced access;
- Concerns about disruption to care and challenges for patients navigating new delivery systems and providers as a result.

Although we recognize the Medi-Cal Managed Care Procurement is a necessary step for the State to take in order to address concerns and renegotiate contract terms with the Plans, we want to strongly express our following concerns, many that were raised by local stakeholders. It is our hope that DHCS will take these into account as the process moves forward.

- **Timeline:** Although we recognize we are unable to influence the State's timeline at this point in the process, we want to express the challenges associated with conducting a meaningful community engagement process, given all of the competing demands with CalAIM, COVID-19 Response and other efforts underway by the State. The tight timeframe has been a significant limiting factor in terms of being able to have community conversations on the potential impacts of proposed changes, resulting in significant confusion and lack of understanding by stakeholders.
- **Provider and Network Adequacy:** Beneficiaries are already expressing a difficult time accessing services. Although we understand the State has issued requirements on network adequacy, we are asking that the State pay particular attention to ensuring that the Plans who continue to operate in Sacramento County have built effective networks to serve the beneficiaries assigned to them, as well as put monitoring and protective measures in place.

DRAFT

- **Smooth Transition:** We want to ensure that no beneficiary falls through the cracks during this transition. Hundreds of thousands of beneficiaries in Sacramento County will be impacted by this transition. There is a critical need for the State to ensure MCPs provide robust outreach and support, including warm handoffs, to beneficiaries to help them smoothly navigate the transition between the existing and remaining Managed Care Plans so no one goes without essential quality care.
- **Plan Supported Projects and Community Investments:** The five Managed Care Plans in our Geographic Managed Care model have all made significant investments in special and critical community projects. These projects are at risk of losing resources and support when those Plans who are not selected transition out of the network. We ask that as part of the transition process, these projects are considered for bridge funding by the state or by the remaining MCPs so they are not forced to discontinue their services.
- **State Engagement with Counties:** We ask that the DHCS be proactive in your engagement with Counties – to listen to the unique needs of the localities while making decisions on behalf of the Counties. Although the letter of support process is one mechanism for doing this, we ask that that DHCS take the time to engage and understand the impact of these decisions during this process will have on each county's beneficiaries and providers, and share those considerations so that everyone has a shared understanding of the rationale. In the absence of this information, speculation and misinformation is spreading about the potential impacts of Medi-Cal MCP reprocurement.

We appreciate your consideration of our input and look forward to future communication with DHCS about this important issue. Please reach out to our Director of Health Services, Chevon Kothari (KotharC@saccounty.net) with any questions you may have.

Sincerely,

Supervisor Sue Frost

Chair, Sacramento County Board of Supervisors

DRAFT

From: Mohammad Kabbesh CA-Sacramento
To: Clerk of the Board Public Email
Subject: comment re Board meeting December 8 , agenda item 2
Date: Monday, December 6, 2021 6:13:14 PM

EXTERNAL EMAIL: If unknown sender, do not click links/attachments.

Dear County Staff and supervisors , I'm a resident of District 3 represented by Mr Desmond and work in health care

I want to thank you for the effort of keeping all our residents safe in this time and also complement Dr Kassyrie for her tireless efforts , I had the Honor of seeing first hand her dedication to the health of our county residents and great leadership of the department

thank you and happy Holidays

Mohammad Kabbesh, MD
MMG Infectious Diseases
3939 J st , Suite 320
Sacramento CA 95819
P: 916 733 5995
F: 916 281 3862
Caution: This email is both proprietary and confidential, and not intended for transmission to (or receipt by) any unauthorized person(s). If you believe that you have received this email in error, do not read any attachments. Instead, kindly reply to the sender stating that you have received the message in error. Then destroy it and any attachments. Thank you.

From: Rachel Robitz
To: Clerk of the Board Public Email
Subject: Public comment - Dec 8th meeting Item #2
Date: Tuesday, December 7, 2021 3:38:42 PM

EXTERNAL EMAIL: If unknown sender, do not click links/attachments.

Dear Sacramento County Board of Supervisors,
Thank you for accepting input regarding our experience working with medi-cal. I am a Family Medicine and Psychiatry physician who sees patients on medi-cal here in Sacramento county in multiple settings. I currently have a student working with me who is visiting from another state. Today at the end of a busy clinic she said "Dr. Robitz, can I ask you a quick question? In other places that you've worked have you seen so much importance placed on what kind of insurance someone has?" I explained to her that having worked in other states and another county in California, no I had not. She reflected on the fact that for every patient encounter we have a discussion about what kind of insurance someone has and how that impacts their care, and this is different from experiences she's had in other places. She is exactly right, as a provider who predominately treats patients with medi-cal, I am acutely aware of the differences between medi-cal plans and the way that medi-cal networks impact the quality of care which my patients receive. I could go on and on with examples of how my patients have been impacted by which type of medi-cal coverage they have, but I want to end with one example of how inadequate network coverage and poor quality of specialty care has impacted one of my patients. I have a patient who I have been seeing for roughly 5yrs. She has given me permission to share her story. When I first met her, she had just had a shoulder replacement. She continued to complain of pain following the shoulder replacement, so I sent her back to see the surgeon. The surgeon said that there was nothing wrong. The patient continued to suffer and developed frozen shoulder, a condition where one cannot move their arm more than a little bit. We were unable to do anything else until a couple of years later when the patient switched her health insurance to a different medi-cal HMO. With this new insurance plan she was able to see a new surgeon. She saw the new surgeon who informed the patient that the initial surgeon had used the wrong sized shoulder replacement. They did a new shoulder replacement for her with appropriately sized hardware, but because the appropriate care had been delayed for so long, she still has frozen shoulder and has little use of that arm. Which medi-cal HMO a patient has should not impact the quality of care they receive. Which medi-cal HMO a patient has should not impact their ability to use one of their limbs. Please remember my patient as you make your decision about the oversight and accountability of medi-cal plans in Sacramento County.

Thank you,
Dr. Rachel Robitz

From: Zach Holt
To: Clerk of the Board Public Email
Subject: Agenda item #2 on Meeting 12/8
Date: Tuesday, December 7, 2021 9:00:12 PM

EXTERNAL EMAIL: If unknown sender, do not click links/attachments.

Dear County Board Members,

I am writing to urge you to move **away** from the GMC model plan. I am a primary care physician practicing in Sacramento County. The following is a patient story that is pertinent to this argument.

For the last 11 years, I have taken care of a patient with a progressively disabling condition, as well as many other issues like diabetes and chronic pain. She is currently bed-bound and totally dependent on her family and a feeding tube to survive. She recently had a prolonged hospitalization for Covid-19, and was discharged to a rehab facility in another county to complete her recovery. When she finally returned home, she discovered that her GMC Medi-Cal had been changed from a plan my medical group contracts with to one it does not. Because of this administrative change, this woman who has been a patient of my clinic and health system for over a decade is stuck waiting, leading to delay in crucial care, like tube-feed refills, medication management, and timely follow-up. We are trying to remedy this through an exemption, but (1) exemption requests are often denied even in cases like this and (2) she is more likely than not to end up in the hospital again while waiting.

The GMC system leads to terrible patient care. This isn't the system that any of us would choose for ourselves or our families. Please do the right thing for our patients and get away from this awful system. You'll save lives if you do.

Sincerely,

Zach Holt, M.D.

From: Melody Tran
To: Clerk of the Board Public Email
Subject: Managed Medi-Cal Procurement Update - SUPPORT
Date: Tuesday, December 7, 2021 9:50:19 PM

EXTERNAL EMAIL: If unknown sender, do not click links/attachments.

RE: Managed Medi-Cal Procurement Update
Meeting date 12/8/21, agenda item #2

Dear Board of Supervisors,

I am a primary care physician practicing in a safety network clinic in Sacramento for the last 7 years and solely see patients with Medi-Cal or no insurance. My family and I are residents of District 3.

I strongly support the efforts to increase oversight and accountability over Medi-Cal managed care plans in Sacramento County, including the effort to reduce the total number of managed care plans available.

For my patients, having five or more plans to choose from does not result in more access or better choices. Instead it has had the reverse effect, with limited access to necessary specialists and added confusion on how to navigate an already increasingly complex medical system. Patients on Medi-Cal are among the most vulnerable and underserved of our community. We need to reduce barriers to improve their health, not add to them. **All Sacramento County residents deserve equitable access and care – and effective systems that support them in building healthy and meaningful lives.**

I have seen firsthand the detrimental health consequences that patients suffer in this labyrinth of managed Medi-Cal plans. One of my patients had advancing chronic kidney disease and was nearing the point of needing dialysis. Starting dialysis is a long process that requires procedures for dialysis access, finding an available dialysis center, and securing transportation. As he was in the middle of this process with his nephrologist, his managed Medi-Cal plan changed unexpectedly and he now had to establish with a new contracted nephrologist. Furthermore, he would now have to receive dialysis OUTSIDE Sacramento County as that was where his new nephrologist practiced. Since he relied on public transportation, it would not be feasible for him to travel outside of the county three times weekly to receive his necessary dialysis, so he underwent the process of switching back his managed Medi-Cal plan which took another month. This is one of many delays in patient care that could result in life threatening conditions. Had the patient needed dialysis initiated urgently, he would need to be admitted to the hospital.

Another one of my patients suffered a catastrophic stroke in his 30s due to a rare condition,

and could not access rehab services for nearly 6 months following the stroke. This resulted in lost days of employment, as well as significant delay in his recovery. He was the sole breadwinner for his family with 4 young children, and this forced his wife to manage both the family's finances while also serving as his caregiver.

The Managed Medi-Cal system in Sacramento is not equitable, and disproportionately impacts communities of color. Furthermore, the broken system causes healthcare providers to become frustrated and seek employment elsewhere. We need to do better for every person in our community, and the healthcare providers who care for them. Together, we can build a healthier community for everyone.

I urge you to take action now to improve Medi-Cal Services in Sacramento County by increasing oversight over Medi-Cal managed plans, including the effort to reduce the number of plans available to reduce fragmentation of patient care.

Sincerely,
Melody Tran-Reina, MD
Primary Care Physician
Resident, District 3

From: Sharad Jain
To: Clerk of the Board Public Email
Subject: written comment for BOS meeting 12/8/21
Date: Tuesday, December 7, 2021 11:04:31 PM

EXTERNAL EMAIL: If unknown sender, do not click links/attachments.

Please see comment below for the Sacramento County Board of Supervisors meeting on December 8, 2021. This comment pertains to agenda item #2, Managed Care Procurement Update (Health Services)

I am writing to express my strong support for the recommendations of the Sacramento Health Authority to reduce the number of managed care plans in Sacramento and to provide greater oversight to a smaller number of plans. As a primary care physician at the Sacramento County Health Center, I have seen firsthand the fragmented care that is a direct consequence of the current GMC structure, thereby resulting in our patients receiving substandard care due to structural issues. Patients are frequently shuffled from one plan to another, which can result in a new medication formulary plan and a new set of specialists, thereby reducing timely access to quality care. It comes as no surprise that the quality metrics for Sacramento's Medi-Cal program was among the lowest in the State in a report commissioned by the California Healthcare Foundation. I previously practiced in the San Francisco safety net whose Medi-Cal system was organized with the two-plan model. There I had felt that the care we provided to our patients with Medi-Cal was vastly superior to what is offered in Sacramento. As a provider, it is challenging and disheartening to practice in the Sacramento safety net. We can do better for our patients, and we can start to improve the care we provide by reducing the number of managed care plans in the county. I strongly urge the Board of Supervisors to support the reduction of health plans in Sacramento and to insist on greater oversight by the Sacramento Health Authority.

Sharad Jain, MD

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From: Kirti Malhotra
To: Clerk of the Board Public Email
Subject: Public comment - Dec 8th meeting Item #2
Date: Wednesday, December 8, 2021 10:56:41 AM

EXTERNAL EMAIL: If unknown sender, do not click links/attachments.

Dear County Board of supervisors,

I am an Internal Medicine physician who works as a primary care provider for Medi-Cal patients in the Sacramento County every day. I strongly support Sacramento County's efforts to reduce the number of managed Medi-Cal plans and increase accountability over the Medi-Cal managed care plans.

Thank you for creating this forum for providers to share their experiences with Medi-Cal patients. I have seen the costs of multiple Medi-Cal managed care plans in Sacramento County -- this has led to fragmentation of care without improving health outcomes. Multiple Medi-Cal managed care plans in Sacramento County has led to fragmentation of care without improving health outcomes.

I have numerous stories of patients suffering because of the confusing Sacramento County's Medi-Cal system that often fails the most vulnerable. My patients, many of whom are non-native English speakers, often have to jump through numerous hoops to see providers and get needed medical care. This leads to debilitating consequences of preventable diseases. One of my patient's orthopedic specialist referral for a long-standing spinal injury was denied due to lack of a recent MRI. In addition, the MRI was denied as 'there [was] no medical need for the MRI.' Finally, after writing an appeal letter to the plan, I was informed that we would have to wait 6 weeks for a decision. The patient's care was delayed for months as the patient and I tried to navigate this confusing landscape of requirements, so she could see the orthopedic specialist. My patient continued to suffer during this time. One of my other patients could not see a Physical Therapist for months after a stroke as none of the Physical Therapists contracted under their managed Medi-Cal plan were accepting new patients. I wish I could say these stories were an exception. Unfortunately, they are not. The current system does not work for our patients, and leads to debilitating consequences causing poor quality of life outcomes.

We must do better for our patients. Sacramento County residents deserve an effective Medi-Cal system that supports them and improves health outcomes.

I strongly support the direction of Sacramento County and the new Sacramento Health Authority to increase oversight and accountability over the Medi-Cal managed care plans. Fewer plans will lead to less confusion and fragmentation, and improve care for the most vulnerable among us.

Thank you,
Kirti Malhotra, MD
Primary Care Physician

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From: Viviana Mendez
To: Clerk of the Board Public Email
Subject: Re: Meeting date 12/8/21 and agenda item number 2
Date: Wednesday, December 8, 2021 11:10:45 AM

EXTERNAL EMAIL: If unknown sender, do not click links/attachments.

Re: Meeting date 12/8/21 and agenda item number 2

I am a primary care physician in Sacramento County

I support the direction of Sacramento County and the new Sacramento Health Authority of increasing oversight and accountability over Medi-Cal managed care plans, including the effort to reduce the number and pick just the best plans. From my experience caring for Medi-Cal patients, Sacramento Medi-Cal managed health plans generally have poorer access to services and delays in care which leads to overall poorer quality of care.

Below is a patient example I would like to share:

This is regarding Mr. A a middle aged man who was hospitalized at a Sacramento hospital for chest pain/upper abdominal pain and difficulty breathing. He was found to have a mass in his lungs and was diagnosed with metastatic non-small cell lung cancer. The oncology team caring for him at the hospital was interested in starting immunotherapy treatments however this process is initiated in the clinic setting. So the patient was referred to the medical facility's oncology clinic upon hospital discharge. However, because the medical facility was not a contracted facility under Molina Medi-Cal managed care plan, the patient would not be able to follow with the oncology team managing him in the hospital. This is unfortunate because having to send out new referrals after seeing his primary care doctor and searching for the nearest contracting medical centers leads to delays in care. Ultimately this patient had to return to the hospital due to complications prior to oncology clinic follow up being arranged.

Most counties only have one or two Medi-Cal managed care plans, whereas Sacramento has several more. This does not appear to have resulted in better care. Rather it leads to more delays in care, gaps in access and overall confusion as to what services are available in the area and which medical centers contract with the different plans. Fewer plans does not mean fewer providers rather it would allow for holding plans to a higher standard, less fragmentation of care, less confusion for Medi-Cal patients, and a more holistic effort to provide health care.

From: Jim Keddy
To: Clerk of the Board Public Email
Subject: Public comment for item #2, Sacramento MediCal Managed Care
Date: Wednesday, December 8, 2021 11:29:03 AM

EXTERNAL EMAIL: If unknown sender, do not click links/attachments.

Dear Members of the County Board of Supervisors,

On behalf of Youth Forward, I'm writing to express our support for the direction of the new Sacramento County Health Authority in regard to increased oversight and accountability over MediCal managed care plans, including the effort to reduce the number of plans and to pick the best plans.

Sacramento MediCal managed care plans generally have poor quality and access scores. Now is the time to do something different and pick the best plans and hold them to a higher standard. I am not asking for one plan or a COHS, which would not be regulated by the Department of Managed Care.

Please support the recommendations of the Sacramento County Health Authority.

Youth Forward is a Sacramento-based youth advocacy organization. Many of the young people we work with are on MediCal and are poorly served by our current system. To improve care for low-income youth, we need fewer plans that are held to a higher standard.

Thank you for your consideration of this request.

Sincerely,

Jim Keddy
Executive Director
Youth Forward
--
Jim Keddy
Youth Forward
916-248-1706
he/him/his
www.youth-forward.org

From: Tiffany Wilson
To: Clerk of the Board Public Email
Subject: Item #2
Date: Wednesday, December 8, 2021 11:43:41 AM

EXTERNAL EMAIL: If unknown sender, do not click links/attachments.

I am emailing today to express my support for the new Sacramento Health Authority increasing oversight and accountability over Medi-Cal managed care plans. Sacramento's Medi-Cal managed care has lagged behind other neighboring counties for years. It is time for Sacramento County to pick the best plans and to hold those plans accountable to higher quality and standards of care. While the County may benefit from reducing the number of plans, it is unlikely that positive results will come from only providing one plan, or a County-Operated Health System.

Thank you in advance for your consideration of my comments.

Tiffany Wilson

COUNTY OF SACRAMENTO
CALIFORNIA

3

For the Agenda of:
December 8, 2021
Timed: 2:45 p.m.

To: Board of Supervisors

Through: Ann Edwards, County Executive

From: Amanda Thomas, Chief Fiscal Officer
Office of Budget & Debt Management

Subject: Results Of Public Opinion Survey Of County Residents And Recommended Fiscal Year 2022-23 Budget Priorities

District(s): All

RECOMMENDED ACTION

1. Receive a presentation on the results of the public opinion survey of County residents.
2. Approve recommended budget priorities to be used in the development of the FY2022-23 Recommended Budget.

BACKGROUND

On June 9, 2021, County staff presented, and the Board approved, a Community Engagement Plan for the FY 2022-23 budget in order to increase public engagement in and understanding of the County's budget, as well as to develop priorities for the County's budget that are based on public input.

To date, staff have implemented the following elements of the Community Engagement Plan:

- A "Budget in Brief" 8-page high-level summary of the County's budget is available on the County's website. This easy to understand document includes charts showing where the County's funding comes from and where it goes and includes operating budget summaries for each major functional area.

- A "Budget Explorer Tool" is also available on the County's website that allows users to drill down into the County's budget to see budget unit and expenditure type detail in a graphical format.

- Two virtual public budget workshops were held on October 27, 2021 in order to provide information about the County's budget and budget

process as well as an opportunity for the public to ask questions and provide input.

Another key element of the Community Engagement Plan was hiring a professional public opinion firm to conduct a scientific public opinion survey to determine residents' priorities for the County's budget.

In order to inform the development of survey questions, County staff engaged in efforts over the summer to understand potential priorities to test in the poll of County residents. County departments conducted outreach with the County's Advisory Boards and Commissions, on which almost 600 people serve. Each Board or Commission was given the opportunity to identify their top five priorities for the County's budget. All told, 59 boards and commissions provided responses, with key themes including affordable housing, homelessness, health and human services, safety, and parks and road infrastructure.

On October 5, 2021, the Board approved a contract award to FM3 Research (FM3) to develop a survey instrument and administer the public opinion survey. On October 20, 2021, the Board received a presentation from FM3 regarding the proposed survey methodology and topics and issues to be included in the survey questions.

Survey Methodology and Results

FM3 conducted the survey of adult residents of Sacramento County from October 27 through November 8, 2021. Surveys were conducted through telephone and online interviews with 1,153 respondents, compared to the target of 800 respondents, with a margin of sampling error of ±3.5% at the 95% confidence level. The survey was available in 10 languages, including English.

The survey questions and responses that provide the greatest insight into County resident priorities for the County's budget include those that asked about:

- Problems or concerns respondents would like to see the County address
- How important various aspects of life are to making the County a good place to live
- How satisfied respondents are to various services or programs offered by the County
- How respondents would allocate $100 over six broad areas of spending

The detailed survey results, including demographic and geographic characteristics of respondents, are included in the attached presentation. Key findings for purposes of recommending priorities for the FY2022-23 budget are summarized below.

Key Findings for Budget Priorities

Overall, homelessness is clearly the top concern facing County residents. When asked a completely open-ended question about the most important problem for the County to address, over 50% identified homelessness, with the next highest issue, at 13%, being the related problem of affordable housing/rent. In ranking a series of potential problems, 93% identified homelessness as an extremely or very serious problem, with the next highest issue being the cost of housing at 78%. Having low levels of homelessness was identified as the most important issue affecting quality of life in the County, with 91% rating it as extremely or very important, and this is also the area where residents are least satisfied, with 81% dissatisfied with the County's efforts to prevent homelessness. When asked how they would allocate $100, the mean score for "reducing homelessness" was $20.10, second only to public safety at $21.50.

These results are consistent with those of other recent outreach efforts, including the County's American Rescue Plan Act (ARPA) Community Needs Survey conducted in June 2021, which identified homelessness and housing as the top two community issues. Other recent input gathered from the County's advisory boards and through a survey of other local governments also identified homelessness as a major issue.

While homelessness stands out as the highest importance and lowest satisfaction issue in the survey of County residents, other related areas with both high importance and low satisfaction ratings include affordable housing, mental health services, and drug use treatment. While it is not surprising that homelessness was identified as the top concern among County residents, the survey results provide additional clarity regarding the severity of concern relative to other issues identified, with homelessness and related issues clearly being the most critical and urgent need.

Although clearly not as high a priority as addressing homelessness, the condition of streets and roads was identified as a top concern for all residents and is also the area where there is the greatest difference in results for unincorporated residents compared to those living in cities. Overall, roads/infrastructure ranked fourth, at 8% of responses, for the open-ended question about the top concern the County should address. While 57% of all respondents rated the condition of streets and roads as an

extremely or very serious problem, this figure was 64% for unincorporated residents. Similarly, unincorporated residents reported lower satisfaction with the condition of streets and roads, at 35%, compared to the 42% satisfaction in this area among all residents.

Recommended Budget Priorities

As part of the approved Community Engagement Plan, staff recommends that the Board approve priorities for the use of General Fund discretionary resources (discretionary revenues and Available Fund Balance) in order to guide development of the FY2022-23 budget. These approved priorities would be communicated to County departments to be used in the preparation of budget requests and would guide the County Executive's Recommended Budget for FY2022-23.

Before identifying priorities for funding new or enhanced programs in the FY2022-23 budget, the recommended priority framework first takes into consideration the County's compliance obligations and policy commitments, followed by the goal of maintaining existing budgeted service levels for County programs. Maintaining existing service levels will help ensure that the relative satisfaction expressed by County residents for many services provided by the County is not diminished.

We recommend that funding for new or enhanced programs be focused on the most critical and urgent needs and, based on the results of the resident survey and other feedback and input received, have identified the most critical Countywide and unincorporated focus areas.

Based on the framework described above, the recommended priorities for the use of General Fund discretionary resources in the FY2022-23 budget are:

1. Complying with the County's legal, financial, regulatory and policy obligations, including providing mandated services, ensuring collection of revenues, and complying with the General Reserves policy.

2. Maintaining existing service levels budgeted for County programs, improving effectiveness and efficiency where possible and limiting the extent to which reductions in categorical revenue are backfilled with discretionary resources.

3. Funding new or enhanced programs that focus on the most critical and urgent needs, with the following priority focus areas identified in a survey of County residents:

- A Countywide focus area of addressing homelessness and its impacts, including housing, mental health and substance use
- An unincorporated focus area of improving the condition of streets and roads

Although these priorities would apply specifically to discretionary resources, we will also consider the planned use of other more restrictive funding sources, for example, ARPA funds, when making recommendations for the identified priority areas. Additionally, we will continue to recommend that, to the greatest extent feasible, one-time funding sources be used only to fund one-time costs, with the goal of ensuring a structurally balanced budget.

FINANCIAL ANALYSIS

Although there is no direct financial impact associated with the recommended action to approve the FY2022-23 budget priorities, the FY2022-23 Recommended Budget will have a financial impact that is not yet known.

Sacramento County Resident Views of Budget Priorities

Key Findings of a Survey Conducted October 27-November 8, 2021

OPINION
RESEARCH
& STRATEGY

320-985

Survey Methodology

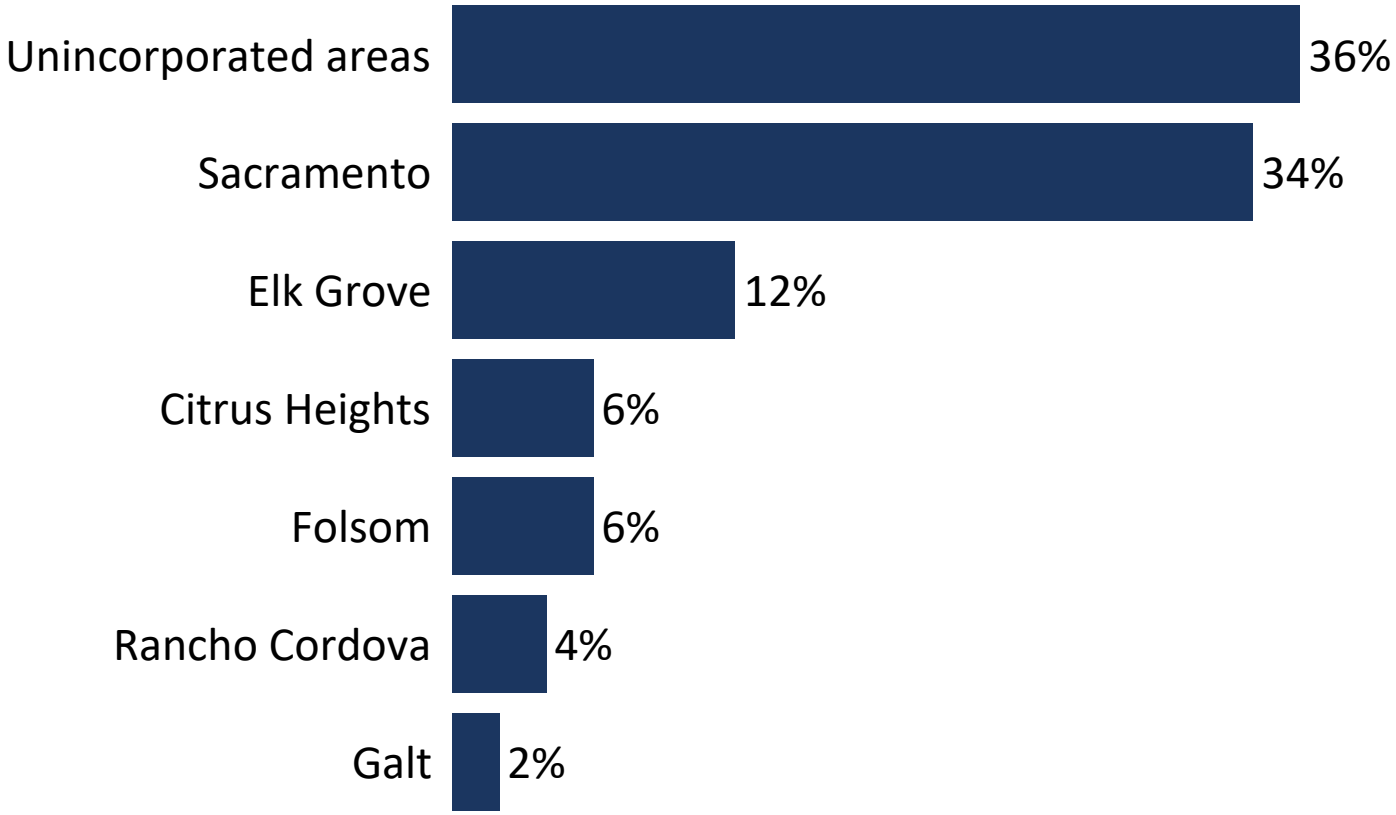
Dates	October 27-November 8, 2021
Survey Type	Dual-mode Resident Survey
Research Population	Adult Residents of Sacramento County
Total Interviews	1,153
Margin of Sampling Error	±3.5% at the 95% Confidence Level
Contact Methods	Telephone Calls; Email Invitations; Postcard Invitations; Text Invitations
Data Collection Modes	Telephone Interviews; Online Interviews
Languages	The survey was available in English, Spanish, Arabic, Chinese, Farsi, Hmong, Punjabi, Russian, Tagalog and Vietnamese

(Note: Not All Results Will Sum to 100% Due to Rounding)

Respondent Profile

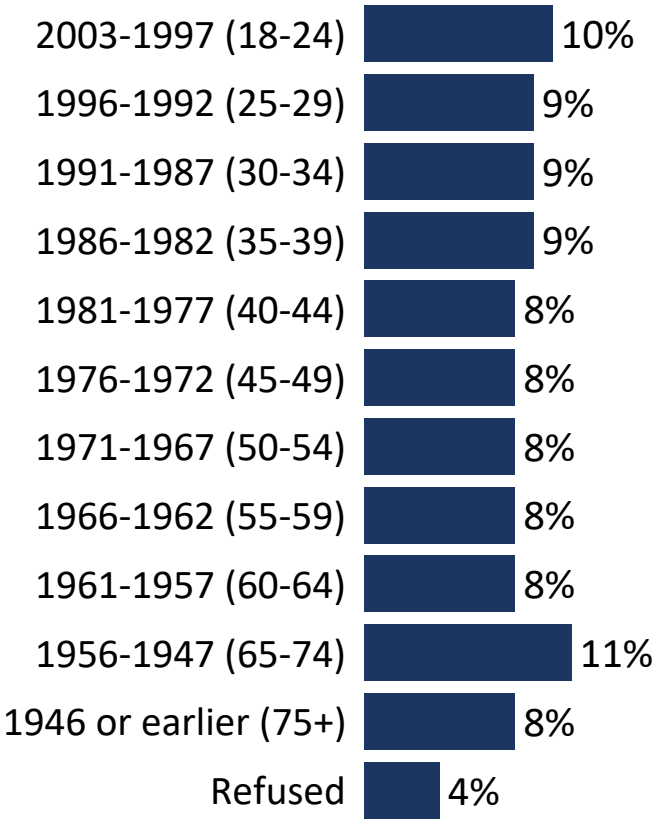
Residents are drawn from communities in proportion to the population.

Do you live in an unincorporated area outside of city limits, or in a city?

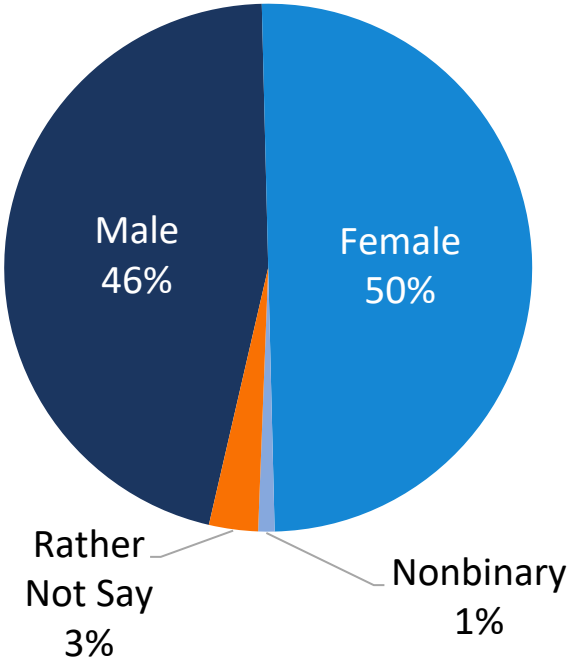


They also represent the county's adult population demographics by age and gender.

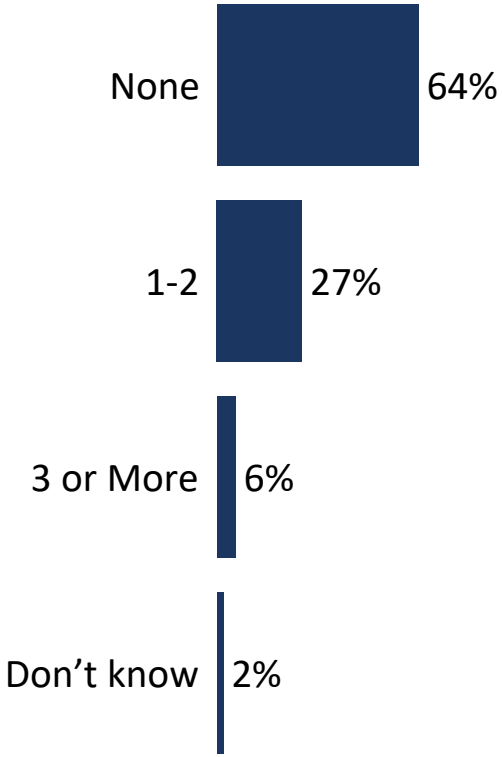
In what year were you born?



What is your gender?



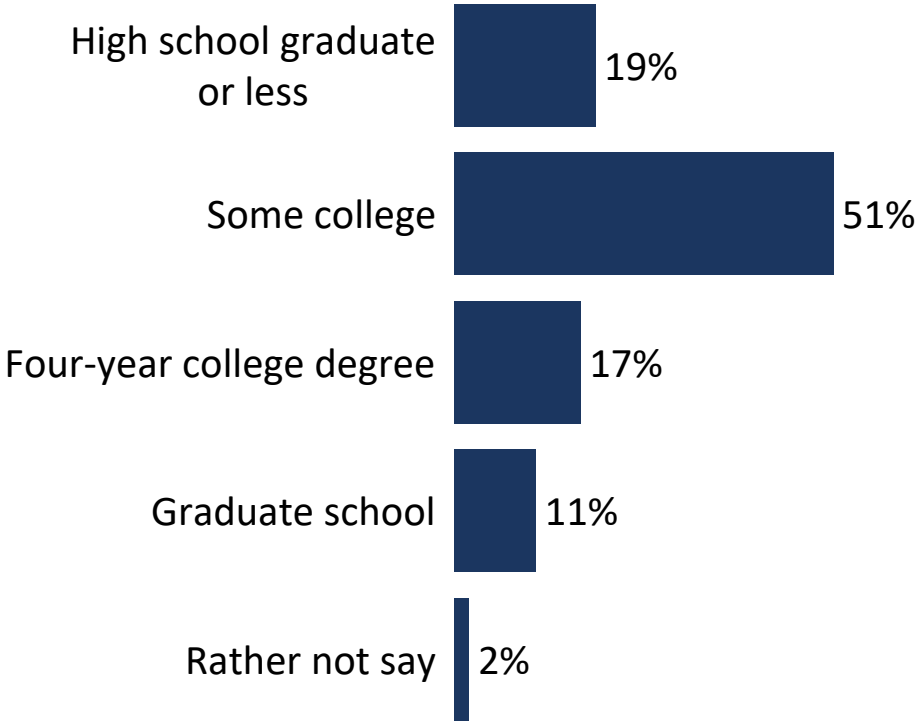
Do you have any children under the age of 19 living at home?



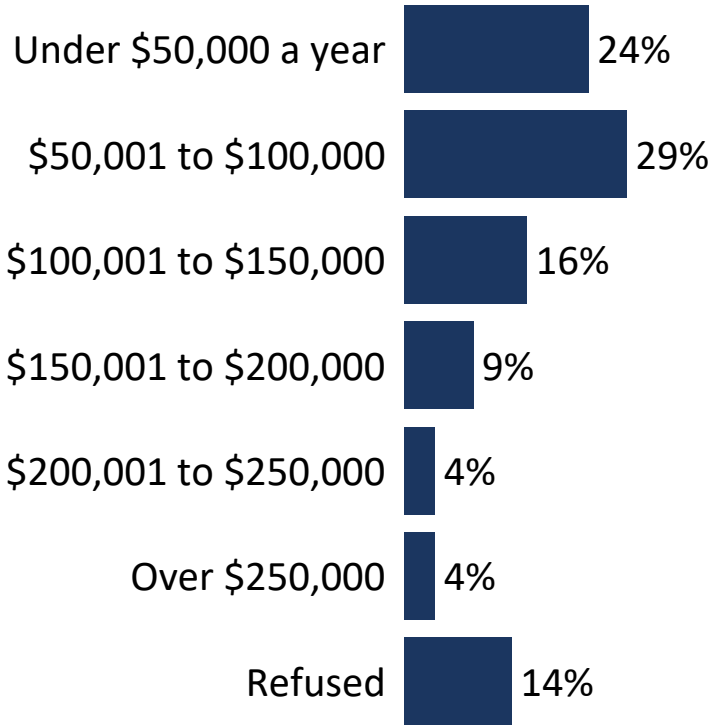
QD, QE & Q21.

Respondents come from a mix of educational backgrounds and household income.

Level of Formal Education



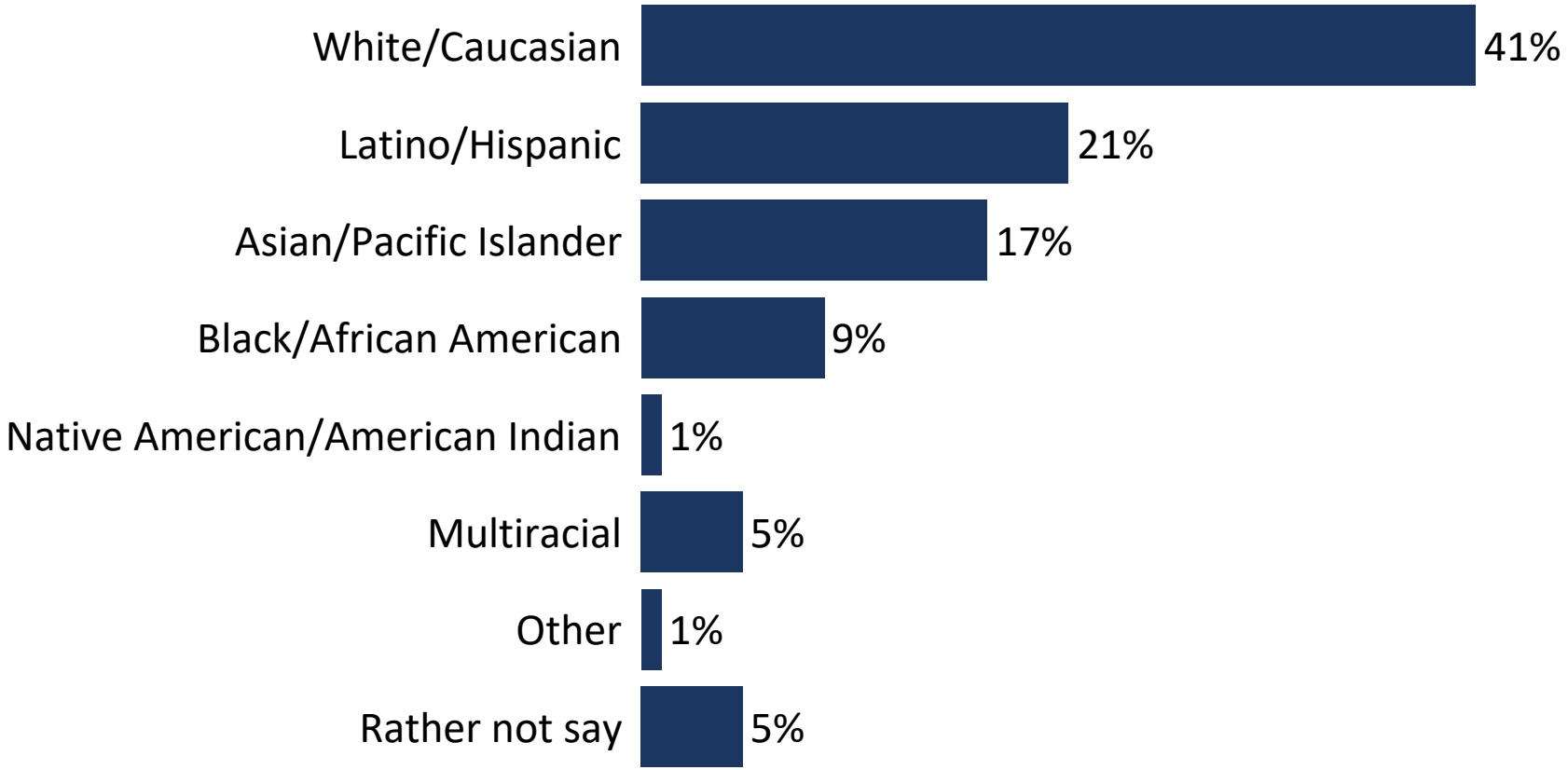
Household Income



QF. What was the last level of school you completed?
Q22. I don't need to know the exact amount, but I'm going to read you some categories for household income. Would you please stop me when I have read the category indicating the total combined income for all the people in your household before taxes in 2020?

More than half of respondents identify with a race or ethnicity other than white.

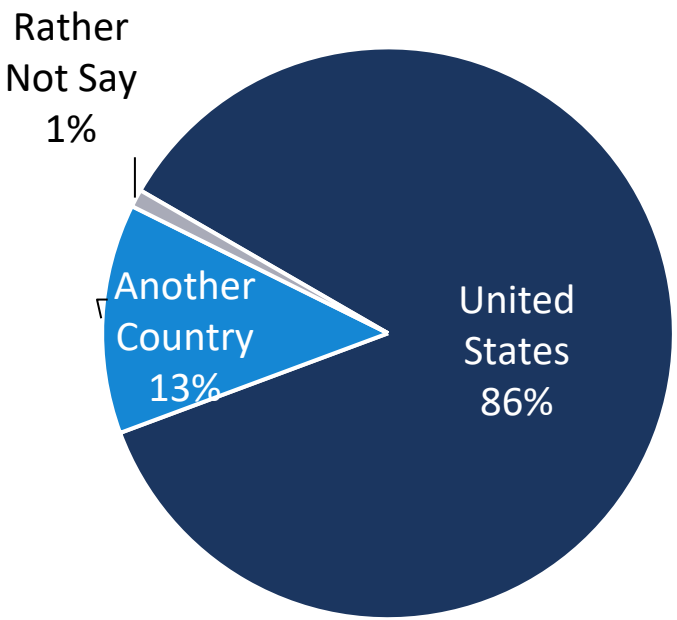
With which racial or ethnic group do you identify yourself: Latino or Hispanic, White or Caucasian, Black or African American, Asian or Pacific Islander, Native American or American Indian, multiracial, or some other ethnic or racial background?



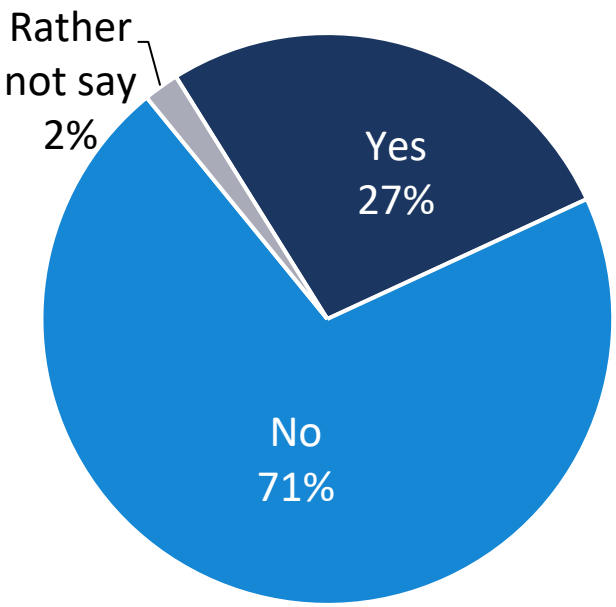
QG.

More than one-quarter of respondents say they speak a language other than English at home regularly.

And just to make sure we are representing County residents of all backgrounds in the survey, were you born in the United States, or another country?



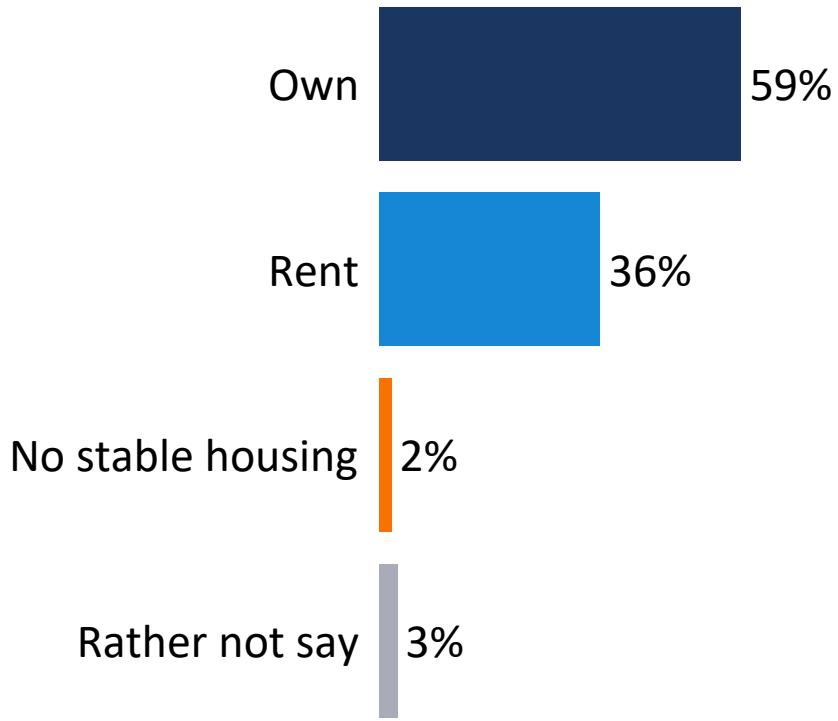
Do you regularly speak a language other than English at home?



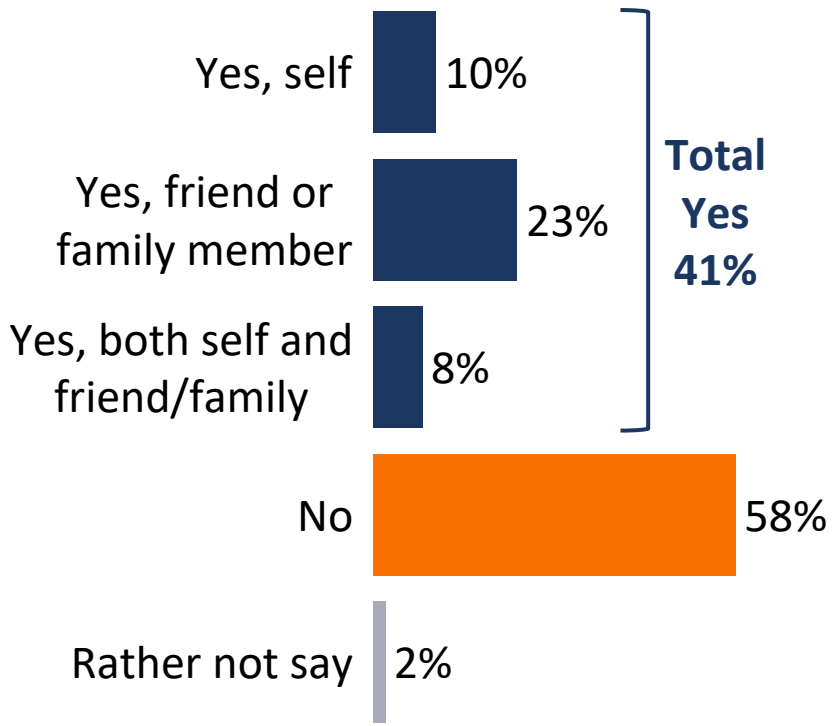
Q17 & Q18.

More than two in five have personally experienced homelessness or know someone who has.

Do you own your residence, rent your residence, or do you not have stable housing?



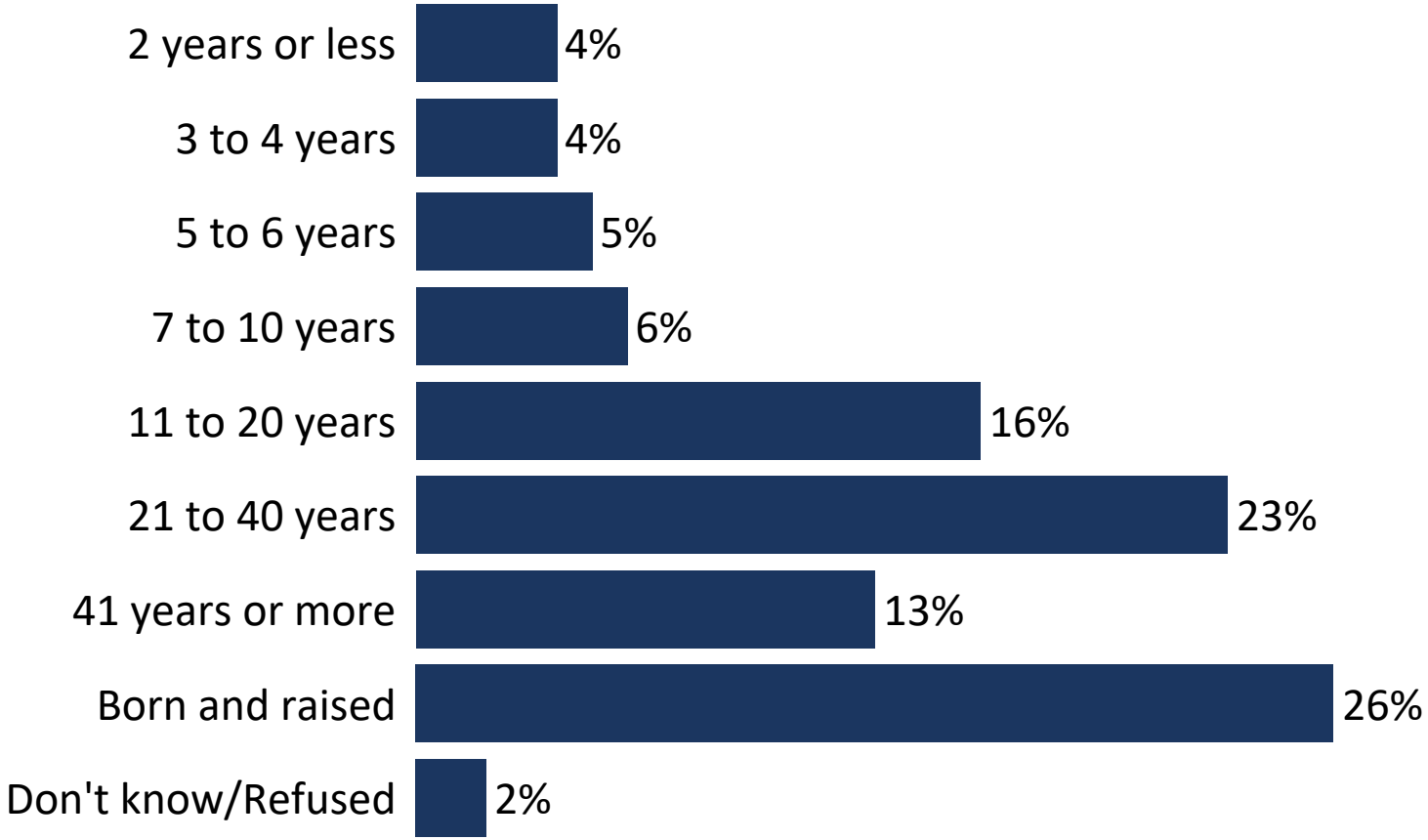
Have you or a close friend or family member ever experienced a period of homelessness?



Q19 & Q20.

Many respondents have lived in the County for more than 20 years.

Were you born and raised in Sacramento County?

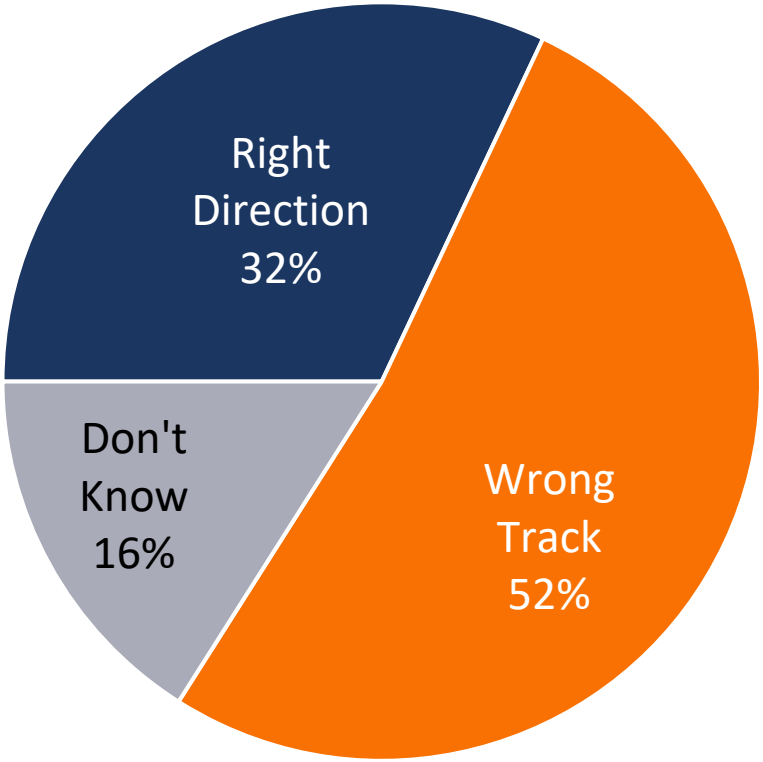


Q16.

County Context

A majority of respondents feel the county is off on the wrong track.

Would you say things in Sacramento County are going in the right direction, or are they off on the wrong track?

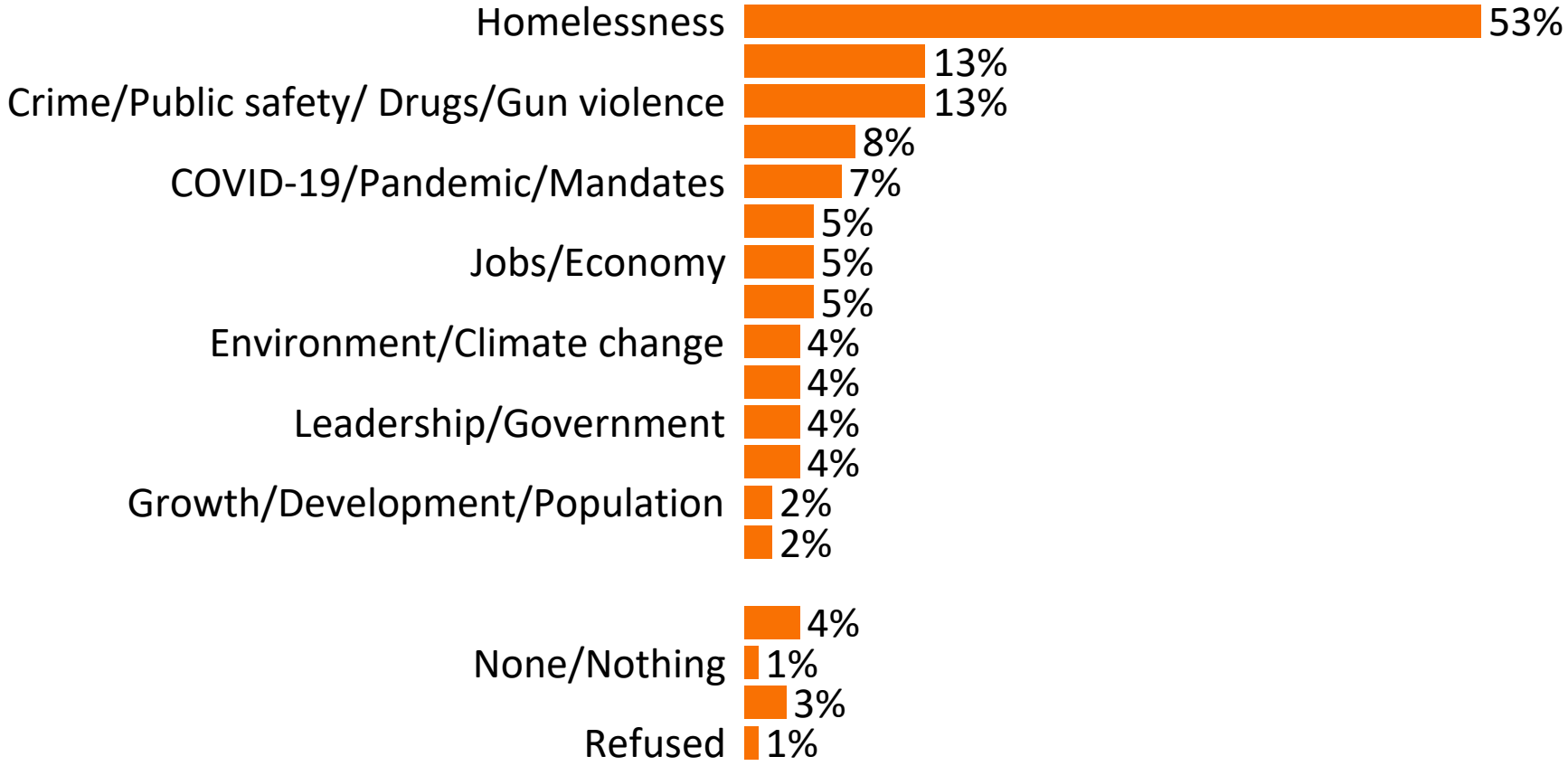


Q1.

The top concern they want the County to address, by far, is homelessness.

In a few words of your own, what is the most important problem that you would like Sacramento County government to address?

(Open-ended; Responses 2% and Above Shown)



Q2.

Verbatim Responses on Most Important Problem for Sacramento County to Address

Crime and homelessness.

Homeless population (help them, not harass them)! Repave the roads is second.

Water table, crime, road conditions.

My street which hasn't had any work other than the occasional pothole patch in over 30 years.

Homeless need housing.

The cost or renting and buying a home is unaffordable, especially for new home buyers.

Poverty: food insecurity, public transport, affordable housing, child care.

Get stricter about mask mandates and vaccination enforcement.

Homelessness. Improving police accountability.

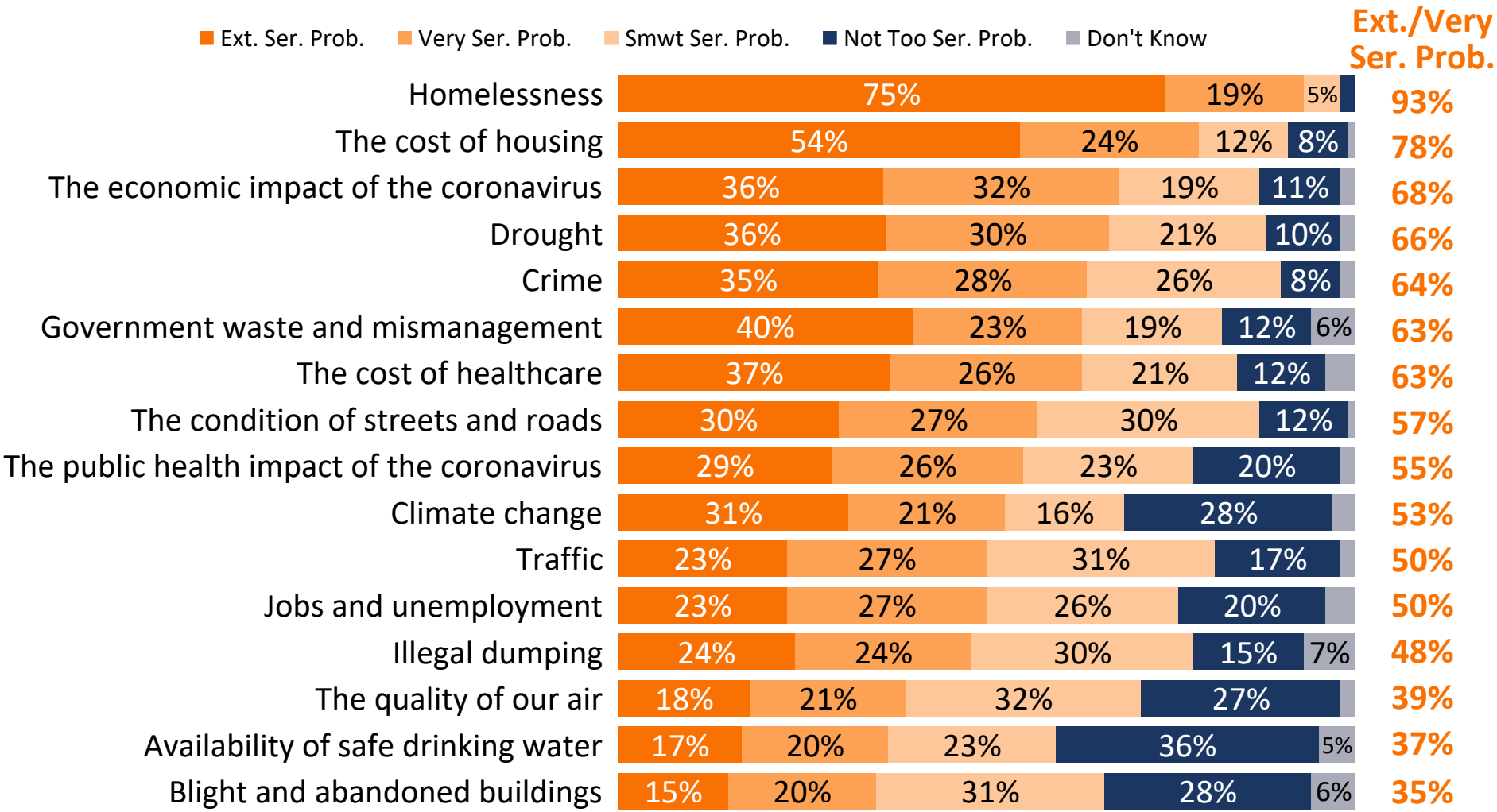
Reforming the sheriff's office culture. More non-uniformed mental health teams responding to police calls.

Public transit to greater areas of Sacramento.

Racism, and young Black men being killed.

Q2. in a few words of your own, what is the most important problem that you would like Sacramento County government to address?

Homelessness is nearly universally seen as a "very serious" problem, followed closely by housing costs.



Q3. I'd like to read you a brief list of issues that could be problems for people living in Sacramento County. Please tell me whether you personally consider it to be an extremely serious problem, a very serious problem, a somewhat serious problem, or a not too serious problem at all for people living in Sacramento County.

FM3 RESEARCH

Homelessness and housing costs are the top issues across racial and ethnic groups.

(Extremely/Very Serious Problem)

Issue	All Residents	Race/Ethnicity				
		White Residents	Latino Residents	African American Residents	Asian/ Pacific Islander Residents	*All Residents of Color*
Homelessness	**93%**	95%	93%	89%	92%	*92%*
The cost of housing	**78%**	75%	82%	83%	82%	*81%*
The economic impact of the coronavirus	**68%**	63%	70%	77%	69%	*71%*
Drought	**66%**	69%	65%	70%	61%	*64%*
Crime	**64%**	65%	67%	57%	58%	*63%*
Government waste and mismanagement	**63%**	63%	60%	73%	56%	*62%*
The cost of healthcare	**63%**	61%	69%	74%	65%	*67%*
The condition of streets and roads	**57%**	54%	62%	69%	49%	*58%*
The public health impact of the coronavirus	**55%**	47%	57%	75%	65%	*62%*
Climate change	**53%**	48%	53%	66%	63%	*58%*
Traffic	**50%**	49%	52%	53%	47%	*51%*
Jobs and unemployment	**50%**	43%	49%	58%	59%	*55%*
Illegal dumping	**48%**	45%	52%	54%	48%	*50%*
The quality of our air	**39%**	39%	40%	54%	33%	*40%*
Availability of safe drinking water	**37%**	32%	35%	54%	36%	*40%*
Blight and abandoned buildings	**35%**	34%	38%	42%	33%	*36%*

Q3. I'd like to read you a brief list of issues that could be problems for people living in Sacramento County. Please tell me whether you personally consider it to be an extremely serious problem, a very serious problem, a somewhat serious problem, or a not too serious problem at all for people living in Sacramento County.

FM3 RESEARCH

Street and road conditions are especially concerning in District 3.

(Extremely/Very Serious Problem)

Issue	All Residents	Board of Supervisors District				
		1	2	3	4	5
Homelessness	**93%**	96%	94%	92%	91%	93%
The cost of housing	**78%**	83%	81%	77%	76%	75%
The economic impact of the coronavirus	**68%**	71%	69%	68%	65%	67%
Drought	**66%**	70%	61%	72%	67%	61%
Crime	**64%**	64%	63%	63%	65%	64%
Government waste and mismanagement	**63%**	70%	58%	63%	66%	60%
The cost of healthcare	**63%**	70%	59%	64%	59%	66%
The condition of streets and roads	**57%**	52%	52%	70%	57%	54%
The public health impact of the coronavirus	**55%**	61%	60%	50%	45%	57%
Climate change	**53%**	61%	57%	51%	47%	48%
Traffic	**50%**	52%	55%	45%	46%	51%
Jobs and unemployment	**50%**	51%	51%	49%	48%	51%
Illegal dumping	**48%**	50%	47%	48%	45%	48%
The quality of our air	**39%**	40%	41%	35%	39%	39%
Availability of safe drinking water	**37%**	43%	38%	34%	31%	36%
Blight and abandoned buildings	**35%**	39%	37%	38%	35%	28%

Q3. I'd like to read you a brief list of issues that could be problems for people living in Sacramento County. Please tell me whether you personally consider it to be an extremely serious problem, a very serious problem, a somewhat serious problem, or a not too serious problem at all for people living in Sacramento County.

In homes where a language other than English is spoken, jobs are a slightly bigger concern.

(Extremely/Very Serious Problem)

Issue	All Res.	Language Other than English Spoken at Home		Tie to Homelessness		Residence	
		Yes	No	Yes	No	Homeowners	Renters
Homelessness	**93%**	94%	93%	95%	92%	93%	95%
The cost of housing	**78%**	81%	77%	83%	75%	72%	89%
The economic impact of the coronavirus	**68%**	72%	67%	70%	68%	63%	74%
Drought	**66%**	65%	66%	69%	65%	65%	67%
Crime	**64%**	62%	64%	64%	63%	68%	58%
Government waste and mismanagement	**63%**	57%	65%	66%	62%	65%	61%
The cost of healthcare	**63%**	65%	63%	68%	60%	60%	68%
The condition of streets and roads	**57%**	55%	57%	61%	54%	58%	56%
The public health impact of the coronavirus	**55%**	59%	54%	59%	53%	50%	63%
Climate change	**53%**	59%	51%	56%	51%	50%	57%
Traffic	**50%**	53%	49%	51%	49%	50%	51%
Jobs and unemployment	**50%**	55%	48%	55%	46%	45%	58%
Illegal dumping	**48%**	52%	46%	52%	45%	49%	47%
The quality of our air	**39%**	39%	40%	42%	38%	37%	44%
Availability of safe drinking water	**37%**	38%	36%	41%	33%	34%	39%
Blight and abandoned buildings	**35%**	36%	35%	39%	32%	36%	35%

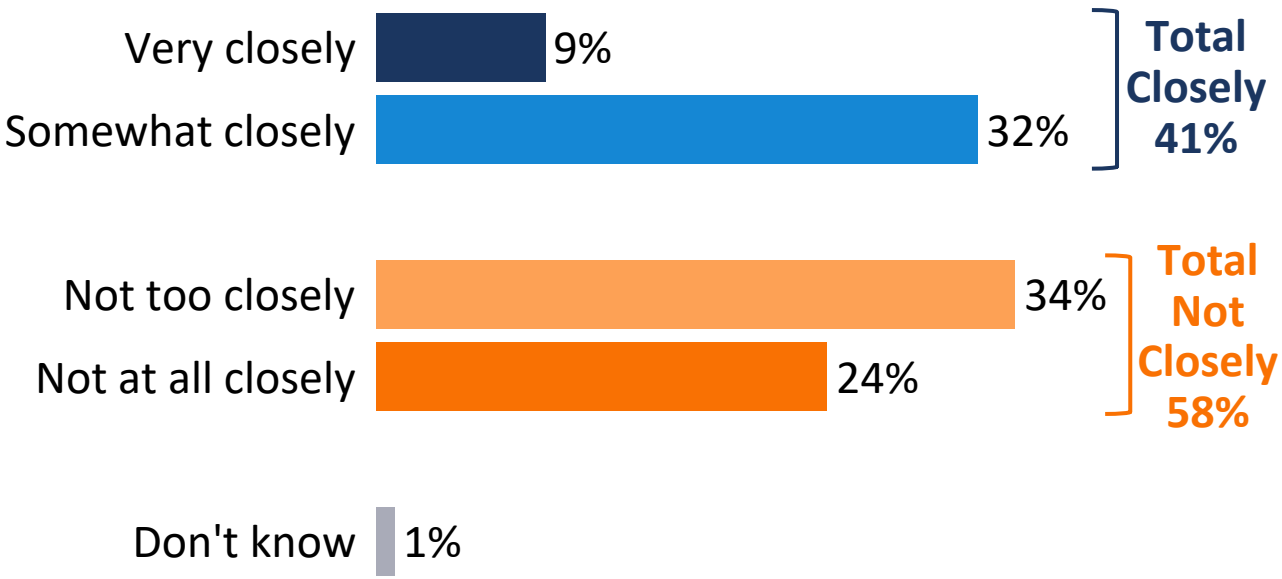
Q3. I'd like to read you a brief list of issues that could be problems for people living in Sacramento County. Please tell me whether you personally consider it to be an extremely serious problem, a very serious problem, a somewhat serious problem, or a not too serious problem at all for people living in Sacramento County.

FM3 RESEARCH

General Views of the Budget

Two in five residents say they follow the County budget at least "somewhat closely."

I am going to ask you some questions that deal with the Sacramento County budget. As you may know, Sacramento county government is responsible for providing health and human services to all residents of Sacramento County. In addition, in unincorporated areas outside of cities, the county provides residents with additional services that city governments provide elsewhere, like law enforcement and street and road maintenance. How closely do you follow issues related to the Sacramento County budget?

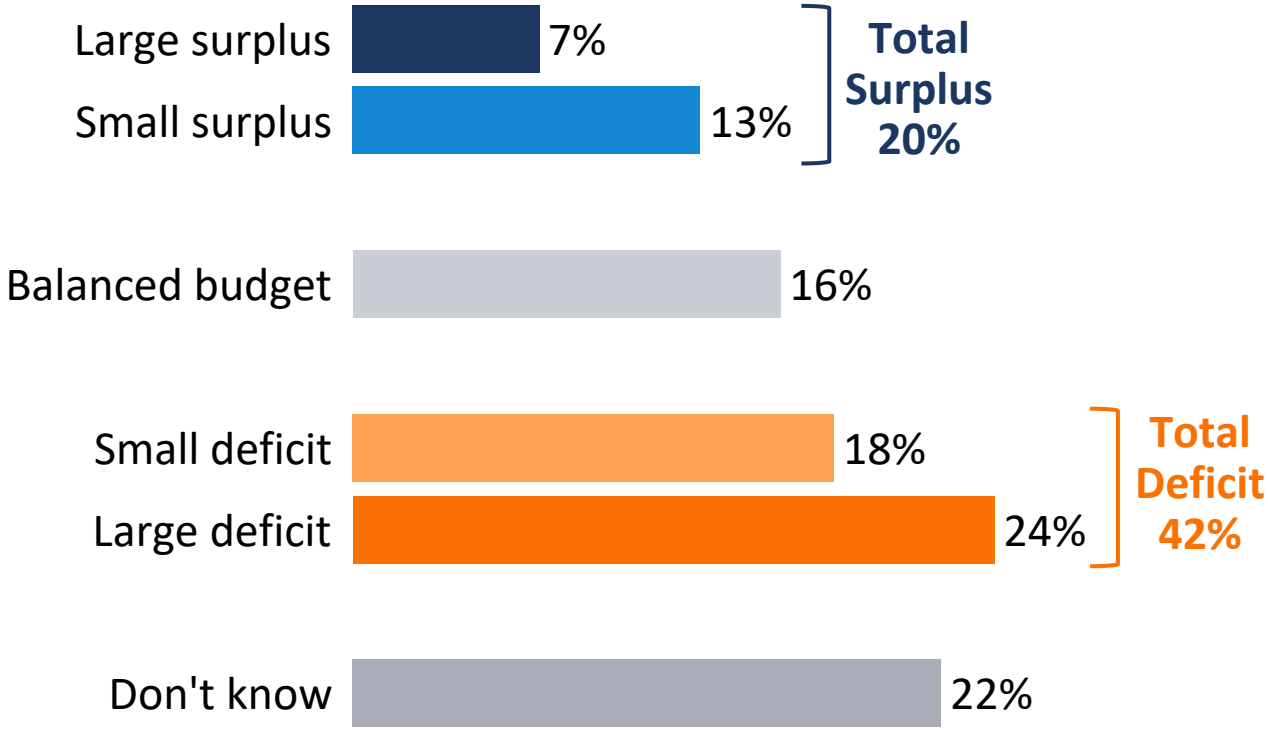


Those more likely to follow the budget closely include Latinos and women ages 50 and over, and people who have lived in Sacramento County 41+ years.

Q4.

Among those with an opinion on the budget, most assume the County has a deficit.

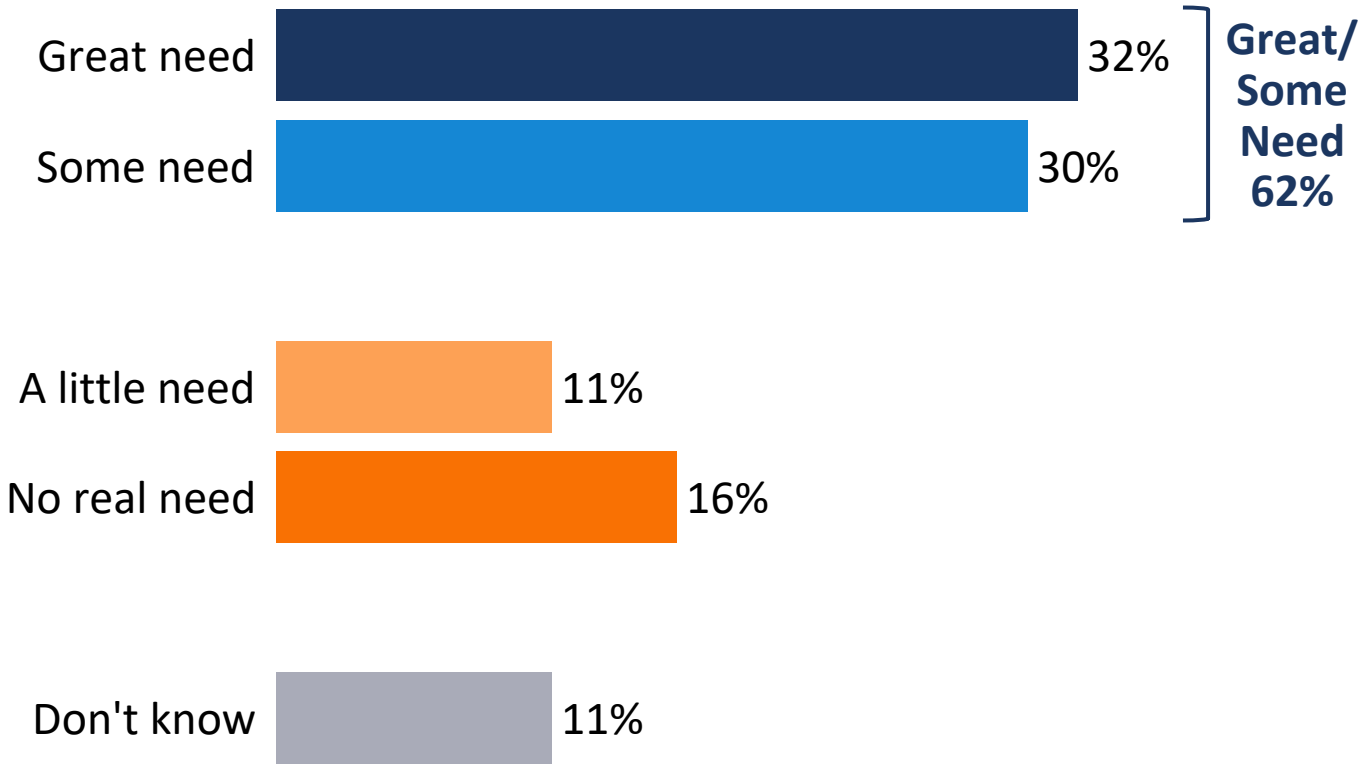
Thinking about this upcoming few years, do you think that Sacramento County will start its budget process with a budget surplus, a balanced budget, or a budget deficit?



Q5.

Three in five see a need for "great" or "some need" for new funding in principle.

Would you say that to provide essential services, the County of Sacramento has a great need for additional funding, some need, a little need, or no real need for additional funding?



Q6.

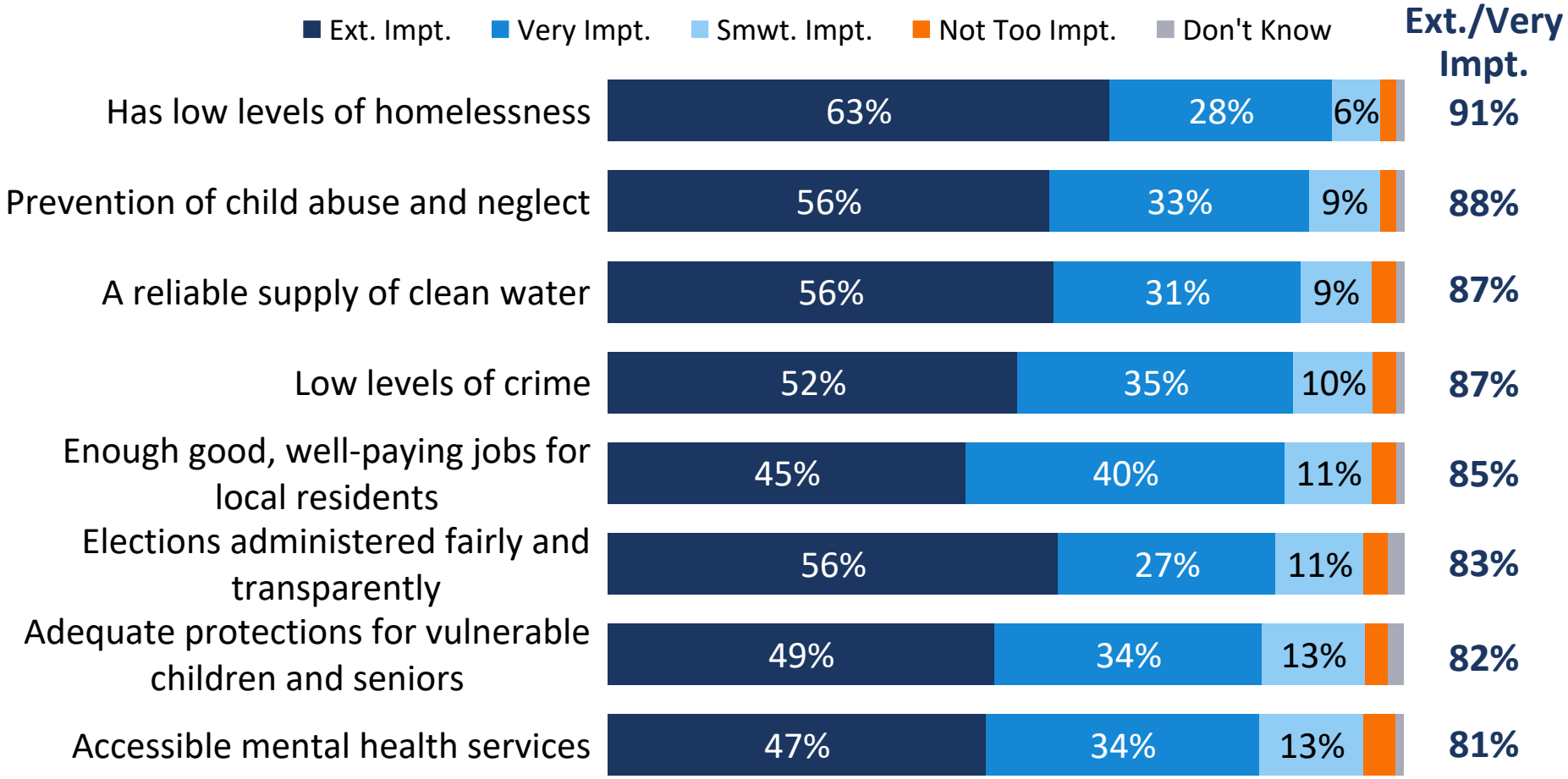
Resident Priorities for the County Budget

Assessing County Services

- Respondents were asked to rate the importance of several aspects of local life as extremely, very, somewhat or not too important to making Sacramento County a good place to live.
- Then they were asked whether they were satisfied or dissatisfied with a list of services and programs designed to help achieve those qualities.
- The interaction of importance and satisfaction levels shows areas of strength and areas for improvement.

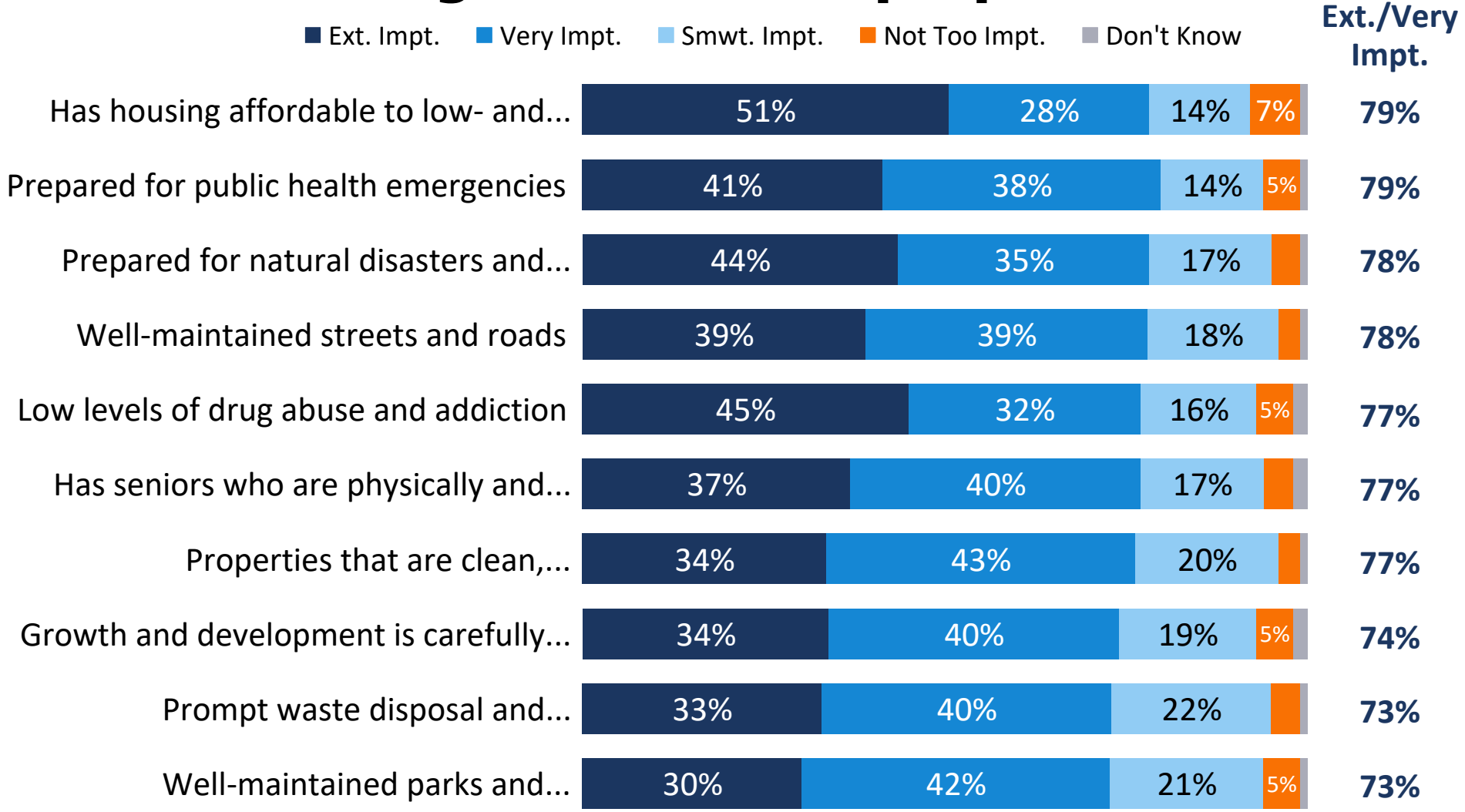
Low levels of homelessness and crime; child abuse prevention; and reliable water are seen as key to quality of life.

I am going to read you a list of aspects of life in Sacramento County. Please tell me, in your opinion, how important each one is to making it a good place to live: extremely important, very important, somewhat important, or not too important. If you have no opinion, you can tell me that too.



Q7.

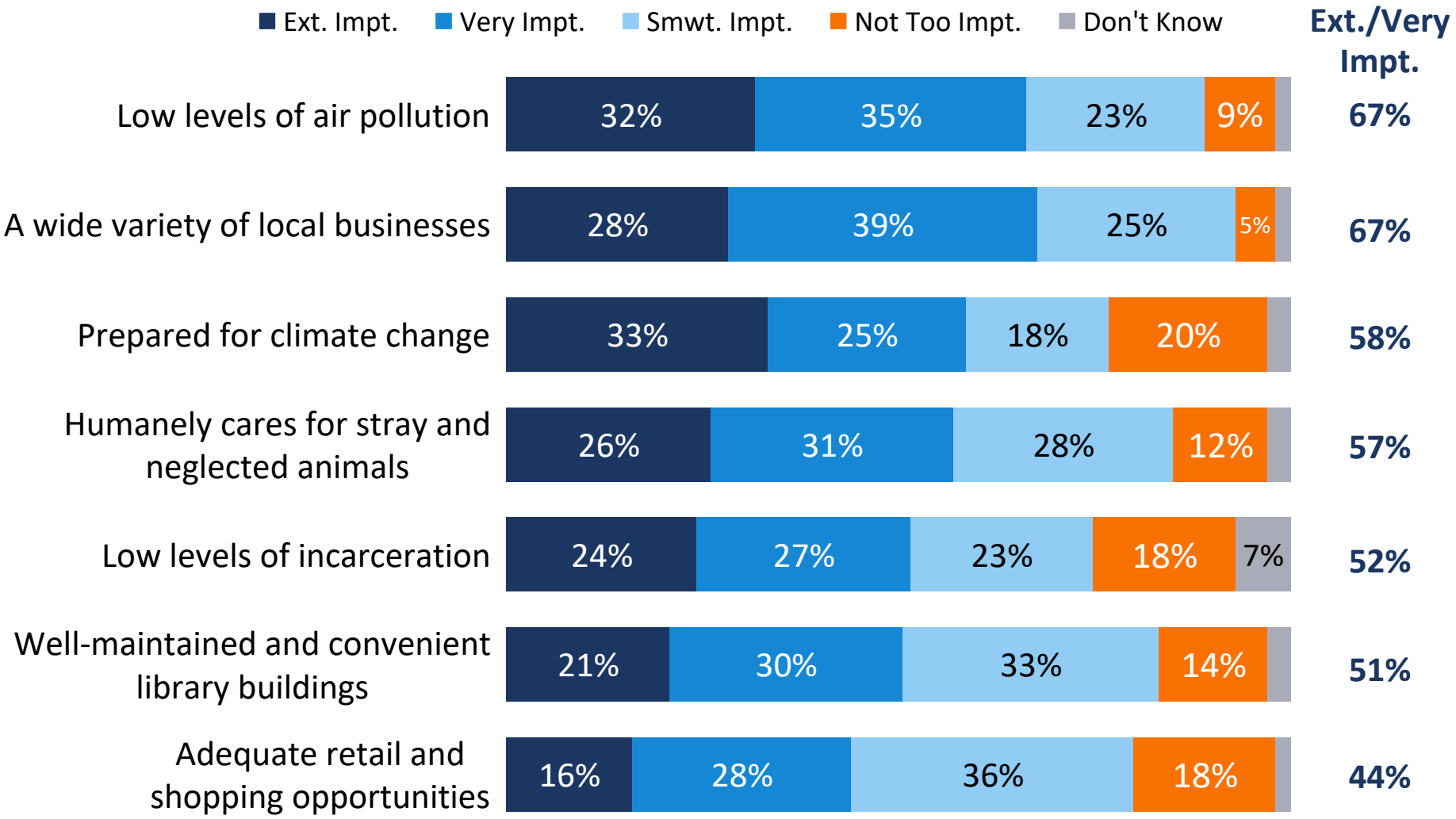
Residents also strongly value affordable housing and disaster preparation.



Q7. I am going to read you a list of aspects of life in Sacramento County. Please tell me, in your opinion, how important each one is to making it a good place to live: extremely important, very important, somewhat important, or not too important. If you have no opinion, you can tell me that too.

FM3 RESEARCH

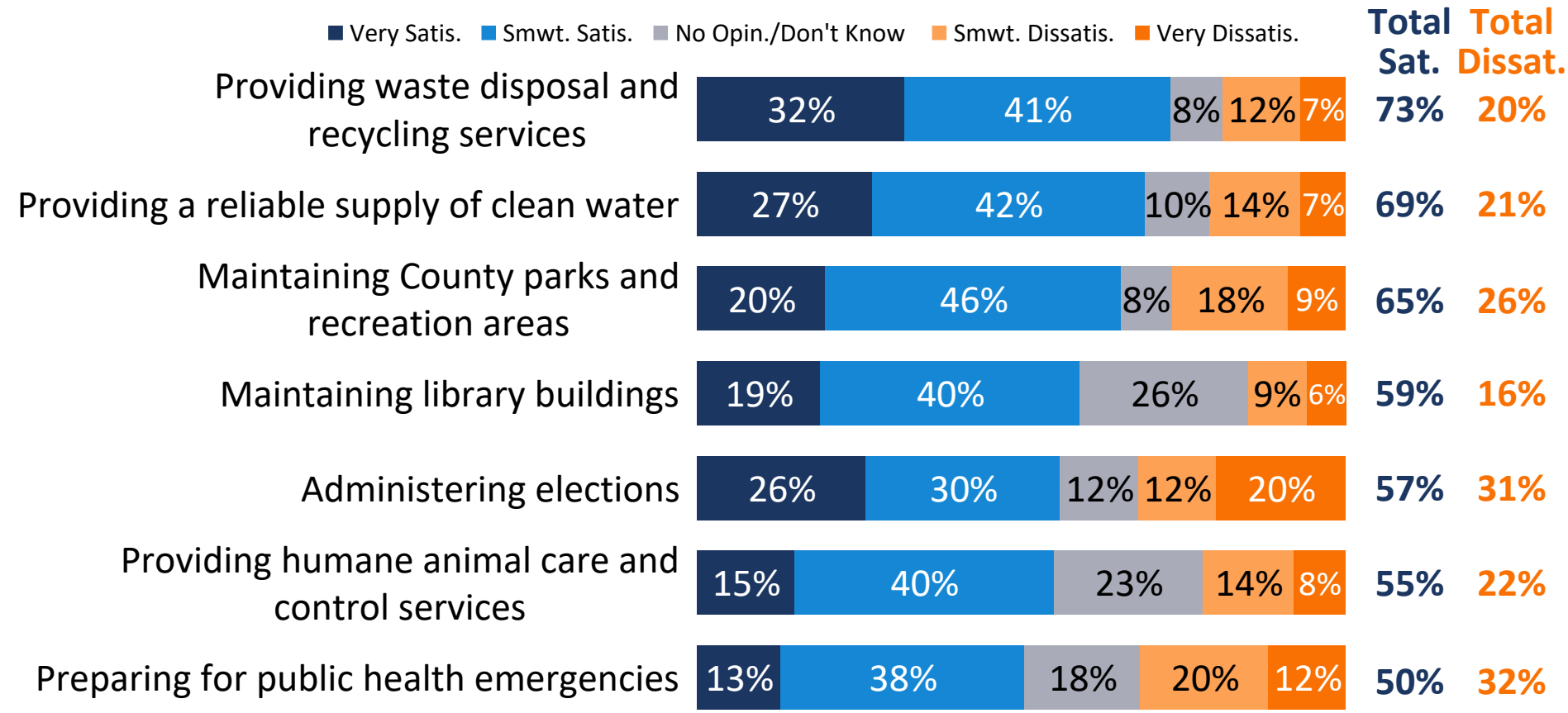
Lower-ranking priorities include retail and shopping opportunities.



Q7. I am going to read you a list of aspects of life in Sacramento County. Please tell me, in your opinion, how important each one is to making it a good place to live: extremely important, very important, somewhat important, or not too important. If you have no opinion, you can tell me that too.

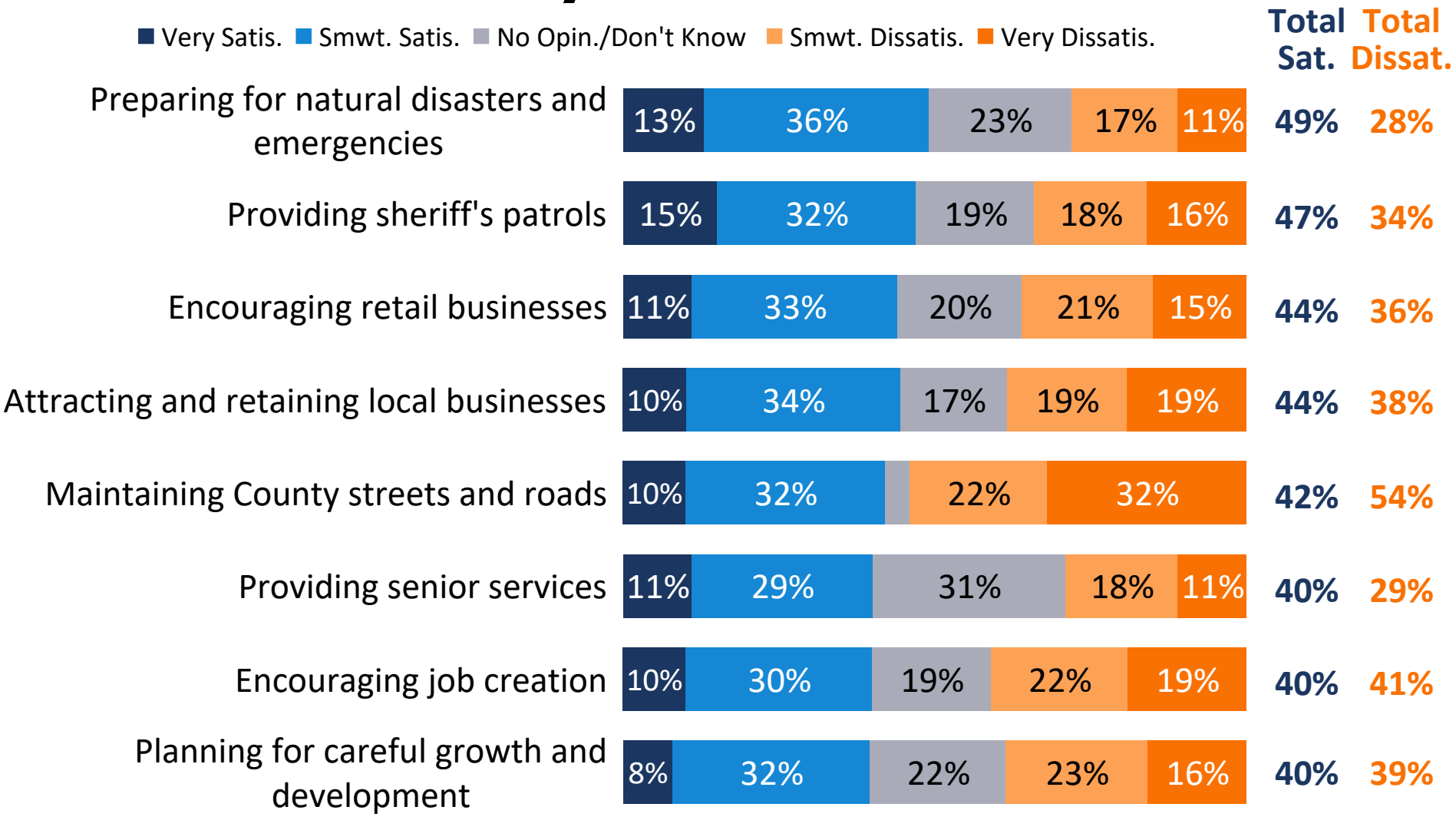
Residents are broadly satisfied with waste disposal, clean water, parks, and libraries.

I am going to mention some services and programs that Sacramento County provides. I would like you to tell me how satisfied you are personally with the job being done by the County in providing that program or service: very satisfied, somewhat satisfied, somewhat dissatisfied, or very dissatisfied. If you have no opinion or don't know about a service I mention to you, you can tell me that too.



Q8.

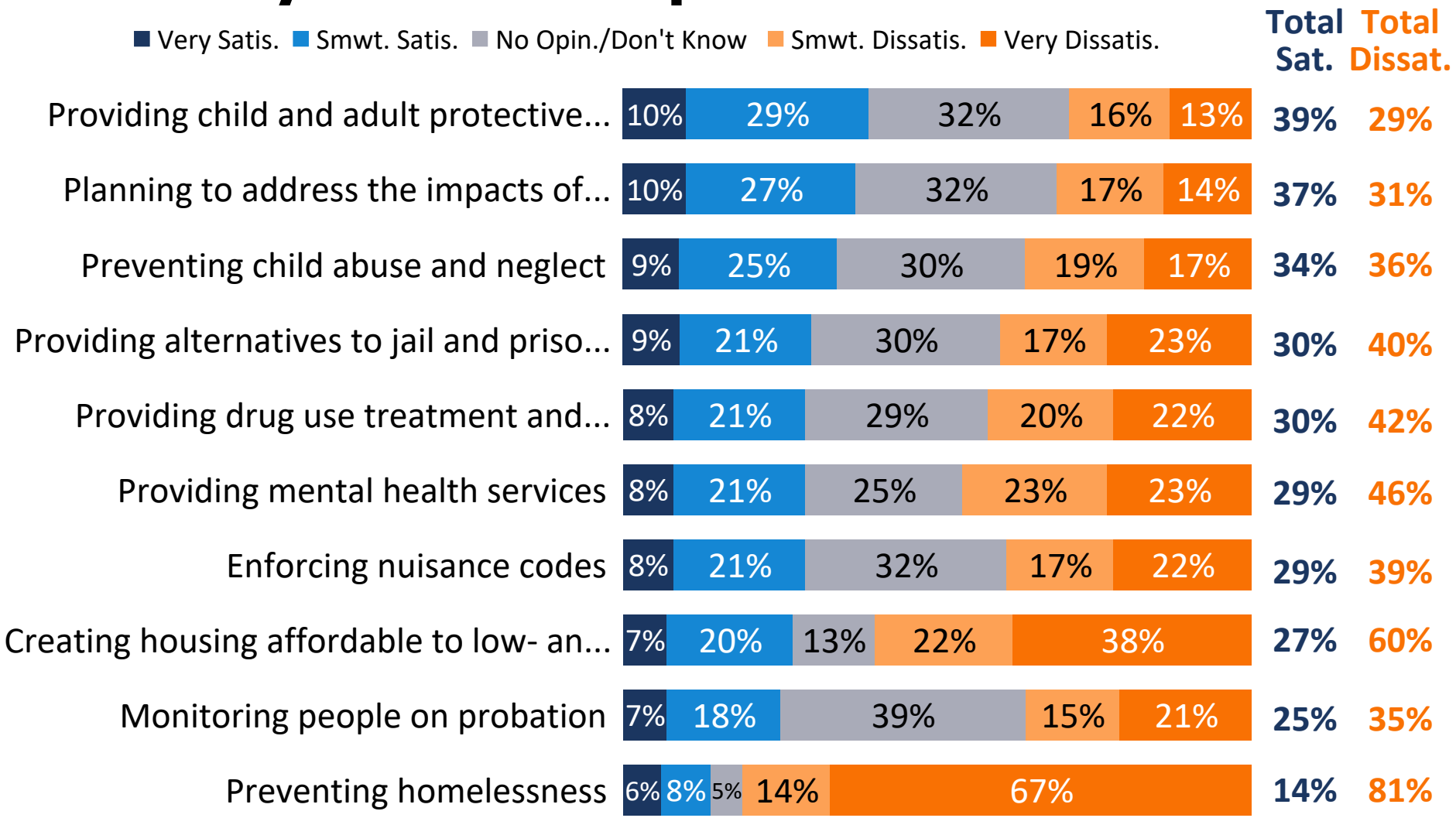
A majority is dissatisfied with maintenance of County streets and roads.



Q8. I am going to mention some services and programs that Sacramento County provides. I would like you to tell me how satisfied you are personally with the job being done by the County in providing that program or service: very satisfied, somewhat satisfied, somewhat dissatisfied, or very dissatisfied. If you have no opinion or don't know about a service I mention to you, you can tell me that too.

FM3 RESEARCH

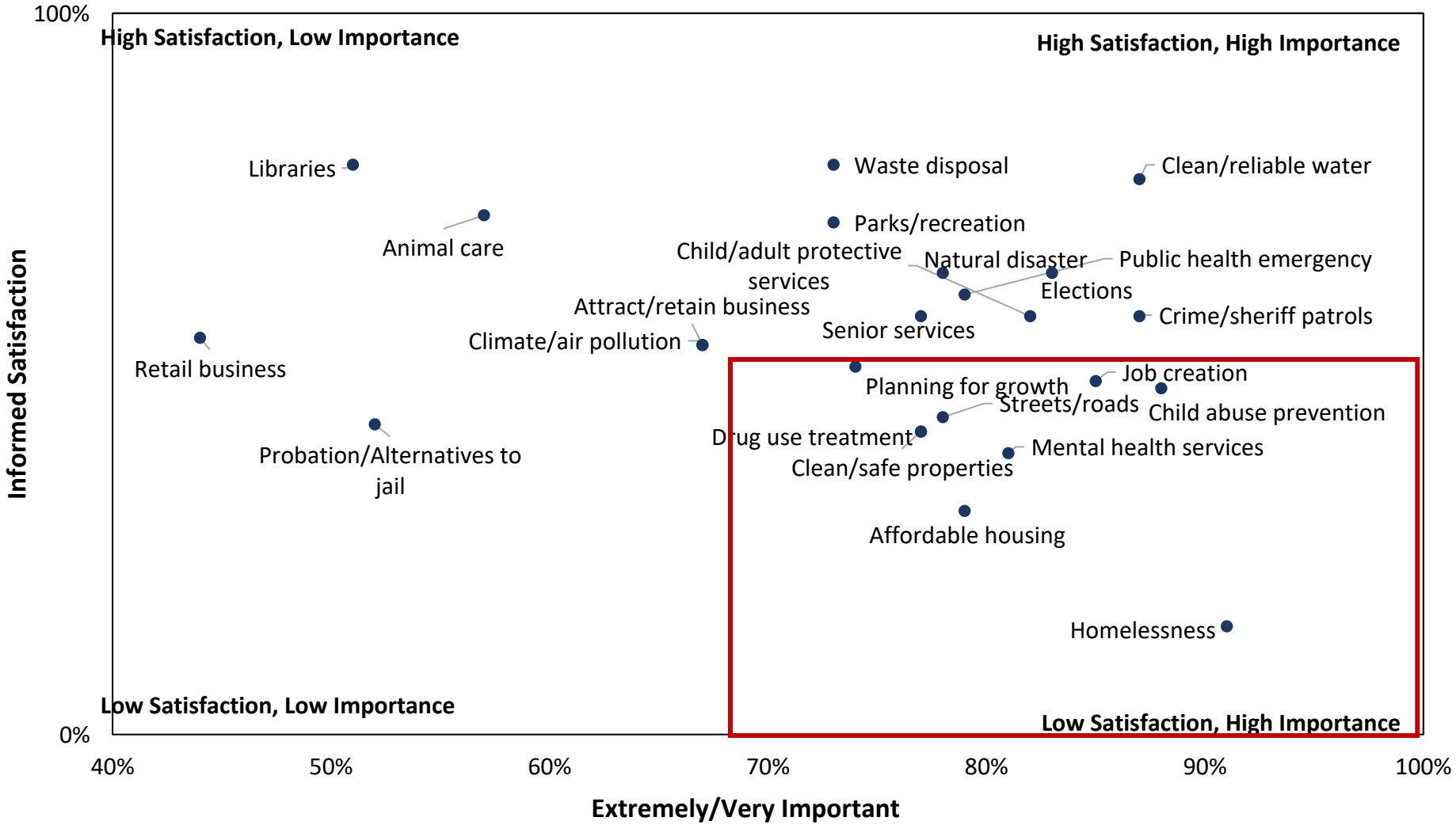
Fully four in five are dissatisfied with the County's efforts to prevent homelessness.



Q8. I am going to mention some services and programs that Sacramento County provides. I would like you to tell me how satisfied you are personally with the job being done by the County in providing that program or service: very satisfied, somewhat satisfied, somewhat dissatisfied, or very dissatisfied. If you have no opinion or don't know about a service I mention to you, you can tell me that too.

FM3 RESEARCH

A number of key items that are more important to quality of life also have lower satisfaction ratings.



Q7 & Q8.

Allocating the County Budget

On average, residents allocate more funding to public safety and homelessness than other areas.

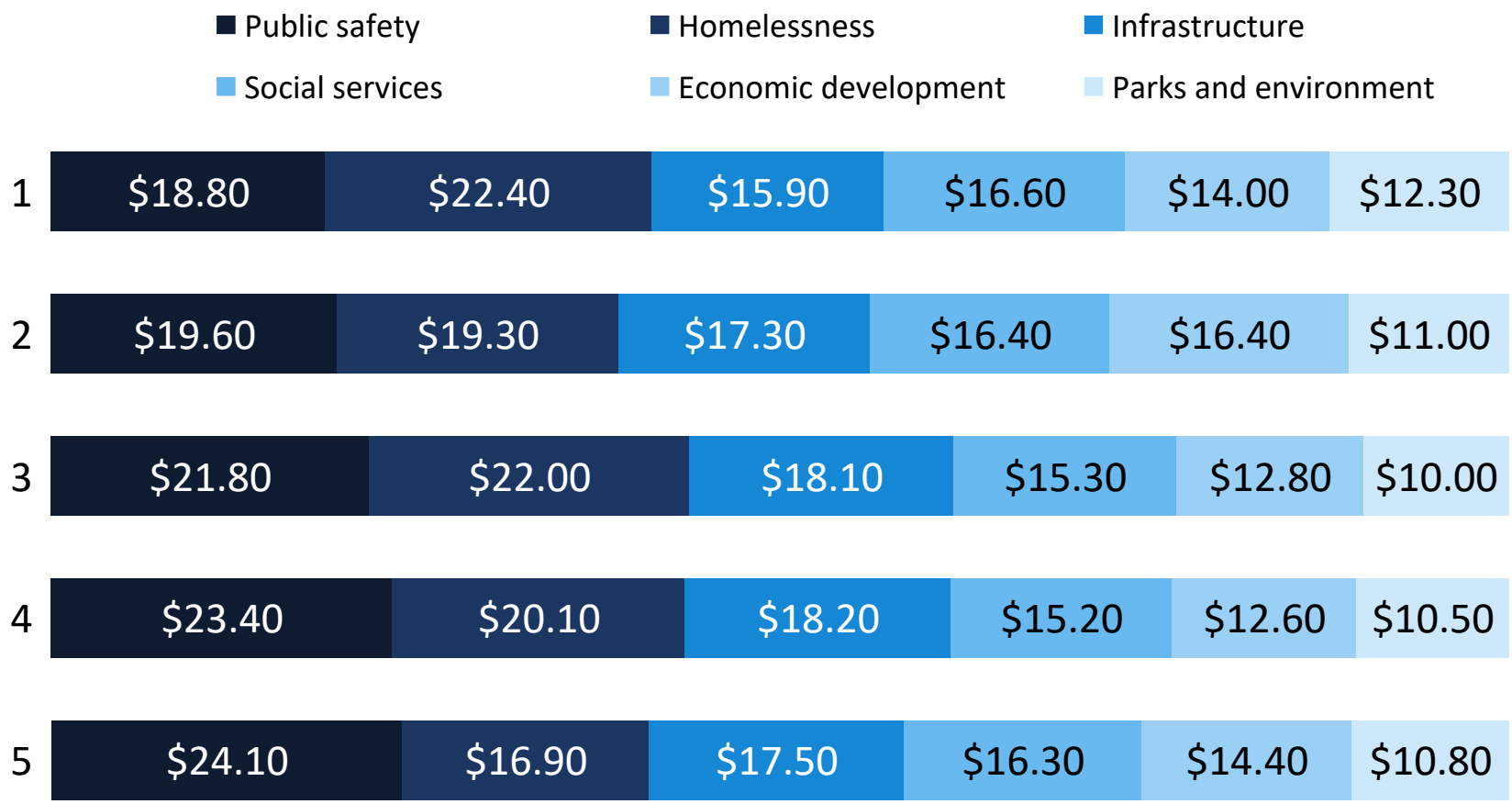
I am going to ask you to imagine you are in charge of the Sacramento County budget.
I would like you to tell me how you would prioritize County spending for 6 broad areas.
For this exercise, assume you have $100 to spend. After I read you all 6 key areas, please tell me how many dollars out of $100 you would spend on each, keeping in mind that the total must add up to $100.

Mean Score	$21.50	$20.10	$17.40	$16.00	$14.10	$11.00
	Public safety, including law enforcement	Reducing homelessness	Maintenance of infrastructure such as roads, bridges, and public buildings	Services for children, seniors, and families	Economic development such as job creation	Parks and enviro-nmental protection

Q9.

Residents in Districts 3, 4 and 5 assign a bit more of their $100 to public safety.

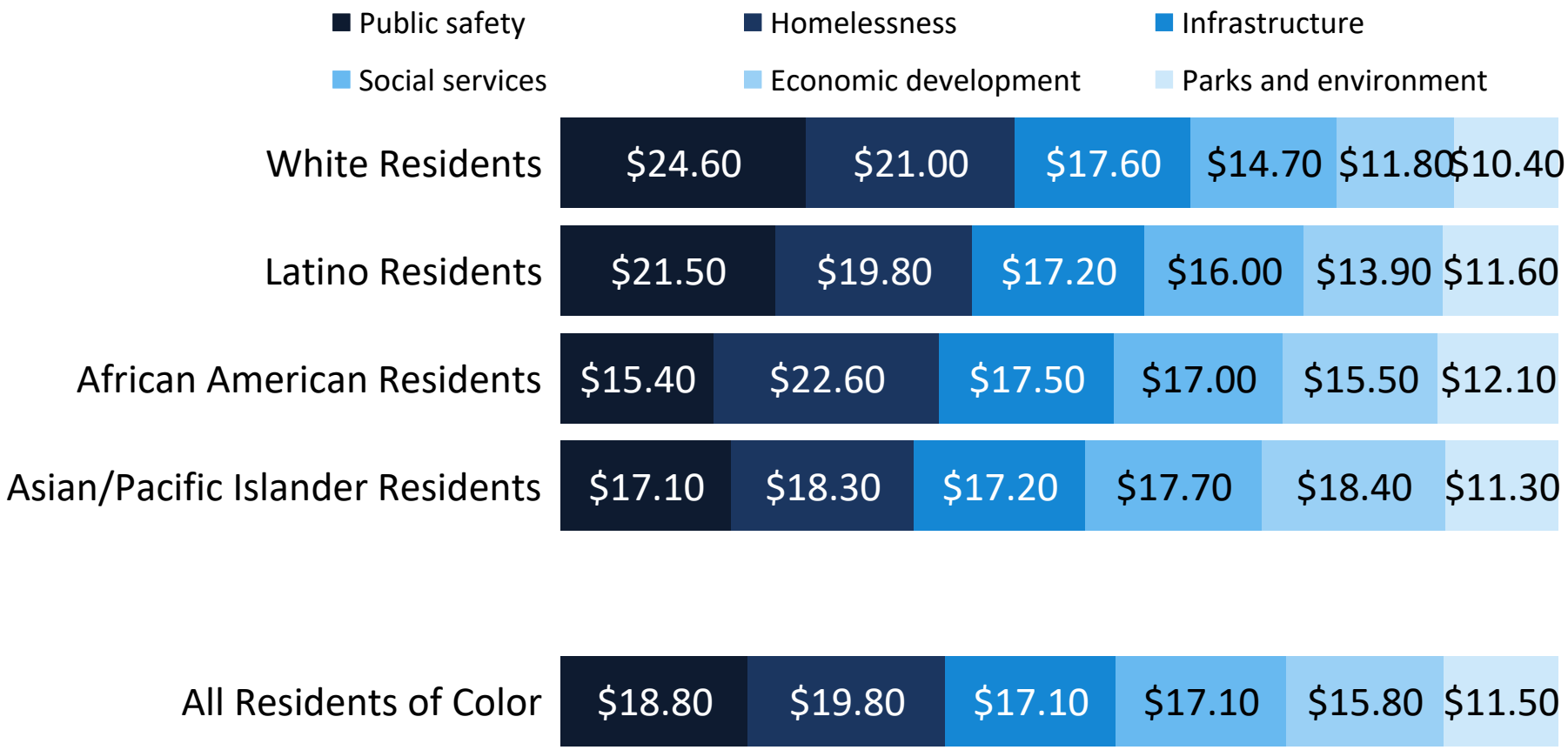
Allocation of $100 Budget by Board of Supervisors District



Q9. I am going to ask you to imagine you are in charge of the Sacramento County budget. I would like you to tell me how you would prioritize County spending for 6 broad areas. For this exercise, assume you have $100 to spend. After I read you all 6 key areas, please tell me how many dollars out of $100 you would spend on each, keeping in mind that the total must add up to $100.

White and Latino residents assigned greater shares to public safety as well.

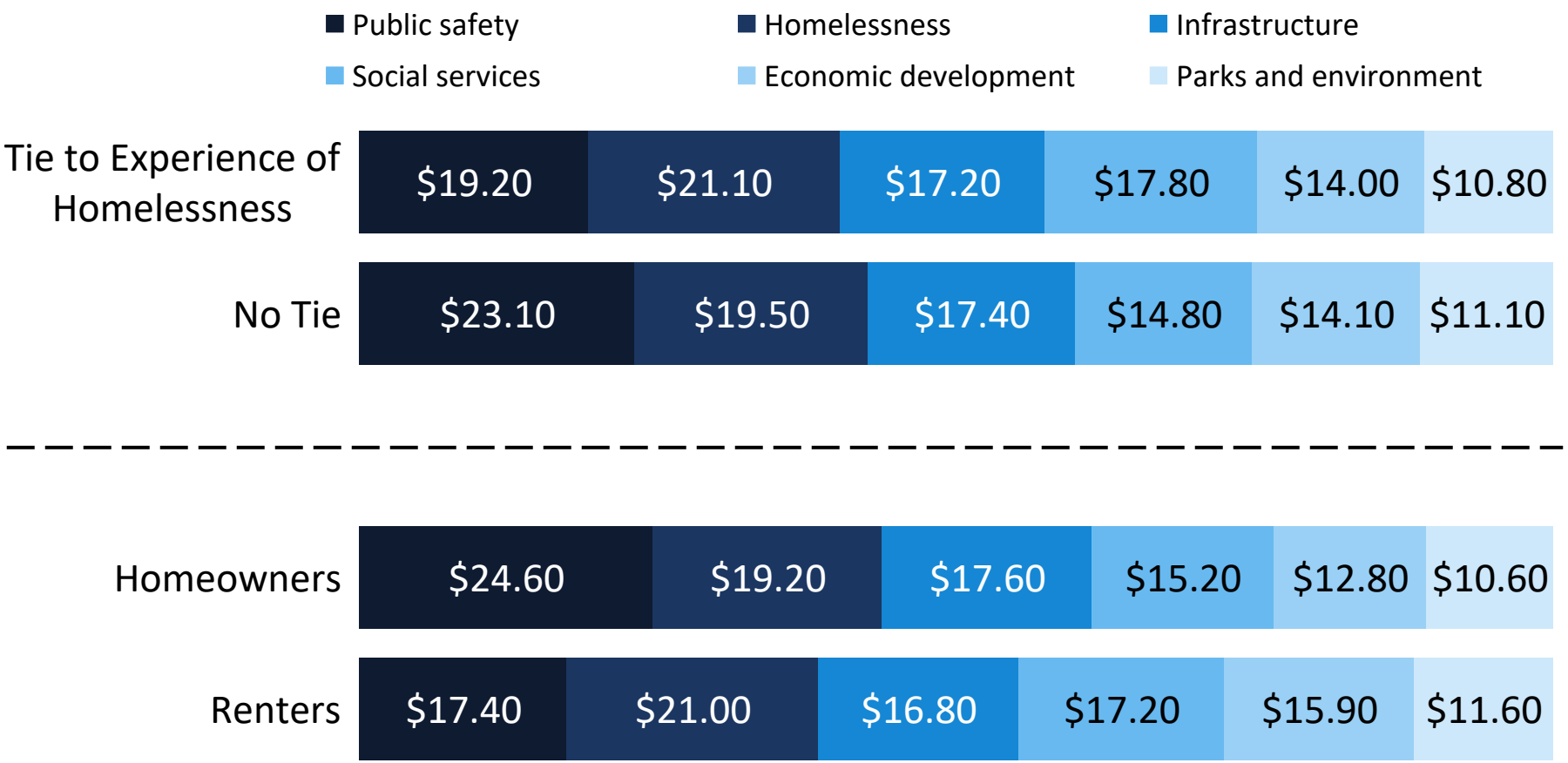
Allocation of $100 Budget by Race/Ethnicity



Q9. I am going to ask you to imagine you are in charge of the Sacramento County budget. I would like you to tell me how you would prioritize County spending for 6 broad areas. For this exercise, assume you have $100 to spend. After I read you all 6 key areas, please tell me how many dollars out of $100 you would spend on each, keeping in mind that the total must add up to $100.

Notably, those with and without ties to homelessness assign about the same amount to that priority.

Allocation of $100 Budget by Tie to Homelessness & Residence

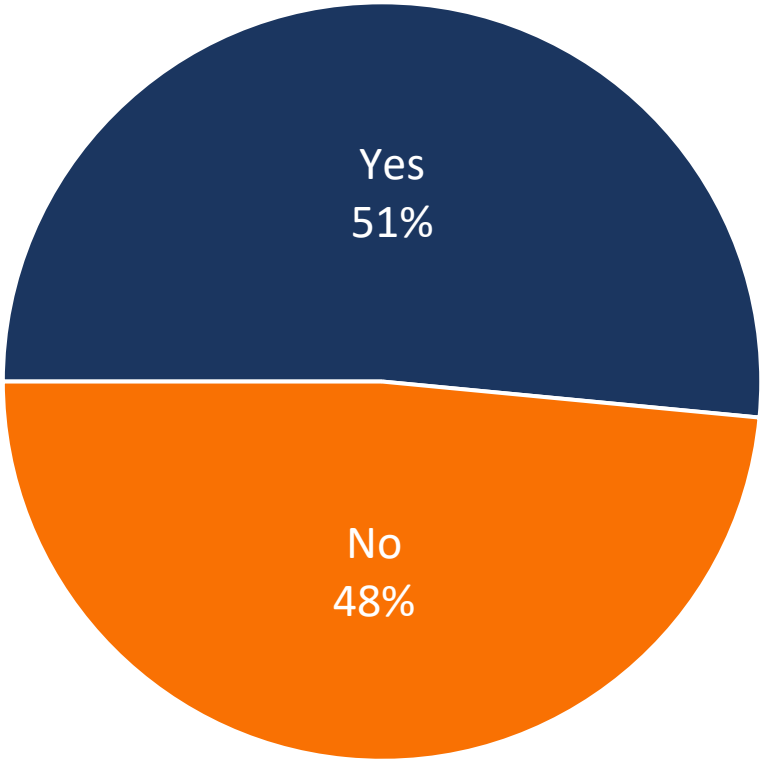


Q9. I am going to ask you to imagine you are in charge of the Sacramento County budget. I would like you to tell me how you would prioritize County spending for 6 broad areas. For this exercise, assume you have $100 to spend. After I read you all 6 key areas, please tell me how many dollars out of $100 you would spend on each, keeping in mind that the total must add up to $100.

County Resident Service Delivery

Half of residents have interacted with a County department or employee since 2019 or so.

Over the last 2 years, have you interacted with a County department or employee?



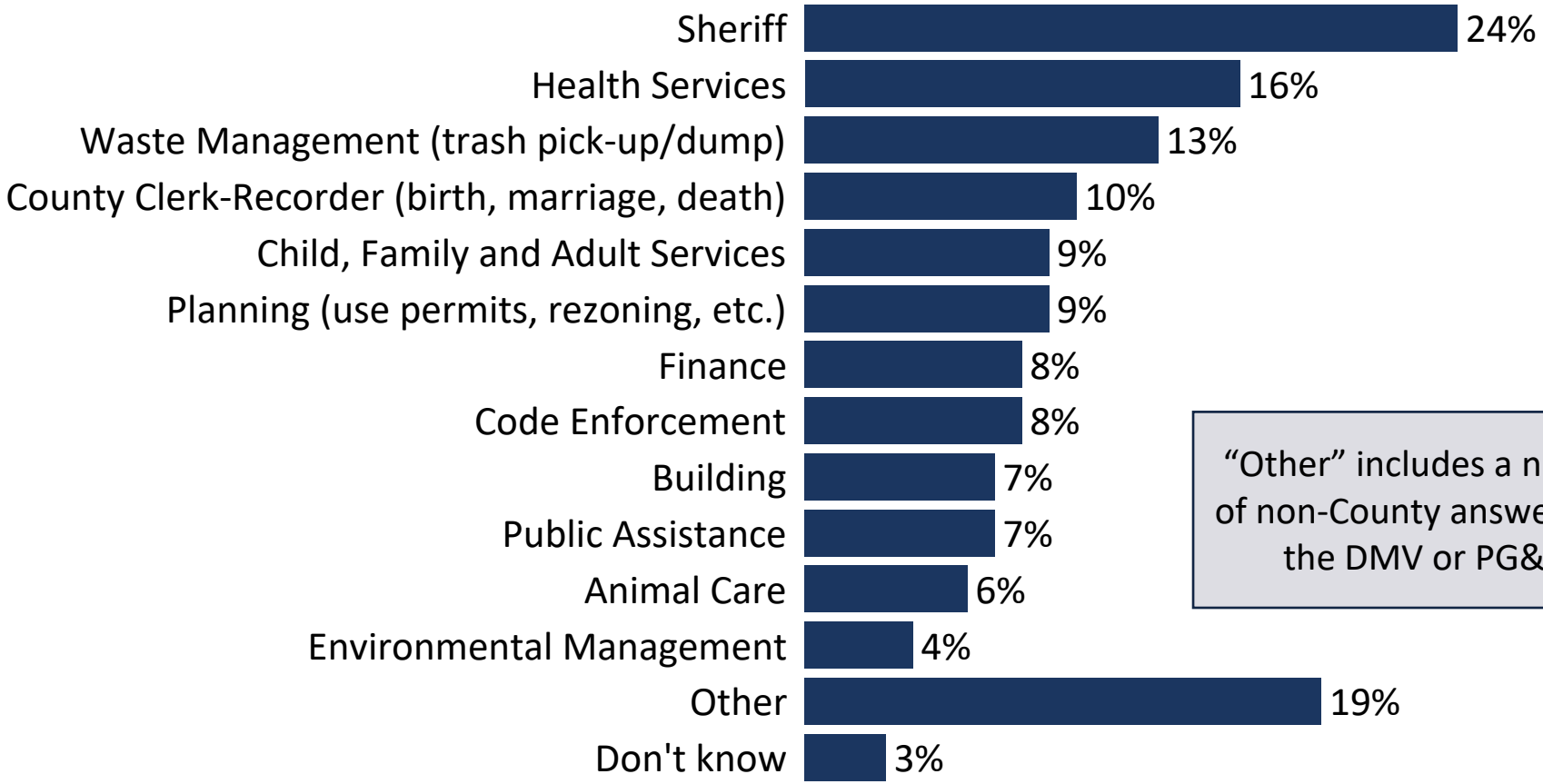
Those more likely to have had County employee contact include people with an experience of homelessness, post-graduate educated residents, and people in their 40s.

Q10.

About one-quarter with some County contact interacted with the Sheriff's department.

Which department or departments did you have contact with?

(Open-ended; Multiple Responses Accepted; Asked of Those With Contact Only, n=592)

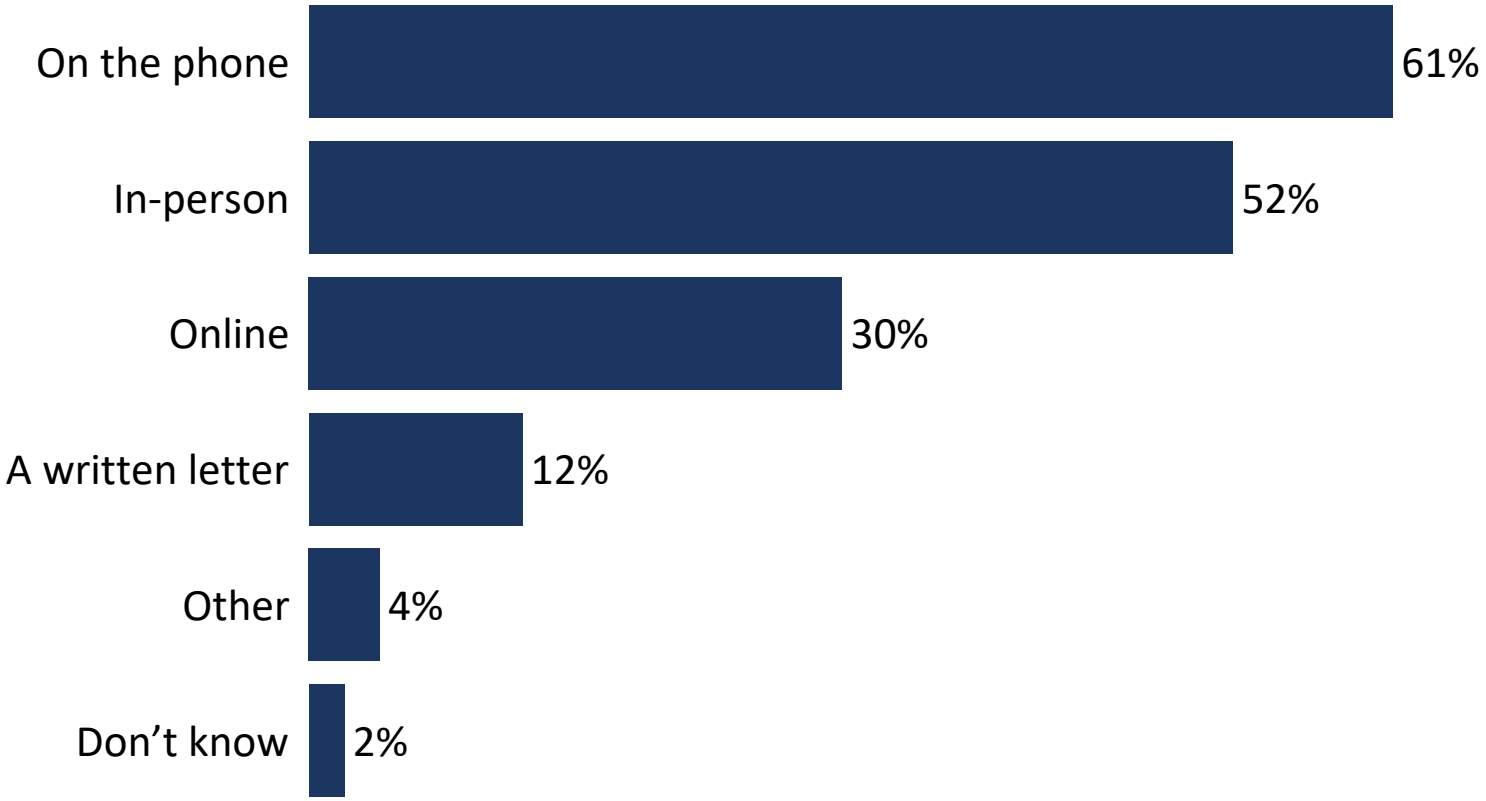


"Other" includes a number of non-County answers (like the DMV or PG&E).

Q11.

The primary method of reaching the County was by phone.

Was your contact with the County …?
(Multiple Responses Accepted; Asked of Those With Contact Only, n=592)

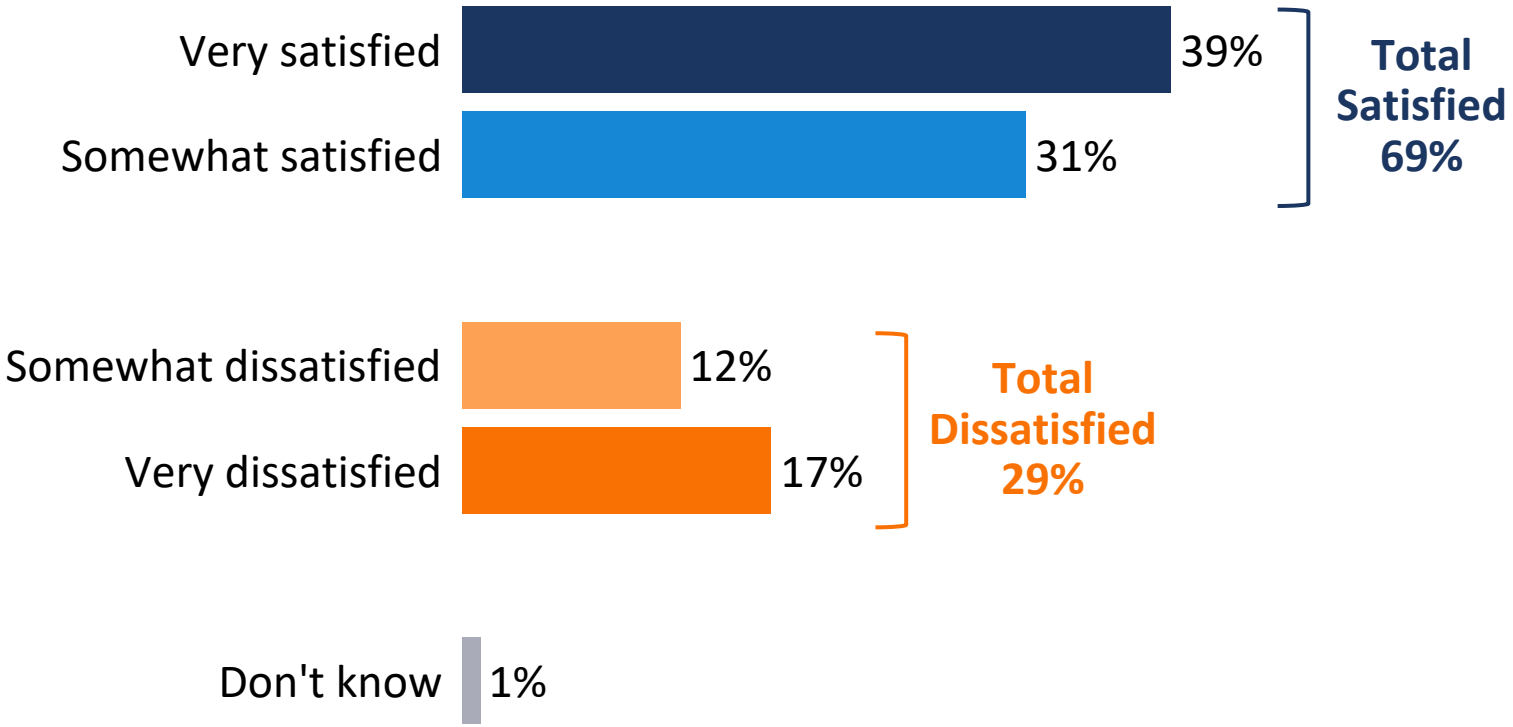


Q12.

Seven in ten were satisfied with the customer service they received from the County.

Would you say that you are very satisfied, somewhat satisfied, not too satisfied, or not at all satisfied with the overall level of customer service you received?

(Asked of Those With Contact Only, n=592)

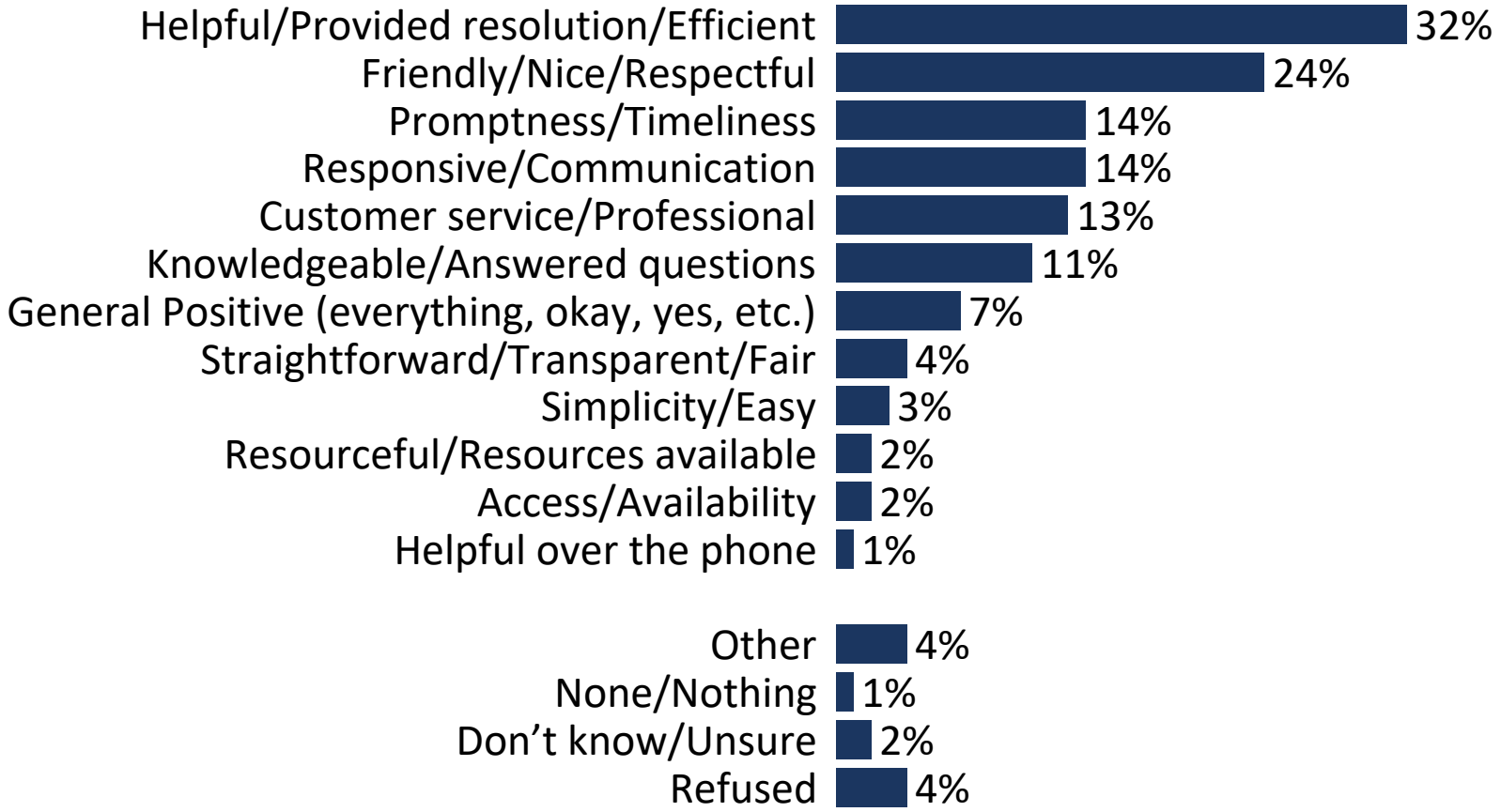


Q13.

Those satisfied felt they received a helpful resolution to their issue, or commented on the prompt and friendly service provided.

In a few words of your own, what went well with service you received?

(Open-ended; Asked of Those With Contact Only, n=410)



Q14a.

Verbatim Responses from Those Satisfied

Got what I needed in a timely manner.

Became licensed foster parents. Our social workers have been amazing.

Personnel without exception seemed smart, caring and motivated.

Very respectful and compassionate person helping me.

Got the answer that I was looking for.

Our addition was approved with very few corrections needing to be done.

They explained the job they were doing on my street.

Online information and access to payment system was useful and efficient.

Very polite, solved problem.

Clear and helpful guidance.

The officials were always friendly, patient and helpful when I called in. My biggest issue is that the hours to contact were limited to typical business hours, which made it a challenge to find time when I could call in because of my work/school schedule.

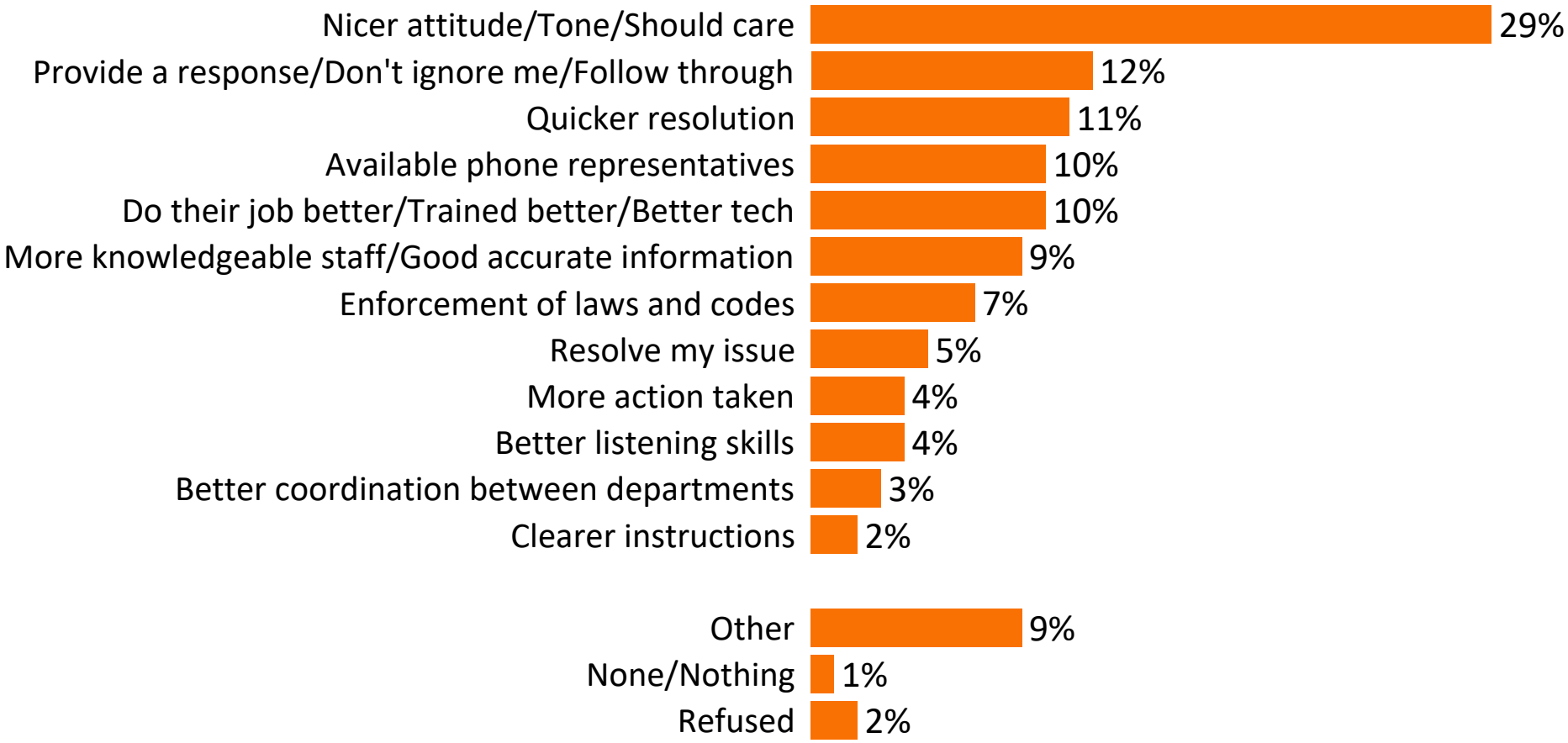
Provided low-cost spay and neuter.

Q14a. In a few words of your own, what went well with service you received?

Those who were dissatisfied wanted a friendlier, more caring attitude.

In a few words of your own, what – if anything – could have been done to improve the service you received?

(Open-ended; Asked of Those With Contact Only, n=174)



Q14b.

Verbatim Responses from Those Dissatisfied

Make it easier to access county services and interact with a person.

More contact, patrols in residential areas.

Faster and more efficient service.

Be courteous and follow the rules of "serve and protect" instead of being mean and rude.

I never received an email back.

The person was kind but could not help me. I was not eligible as a one-person small business to receive the PPP loan.

More compassion for taxpaying citizens.

Their hands are tied.

The problem should have been investigated.

Sheriff response was slow and completely missed initial issue; 311 was the same.

They should have been more thorough.

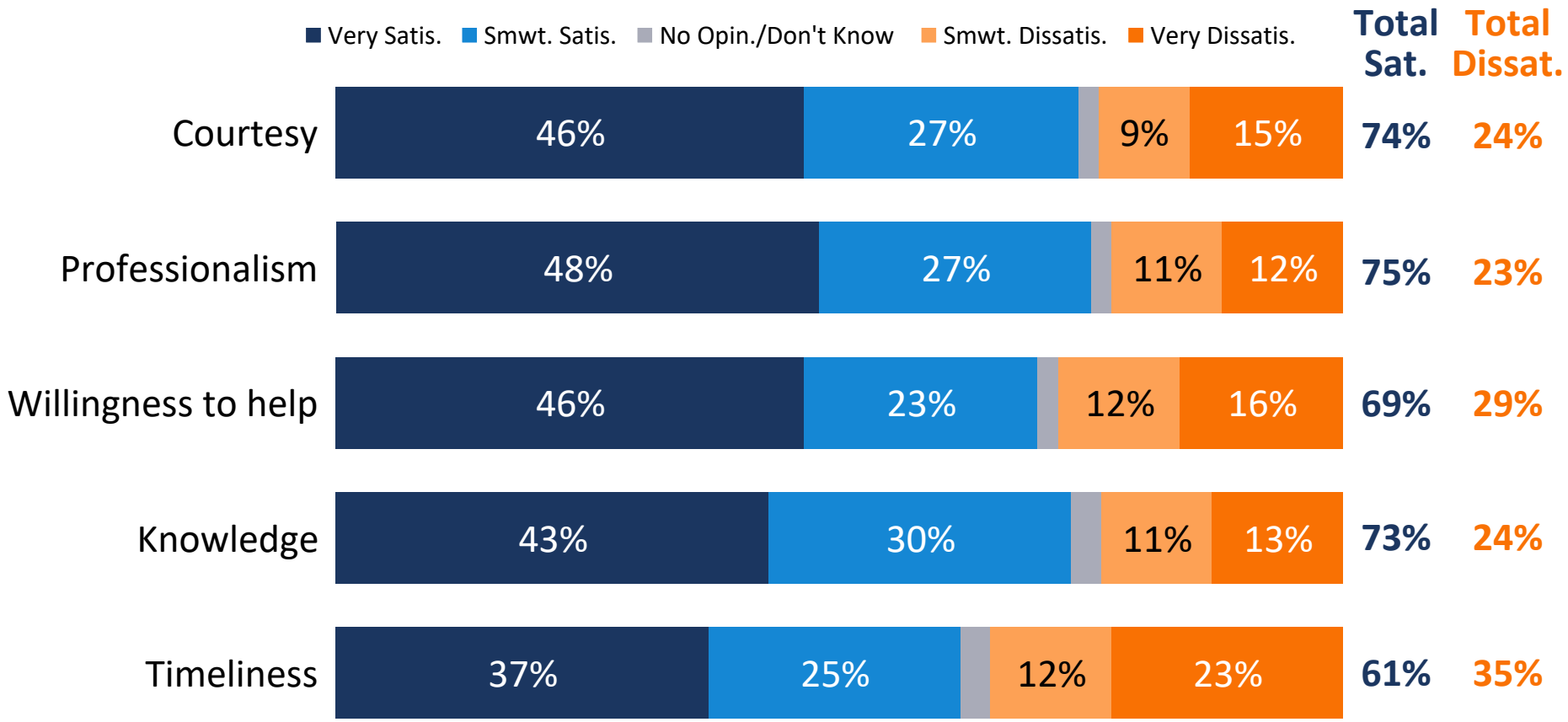
My interactions with the county sheriffs only illustrate the absolute contempt the sheriff's office feels towards the citizens they are "serving."

Efficacy, follow through, direct help, less hold time.

Q14b. In a few words of your own, what – if anything – could have been done to improve the service you received?

On the whole, those with County contact were broadly satisfied with the courtesy, professionalism, and willingness to help of the departments they reached.

Generally speaking, please tell me how you rate the following aspects of the service provided by the County departments you have dealt with: very satisfied, somewhat satisfied, somewhat dissatisfied, or very dissatisfied.



Q15.

Conclusions

Conclusions

- County residents are generally dissatisfied with the direction of the area – a trend common to urban West Coast communities grappling with homelessness and affordability challenges.
- Overall, homelessness is the top concern facing residents: more than half see it as the top issue they want the County to act on, and more than four in five are dissatisfied with the County's work preventing homelessness. On average, they would allocate a greater proportion of the county budget to this issue than anything besides public safety.
- Mental health services and provision of affordable housing for low- and moderate-income residents are also items that residents believe are very important to Sacramento County's quality of life, but where they are less satisfied with the impact of County services.
- Most say they don't follow the budget very closely, and many do not know whether the County expects a surplus or deficit. Among those with an opinion, though, more believe there is a deficit than a surplus, and in principle, three in five believe the County has at least "some need" for new funding.
- Customer service ratings are high, with broad satisfaction on courtesy, professionalism, willingness to help, knowledge and timeliness among those reporting an interaction with a County department in the last two years.

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Appendix

Problem Seriousness by Gender and Age

(Extremely/Very Serious Problem)

Issue	All Residents	Gender		Age					
		Men	Women	18-29	30-39	40-49	50-64	65-74	75+
Homelessness	**93%**	91%	96%	92%	93%	96%	96%	94%	82%
The cost of housing	**78%**	72%	84%	87%	80%	78%	78%	78%	62%
The economic impact of the coronavirus	**68%**	67%	70%	66%	72%	65%	73%	68%	65%
Drought	**66%**	65%	68%	59%	65%	62%	71%	80%	68%
Crime	**64%**	62%	67%	51%	69%	59%	73%	63%	63%
Government waste and mismanagement	**63%**	62%	64%	50%	66%	67%	66%	64%	67%
The cost of healthcare	**63%**	58%	67%	68%	65%	58%	65%	62%	57%
The condition of streets and roads	**57%**	57%	58%	52%	61%	46%	59%	69%	62%
The public health impact of the coronavirus	**55%**	49%	59%	61%	52%	39%	62%	57%	55%
Climate change	**53%**	47%	57%	61%	49%	45%	50%	63%	51%
Traffic	**50%**	52%	49%	39%	54%	44%	55%	52%	60%
Jobs and unemployment	**50%**	47%	54%	58%	57%	37%	51%	44%	50%
Illegal dumping	**48%**	48%	49%	42%	50%	44%	56%	41%	50%
The quality of our air	**39%**	35%	43%	42%	37%	36%	38%	51%	37%
Availability of safe drinking water	**37%**	36%	37%	34%	39%	35%	39%	35%	31%
Blight and abandoned buildings	**35%**	33%	38%	30%	36%	34%	39%	36%	34%

Q3. I'd like to read you a brief list of issues that could be problems for people living in Sacramento County. Please tell me whether you personally consider it to be an extremely serious problem, a very serious problem, a somewhat serious problem, or a not too serious problem at all for people living in Sacramento County.

Problem Seriousness by City or Town

(Extremely/Very Serious Problem)

Issue	All Residents	City/Area						
		Sacto.	Citrus Heights	Elk Gove	Folsom	*Galt	*Rancho Cordova	Unincorp.
Homelessness	**93%**	95%	91%	92%	88%	100%	91%	93%
The cost of housing	**78%**	81%	74%	77%	74%	63%	70%	79%
The economic impact of the coronavirus	**68%**	71%	62%	73%	65%	57%	50%	68%
Drought	**66%**	70%	70%	63%	74%	26%	62%	64%
Crime	**64%**	64%	60%	59%	57%	100%	65%	65%
Government waste and mismanagement	**63%**	64%	76%	53%	56%	100%	60%	63%
The cost of healthcare	**63%**	65%	67%	67%	56%	57%	74%	60%
The condition of streets and roads	**57%**	53%	59%	43%	46%	90%	62%	64%
The public health impact of the coronavirus	**55%**	60%	44%	63%	49%	40%	56%	51%
Climate change	**53%**	59%	46%	50%	54%	13%	58%	50%
Traffic	**50%**	54%	41%	48%	52%	76%	43%	48%
Jobs and unemployment	**50%**	51%	42%	60%	51%	22%	50%	49%
Illegal dumping	**48%**	47%	55%	44%	34%	74%	52%	49%
The quality of our air	**39%**	41%	41%	36%	37%	43%	41%	38%
Availability of safe drinking water	**37%**	42%	28%	34%	33%	43%	38%	34%
Blight and abandoned buildings	**35%**	38%	35%	21%	40%	50%	39%	36%

*Q3. I'd like to read you a brief list of issues that could be problems for people living in Sacramento County. Please tell me whether you personally consider it to be an extremely serious problem, a very serious problem, a somewhat serious problem, or a not too serious problem at all for people living in Sacramento County. *Small Subsamples*

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Problem Seriousness by Household Income

(Extremely/Very Serious Problem)

Issue	All Residents	Household Income			
		<$50,000	$50,000-$100,000	$100,000-$150,000	$150,000+
Homelessness	**93%**	95%	93%	96%	92%
The cost of housing	**78%**	85%	80%	82%	69%
The economic impact of the coronavirus	**68%**	74%	65%	65%	69%
Drought	**66%**	70%	70%	68%	58%
Crime	**64%**	62%	60%	70%	62%
Government waste and mismanagement	**63%**	64%	62%	61%	63%
The cost of healthcare	**63%**	67%	62%	61%	56%
The condition of streets and roads	**57%**	60%	53%	60%	49%
The public health impact of the coronavirus	**55%**	67%	52%	46%	54%
Climate change	**53%**	59%	53%	55%	45%
Traffic	**50%**	51%	46%	61%	40%
Jobs and unemployment	**50%**	65%	48%	46%	34%
Illegal dumping	**48%**	50%	44%	50%	49%
The quality of our air	**39%**	52%	34%	40%	31%
Availability of safe drinking water	**37%**	45%	33%	40%	25%
Blight and abandoned buildings	**35%**	39%	32%	37%	29%

Q3. I'd like to read you a brief list of issues that could be problems for people living in Sacramento County. Please tell me whether you personally consider it to be an extremely serious problem, a very serious problem, a somewhat serious problem, or a not too serious problem at all for people living in Sacramento County.

Broad majorities of residents in each supervisorial district value similar aspects.

(Extremely/Very Important)

Aspect	All Residents	Board of Supervisors				
		1	2	3	4	5
Has low levels of homelessness	**91%**	90%	94%	89%	88%	91%
Prevention of child abuse and neglect	**88%**	86%	89%	90%	86%	90%
A reliable supply of clean water	**87%**	90%	81%	87%	86%	92%
Low levels of crime	**87%**	84%	87%	80%	94%	89%
Enough good, well-paying jobs for local residents	**85%**	86%	87%	80%	83%	87%
Elections administered fairly and transparently	**83%**	79%	79%	87%	88%	85%
Adequate protections for vulnerable children and seniors	**82%**	84%	82%	87%	81%	79%
Accessible mental health services	**81%**	86%	78%	79%	82%	80%
Has housing affordable to low- and middle-income families	**79%**	84%	87%	80%	69%	75%
Prepared for public health emergencies	**79%**	84%	78%	77%	74%	83%
Prepared for natural disasters and emergencies	**78%**	79%	79%	73%	79%	81%
Well-maintained streets and roads	**78%**	80%	72%	84%	79%	76%

Q7. I am going to read you a list of aspects of life in Sacramento County. Please tell me, in your opinion, how important each one is to making it a good place to live: extremely important, very important, somewhat important, or not too important. If you have no opinion, you can tell me that too.

Low levels of incarceration is slightly more valued in Districts 1 and 2.

(Extremely/Very Important)

Aspect	All Residents	Board of Supervisors				
		1	2	3	4	5
Low levels of drug abuse and addiction	**77%**	78%	82%	76%	80%	69%
Has seniors who are physically and mentally healthy and safe	**77%**	73%	75%	74%	79%	81%
Properties that are clean, well-maintained, and safe	**77%**	75%	80%	74%	79%	74%
Growth and development is carefully planned and managed	**74%**	71%	72%	74%	75%	77%
Prompt waste disposal and recycling pickup	**73%**	67%	78%	71%	74%	75%
Well-maintained parks and recreation areas	**73%**	74%	74%	70%	74%	70%
Low levels of air pollution	**67%**	72%	64%	62%	63%	72%
A wide variety of local businesses	**67%**	69%	69%	65%	63%	70%
Prepared for climate change	**58%**	65%	60%	54%	53%	60%
Humanely cares for stray and neglected animals	**57%**	60%	54%	65%	56%	52%
Low levels of incarceration	**52%**	57%	58%	47%	50%	46%
Well-maintained and convenient library buildings	**51%**	57%	57%	51%	42%	48%
Adequate retail and shopping opportunities	**44%**	40%	46%	44%	45%	43%

Q7. I am going to read you a list of aspects of life in Sacramento County. Please tell me, in your opinion, how important each one is to making it a good place to live: extremely important, very important, somewhat important, or not too important. If you have no opinion, you can tell me that too.

Residents of color assign a higher value to housing affordable to low- and middle-income families.

(Extremely/Very Important)

Aspect	All Residents	Race/Ethnicity				
		White Residents	Latino Residents	African American Residents	Asian/ Pacific Islander Residents	*All Residents of Color*
Has low levels of homelessness	**91%**	91%	93%	95%	88%	*92%*
Prevention of child abuse and neglect	**88%**	86%	93%	91%	88%	*91%*
A reliable supply of clean water	**87%**	85%	88%	94%	89%	*89%*
Low levels of crime	**87%**	86%	86%	89%	92%	*89%*
Enough good, well-paying jobs for local residents	**85%**	81%	89%	83%	89%	*88%*
Elections administered fairly and transparently	**83%**	86%	80%	76%	83%	*81%*
Adequate protections for vulnerable children and seniors	**82%**	82%	84%	91%	78%	*84%*
Accessible mental health services	**81%**	81%	83%	83%	78%	*82%*
Has housing affordable to low- and middle-income families	**79%**	71%	84%	94%	87%	*86%*
Prepared for public health emergencies	**79%**	77%	83%	90%	80%	*82%*
Prepared for natural disasters and emergencies	**78%**	75%	81%	90%	79%	*82%*
Well-maintained streets and roads	**78%**	77%	80%	78%	77%	*79%*

Q7. I am going to read you a list of aspects of life in Sacramento County. Please tell me, in your opinion, how important each one is to making it a good place to live: extremely important, very important, somewhat important, or not too important. If you have no opinion, you can tell me that too.

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They also value climate change preparation more.

(Extremely/Very Important)

Aspect	All Residents	Race/Ethnicity				
		White Residents	Latino Residents	African American Residents	Asian/ Pacific Islander Residents	*All Residents of Color*
Low levels of drug abuse and addiction	**77%**	77%	76%	85%	77%	*78%*
Has seniors who are physically and mentally healthy and safe	**77%**	75%	76%	85%	77%	*79%*
Properties that are clean, well-maintained, and safe	**77%**	74%	73%	86%	83%	*79%*
Growth and development is carefully planned and managed	**74%**	70%	79%	77%	76%	*77%*
Prompt waste disposal and recycling pickup	**73%**	73%	69%	76%	81%	*74%*
Well-maintained parks and recreation areas	**73%**	70%	73%	84%	73%	*75%*
Low levels of air pollution	**67%**	63%	71%	80%	66%	*71%*
A wide variety of local businesses	**67%**	65%	70%	76%	72%	*70%*
Prepared for climate change	**58%**	52%	62%	76%	72%	*66%*
Humanely cares for stray and neglected animals	**57%**	57%	63%	57%	51%	*58%*
Low levels of incarceration	**52%**	44%	59%	58%	61%	*59%*
Well-maintained and convenient library buildings	**51%**	42%	61%	65%	54%	*59%*
Adequate retail and shopping opportunities	**44%**	41%	43%	54%	46%	*46%*

Q7. I am going to read you a list of aspects of life in Sacramento County. Please tell me, in your opinion, how important each one is to making it a good place to live: extremely important, very important, somewhat important, or not too important. If you have no opinion, you can tell me that too.

Accessible mental health services are slightly more important to those in multilingual homes.

(Extremely/Very Important)

Aspect	All Res.	Language Other than English Spoken at Home		Tie to Homelessness		Residence	
		Yes	No	Yes	No	Homeowners	Renters
Has low levels of homelessness	**91%**	93%	90%	92%	90%	90%	91%
Prevention of child abuse and neglect	**88%**	87%	89%	91%	87%	88%	89%
A reliable supply of clean water	**87%**	85%	88%	89%	87%	87%	88%
Low levels of crime	**87%**	87%	87%	85%	88%	89%	84%
Enough good, well-paying jobs for local residents	**85%**	87%	84%	87%	83%	81%	90%
Elections administered fairly and transparently	**83%**	82%	84%	84%	84%	85%	81%
Adequate protections for vulnerable children and seniors	**82%**	80%	84%	87%	80%	82%	84%
Accessible mental health services	**81%**	77%	83%	84%	79%	79%	85%
Has housing affordable to low- and middle-income families	**79%**	85%	77%	87%	74%	72%	89%
Prepared for public health emergencies	**79%**	81%	79%	80%	80%	78%	83%
Prepared for natural disasters and emergencies	**78%**	78%	79%	80%	77%	76%	82%
Well-maintained streets and roads	**78%**	78%	78%	78%	78%	81%	75%

Q7. I am going to read you a list of aspects of life in Sacramento County. Please tell me, in your opinion, how important each one is to making it a good place to live: extremely important, very important, somewhat important, or not too important. If you have no opinion, you can tell me that too.

Other priorities are similar across languages and ties to homelessness and homeownership.

(Extremely/Very Important)

Aspect	All Res.	Language Other than English Spoken at Home		Tie to Homelessness		Residence	
		Yes	No	Yes	No	Homeowners	Renters
Low levels of drug abuse and addiction	**77%**	77%	77%	78%	76%	77%	79%
Has seniors who are physically and mentally healthy and safe	**77%**	76%	77%	80%	75%	75%	79%
Properties that are clean, well-maintained, and safe	**77%**	81%	75%	76%	77%	78%	78%
Growth and development is carefully planned and managed	**74%**	73%	74%	74%	74%	76%	72%
Prompt waste disposal and recycling pickup	**73%**	72%	74%	72%	74%	72%	77%
Well-maintained parks and recreation areas	**73%**	71%	73%	73%	72%	74%	73%
Low levels of air pollution	**67%**	67%	66%	69%	66%	65%	69%
A wide variety of local businesses	**67%**	67%	67%	67%	68%	67%	69%
Prepared for climate change	**58%**	65%	56%	62%	57%	56%	64%
Humanely cares for stray and neglected animals	**57%**	60%	56%	60%	56%	53%	63%
Low levels of incarceration	**52%**	57%	50%	53%	51%	49%	56%
Well-maintained and convenient library buildings	**51%**	55%	50%	57%	48%	49%	56%
Adequate retail and shopping opportunities	**44%**	45%	43%	41%	46%	44%	43%

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Q7. I am going to read you a list of aspects of life in Sacramento County. Please tell me, in your opinion, how important each one is to making it a good place to live: extremely important, very important, somewhat important, or not too important. If you have no opinion, you can tell me that too.

Quality of Life Aspects by Gender and Age

(Extremely/Very Important)

Aspect	All Residents	Gender		Age					
		Men	Women	18-29	30-39	40-49	50-64	65-74	75+
Has low levels of homelessness	**91%**	89%	92%	89%	89%	93%	93%	90%	89%
Prevention of child abuse and neglect	**88%**	85%	92%	90%	90%	86%	88%	88%	85%
A reliable supply of clean water	**87%**	85%	89%	91%	84%	82%	88%	87%	92%
Low levels of crime	**87%**	85%	89%	80%	83%	93%	90%	93%	86%
Enough good, well-paying jobs for local residents	**85%**	82%	87%	93%	84%	88%	84%	81%	72%
Elections administered fairly and transparently	**83%**	82%	84%	79%	84%	85%	85%	89%	79%
Adequate protections for vulnerable children and seniors	**82%**	77%	88%	79%	81%	81%	84%	90%	81%
Accessible mental health services	**81%**	75%	86%	80%	84%	79%	81%	80%	86%
Has housing affordable to low- and middle-income families	**79%**	72%	85%	87%	78%	73%	74%	86%	72%
Prepared for public health emergencies	**79%**	74%	84%	83%	78%	74%	81%	85%	78%
Prepared for natural disasters and emergencies	**78%**	72%	83%	78%	74%	80%	80%	82%	73%
Well-maintained streets and roads	**78%**	77%	80%	75%	79%	70%	84%	86%	73%

FM3 RESEARCH

Q7. I am going to read you a list of aspects of life in Sacramento County. Please tell me, in your opinion, how important each one is to making it a good place to live: extremely important, very important, somewhat important, or not too important. If you have no opinion, you can tell me that too.

Quality of Life Aspects by Gender and Age, Continued

(Extremely/Very Important)

Aspect	All Residents	Gender		Age					
		Men	Women	18-29	30-39	40-49	50-64	65-74	75+
Low levels of drug abuse and addiction	**77%**	72%	83%	74%	78%	75%	77%	82%	82%
Has seniors who are physically and mentally healthy and safe	**77%**	72%	82%	74%	77%	68%	82%	84%	74%
Properties that are clean, well-maintained, and safe	**77%**	74%	79%	76%	76%	71%	79%	77%	80%
Growth and development is carefully planned and managed	**74%**	73%	75%	70%	74%	69%	82%	75%	64%
Prompt waste disposal and recycling pickup	**73%**	71%	74%	73%	71%	74%	76%	77%	73%
Well-maintained parks and recreation areas	**73%**	69%	75%	72%	75%	74%	75%	74%	60%
Low levels of air pollution	**67%**	61%	71%	73%	60%	60%	67%	75%	70%
A wide variety of local businesses	**67%**	65%	70%	70%	70%	66%	67%	69%	63%
Prepared for climate change	**58%**	54%	62%	65%	58%	56%	54%	65%	52%
Humanely cares for stray and neglected animals	**57%**	52%	62%	67%	55%	54%	56%	59%	46%
Low levels of incarceration	**52%**	46%	56%	64%	45%	49%	47%	51%	58%
Well-maintained and convenient library buildings	**51%**	48%	54%	58%	50%	46%	53%	57%	40%
Adequate retail and shopping opportunities	**44%**	42%	46%	36%	44%	35%	53%	52%	44%

FM3 RESEARCH

Q7. I am going to read you a list of aspects of life in Sacramento County. Please tell me, in your opinion, how important each one is to making it a good place to live: extremely important, very important, somewhat important, or not too important. If you have no opinion, you can tell me that too.

Quality of Life Aspects by City/Area

(Extremely/Very Important)

Aspect	All Residents	City/Town						
		Sacto.	Citrus Heights	Elk Gove	Folsom	*Galt	*Rancho Cordova	Unincorp.
Has low levels of homelessness	**91%**	92%	90%	91%	88%	90%	94%	89%
Prevention of child abuse and neglect	**88%**	88%	93%	90%	80%	97%	90%	88%
A reliable supply of clean water	**87%**	87%	82%	94%	90%	96%	87%	86%
Low levels of crime	**87%**	84%	91%	89%	95%	100%	83%	86%
Enough good, well-paying jobs for local residents	**85%**	86%	81%	88%	89%	93%	82%	83%
Elections administered fairly and transparently	**83%**	81%	83%	84%	91%	100%	81%	84%
Adequate protections for vulnerable children and seniors	**82%**	83%	84%	79%	76%	76%	79%	85%
Accessible mental health services	**81%**	81%	86%	77%	82%	73%	87%	80%
Has housing affordable to low- and middle-income families	**79%**	85%	71%	77%	72%	49%	84%	77%
Prepared for public health emergencies	**79%**	79%	69%	86%	78%	73%	84%	79%
Prepared for natural disasters and emergencies	**78%**	78%	77%	79%	83%	87%	86%	76%
Well-maintained streets and roads	**78%**	77%	76%	74%	87%	91%	73%	79%

*Q7. I am going to read you a list of aspects of life in Sacramento County. Please tell me, in your opinion, how important each one is to making it a good place to live: extremely important, very important, somewhat important, or not too important. If you have no opinion, you can tell me that too. *Small Subsample*

Quality of Life Aspects by City/Area, Continued

(Extremely/Very Important)

Aspect	All Residents	City/Town						
		Sacto.	Citrus Heights	Elk Gove	Folsom	*Galt	*Rancho Cordova	Unincorp.
Low levels of drug abuse and addiction	**77%**	79%	81%	73%	76%	63%	63%	78%
Has seniors who are physically and mentally healthy and safe	**77%**	72%	82%	81%	75%	76%	86%	78%
Properties that are clean, well-maintained, and safe	**77%**	75%	78%	75%	81%	86%	65%	78%
Growth and development is carefully planned and managed	**74%**	71%	81%	79%	77%	77%	64%	74%
Prompt waste disposal and recycling pickup	**73%**	71%	79%	77%	70%	83%	58%	74%
Well-maintained parks and recreation areas	**73%**	74%	79%	68%	78%	79%	73%	70%
Low levels of air pollution	**67%**	70%	55%	74%	72%	52%	81%	61%
A wide variety of local businesses	**67%**	67%	64%	71%	63%	96%	63%	66%
Prepared for climate change	**58%**	62%	52%	68%	58%	24%	58%	55%
Humanely cares for stray and neglected animals	**57%**	58%	61%	50%	54%	46%	63%	60%
Low levels of incarceration	**52%**	58%	52%	43%	49%	20%	67%	49%
Well-maintained and convenient library buildings	**51%**	57%	44%	46%	42%	63%	47%	50%
Adequate retail and shopping opportunities	**44%**	43%	49%	42%	40%	47%	62%	42%

*Q7. I am going to read you a list of aspects of life in Sacramento County. Please tell me, in your opinion, how important each one is to making it a good place to live: extremely important, very important, somewhat important, or not too important. If you have no opinion, you can tell me that too. *Small Subsample*

Aspects of Quality of Life by Household Income

(Extremely/Very Important)

Aspect	All Residents	Household Income			
		<$50,000	$50,000-$100,000	$100,000-$150,000	$150,000+
Has low levels of homelessness	**91%**	95%	89%	91%	88%
Prevention of child abuse and neglect	**88%**	90%	89%	86%	85%
A reliable supply of clean water	**87%**	90%	86%	89%	83%
Low levels of crime	**87%**	84%	87%	85%	89%
Enough good, well-paying jobs for local residents	**85%**	88%	83%	88%	82%
Elections administered fairly and transparently	**83%**	81%	87%	83%	83%
Adequate protections for vulnerable children and seniors	**82%**	85%	82%	80%	81%
Accessible mental health services	**81%**	84%	80%	78%	81%
Has housing affordable to low- and middle-income families	**79%**	92%	78%	76%	67%
Prepared for public health emergencies	**79%**	80%	78%	79%	78%
Prepared for natural disasters and emergencies	**78%**	80%	76%	83%	76%
Well-maintained streets and roads	**78%**	77%	76%	86%	72%

Q7. I am going to read you a list of aspects of life in Sacramento County. Please tell me, in your opinion, how important each one is to making it a good place to live: extremely important, very important, somewhat important, or not too important. If you have no opinion, you can tell me that too.

Aspects of Quality of Life by Household Income, Continued

(Extremely/Very Important)

Aspect	All Residents	Household Income			
		<$50,000	$50,000-$100,000	$100,000-$150,000	$150,000+
Low levels of drug abuse and addiction	**77%**	79%	75%	77%	74%
Has seniors who are physically and mentally healthy and safe	**77%**	79%	79%	74%	73%
Properties that are clean, well-maintained, and safe	**77%**	78%	73%	78%	74%
Growth and development is carefully planned and managed	**74%**	71%	72%	83%	75%
Prompt waste disposal and recycling pickup	**73%**	71%	76%	76%	70%
Well-maintained parks and recreation areas	**73%**	71%	68%	81%	75%
Low levels of air pollution	**67%**	71%	64%	68%	62%
A wide variety of local businesses	**67%**	66%	65%	70%	68%
Prepared for climate change	**58%**	60%	59%	57%	56%
Humanely cares for stray and neglected animals	**57%**	63%	58%	61%	46%
Low levels of incarceration	**52%**	58%	52%	51%	49%
Well-maintained and convenient library buildings	**51%**	60%	48%	53%	42%
Adequate retail and shopping opportunities	**44%**	45%	39%	46%	49%

Q7. I am going to read you a list of aspects of life in Sacramento County. Please tell me, in your opinion, how important each one is to making it a good place to live: extremely important, very important, somewhat important, or not too important. If you have no opinion, you can tell me that too.

Satisfaction with parks and recreation is slightly higher in District 5.

(Total Satisfied)

Service/Program	All Residents	Board of Supervisors				
		1	2	3	4	5
Providing waste disposal and recycling services	**73%**	72%	74%	74%	72%	70%
Providing a reliable supply of clean water	**69%**	65%	70%	70%	71%	68%
Maintaining County parks and recreation areas	**65%**	59%	68%	63%	65%	71%
Maintaining library buildings	**59%**	59%	65%	54%	56%	58%
Administering elections	**57%**	62%	57%	58%	54%	52%
Providing humane animal care and control services	**55%**	49%	58%	53%	57%	57%
Preparing for public health emergencies	**50%**	55%	50%	46%	50%	49%
Preparing for natural disasters and emergencies	**49%**	49%	51%	45%	52%	47%
Providing sheriff's patrols	**47%**	48%	47%	44%	49%	47%
Encouraging retail businesses	**44%**	48%	53%	33%	42%	45%
Attracting and retaining local businesses	**44%**	45%	50%	38%	45%	43%
Maintaining County streets and roads	**42%**	43%	48%	35%	41%	41%

Q8. I am going to mention some services and programs that Sacramento County provides. I would like you to tell me how satisfied you are personally with the job being done by the County in providing that program or service: very satisfied, somewhat satisfied, somewhat dissatisfied, or very dissatisfied. If you have no opinion or don't know about a service I mention to you, you can tell me that too.

FM3 RESEARCH

Satisfaction ratings on mental health service provision are slightly higher in District 2.

(Total Satisfied)

Service/Program	All Residents	Board of Supervisors				
		1	2	3	4	5
Providing senior services	**40%**	38%	44%	34%	46%	38%
Encouraging job creation	**40%**	40%	49%	30%	42%	38%
Planning for careful growth and development	**40%**	41%	42%	33%	40%	41%
Providing child and adult protective services	**39%**	38%	45%	33%	46%	34%
Planning to address the impacts of climate change	**37%**	39%	45%	33%	33%	36%
Preventing child abuse and neglect	**34%**	34%	37%	27%	35%	33%
Providing alternatives to jail and prison for less-serious crimes	**30%**	26%	37%	35%	30%	22%
Providing drug use treatment and prevention programs	**30%**	30%	35%	27%	30%	27%
Providing mental health services	**29%**	26%	39%	27%	28%	25%
Enforcing nuisance codes	**29%**	26%	36%	25%	29%	27%
Creating housing affordable to low- and middle-income families	**27%**	22%	30%	24%	34%	25%
Monitoring people on probation	**25%**	27%	32%	18%	24%	24%
Preventing homelessness	**14%**	16%	18%	12%	13%	12%

Q8. I am going to mention some services and programs that Sacramento County provides. I would like you to tell me how satisfied you are personally with the job being done by the County in providing that program or service: very satisfied, somewhat satisfied, somewhat dissatisfied, or very dissatisfied. If you have no opinion or don't know about a service I mention to you, you can tell me that too.

FM3 RESEARCH

Satisfaction ratings are similar among white residents and residents of color.

(Total Satisfied)

Service/Program	All Residents	Race/Ethnicity				
		White Residents	Latino Residents	African American Residents	Asian/ Pacific Islander Residents	*All Residents of Color*
Providing waste disposal and recycling services	**73%**	74%	78%	67%	74%	*72%*
Providing a reliable supply of clean water	**69%**	69%	72%	52%	73%	*69%*
Maintaining County parks and recreation areas	**65%**	66%	61%	65%	71%	*65%*
Maintaining library buildings	**59%**	56%	58%	64%	65%	*61%*
Administering elections	**57%**	55%	60%	62%	63%	*59%*
Providing humane animal care and control services	**55%**	55%	55%	59%	57%	*56%*
Preparing for public health emergencies	**50%**	48%	58%	43%	55%	*52%*
Preparing for natural disasters and emergencies	**49%**	48%	57%	52%	46%	*51%*
Providing sheriff's patrols	**47%**	45%	52%	54%	53%	*50%*
Encouraging retail businesses	**44%**	37%	58%	52%	54%	*52%*
Attracting and retaining local businesses	**44%**	40%	55%	52%	49%	*50%*
Maintaining County streets and roads	**42%**	37%	46%	46%	53%	*47%*

Q8. I am going to mention some services and programs that Sacramento County provides. I would like you to tell me how satisfied you are personally with the job being done by the County in providing that program or service: very satisfied, somewhat satisfied, somewhat dissatisfied, or very dissatisfied. If you have no opinion or don't know about a service I mention to you, you can tell me that too.

FM3 RESEARCH

Latino residents are more satisfied with how the County is managing jobs and growth.

(Total Satisfied)

Service/Program	All Residents	Race/Ethnicity				
		White Residents	Latino Residents	African American Residents	Asian/ Pacific Islander Residents	*All Residents of Color*
Providing senior services	**40%**	37%	39%	43%	52%	*43%*
Encouraging job creation	**40%**	36%	51%	38%	46%	*44%*
Planning for careful growth and development	**40%**	35%	52%	38%	48%	*44%*
Providing child and adult protective services	**39%**	37%	49%	38%	40%	*43%*
Planning to address the impacts of climate change	**37%**	35%	47%	34%	41%	*39%*
Preventing child abuse and neglect	**34%**	28%	39%	32%	44%	*38%*
Providing alternatives to jail and prison for less-serious crimes	**30%**	27%	38%	21%	33%	*33%*
Providing drug use treatment and prevention programs	**30%**	23%	42%	30%	35%	*35%*
Providing mental health services	**29%**	24%	37%	30%	36%	*34%*
Enforcing nuisance codes	**29%**	26%	35%	25%	37%	*32%*
Creating housing affordable to low- and middle-income families	**27%**	27%	32%	20%	27%	*27%*
Monitoring people on probation	**25%**	19%	33%	28%	34%	*31%*
Preventing homelessness	**14%**	8%	22%	17%	22%	*19%*

Q8. I am going to mention some services and programs that Sacramento County provides. I would like you to tell me how satisfied you are personally with the job being done by the County in providing that program or service: very satisfied, somewhat satisfied, somewhat dissatisfied, or very dissatisfied. If you have no opinion or don't know about a service I mention to you, you can tell me that too.

FM3 RESEARCH

Monolingual households are less satisfied with road maintenance.

(Total Satisfied)

Service/Program	All Res.	Language Other than English Spoken at Home		Tie to Homelessness		Residence	
		Yes	No	Total Yes	Total No	Homeowners	Renters
Providing waste disposal and recycling services	**73%**	73%	73%	71%	74%	77%	67%
Providing a reliable supply of clean water	**69%**	72%	68%	65%	72%	72%	65%
Maintaining County parks and recreation areas	**65%**	66%	66%	63%	68%	67%	62%
Maintaining library buildings	**59%**	63%	57%	60%	58%	59%	58%
Administering elections	**57%**	60%	56%	57%	57%	58%	55%
Providing humane animal care and control services	**55%**	53%	56%	58%	54%	59%	50%
Preparing for public health emergencies	**50%**	55%	48%	48%	52%	53%	46%
Preparing for natural disasters and emergencies	**49%**	48%	50%	49%	50%	53%	43%
Providing sheriff's patrols	**47%**	50%	46%	42%	51%	47%	46%
Encouraging retail businesses	**44%**	49%	43%	42%	46%	45%	43%
Attracting and retaining local businesses	**44%**	50%	42%	43%	46%	44%	45%
Maintaining County streets and roads	**42%**	51%	39%	39%	44%	41%	43%

Q8. I am going to mention some services and programs that Sacramento County provides. I would like you to tell me how satisfied you are personally with the job being done by the County in providing that program or service: very satisfied, somewhat satisfied, somewhat dissatisfied, or very dissatisfied. If you have no opinion or don't know about a service I mention to you, you can tell me that too.

Those without a tie to homelessness directly are slightly more satisfied with affordable housing.

(Total Satisfied)

Service/Program	All Res.	Language Other than English Spoken at Home		Tie to Homelessness		Residence	
		Yes	No	Yes	No	Homeowners	Renters
Providing senior services	**40%**	46%	38%	39%	40%	41%	41%
Encouraging job creation	**40%**	45%	38%	40%	40%	39%	44%
Planning for careful growth and development	**40%**	46%	37%	37%	42%	43%	35%
Providing child and adult protective services	**39%**	43%	38%	38%	40%	40%	37%
Planning to address the impacts of climate change	**37%**	43%	35%	38%	36%	39%	34%
Preventing child abuse and neglect	**34%**	35%	33%	31%	35%	34%	31%
Providing alternatives to jail and prison for less-serious crimes	**30%**	35%	28%	30%	30%	30%	30%
Providing drug use treatment and prevention programs	**30%**	39%	26%	29%	30%	30%	29%
Providing mental health services	**29%**	37%	27%	30%	29%	27%	33%
Enforcing nuisance codes	**29%**	34%	27%	28%	30%	27%	31%
Creating housing affordable to low- and middle-income families	**27%**	33%	25%	21%	31%	30%	21%
Monitoring people on probation	**25%**	32%	23%	27%	25%	23%	28%
Preventing homelessness	**14%**	23%	12%	12%	16%	13%	16%

Q8. I am going to mention some services and programs that Sacramento County provides. I would like you to tell me how satisfied you are personally with the job being done by the County in providing that program or service: very satisfied, somewhat satisfied, somewhat dissatisfied, or very dissatisfied. If you have no opinion or don't know about a service I mention to you, you can tell me that too.

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Satisfaction by Gender and Age

(Total Satisfied)

Service/Program	All Residents	Gender		Age					
		Men	Women	18-29	30-39	40-49	50-64	65-74	75+
Providing waste disposal and recycling services	**73%**	73%	74%	69%	71%	66%	77%	72%	84%
Providing a reliable supply of clean water	**69%**	72%	66%	68%	70%	66%	68%	65%	81%
Maintaining County parks and recreation areas	**65%**	66%	66%	63%	64%	63%	67%	67%	74%
Maintaining library buildings	**59%**	61%	57%	55%	53%	70%	58%	57%	63%
Administering elections	**57%**	59%	54%	56%	47%	56%	62%	62%	58%
Providing humane animal care and control services	**55%**	55%	57%	46%	52%	61%	62%	53%	63%
Preparing for public health emergencies	**50%**	55%	48%	42%	50%	50%	51%	53%	65%
Preparing for natural disasters and emergencies	**49%**	53%	47%	40%	48%	45%	55%	50%	63%
Providing sheriff's patrols	**47%**	48%	48%	43%	43%	52%	47%	50%	56%
Encouraging retail businesses	**44%**	46%	44%	45%	41%	44%	45%	41%	57%
Attracting and retaining local businesses	**44%**	45%	45%	46%	40%	44%	46%	39%	57%
Maintaining County streets and roads	**42%**	42%	42%	45%	41%	39%	41%	35%	52%

Q8. I am going to mention some services and programs that Sacramento County provides. I would like you to tell me how satisfied you are personally with the job being done by the County in providing that program or service: very satisfied, somewhat satisfied, somewhat dissatisfied, or very dissatisfied. If you have no opinion or don't know about a service I mention to you, you can tell me that too.

FM3 RESEARCH

Satisfaction by Gender and Age, Continued

(Total Satisfied)

Service/Program	All Residents	Gender		Age					
		Men	Women	18-29	30-39	40-49	50-64	65-74	75+
Providing senior services	**40%**	44%	37%	38%	33%	39%	42%	46%	53%
Encouraging job creation	**40%**	41%	40%	35%	38%	48%	41%	37%	42%
Planning for careful growth and development	**40%**	44%	37%	36%	37%	39%	41%	36%	55%
Providing child and adult protective services	**39%**	46%	35%	33%	36%	40%	39%	48%	50%
Planning to address the impacts of climate change	**37%**	40%	36%	28%	31%	40%	41%	40%	49%
Preventing child abuse and neglect	**34%**	35%	33%	30%	32%	34%	36%	34%	38%
Providing alternatives to jail and prison for less-serious crimes	**30%**	36%	26%	26%	28%	28%	35%	28%	39%
Providing drug use treatment and prevention programs	**30%**	36%	24%	29%	29%	30%	28%	35%	35%
Providing mental health services	**29%**	34%	26%	32%	24%	27%	31%	28%	36%
Enforcing nuisance codes	**29%**	33%	27%	26%	30%	26%	35%	24%	33%
Creating housing affordable to low- and middle-income families	**27%**	34%	22%	21%	24%	23%	34%	26%	44%
Monitoring people on probation	**25%**	29%	23%	27%	34%	19%	26%	22%	24%
Preventing homelessness	**14%**	15%	14%	15%	10%	14%	15%	16%	17%

Q8. I am going to mention some services and programs that Sacramento County provides. I would like you to tell me how satisfied you are personally with the job being done by the County in providing that program or service: very satisfied, somewhat satisfied, somewhat dissatisfied, or very dissatisfied. If you have no opinion or don't know about a service I mention to you, you can tell me that too.

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Satisfaction by City/Area

(Total Satisfied)

Service/Program	All Residents	City/Town						
		Sacto.	Citrus Heights	Elk Gove	Folsom	*Galt	*Rancho Cordova	Unincorp.
Providing waste disposal and recycling services	**73%**	72%	77%	75%	67%	50%	64%	74%
Providing a reliable supply of clean water	**69%**	66%	68%	74%	62%	40%	59%	73%
Maintaining County parks and recreation areas	**65%**	61%	65%	79%	58%	49%	61%	68%
Maintaining library buildings	**59%**	61%	53%	57%	55%	58%	58%	59%
Administering elections	**57%**	61%	46%	54%	68%	33%	48%	55%
Providing humane animal care and control services	**55%**	53%	55%	62%	55%	14%	62%	56%
Preparing for public health emergencies	**50%**	53%	47%	56%	48%	30%	40%	49%
Preparing for natural disasters and emergencies	**49%**	49%	50%	46%	50%	27%	47%	52%
Providing sheriff's patrols	**47%**	47%	53%	53%	44%	33%	43%	46%
Encouraging retail businesses	**44%**	50%	38%	52%	44%	30%	42%	39%
Attracting and retaining local businesses	**44%**	46%	42%	48%	47%	13%	40%	44%
Maintaining County streets and roads	**42%**	48%	43%	49%	47%	14%	36%	35%

*Q8. I am going to mention some services and programs that Sacramento County provides. I would like you to tell me how satisfied you are personally with the job being done by the County in providing that program or service: very satisfied, somewhat satisfied, somewhat dissatisfied, or very dissatisfied. If you have no opinion or don't know about a service I mention to you, you can tell me that too. *Small Subsample*

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Satisfaction by City/Area, Continued

(Total Satisfied)

Service/Program	All Residents	City/Town						
		Sacto.	Citrus Heights	Elk Gove	Folsom	*Galt	*Rancho Cordova	Unincorp.
Providing senior services	**40%**	40%	45%	46%	42%	0%	41%	39%
Encouraging job creation	**40%**	45%	49%	36%	38%	26%	41%	36%
Planning for careful growth and development	**40%**	41%	45%	41%	30%	37%	44%	38%
Providing child and adult protective services	**39%**	41%	49%	35%	44%	33%	32%	38%
Planning to address the impacts of climate change	**37%**	41%	34%	40%	28%	13%	33%	37%
Preventing child abuse and neglect	**34%**	36%	38%	38%	27%	5%	37%	31%
Providing alternatives to jail and prison for less-serious crimes	**30%**	29%	36%	23%	22%	16%	17%	36%
Providing drug use treatment and prevention programs	**30%**	31%	33%	26%	28%	24%	27%	30%
Providing mental health services	**29%**	32%	29%	28%	25%	9%	26%	30%
Enforcing nuisance codes	**29%**	28%	33%	28%	23%	4%	29%	31%
Creating housing affordable to low- and middle-income families	**27%**	27%	32%	16%	37%	41%	40%	26%
Monitoring people on probation	**25%**	28%	18%	27%	20%	23%	23%	25%
Preventing homelessness	**14%**	16%	12%	9%	10%	13%	24%	14%

*Q8. I am going to mention some services and programs that Sacramento County provides. I would like you to tell me how satisfied you are personally with the job being done by the County in providing that program or service: very satisfied, somewhat satisfied, somewhat dissatisfied, or very dissatisfied. If you have no opinion or don't know about a service I mention to you, you can tell me that too. *Small Subsample*

FM3 RESEARCH

Satisfaction by Household Income

(Total Satisfied)

Service/Program	All Residents	Household Income			
		<$50,000	$50,000-$100,000	$100,000-$150,000	$150,000+
Providing waste disposal and recycling services	**73%**	66%	77%	75%	71%
Providing a reliable supply of clean water	**69%**	60%	71%	72%	72%
Maintaining County parks and recreation areas	**65%**	60%	70%	71%	60%
Maintaining library buildings	**59%**	60%	57%	63%	54%
Administering elections	**57%**	51%	60%	62%	57%
Providing humane animal care and control services	**55%**	57%	56%	52%	56%
Preparing for public health emergencies	**50%**	41%	56%	52%	46%
Preparing for natural disasters and emergencies	**49%**	39%	57%	45%	48%
Providing sheriff's patrols	**47%**	45%	52%	47%	45%
Encouraging retail businesses	**44%**	42%	49%	45%	43%
Attracting and retaining local businesses	**44%**	48%	46%	42%	41%
Maintaining County streets and roads	**42%**	43%	45%	41%	38%

Q8. I am going to mention some services and programs that Sacramento County provides. I would like you to tell me how satisfied you are personally with the job being done by the County in providing that program or service: very satisfied, somewhat satisfied, somewhat dissatisfied, or very dissatisfied. If you have no opinion or don't know about a service I mention to you, you can tell me that too.

FM3 RESEARCH

Satisfaction by Household Income, Continued

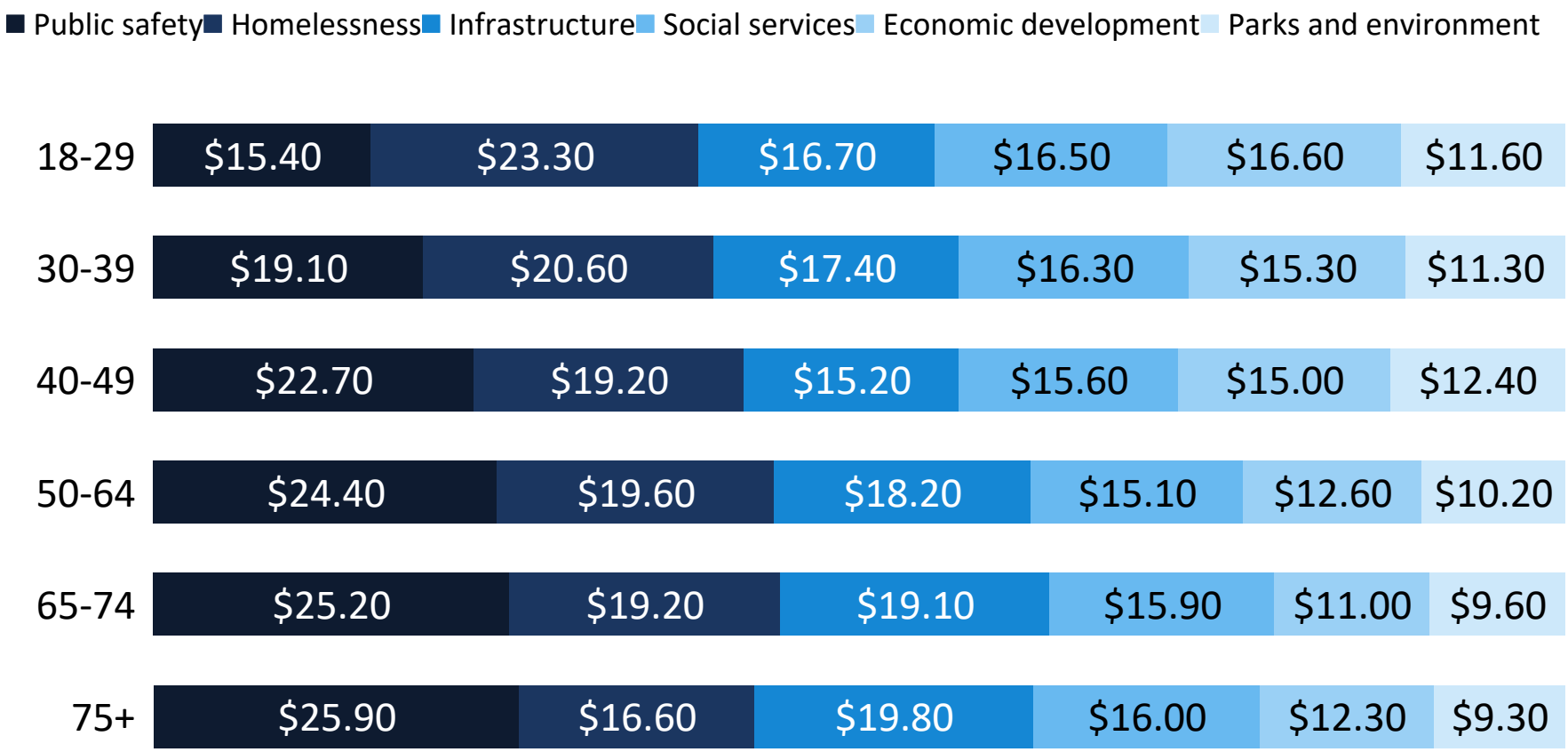
(Total Satisfied)

Service/Program	All Residents	Household Income			
		<$50,000	$50,000-$100,000	$100,000-$150,000	$150,000+
Providing senior services	**40%**	40%	42%	37%	38%
Encouraging job creation	**40%**	40%	45%	39%	40%
Planning for careful growth and development	**40%**	36%	41%	41%	40%
Providing child and adult protective services	**39%**	39%	39%	42%	39%
Planning to address the impacts of climate change	**37%**	43%	36%	38%	29%
Preventing child abuse and neglect	**34%**	34%	37%	30%	28%
Providing alternatives to jail and prison for less-serious crimes	**30%**	31%	33%	33%	22%
Providing drug use treatment and prevention programs	**30%**	34%	29%	36%	21%
Providing mental health services	**29%**	32%	29%	31%	23%
Enforcing nuisance codes	**29%**	31%	32%	30%	21%
Creating housing affordable to low- and middle-income families	**27%**	26%	23%	28%	32%
Monitoring people on probation	**25%**	27%	28%	22%	19%
Preventing homelessness	**14%**	16%	12%	15%	12%

Q8. I am going to mention some services and programs that Sacramento County provides. I would like you to tell me how satisfied you are personally with the job being done by the County in providing that program or service: very satisfied, somewhat satisfied, somewhat dissatisfied, or very dissatisfied. If you have no opinion or don't know about a service I mention to you, you can tell me that too.

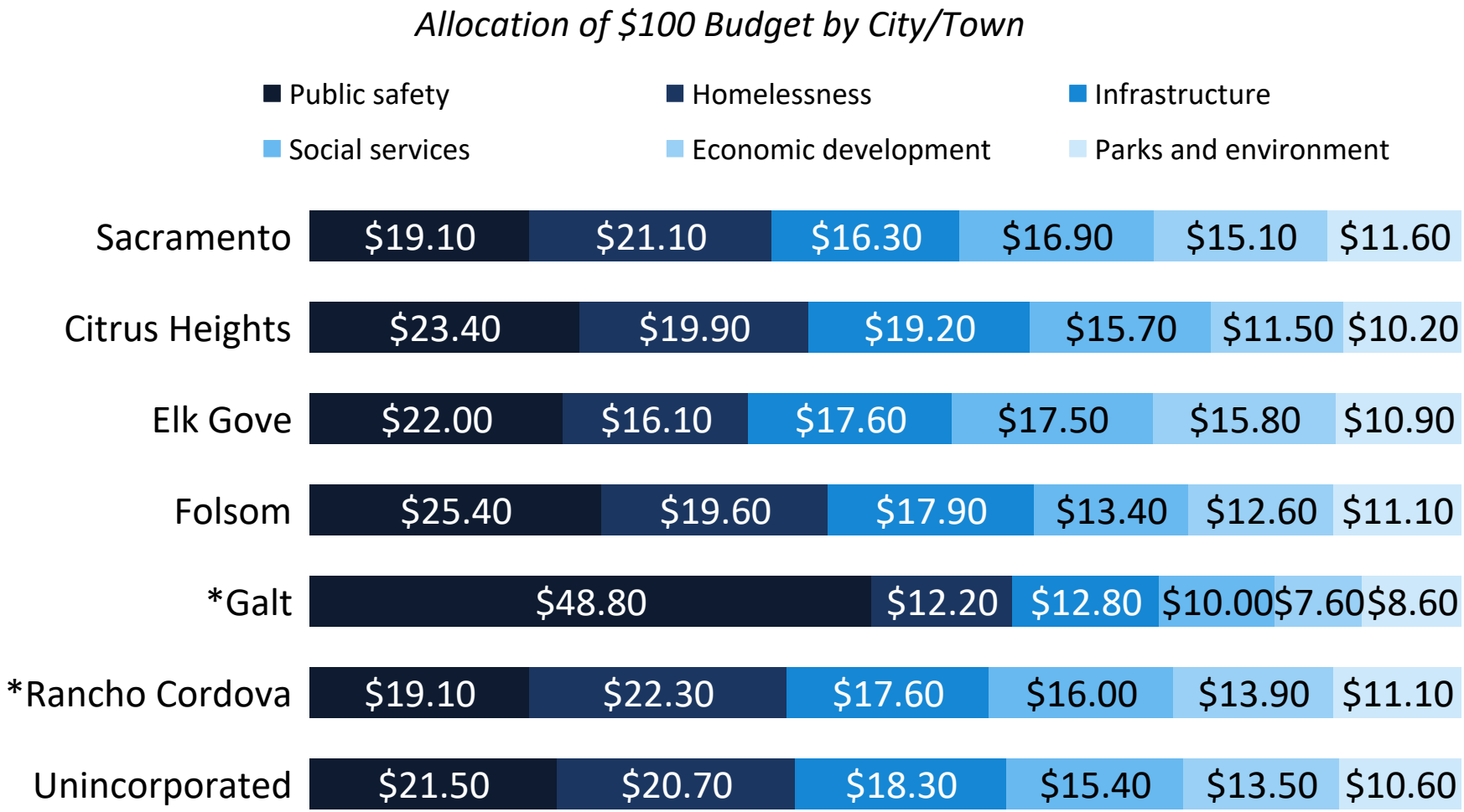
Allocation of $100 Budget by Age

Allocation of $100 Budget by Age



Q9. I am going to ask you to imagine you are in charge of the Sacramento County budget. I would like you to tell me how you would prioritize County spending for 6 broad areas. For this exercise, assume you have $100 to spend. After I read you all 6 key areas, please tell me how many dollars out of $100 you would spend on each, keeping in mind that the total must add up to $100.

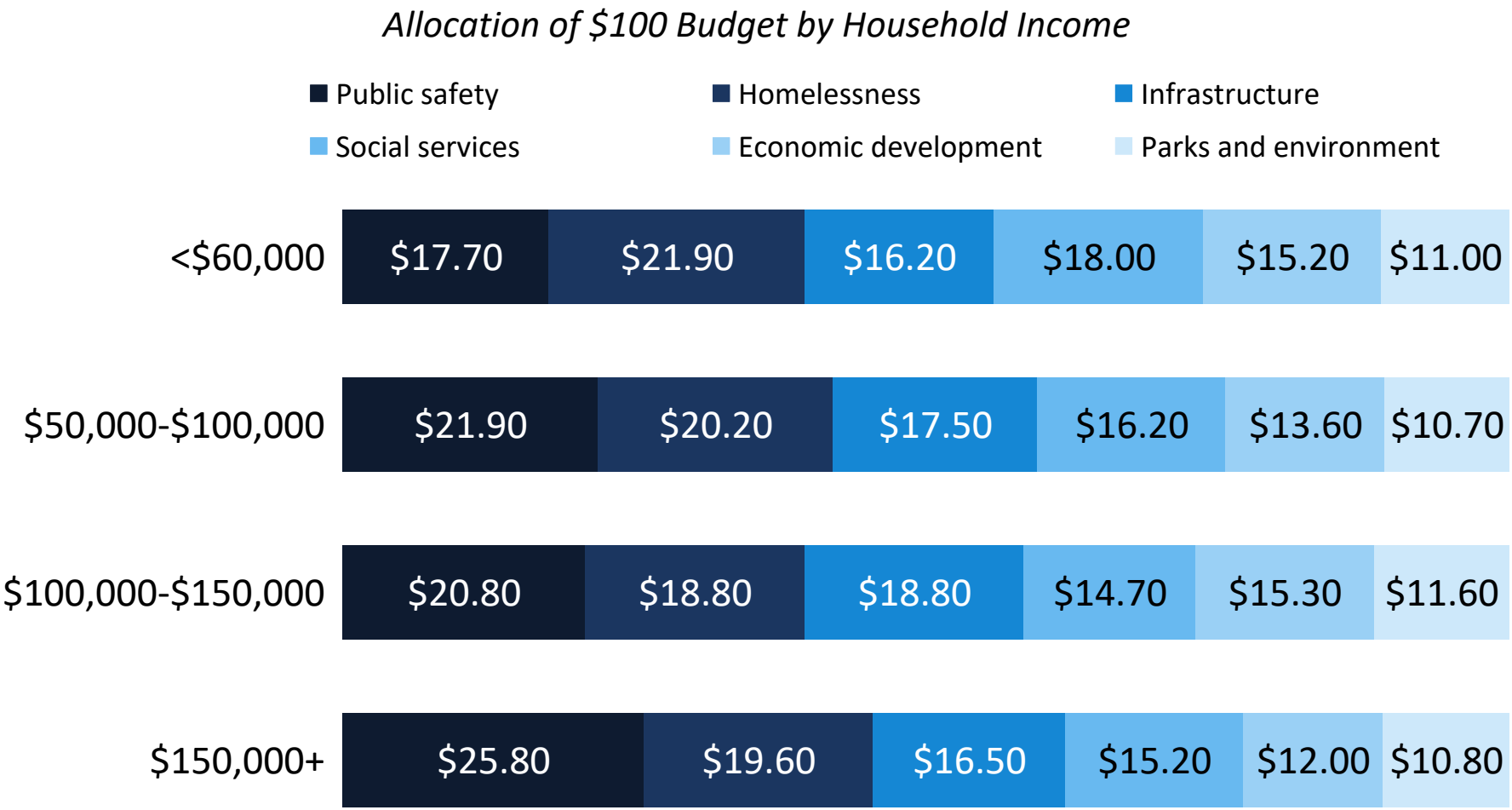
Allocation of $100 Budget by City/Area



*Q9. I am going to ask you to imagine you are in charge of the Sacramento County budget. I would like you to tell me how you would prioritize County spending for 6 broad areas. For this exercise, assume you have $100 to spend. After I read you all 6 key areas, please tell me how many dollars out of $100 you would spend on each, keeping in mind that the total must add up to $100. *Small Subsample*

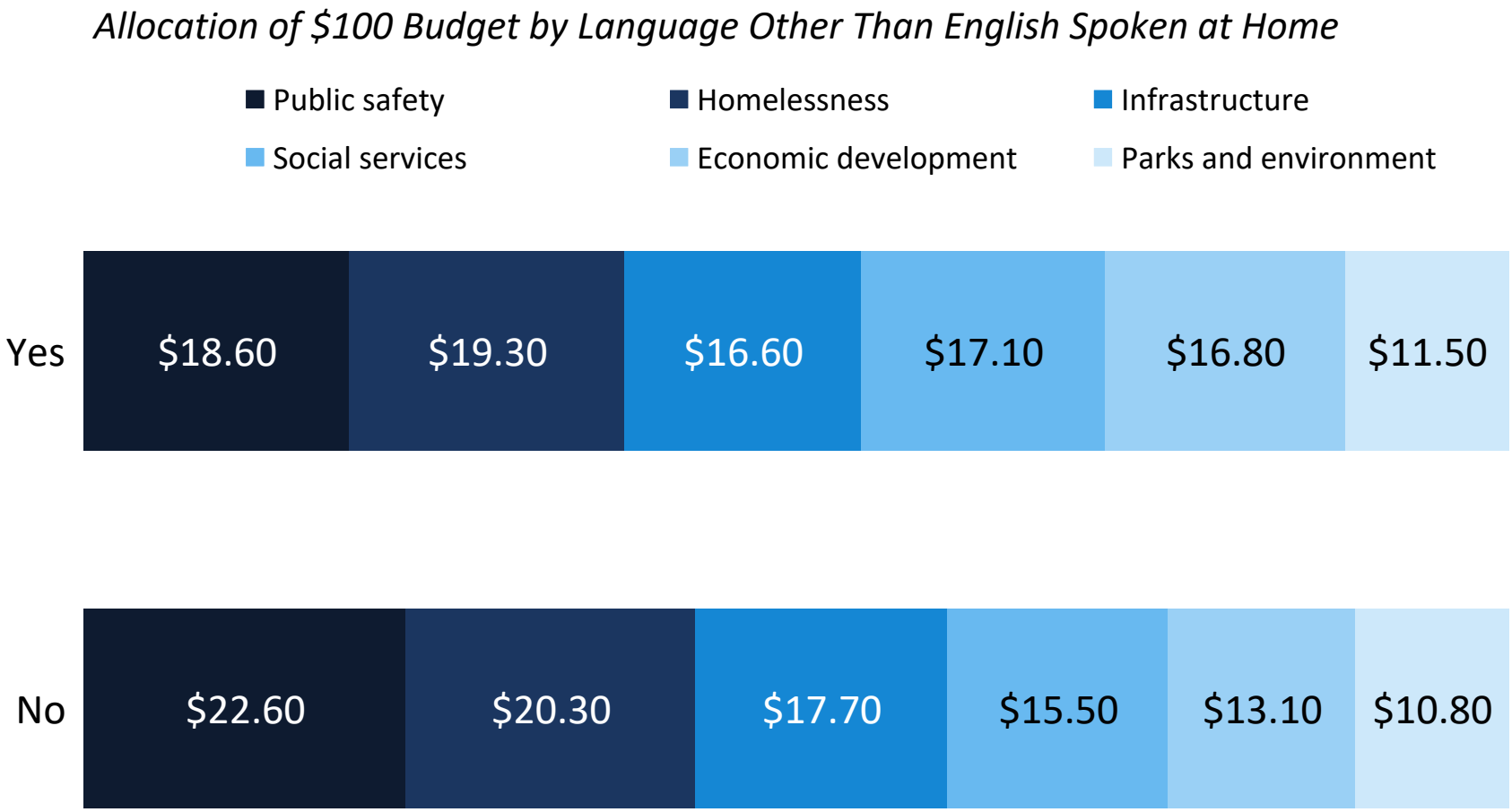
FM3 RESEARCH

Allocation of $100 Budget by Household Income



Q9. I am going to ask you to imagine you are in charge of the Sacramento County budget. I would like you to tell me how you would prioritize County spending for 6 broad areas. For this exercise, assume you have $100 to spend. After I read you all 6 key areas, please tell me how many dollars out of $100 you would spend on each, keeping in mind that the total must add up to $100.

Allocation of $100 Budget by Language Other Than English Spoken at Home



Q9. I am going to ask you to imagine you are in charge of the Sacramento County budget. I would like you to tell me how you would prioritize County spending for 6 broad areas. For this exercise, assume you have $100 to spend. After I read you all 6 key areas, please tell me how many dollars out of $100 you would spend on each, keeping in mind that the total must add up to $100.

Recommended FY2022-23 Budget Priorities

Office of Budget and Debt Management
December 8, 2021

Amanda Thomas, Chief Fiscal Officer

Recommended Priority Framework

- Purpose is to guide budget process, consistent with approved Community Engagement Plan
- Applies to recommended use of General Fund discretionary resources in the FY2022-23 Budget
- Before establishing priorities for new or enhanced programs, first considers:
  - County's compliance obligations and policy commitments
  - Maintaining existing service levels for County programs
- New or enhanced programs focused on most critical and urgent needs, with Countywide and unincorporated focus areas identified based on resident survey

Recommended Priorities

1. Complying with the County's legal, financial, regulatory and policy obligations, including providing mandated services, ensuring collection of revenues, and complying with the General Reserves policy.

2. Maintaining existing service levels budgeted for County programs, improving effectiveness and efficiency where possible and limiting the extent to which reductions in categorical revenue are backfilled with discretionary resources.

Recommended Priorities (cont.)

3. Funding new or enhanced programs that focus on the most critical and urgent needs, with the following priority focus areas identified in a survey of County residents:

   - A Countywide focus area of addressing homelessness and its impacts, including housing, mental health and substance use

   - An unincorporated focus area of improving the condition of streets and roads

Other Considerations

- Planned use of other funding sources (e.g., ARPA) will be considered in developing recommendations for priority areas
- One-time funding to be used for one-time costs
- Approved priorities would guide budget requests by County departments and County Executive's Recommended Budget for FY 2022-23

COUNTY OF SACRAMENTO
CALIFORNIA

4

For the Agenda of:
December 08, 2021
3:30PM

To: Board of Supervisors

Through: Ann Edwards, County Executive

From: David Villanueva, Deputy County Executive
Community Services Agency
Department of Community Development

Subject: PLNP2020-00156 Housing Trust Fund Fee Update. Introduce an Ordinance Amending Chapter 16.89 Of The Sacramento County Code To Update The Fees on Non-Residential Construction To Fund Very-Low Income Housing; Waive Full Reading and Continue to December 14, 2021 For Adoption; APN: County-wide. Environmental Determination: N/A

District(s): All

RECOMMENDED ACTION

1. Find that the Housing Trust Fund Nexus Analysis contains the findings required by Government Code Section 66001(D).
2. Receive and file the Housing Trust Fund Nexus Analysis and Analysis Context and Recommendation reports dated August and September 2021.
3. Introduce an Ordinance Amending Chapter 16.89 of the Sacramento County Code to update the fees on non-residential construction to fund very-low income housing; waive full reading and continue to December 14, 2021 for adoption.

BACKGROUND

The Sacramento County Housing Trust Fund Ordinance (Sacramento County Code Chapter 16.89) was adopted in 1990 to increase and improve the supply of affordable housing units to very-low income households. The ordinance established square footage fees on non-residential developments based on an economic nexus analysis. That analysis determined a clear nexus between the construction of various commercial and industrial buildings or land use types and the number of very-low income employee households. The fee amounts have not been updated since 1992 and are not indexed to inflation. Currently, the County assesses fees at the point of building permit issuance with fees ranging from $0.26 per square foot to $0.97 per square foot depending on the use.

The Sacramento Housing and Redevelopment Agency (SHRA) administers the County Housing Trust Fund on behalf of the County and reports back annually to the Board of Supervisors regarding the use of funds and production of affordable housing under the program. SHRA also administers the City's Housing Trust Fund. Over the 30-year period ending in 2020, the County's Housing Trust Fund had received a cumulative amount of $47 million in revenue, which then contributed to the production of almost 3,000 affordable housing units.

In 2019, the Board identified an update to the Housing Trust Fund as a priority to facilitate development of more affordable housing. The County contracted with Keyser Marston Associates, Inc. (KMA) to prepare an updated Nexus Analysis (Attachment 1) and an Analysis, Context and Recommendations Report (Attachment 2). These studies ensure the fees on new non-residential development are reasonably related to the purpose for which they are charged. These fees then provide a necessary funding source for the production of affordable housing in Sacramento County.

Studies and Fees

This section analyzes the studies necessary to update the Housing Trust Fund fee and discusses existing and potential fees.

Studies
KMA prepared two studies to support the Housing Trust Fund Update as follows:

1. The Housing Trust Fund Nexus Analysis addresses the legal requirements of a fee update by doing the following:
    - Establishing the maximum fees;
    - Identifying the purpose of the fee;
    - Identifying the use to which the fee is to be put;
    - Determining how there is a reasonable relationship between the fee's use and the type of development on which the fee is imposed;
    - Determining how there is a reasonable relationship between the need for the public facility and the type of development project on which the fee is imposed;
    - Determining how there is a reasonable relationship between the amount of the fee and the cost of the public facility or portion of the public facility attributable to the development on which the fee is imposed; and

- Establishing the fee does not include the costs attributable to existing deficiencies in public facilities.

2. The Analysis, Context, and Recommendations Report provides information to support selection of updated fee levels, including:
   - Market context;
   - Fees as a percent of development costs;
   - Affordable housing fee programs in the Sacramento area;
   - Comparison of total fees and permit costs to other jurisdictions; and
   - Illustration of the fee, had it been escalated for cost increases over time.

Pursuant to the ordinance, the County collects fees to support the development of very-low income (VLI) housing for workers earning 30-50 percent of the area median income (AMI). As part of the Nexus Analysis, Planning and Environmental Review (PER) and SHRA staff tasked KMA with expanding the nexus analysis to also include workers at the extremely-low income (under 30 percent AMI) and low income (50 to 80 percent of AMI). The Nexus Analysis provides an evaluation for each income level including Extremely Low Income (ELI), Very Low Income (VLI), and Low Income (LI) and they are reflected in the maximum fee.

As detailed in the Nexus Study, the analysis links the development of eight types of workplace buildings to the estimated number of lower income housing units required in each of three income categories. Then, the cost of providing affordable housing to the worker households is determined and expressed per square foot of building area. Findings represent the full mitigation cost for the affordable housing impacts of new development and the ceiling for any affordable housing fee that may be imposed. The Nexus Study also points out that many of the study's assumptions err on the conservative side and may be considerably understated.

The subsequent recommendations then reflect a contribution towards the local gap amount rather than the full mitigation cost recognizing that the full mitigation cost could be a barrier to development and that affordable housing projects obtain a variety of subsidies in order to be built and remain affordable over time.

Fee Comparisons

The nexus analysis compared the total development fees for each development type in the County to the development fees in five jurisdictions in the region. These jurisdictions were selected as the most likely competitors to the unincorporated County for non-residential development and include the City of Sacramento, City of Rancho Cordova, City of Elk Grove, City of West

Sacramento, and Placer County. With the exception of West Sacramento, these jurisdictions collect Housing Trust Fund fees. Details of these comparisons start on page 14 of the Analysis, Context and Recommendations Report. KMA, SHRA and County staff used these comparisons to inform the fee recommendations.

Focus group meetings were held with development-related stakeholders in preparation for this fee update. In these meetings, participants suggested the nexus analysis include commercial development fees from regions such as Riverside County, City of Fresno and City of Merced. In response to this suggestion, comprehensive fee comparisons from two existing studies covering San Joaquin and Stanislaus Counties and select outer Bay Area cities and Western Riverside County, Coachella Valley and San Bernardino County were reviewed and summarized as a general fee comparison (Attachment 3). The comparison found:

- The County's fees for warehouses are above the averages for the comparison areas but are below the highest fees in the Sacramento area, Stanislaus County, and selected outer Bay Area cities.
- The County's fees for retail are above averages for several comparison areas, except the selected outer Bay Area cities, are below the highest fees for comparison jurisdictions in Western Riverside County and selected outer Bay Area cities, and similar to the highest fees within the Sacramento area.
- The County's fees for office in Metro Air Park are similar to or below averages in most of the comparison areas and below the highest fee jurisdictions in all areas. Office fees in Arden are above averages for several comparison areas except the outer Bay Area, are similar to the highest fees in San Joaquin, Stanislaus and Western Riverside counties, and below the highest fees in the Sacramento area and select outer Bay Area jurisdictions.

However, the jurisdictions in the two studies (excluding Livermore and Pleasanton) do not collect Housing Trust Fund fees or their equivalent and, therefore, are not a direct comparison as relates to this work. It simply provides a broader perspective on fee levels in other jurisdictions. The jurisdictions and regions with comparable non-residential fee programs to those in the Sacramento area include a variety of jurisdictions in the Bay Area including Napa and Sonoma; County of Santa Cruz; County of San Luis Obispo and the Cities of Los Angeles, San Diego and Santa Monica. However, those regions and jurisdictions were not viewed as direct competitors with the County because in most cases, non-residential development projects are delivered to meet a local demand for space. Developers may consider multiple viable sites in the region, with fees being one consideration among many in selecting a site.

Staff also researched deferring or prorating Housing Trust Fund Fees. There are mechanisms such as the Bond Opportunities for Land Development (BOLD) and Statewide Communities Infrastructure Program (SCIP) programs to fund improvement and infrastructure, however, they cannot be used for the Housing Trust Fund Fees. Also, the Housing Trust Fund Fees are between two and five percent of the overall fees, so it would not make sense to spend staff time and County resources to track and manage these fees over a longer term.

Housing Trust Fund Fees

The current standard of housing affordability indicates that households spending 30 percent or more of their gross income on housing are "cost burdened". Severe overpayment occurs when households spend 50 percent or more of their gross income on housing. Market rate housing is not affordable for households earning under 80 percent of the AMI or less than $72,880 for a family of four. The impact of high housing costs disproportionately affects extremely low-, very low-, and low-income households.

New workplace buildings create new jobs, a share of which are lower paying, resulting in new lower income households which in turn create additional demand for affordable housing. The Housing Trust Fund specifically provides funding to help address the affordability gap or the difference between the cost of developing affordable units and the rent charged based on the income of the tenant for those in the workforce.

The results of the Nexus Analysis are heavily driven by two factors: the density of employees within buildings and the occupational make-up of the workforce. Retail has both high employment density and a high proportion of lower paying jobs, factors that in combination result in the highest affordable housing impacts and maximum fee level conclusions among the eight building types. Warehouse and residential care facilities have a high proportion of lower paying jobs, but a low density of employment, resulting in lower maximum fee level conclusions compared to other land uses.

Table 1 provides the existing fees; maximum fees established by the Nexus Analysis; and the Indexed fees, if the ordinance had provided for the annual indexing of the fee.

Table 1: Existing, Maximum, and Indexed Housing Trust Fund Fees

Development Type	Existing Fee	Maximum Fee	Indexed For Cost Increases
Office	$0.97	$47.60	$2.39
Hotel	$0.92	$16.50	$2.27
Research and Development	$0.82	$15.40	$2.02
Commercial	$0.77	$69.60	$1.90
Manufacturing	$0.61	$38.90	$1.51
Warehouse	$0.26	$16.40	$0.64
Medical	-	$48.20	-
Residential Care	-	$15.10	-

Recommendations

KMA Recommendation
As part of their analysis, KMA has provided recommendations for the Housing Trust Fund Fees based on their analysis of market conditions, development costs, the overall commercial fee burden, and fees in surrounding jurisdictions. KMA recommends:

- Warehouse and Industrial: Up to $2 per square foot
- All Other Non-Residential: Up to $3 per square foot
- Annual indexing to allow the fee to keep pace with increases in costs

Staff Recommendation
After reviewing the studies and hearing comments from developers and housing advocates, staff from PER, SHRA, and Economic Development recommend the Board:

1. Adopt the amended ordinance with the fees in Table 2;
2. Add an annual index to allow fees to keep pace with increases in cost; and
3. Expand the income levels funded by the ordinance to include housing for extremely-low, very-low and low income workers.

Table 2: Recommended Housing Trust Fund Fees

Development Type	Recommended Fee per Square Foot of New Building
Office	$3.00
Hotel	$3.00
Research and Development	$2.00
Commercial	$2.00
Manufacturing	$1.00
Warehouse	$0.70

Staff recommendations are based upon three considerations:

1. Fees in the region. The fees in the Cities of Sacramento, Elk Grove, and Folsom were reviewed and the recommended fees are comparable with these jurisdictions. The recommended fee is lower in the Warehouse category and Commercial categories than the City of Sacramento but higher in other categories. Staff would also note that the recently adopted Housing Elements for the Cities of Sacramento and Rancho Cordova include programs to consider updating their Housing Trust Fund fees.
2. Indexed fees. The indexed fee rate was considered and the recommended fees are similar to or slightly higher than the adopted fees if they had been indexed annually.
3. Overall County fee burden. The focus groups recommended staff consider the total development fees when increasing fees.

Recommended Ordinance Changes

In addition to updating the fees, other changes to the ordinance are recommended, as follows:

- Remove the specific use types and utilize more general descriptions of the use categories to calculate fees. The ordinance currently lists the use types from the Zoning Code in effect in 1990. Since the Zoning Code is revised periodically and use types may be modified over time, the revised ordinance deletes this list and replaces it with more general descriptions of the non-residential use categories from the Nexus Analysis.
- Update the locational criteria. The ordinance provides locational criteria for spending funds in relation to the location of the development paying fees. This is no longer an attainable methodology because the development footprint of the County has expanded since 1990. For

example, the Vineyard area and Jackson corridor are areas anticipated for development while large portions of the fees are generated in Metro Air Park and McClellan. It is also administratively impractical to track the location where funds are generated as the fees are collected and transferred to SHRA periodically in lump sums. Furthermore, flexibility in where funds are spent will aid in addressing requirements to affirmatively further fair housing.

Outreach

As part of the fee update process, PER conducted three outreach meetings, and a workshop before the Planning Commission. The outreach effort also includes a dedicated webpage with information on the Housing Trust Fund in multiple languages; the Nexus Study and Context Report and links to the recorded kick-off meeting presentation. GovDelivery notifications were sent to more than 2,000 subscribers regarding the available documents and workshops.

Kick-off meeting
This meeting was intended to provide a general overview of the Housing Trust Fund Update before the studies were released. PER staff and KMA provided a presentation and answered questions. This meeting was lightly attended and the recorded presentation and discussion was posted on the dedicated webpage for viewing.

Focus Group Meeting 1
This meeting was conducted on September 7, 2021 (Attachment 5). Its purpose was to obtain feedback on the nexus analysis and fee amount from commercial developers. PER and KMA summarized the Nexus Analysis and presented the potential fees and KMA recommendations. The non-residential development community suggested reviewing the fees in competing jurisdictions in addition to the surrounding jurisdictions. They also suggested providing mechanisms to either prorate or leverage the fees, rather than being required to pay up front. PER is adding analysis of fees in San Joaquin and Riverside Counties and is researching mechanisms to prorate or leverage fees (see discussion in fees above).

Focus Group Meeting 2
This meeting was conducted on September 15, 2021 (Attachment 5). The purpose of the focus group meeting was to obtain feedback on the fee amount from affordable housing advocates and developers. The group indicated the fees are too low to generate meaningful housing, especially in relation to the City of Sacramento fees. They supported raising the fees to a level comparable to the surrounding area. They also recommended the overall County fees be reviewed and suggested the County should not balance the

overall fees on the Housing Trust Fund and see where other development fees can potentially be reduced.

Planning Commission Workshop
The Planning Commission conducted a workshop (Attachment 4) on October 25, 2021. The Commissioners were supportive of increasing the Housing Trust Fund Fee and provided comment that staff should consider adding a sunset to the automatic indexing to allow the fee to be periodically revisited. They also suggested reducing the proposed fee for office use to be consistent with the fee for retail uses given office uses were developing at a relatively flat rate, as shown on slide 11 of the presentation. One public comment was received which indicated that given the variety of other funding sources available for affordable housing increasing the fees does not need to occur and may impede development in commercial corridors.

Sacramento Housing and Redevelopment Agency Commission
The Sacramento Housing and Redevelopment Agency Commission (SHRA Commission) held a workshop on the Housing Trust Fund Update on November 3, 2021. After hearing the presentation and discussing the item the Commission felt the fees for manufacturing and industrial uses were too low. They suggested that the manufacturing fee increase to $1.50 per square foot consistent with the fee if it had been indexed over time. They also suggested the warehouse fee be increased to be closer to the average of the fees for the jurisdictions in the region, approximately $0.80 to $0.85 per square foot.

Environmental Review

The California Environmental Quality Act (CEQA) Section 15378 defines a "Project" subject to CEQA. Section 15378 (b)(4) specifies that the creation government funding mechanisms or other government fiscal activities which do not involve any commitment to any specific project which may result in a potentially significant physical impact on the environment is not considered a project subject to the requirements of CEQA. Therefore the update of the fees on non-residential construction to fund very-low income housing is not subject to environmental review under CEQA.

FINANCIAL ANALYSIS

The cost of the updated Nexus Analysis and Analysis, Context and Recommendations Report in the amount of $80,275 are funded through the Local Early Action Planning (LEAP) Grant and the General Fund is covering staff time to complete the fee update. Fees will increase for non-residential developers, depending on the fees adopted by the Board.

CONCLUSION

The need for affordable housing continues to increase in the Sacramento region and the unincorporated County including the need for sufficient local gap funding to allow projects to compete for available State and Federal funding sources. An update to the Housing Trust Fund fee amounts is long overdue and will provide a balance with the obligation currently placed on residential development via the Affordable Housing Ordinance fees. Staff have sought a balance between the fee levels thought appropriate by the advocates for affordable housing who argue that the fee levels should be higher (e.g. comparable to Bay Area jurisdictions) against the arguments from industry to reduce fee burdens in general comparable with San Joaquin Valley and Inland Empire jurisdictions and areas that do not collect a Housing Trust Fund fee.

Attachments:

ORD - Ordinance (Clean)
ORD - Ordinance (Strikethrough)
ATT 1 - Nexus Analysis
ATT 2 - Analysis, Context and Recommendation Report
ATT 3 - Additional Fee Comparison Memo
ATT 4 - COPC Report without attachments
ATT 5 - Focus Group Summaries

SCC NO. _____

AN ORDINANCE OF THE SACRAMENTO COUNTY CODE AMENDING CHAPTER 16.89 FEES ON NON-RESIDENTIAL CONSTRUCTION TO FUND LOW INCOME HOUSING

The Board of Supervisors of the County of Sacramento, State of California,

ordains as follows:

SECTION 1. Section 16.89.000, Chapter 16.89, Title 16, of the Sacramento

County Code is amended to read as follows:

16.89.000 Findings.

a. Construction of new office, hotel, commercial, research and development, manufacturing, warehouse and other special non-residential buildings or structures (hereinafter referred to as "non-residential construction") in the County of Sacramento has been and continues to be a major factor in attracting new employees to the region. A substantial number of these employees and their families reside or will reside in the County of Sacramento. These new employees and their families create a need for additional housing in the County.

b. Traditionally non-residential construction has benefited from a supply of housing for the new employees available at competitive prices and locations close to the place of employment. However, in recent years the supply of housing has not kept pace with the demand for housing created by these new employees and their families. If this shortage were to grow or continue, employers would have increasing difficulty in locating in or near the County due to problems associated with attracting a labor force. Employees would be unable to find appropriate housing in the area, and accordingly would be forced to commute long distances. This situation would adversely affect their quality of life, consume limited energy resources, increase congestion on already overcrowded highways, and have a negative impact on air quality.

c. The competition for housing is especially acute with respect to low-income households. An identifiable portion of the new employees attracted to the County by new non-residential construction will live in low income households and will therefore compete with present residents for scarce affordable housing units in the County. Increasing the production and availability of low income housing is especially problematic. Prices and rents

for housing affordable to households of low income remain below the level needed to attract new construction. Federal and State housing financing and subsidy programs are not sufficient by themselves to satisfy the low income housing requirements associated with this employment.

d. In 1990, the County of Sacramento, in cooperation with the City of Sacramento, created a City/County Housing Finance Task Force to examine housing needs and financial mechanisms to address those needs in the Sacramento area. The report of the Task Force (the "Nexus Report") examined the connection between new non-residential construction and housing needs, with special emphasis on very low income housing needs. The report concluded that a clear nexus can be established between the construction of various commercial and industrial buildings or land use types and the number of very low income employee households that are directly associated with such buildings or uses and will accordingly impact the Sacramento housing market. The report further quantified the share of this need represented by very low income households.

e. In 2020, the County of Sacramento contracted for preparation of a Housing Trust Fund Nexus Analysis and an Analysis, Context, and Recommendations Report (Studies). These studies evaluated conditions as of early 2021. The nexus analysis revealed that an appropriate maximum fee amount for Sacramento County would be in the range of $15.40 to $69.60 for low income housing. The analysis concludes that each additional square foot of non-residential construction contributes to the need for low income housing subsidy in the following amounts: office, $47.60; research and development, $15.40 manufacturing, $38.90; warehouse, $16.40; retail (commercial), $69.60; and hotel, $16.50.

f. It is clear that construction of new office, hotel, commercial, research and development, manufacturing, warehouse and other special non-residential buildings or structures brings in new employees, an estimable percentage of those employees will live in Sacramento County, and that this number yields a certain number of households from which a definable number will be of extremely low, very low and low income. Adjustments may be made to this number of households to take into account household size, and multiple earner households, previously housed employees, etc., to yield the approximate per square foot contribution each new non-residential construction activity contributes to the net new need for housing subsidy.

g. Accordingly, it is appropriate to impose some of the cost of the increased burden of providing housing for low income households necessitated by such construction directly upon the owners of the construction, and indirectly upon the occupiers. The imposition of a housing

impact fee is an appropriate means to accomplish this purpose. In calculating the amount of such fee, the Board of Supervisors has taken into account other factors in addition to the simple calculation of contribution to the need for housing subsidy. These include impact of the fee on construction costs, special factors and hardships associated with certain types of development, and legal issues.

h. This chapter carries out provisions of the Sacramento County General Plan. The Housing Element of the County General Plan calls for the provision of housing for all sectors of the population to accommodate the demands of both existing and new residents attracted to the region by increased employment. The Housing Element also provides that the County should make special efforts to encourage an increased supply of housing affordable to low, very low and extremely low income housing households.

i. Various elements of the Sacramento County General Plan, including, but not limited to, the Land Use Element, and the Open Space, Conservation and Resource Management Element require the promotion of in-fill development and the discouragement of urban sprawl in order to preserve agricultural lands, reduce air pollution, minimize commute distances and traffic-related impacts, and avoid undue increases in the cost of urban services. In the absence of sufficient subsidy, low income families would be forced to find housing, if at all, in areas far removed from employment centers, thus increasing urban sprawl and its associated impacts. The creation of a housing fund is designed to reduce this impetus for urban sprawl and its associated impacts.

j. Most land uses in the County clearly fall within one of the six basic use types studied in the Nexus Analysis and are charged a fee accordingly in this ordinance. In a limited number of situations, the fee must be based on a project-by-project determination due to insufficient information as to the general characteristics of that type of use or special attributes of the use which make building size an inappropriate determinator of employee density.

k. It is recognized that it is inappropriate to impose a fee requirement on certain individual new construction because the fee would violate previous development agreements, other quasi-contractual agreements, or is preempted by state law; or because special characteristics of the use otherwise address the needs of the same low income population to which this ordinance is addressed, and such contributions would be adversely affected by the fee; or because it can be determined that the use categorically will have few or no employees.

l. The County-wide housing fee update on new non-residential construction is based upon the Sacramento General Plan, the Sacramento General Plan Environmental Impact Report, the Housing Trust Fund Nexus

Analysis and Analysis, Context, and Recommendations Report quantifying the nexus between new nonresidential construction and low, very low, and extremely low income housing need. In view of the numerous assumptions and potential inexactitudes which must attend any such studies and recommendations, the Board of Supervisors has determined that the fees and unit requirements will be set well below the calculated cost of providing low, very low and extremely low income housing to persons attracted to the County by these employment opportunities.

SECTION 2. Section 16.89.213, Chapter 16.89, Title 16, of the Sacramento

County Code is added to read as follows:

16.89.213 Extremely-Low Income Households.

"Extremely –Low Income Households" means those households with incomes of thirty (30) percent or below the median income in the County of Sacramento as set forth from time to time by the U.S. Department of Housing and Urban Development.

SECTION 3. Section 16.89.240, Chapter 16.89, Title 16, of the Sacramento

County Code is amended to read as follows:

16.89.240 Planning Director.

"Planning Director" means the Director of the County of Sacramento's Planning and Environmental Review Division.

SECTION 4. Article 3, Sections 16.89.300 through 16.89.325, Chapter 16.89,

Title 16, of the Sacramento County Code are amended to read as follows:

Article 3 Low Income Housing Fund

16.89.300 Establishment and Definition.

There is hereby established a Sacramento County Low Income Housing Fund ("Fund") by the Office of the County Auditor—Controller in the County Treasury. The Fund shall be a special interest—bearing trust fund. The Fund shall receive all monies contributed pursuant to Section 16.89.500. The Fund may receive monies from other sources.

16.89.305 Purposes and Limitations.

Monies deposited in the Fund shall be used to increase and improve the supply of housing units affordable to households of low incomes. Monies placed in this fund shall be held in trust until disbursed as provided in Section 16.89.315. Monies may also be used to cover reasonable administrative expense not reimbursed through processing fees. No portion of the Fund may be diverted to other purposes by way of loan or otherwise.

16.89.310 Administration.

This fund shall be administered by the SHRA Director who shall have the authority to govern the Fund consistent with this chapter and to prescribe procedures to carry out these purposes, subject to Board of Supervisors approval by resolution.

16.89.315 Use and Disbursement of Monies in the Fund.

Monies in the Fund shall be used in accordance with the adopted Housing Element of the County General Plan, the Housing Assistance Plan Program and Financing Strategy, (dated June 6, 1988) and the criteria in Section 16.89.320 to construct, rehabilitate, subsidize, or assist other governmental entities, private organizations or individuals in the construction of low income housing units. Monies in the Fund may be disbursed, hypothecated, collateralized, or otherwise employed for these purposes from time to time as the SHRA Director so determines is appropriate to accomplish the purposes of the Fund. These uses include, but are not limited to, assistance to housing development corporations, equity participation loans, grants, prehome ownership co-investment, pre-development loan funds, participation leases, or other public/private partnership arrangements, construction loans or permanent financings. The Funds may be extended for the benefit of both rental or owner occupied housing.

16.89.320 Location of Housing Units to Be Assisted with Fund Monies.

To the extent possible, the SHRA Director shall use the Housing Trust Fund monies to affirmatively further fair housing. The SHRA Director shall give priority to funding low income housing units in areas 1) experiencing overpayment, overcrowding and displacement risk; and 2) areas identified as moderate, high, and highest resource.

16.89.325 Annual Evaluation.

a. Commencing one year after the effective date of this chapter, and

annually thereafter, the SHRA Director and Planning Director shall report to the Board on the status of the Fund.

b. The report shall include (1) a statement of income to the Fund from all

sources and a statement of expenses and disbursements, and other uses of the Fund; (2) a statement of the number of low income housing units constructed or assisted during that year and the amount of such assistance; (3) an evaluation of the efficiency and effectiveness of this chapter in mitigating the County's shortage of low income housing available to employees at the non-residential construction subject to this chapter; (4) recommendations of any changes to this chapter necessary to carry out its purposes, including any adjustments necessary to the fee (beyond the annual revisions done pursuant to Section 16.89.715(b)) appropriate in light of changes in the supply of low income housing, the cost of housing, the characteristics of employment, or other factors. Any such recommended changes in fee levels or coverage shall be accompanied by a supplemental nexus report. This report shall contain the findings required by Government Code Section 66001(d).

SECTION 5. Section 16.89.400, Chapter 16.89, Title 16, of the Sacramento

County Code are amended to read as follows:

16.89.400 Payment of Fee as a Condition of Issuance of a Building Permit.

There is hereby established, levied and imposed a housing fee on the development of real property in the unincorporated territory of the County of Sacramento. No building permit shall be approved to construct, expand, improve or remodel structures on real property designed to be used for a non-exempt use type designated in Article 8 unless the housing fees for that property are paid as required by this chapter or the fee is inapplicable according to the terms of Article 5. For each development site composed of a single parcel of land/or multiple parcels in common ownership, the housing fee shall be paid by the building permit applicant to the Building Permits and Inspection Division, in an amount calculated using the following formula:

$$(S \times U) + (EF \times (U - ET)) - (D \times ET) = F$$

where:

S = Gross square feet of new non-residential buildings or structures, or additions thereto that are proposed to be constructed by the building permit for which application has been made.

EF = Gross square feet of non-residential buildings or structures in existence at the time the application is made that are proposed to be improved or remodeled by the building permit requested, and for which footage a housing fee either has been previously paid (if a building permit for the building or structure was issued after the effective date of this chapter) or would have been paid (if a building permit for the building or structure was issued prior to the effective date of this chapter).

U = Applicable housing fee per square foot by use type for the proposed new non-residential construction (as pertains to either new or existing buildings or structures), as determined by the Chief Building Inspector or the Planning Director by application of Articles 7 and 8, or by the Planning Commission by application of Article 6.

ET= Applicable housing fee per square foot by use type for the non-residential construction in existence at the time the application is made (as determined for "U") for which use a housing fee either has been paid (if a building permit was issued for the existing building or structure after the effective date of this chapter) , or for the use types most recently occupying the building or structure for which a housing fee would have been paid (if a building permit was issued for the existing building or structure prior to the effective date of this chapter).

D = Gross square feet of non-residential buildings or structures either recently removed or to be removed from the development site in conjunction with the building permit application. Only buildings or structures previously removed by authorized demolition, authorized removal, accidental destruction, or natural disaster may qualify for this credit provided that the prior removal has occurred no earlier than one year prior to the filing of the building permit application. "D" shall be presumed to be zero unless the applicant presents substantial evidence with the filing to the Chief Building Inspector indicating the floor area and most recent use of the building or structure to be removed or previously removed by accident or authorized demolition or relocation, and, in cases of demolition or removal, has obtained or made application to obtain a valid demolition permit or a permit to move the building or structure to another site; and F = Total Housing Fee to be paid.

Whenever "ET" is greater than "U" as a result of a proposed change in use type reducing potential employment density, the second term of the formula shall be considered to be zero rather than negative. Whenever "F" is

calculated to be a negative number as a result of a non-residential building demolition or removal from the site, the Total Housing Fee shall be zero. For a case in which maintaining the continuity of employment requires that demolition be postponed until after construction of the new non-residential building on the site, the Director shall have the authority to give credit for the pending demolition in computation of the housing fee for the new building.

SECTION 6. Article 5, Sections 16.89.500 through 16.89.505, Chapter 16.89,

Title 16, of the Sacramento County Code are amended to read as follows:

Article 5 Applicability of the Housing Fee Requirement
16.89.500 Applicability.

This chapter shall apply to new non-residential construction, including, but not limited to, any addition or interior remodeling of any non-residential building or structure which either would add additional square feet to that building or structure, or would result in change of use type listed in Article 8, or both. This chapter shall apply to mixed or combined use construction.

16.89.505 Exemptions.

The following are exempt from the requirements of this chapter:

a. Construction which is the subject of Development Agreements currently in effect with the County of Sacramento, or of Disposition Agreements, Owner Participation Agreements, or Memoranda of Understanding with the Redevelopment Agency of the County of Sacramento, approved prior to the effective date of this ordinance, only where such agreements or memoranda specifically preclude the fees which would otherwise be imposed by this chapter; or

b. Any non-residential construction located on property owned by the United States of America or any of its agencies, the State of California, the County of Sacramento, public school districts, or other special purpose local government agencies, with the exception of such property not used exclusively for federal, state, or local governmental or educational purposes; or

c. Activities not requiring a building permit; or

d. In cases of extreme hardship, duly established by the applicant presenting

substantial evidence to the Board, whereupon the Board, acting by resolution in its legislative capacity, may grant an exemption from any or all of the provisions of this chapter if it makes all of the following determinations: (1) Special circumstances of the proposed construction (and not generally applicable to other construction) justify the grant of the exemption, so that the same determination would be appropriate for any applicant facing similar circumstances; and (2) The construction would not be objectively feasible without the modification in the fee; and (3) A specific and substantial financial hardship would occur if the exemption were not granted; and (4) No alternative means of compliance are available which would be more effective in attaining the purposes of this chapter than the relief requested.

e. The issuance of building permits for which a complete application was

filed with the Building Permits and Inspection Division prior to the effective date of the ordinance first adding this chapter; or

f. Agricultural buildings, barns, greenhouses, stables (not part of an

equestrian facility), storage, on-site packing buildings, or roadside crop sale buildings 1,500 square feet or less in size. This does not include buildings used for public assembly, event center/banquet hall and agritourism uses (i.e. wineries, craft breweries, equestrian facilities); or

g. Construction not exceeding 1,000 gross square feet which is determined

by the Planning Director to be suitable solely for a specific use that will generate no increase in employment; or

h. Self Service Auto Wash; or

i. Automobile Storage; or j Recreational Vehicle Storage; or k. Mini-Storage Building; or

l. Private Parking Garage; or

m. Places of Worship or Other Religious Institutions; or

n. Private Social Center, Social Club, Fraternal Hall/Lodge or non-profit

membership organizations; or

o. Boat Dock, Berths or Launches; or

p. A use operated by a nonprofit organization that provides food storage,

meal service, or temporary shelter to the homeless; or

q. A use operated by a nonprofit organization that provides essential

services (such as medical or emergency care) without cost to the recipient and serves primarily low-income households.

SECTION 7. Section 16.89.610, Chapter 16.89, Title 16, of the Sacramento

County Code are amended to read as follows:

16.89.610 Standards.

No appeal shall be granted to an applicant unless the Commission finds in writing that:

a. The fee determined by the application of Section 16.89.400 and 16.89.715

is not reasonably related to the need for low income housing associated with the proposed non-residential construction for the use type determined to be appropriate by the Chief Building Inspector or the Planning Director in accord with Article 8, or

b. The non-residential construction is proposed to be built for and suitable

solely for a specific use involving few or no employees.

SECTION 8. Article 7, Sections 16.89.700 through 16.89.716, Chapter 16.89,

Title 16, of the Sacramento County Code are amended to read as follows:

Article 7 Administration

16.89.705 Application Procedures for Building Permits Subject to This Chapter.

An application for a building permit for any non-residential construction subject to the provisions of this chapter shall not be deemed complete unless the application contains: (1) a statement of the number of gross square feet of non-residential construction proposed to be constructed, added or remodeled and the number of gross square feet of non-residential buildings or structures to be or previously removed that are subject to the requirements of this chapter, together with documentation sufficient to support the application; and (2) the previous and intended use or uses for the nonresidential buildings or structures by gross square feet.

16.89.710 Determination of Fee.

(a) The Chief Building Inspector shall: (i) determine the amount of the "U" and "ET" factors of the fee (except as provided in paragraph (c) of

this section); (ii) inform the applicant of those per square foot amounts in writing; (iii) determine the "S" and "EF" factors, (iv) calculate the total fee; (v) collect the fee; and (vi) transmit it to the Fund.

(b) In determining the amount of the "U" and 'ET" factors the Chief Building Inspector or the Planning Director, as provided by this section, shall utilize Article 8 to:
(i) relate the intended use of the non-residential construction to a land use category in Section 16.89.715, and identify the resulting fee per square foot; or (ii) identify the use as exempt.

(c) Whenever the intended use category is uncertain, the Planning Director shall determine the appropriate amount of the "U" and "ET" factors, based on the potential employment density and impact on low income housing demand associated with the proposed use. In the case of large, mixed-use development projects (defined as the simultaneous construction of one or more structures with different uses), the Planning Director may utilize the land use categories in Section 16.89.715 and the use types in Article 8 to create a mixed fee to be collected for all building permits in the project. In that case, the mixed fee shall be designed to approximate the revenue which would have been collected had the fees been determined for each individual structure. The Planning Director shall inform the Chief Building Inspector of its determination of the "U" and "ET" factors.

16.89.715 Housing Fee.

(a) The Housing Fee listed in this subdivision in effect at the time the building permit is to be issued shall be used to calculate the total housing fee payable prior to issuance of such building permit.

Housing fee

Land Use Category	**Land Use Category Abbreviation**	**Fee per Gross Square Foot of Building or Structure**
Office	O	$3.00
Hotel	H	$3.00
Research and Development	R	$2.00
Commercial	C	$2.00
Manufacturing	M	$1.00
Warehouse	W	$.070

(b) The fees set forth in this section, including the maximum amount of the fee, shall be adjusted annually based on the Building Cost

Index 20-City Average published by Engineer News-Record/McGraw Hill. Following each adjustment, County shall publish an updated fee schedule.

16.89.716 Processing Fees.

The Building Permits and Inspection Division shall collect a processing fee from each applicant for a building permit for non-residential construction subject to this chapter to administer the Housing Trust Fund Ordinance. This fee or fees shall be established by a Board of Supervisors' resolution.

SECTION 9. Section 16.89.800, Chapter 16.89, Title 16, of the Sacramento

County Code is amended to read as follows:

16.89.800 Determination of Use Types.

The following specific use types shall be utilized by the Chief Building Inspector and the Planning Director to determine what land use category in Section 16.89.715 the Building Permits and Inspection Division shall use to determine the housing fee to be paid prior to the issuance of a particular building permit for non-residential construction. The land use categories were determined by the Nexus Report and are based upon the estimated employee density and potential effect on the demand for low income housing associated with the use types.

"Office" encompasses the full range of office uses from financial and professional services sectors to medical and dental offices, including outpatient medical facilities.

"Retail/commercial" includes retail, restaurants, dry cleaners, health clubs and other personal care and service uses that commonly occupy retail space. This category also includes all institutional and social care uses that are not exempt per Section 16.59.505 and all "Commercial Uses" listed in the Zoning Code use tables that are not classified under the use table subcategories of office, financial institution, lodging, or vehicle related uses.

"Hotel/Lodging" covers the range from full service hotels to limited service accommodations, such as, resorts and farm stays.

"Industrial/Manufacturing" covers a broad range of manufacturing and processing uses; vehicle related uses (auto repair and service, service stations, and vehicle sales); and a range of other uses of an industrial or semi-industrial character. This also includes Agritourism/Rural Commercial uses such as agricultural sales and services, wineries/special craft breweries, and other rural commercial or agritourism uses as listed in the "Agricultural Use" category of the Zoning Code that are located on lands designated as

Agricultural or Agricultural Residential. Does not include agricultural buildings and uses exempt under Section 16.59.505.

"Research and Development (R&D)" covers facilities for scientific or medical research, product design, prototype production, development and testing, and data centers.

"Warehouse", or large structures primarily devoted to storage and logistics activities, typically with a small amount of office space.

SECTION 10. This ordinance was introduced and the title thereof read at the regular meeting of the Board of Supervisors on _____, and on _____, further reading was waived by the unanimous vote of the Supervisors present.

This ordinance shall take effect and be in full force on and after thirty (30) days from the date of its passage, and before the expiration of fifteen (15) days from the date of its passage it shall be published once with the names of the members of the Board of Supervisors voting for and against the same, said publication to be made in a newspaper of general circulation published in the County of Sacramento.

On a motion by Supervisor _____, seconded by Supervisor _____, the foregoing ordinance was passed and adopted by the Board of Supervisors of the County of Sacramento, State of California, this 8th day of December 2021, by the following vote:

AYES: Supervisors,

NOES: Supervisors,

ABSENT: Supervisors,

ABSTAIN: Supervisors,

RECUSAL: Supervisors,
(PER POLITICAL REFORM ACT (§ 18702.5.))

_____
Chair of the Board of
Supervisors of Sacramento
County, California

(SEAL)

ATTEST: _____
Clerk, Board of Supervisors

2202242

SCC NO. _____

AN ORDINANCE OF THE SACRAMENTO COUNTY CODE AMENDING
CHAPTER 16.89 FEES ON NON-RESIDENTIAL CONSTRUCTION TO FUND LOW INCOME HOUSING

The Board of Supervisors of the County of Sacramento, State of California, ordains as follows:

SECTION 1. Section 16.89.000, Chapter 16.89, Title 16, of the Sacramento County Code is amended to read as follows:

16.89.000 Findings.

a. Construction of new office, hotel, commercial, research and development, manufacturing, warehouse and other special non-residential buildings or structures (hereinafter referred to as "non-residential construction") in the County of Sacramento has been and continues to be a major factor in attracting new employees to the region. A substantial number of these employees and their families reside or will reside in the County of Sacramento. These new employees and their families create a need for additional housing in the County.

b. Traditionally non-residential construction has benefited from a supply of housing for the new employees available at competitive prices and locations close to the place of employment. However, in recent years the supply of housing has not kept pace with the demand for housing created by these new employees and their families. If this shortage were to grow or continue, employers would have increasing difficulty in locating in or near the County due to problems associated with attracting a labor force. Employees would be unable to find appropriate housing in the area, and accordingly would be forced to commute long distances. This situation would adversely affect their quality of life, consume limited energy resources, increase congestion on already overcrowded highways, and have a negative impact on air quality.

c. The competition for housing is especially acute with respect to low-income households ~~of very low income~~. An identifiable portion of the new employees attracted to the County by new non-residential construction will live in ~~very~~ low income households and will therefore compete with present residents for scarce affordable housing units in the County. Increasing the production and

availability of ~~very~~ low income housing is especially problematic. Prices and rents for housing affordable to households of ~~very~~ low income remain below the level needed to attract new construction. Federal and State housing financing and subsidy programs are not sufficient by themselves to satisfy the ~~very~~ low income housing requirements associated with this employment.

d. In 1990, ~~T~~the County of Sacramento, in cooperation with the City of Sacramento, created a City/County Housing Finance Task Force to examine housing needs and financial mechanisms to address those needs in the Sacramento area. The report of the Task Force (the "Nexus Report") examined the connection between new non-residential construction and housing needs, with special emphasis on very low income housing needs. The report concluded that a clear nexus can be established between the construction of various commercial and industrial buildings or land use types and the number of very low income employee households that are directly associated with such buildings or uses and will accordingly impact the Sacramento housing market. The report further quantified the share of this need represented by very low income households.

e. ~~The City of Sacramento reviewed the Nexus report and calculated the housing subsidy amounts based on the employment densities contained in the City General Plan. Assuming a housing subsidy of $12,000 per unit, the City concluded that each additional square foot of office construction, for example, contributes to the need for very low income housing subsidy in the amount of $2.74. Similar conclusions for other non-residential construction were as follows: research and development, $1.87; manufacturing, $1.32; warehouse, $.82; commercial, $4.33; and hotel, $1.90.~~

f. ~~The County of Sacramento prepared a subsequent nexus study ("supplemental study") to supplement the Nexus Report prepared by the City/County Housing Finance Task Force. The supplemental study evaluated conditions as of early 1990 and updated the prior Nexus Report. It revealed that an appropriate subsidy amount for Sacramento County would be in the range of $1.09 to $11.17 for very low income housing, substantially more than double the subsidy assumed by the original Nexus Report. This supplemental study concludes that each additional square foot of non-residential construction contributes to the need for very low income housing subsidy in the following amounts: office, $6.10; research and development, $4.44; manufacturing, $3.55; warehouse, $1.92; retail (commercial), $11.17; and hotel, $5.04.~~

e.In 2020, the County of Sacramento contracted for preparation of a

Housing Trust Fund Nexus Analysis and an Analysis, Context, and Recommendations Report (Studies). These studies evaluated conditions as of early 2021. The nexus analysis revealed that an appropriate maximum fee amount for Sacramento County would be in the range of $15.40 to $69.60 for low income housing. The analysis concludes that each additional square foot of non-residential construction contributes to the need for low income housing subsidy in the following amounts: office, $47.60; research and development, $15.40 manufacturing, $38.90; warehouse, $16.40; retail (commercial), $69.60; and hotel, $16.50.

~~g~~f.~~While these numbers may be approximate, i~~It is clear that ~~such~~ construction of new office, hotel, commercial, research and development, manufacturing, warehouse and other special non-residential buildings or structures brings in new employees, an estimable percentage of those employees will live in Sacramento County, and that this number yields a certain number of households from which a definable number will be of extremely low, ~~and~~ very low and low income. Adjustments may be made to this number of households to take into account household size, and multiple earner households, previously housed employees, etc., to yield the approximate per square foot contribution each new non-residential construction activity contributes to the net new need for housing subsidy.

~~h~~g. Accordingly, it is appropriate to impose some of the cost of the increased burden of providing housing for ~~very~~ low income households necessitated by such construction directly upon the owners of the construction, and indirectly upon the occupiers. The imposition of a housing impact fee is an appropriate means to accomplish this purpose. In calculating the amount of such fee, the Board of Supervisors has taken into account other factors in addition to the simple calculation of contribution to the need for housing subsidy. These include impact of the fee on construction costs, special factors and hardships associated with certain types of development, and legal issues.

~~i~~h. This chapter carries out provisions of the Sacramento County General Plan. The Housing Element of the County General Plan calls for the provision of housing for all sectors of the population to accommodate the demands of both existing and new residents attracted to the region by increased employment. The Housing Element also provides that the County should make special efforts to encourage an increased supply of housing affordable to low, ~~and~~ very low and extremely low income housing households~~, and in that light contains specific provisions calling for the creation of a housing trust fund and the financing thereof by various means including, but not limited to, fees on new commercial construction~~.

~~j~~i.Various elements of the Sacramento County General Plan, including, but

not limited to, the Land Use Element, and the Open Space, Conservation and Resource Management Element require the promotion of in-fill development and the discouragement of urban sprawl in order to preserve agricultural lands, reduce air pollution, minimize commute distances and traffic-related impacts, and avoid undue increases in the cost of urban services. In the absence of sufficient subsidy, low income families would be forced to find housing, if at all, in areas far removed from employment centers, thus increasing urban sprawl and its associated impacts. The creation of a housing fund is designed to reduce this impetus for urban sprawl and its associated impacts.

~~k~~j. Most land uses in the County clearly fall within one of the six basic use types studied in the ~~n~~Nexus ~~report~~Analysis ~~and the supplemental study~~ and are charged a fee accordingly in this ordinance. In a limited number of situations, ~~(called "special")~~ the fee must be based on a project-by-project determination due to insufficient information as to the general characteristics of that type of use or special attributes of the use which make building size an inappropriate determinator of employee density. ~~l~~k.

It is recognized that it is inappropriate to impose a fee requirement on certain individual new construction because the fee would violate previous development agreements, other quasi-contractual agreements, or is preempted by state law; or because special characteristics of the use otherwise address the needs of the same low income population to which this ordinance is addressed, and such contributions would be adversely affected by the fee; or because it can be determined that the use categorically will have few or no employees.

~~m~~l. The County-wide housing fee update on new non-residential construction is based upon the Sacramento General Plan, the Sacramento General Plan Environmental Impact Report, ~~the Sacramento City/County Housing Finance Task Force report and recommendations, the supplemental nexus study, together with the reports appended thereto~~ the Housing Trust Fund Nexus Analysis and Analysis, Context, and Recommendations Report quantifying the nexus between new nonresidential construction and low, ~~and~~ very low, and extremely low income housing need. In view of the numerous assumptions and potential inexactitudes which must attend any such studies and recommendations, the Board of Supervisors has determined that the fees and unit requirements will be set well below the calculated cost of providing low, very low and extremely low income housing to persons attracted to the County by these employment opportunities.

~~n. The Board of Supervisors notes that both housing and non-residential land use patterns are regional in many respects, and that the City and County should cooperate to address the low income housing problem including the~~

~~creation of a low income housing fund. The City Council of Sacramento has adopted an ordinance similar to this ordinance pursuant to the recommendations of the City/County Low Income Housing Task Force. The adoption of fees within the County and the creation of a trust fund parallel to the City Trust Fund enhances regional cooperation in the solution to the housing problem and carries out a recommendation of the City/County Task Force. The imposition of fees on new non-residential construction substantially similar to those in the City enhances the regional economy. Although such similar fees are not in place in neighboring counties, the Board of Supervisors finds that the combination of the City and County Trust Fund is not likely to cause any substantial disincentive for the location of new non-residential construction within the City and County, or cause dislocation that might lead to environmental or other social problems.~~

SECTION 2. Section 16.89.213, Chapter 16.89, Title 16, of the Sacramento

County Code is added to read as follows:

16.89.213 Extremely-Low Income Households.

"Extremely –Low Income Households" means those households with incomes of thirty (30) percent or below the median income in the County of Sacramento as set forth from time to time by the U.S. Department of Housing and Urban Development.

SECTION 3. Section 16.89.240, Chapter 16.89, Title 16, of the Sacramento

County Code is amended to read as follows:

16.89.240 Planning Director.

"Planning Director" means the Director of the County of Sacramento's ~~Department of~~ Planning and Environmental Review Division~~Community Development~~.

SECTION 4. Article 3, Sections 16.89.300 through 16.89.325, Chapter 16.89,

Title 16, of the Sacramento County Code are amended to read as follows:

Article 3 ~~Very~~ Low Income Housing Fund
16.89.300 Establishment and Definition.

There is hereby established a Sacramento County ~~Very~~ Low Income Housing Fund ("Fund") by the Office of the County Auditor—Controller in the County Treasury.
The Fund shall be a special interest—bearing trust fund. The Fund shall receive all monies contributed pursuant to Section 16.89.500. The Fund may receive monies from other sources.

16.89.305 Purposes and Limitations.

Monies deposited in the Fund shall be used to increase and improve the supply of housing units affordable to households of ~~very~~ low incomes. Monies placed in this fund shall be held in trust until disbursed as provided in Section 16.89.315. Monies may also be used to cover reasonable administrative expense not reimbursed through processing fees. No portion of the Fund may be diverted to other purposes by way of loan or otherwise.

16.89.310 Administration.

This fund shall be administered by the SHRA Director who shall have the authority to govern the Fund consistent with this chapter and to prescribe procedures to carry out these purposes, subject to Board of Supervisors approval by resolution.

16.89.315 Use and Disbursement of Monies in the Fund.

Monies in the Fund shall be used in accordance with the adopted Housing Element of the County General Plan, ~~Section IV (entitled "Housing Assistance Targets") and Section VII (entitled "Low Income Housing Location") of~~ the Housing Assistance Plan Program and Financing Strategy, (dated June 6, 1988) and the criteria in Section 16.89.320 to construct, rehabilitate, subsidize, or assist other governmental entities, private organizations or individuals in the construction of ~~very~~ low income housing units. Monies in the Fund may be disbursed, hypothecated, collateralized, or otherwise employed for these purposes from time to time as the SHRA Director so determines is appropriate to accomplish the purposes of the Fund. These uses include, but are not limited to, assistance to housing development corporations, equity participation loans, grants, pre-home ownership co-investment, pre-development loan funds, participation leases, or other public/private partnership arrangements, construction loans or permanent financings. The Funds may be extended for the benefit of both rental or owner occupied housing.

16.89.320 Location of Housing Units to Be Assisted with Fund Monies.

~~a. Subject to Board of Supervisors approval, the SHRA Director shall develop criteria for the location of the housing units to be assisted with Fund monies. The purposes of these criteria shall be to: (1) ensure a~~

~~reasonable geographical linkage between non-residential construction subject to this ordinance and the assisted very low income housing units such that future residents of the housing could reasonably commute to the construction locations; (2) ensure conformity of the assisted housing units with the Fair Share Plan adopted in 1987 by the County Board of Supervisors and as periodically updated, and with the Sacramento County General Plan in effect on the date that the ordinance first adopting this chapter went into effect; and (3) promote air quality goals (e.g., access to public transportation).~~

~~b. For purposes of criterion (1) above, any location which lies within seven (7) miles of the non-residential construction subject to this ordinance shall be presumed to be within reasonable commuting distance. Locations within one quarter (1/4) mile of either existing or planned transit services shall be given preference within the seven mile commuting distance. Locations further than the seven mile distance may receive assistance from the Fund provided that the SHRA Director finds that access to existing or planned public transit renders it reasonable that employees at the construction location could commute from and to the location of the assisted housing.~~

~~c. If due to regional growth, increased traffic congestion, or other factors, the SHRA Director determines at any time that sites which meet criterion (1) above will not be available, the SHRA Director and the Planning Director shall develop and present to the Board a proposal for ensuring a continued linkage between non-residential construction subject to this ordinance and the location of assisted housing. Such a proposal may be presented in connection with the Annual Evaluation in Section 16.18.325 below.~~

~~d. The SHRA Director and Planning Director may elect to utilize a zone system which provides that fees from non-residential construction within a specified zone shall be spent for housing assistance within the same zone or contiguous zones. The boundaries of such zones shall take into account the existing transportation network as well as other factors such that a reasonable geographic linkage as specified in criterion (1) above may be maintained. The zones may be developed jointly with the City of Sacramento such that a given zone includes both City and County territory. Any zone shall be subject to Planning Commission review and Board of Supervisors approval by resolution.~~

To the extent possible, the SHRA Director shall use the Housing Trust Fund monies to affirmatively further fair housing. The SHRA Director shall give priority to funding low income housing units in areas 1) experiencing overpayment, overcrowding and displacement risk; and 2) areas identified as moderate, high, and highest resource.

16.89.325 Annual Evaluation.

a. Commencing one year after the effective date of this chapter, and

annually thereafter, the SHRA Director and Planning Director shall report to the Board ~~and the County Policy Planning Commission~~ on the status of the Fund.

b. The report shall include (1) a statement of income to the Fund from all sources and a statement of expenses and disbursements, and other uses of the Fund; (2) a statement of the number of ~~very~~ low income housing units constructed or assisted during that year and the amount of such assistance; (3) an evaluation of the efficiency and effectiveness of this chapter in mitigating the County's shortage of ~~very~~ low income housing available to employees at the non-residential construction subject to this chapter; (4) recommendations of any changes to this chapter necessary to carry out its purposes, including any adjustments necessary to the fee (beyond the annual revisions done pursuant to Section 16.89.715(b)) appropriate in light of changes in the supply of ~~very~~ low income housing, the cost of housing, the characteristics of employment, or other factors. Any such recommended changes in fee levels or coverage shall be accompanied by a supplemental nexus report. This report shall contain the findings required by Government Code Section 66001(d).

SECTION 5. Section 16.89.400, Chapter 16.89, Title 16, of the Sacramento County Code are amended to read as follows:

16.89.400 Payment of Fee as a Condition of Issuance of a Building Permit.

There is hereby established, levied and imposed a housing fee on the development of real property in the unincorporated territory of the County of Sacramento. No building permit shall be approved to construct, expand, improve or remodel structures on real property designed to be used for a non-exempt use type designated in Article 8 unless the housing fees for that property are paid as required by this chapter or the fee is inapplicable according to the terms of Article 5. For each development site composed of a single parcel of land/or multiple parcels in common ownership, the housing fee shall be paid by the building permit applicant to the ~~Department of Public Works~~Building Permits and Inspection Division, in an amount calculated using the following formula: (S x U) + (EF x (U - ET)) - (D x ET) = F

where:

S = Gross square feet of new non-residential buildings or structures, or additions thereto that are proposed to be constructed by the building permit for which application has been made.

EF = Gross square feet of non-residential buildings or structures in existence at the time the application is made that are proposed to be

improved or remodeled by the building permit requested, and for which footage a housing fee either has been previously paid (if a building permit for the building or structure was issued after the effective date of this chapter) or would have been paid (if a building permit for the building or structure was issued prior to the effective date of this chapter).

U = Applicable housing fee per square foot by use type for the proposed new non-residential construction (as pertains to either new or existing buildings or structures), as determined by the Chief Building Inspector or the Planning Director by application of Articles 7 and 8, or by the Planning Commission by application of Article 6.

ET= Applicable housing fee per square foot by use type for the non-residential construction in existence at the time the application is made (as determined for "U") for which use a housing fee either has been paid (if a building permit was issued for the existing building or structure after the effective date of this chapter) , or for the use types most recently occupying the building or structure for which a housing fee would have been paid (if a building permit was issued for the existing building or structure prior to the effective date of this chapter).

D = Gross square feet of non-residential buildings or structures either recently removed or to be removed from the development site in conjunction with the building permit application. Only buildings or structures previously removed by authorized demolition, authorized removal, accidental destruction, or natural disaster may qualify for this credit provided that the prior removal has occurred no earlier than one year prior to the filing of the building permit application. "D" shall be presumed to be zero unless the applicant presents substantial evidence with the filing to the Chief Building Inspector indicating the floor area and most recent use of the building or structure to be removed or previously removed by accident or authorized demolition or relocation, and, in cases of demolition or removal, has obtained or made application to obtain a valid demolition permit or a permit to move the building or structure to another site; and F = Total Housing Fee to be paid.

Whenever "ET" is greater than "U" as a result of a proposed change in use type reducing potential employment density, the second term of the formula shall be considered to be zero rather than negative. Whenever "F" is calculated to be a negative number as a result of a non-residential building demolition or removal from the site, the Total Housing Fee shall be zero. For a case in which maintaining the continuity of employment requires that demolition be postponed until after construction of the new non-residential building on the site, the Director shall have the authority to give credit for the pending demolition in computation of the housing fee for the new building.

SECTION 6. Article 5, Sections 16.89.500 through 16.89.505, Chapter 16.89,

Title 16, of the Sacramento County Code are amended to read as follows:

Article 5 Applicability of the Housing Fee Requirement
16.89.500 Applicability.

~~A.~~ This chapter shall apply to new non-residential construction, including, but not limited to, any addition or interior remodeling of any non-residential building or structure which either would add additional square feet to that building or structure, or would result in change of use type listed in Article 8, or both. This chapter shall apply to mixed or combined use construction.

B. ~~As applied to the Capitol Commerce Center, one hundred percent (100%) of the demolition/removal/destruction/disaster credit established pursuant to Section 16.89.400 (variable "D") ("Demolition Credits") shall be valid for a term of fifteen (15) years from the date of issuance of each demolition permit. Notwithstanding anything to the contrary in Section 16.89.400, Demolition Credits shall be available only for floor area of buildings that were in existence as of December 15, 2014, and that were demolished after the effective date of the ordinance adding this subdivision to the County Code. Up to 260,000 square feet of the total Demolition Credit available from the Capital Commerce Center property shall be valid for an additional ten (10) years. The County may enter into a memorandum of understanding, approved by the Community Development Director, which sets forth the responsibilities and procedures for the continued administration of the Capitol Commerce Center demolition/removal/destruction/disaster credit account.~~

16.89.505 Exemptions.

The following are exempt from the requirements of this chapter:

a. Construction which is the subject of Development Agreements currently in effect with the County of Sacramento, or of Disposition Agreements, Owner Participation Agreements, or Memoranda of Understanding with the Redevelopment Agency of the County of Sacramento, approved prior to the effective date of this ordinance, only where such agreements or memoranda specifically preclude the fees which would otherwise be imposed by this chapter; or

b. Any non-residential construction located on property owned by the United States of America or any of its agencies, the State of California, the County of Sacramento, public school districts, or other special purpose local

government agencies, with the exception of such property not used exclusively for federal, state, or local governmental or educational purposes; or

c. Activities not requiring a building permit; or

d. In cases of extreme hardship, duly established by the applicant presenting substantial evidence to the Board, whereupon the Board, acting by resolution in its legislative capacity, may grant an exemption from any or all of the provisions of this chapter if it makes all of the following determinations: (1) Special circumstances of the proposed construction (and not generally applicable to other construction) justify the grant of the exemption, so that the same determination would be appropriate for any applicant facing similar circumstances; and (2) The construction would not be objectively feasible without the modification in the fee; and (3) A specific and substantial financial hardship would occur if the exemption were not granted; and (4) No alternative means of compliance are available which would be more effective in attaining the purposes of this chapter than the relief requested.

e. The issuance of building permits for which a complete application was filed with the ~~Department of Public Works~~Building Permits and Inspection Division prior to the effective date of the ordinance first adding this chapter; or

f. ~~Uses indicated as exempt in Section 16.89.800~~Agricultural buildings, barns, greenhouses, stables (not part of an equestrian facility), storage, on-site packing buildings, or roadside crop sale buildings 1,500 square feet or less in size. This does not include buildings used for public assembly, event center/banquet hall and agritourism uses (i.e. wineries, craft breweries, equestrian facilities); or

g. Construction not exceeding 1,000 gross square feet which is determined by the Planning Director to be suitable solely for a specific use that will generate no increase in employment~~.~~; or

h. Self Service Auto Wash; or

i. Automobile Storage; or j Recreational Vehicle Storage; or k. Mini-Storage Building; or

l. Private Parking Garage; or

m. Places of Worship or Other Religious Institutions; or

n. Private Social Center, Social Club, Fraternal Hall/Lodge or non-profit membership organizations; or

o. Boat Dock, Berths or Launches; or

p. A use operated by a nonprofit organization that provides food storage,
meal service, or temporary shelter to the homeless; or

q. A use operated by a nonprofit organization that provides essential
services (such as medical or emergency care) without cost to the recipient and serves primarily low-income households.

SECTION 7. Section 16.89.610, Chapter 16.89, Title 16, of the Sacramento County Code are amended to read as follows:

16.89.610 Standards.

No appeal shall be granted to an applicant unless the Commission finds in writing that:

a. The fee determined by the application of Section 16.89.400 and 16.89.715
is not reasonably related to the need for ~~very~~ low income housing associated with the proposed non-residential construction for the use type determined to be appropriate by the Chief Building Inspector or the Planning Director in accord with Article 8, or

b. The non-residential construction is proposed to be built for and suitable
solely for a specific use involving few or no employees.

SECTION 8. Article 7, Sections 16.89.700 through 16.89.716, Chapter 16.89,

Title 16, of the Sacramento County Code are amended to read as follows:

Article 7 Administration

~~**16.89.700 Applicability to Special Permits and Other Projects.**~~

~~Compliance with this chapter shall also be made a condition of approval of each County special permit, permit or rezoning approving a non-residential use or uses listed in Article 8.~~

16.89.705 Application Procedures for Building Permits Subject to This ~~c~~Chapter.

An application for a building permit for any non-residential construction subject to the provisions of this chapter shall not be deemed complete unless the application contains: (1) a statement of the number of gross square feet of non-residential construction proposed to be constructed, added or remodeled and the number of gross square feet of non-residential buildings or structures to be or previously removed that are

subject to the requirements of this chapter, together with documentation sufficient to support the application; and (2) the previous and intended use or uses for the nonresidential buildings or structures by gross square feet.

16.89.710 Determination of Fee.

(a) The Chief Building Inspector shall: (i) determine the amount of the "U" and "ET" factors of the fee (except as provided in paragraph (c) of this section); (ii) inform the applicant of those per square foot amounts in writing; (iii) determine the "S" and "EF" factors, (iv) calculate the total fee; (v) collect the fee; and (vi) transmit it to the Fund.

(b) In determining the amount of the "U" and 'ET" factors the Chief Building Inspector or the Planning Director, as provided by this section, shall utilize Article 8 to:
(i) relate the intended use of the non-residential construction to a land use category in Section 16.89.715, and identify the resulting fee per square foot; or (ii) identify the use as exempt.

(c) Whenever ~~Article 8 lists an~~ the intended use ~~as being in the "special" land use category (or the appropriate~~ category is uncertain~~)~~, the Planning Director shall determine the appropriate amount of the "U" and "ET" factors, based on the potential employment density and impact on low income housing demand associated with the proposed use. In the case of large, mixed-use development projects (defined as the simultaneous construction of one or more structures with different uses), the Planning Director may utilize the land use categories in Section 16.89.715 and the use types in Article 8 to create a mixed fee to be collected for all building permits in the project. In that case, the mixed fee shall be designed to approximate the revenue which would have been collected had the fees been determined for each individual structure. The Planning Director shall inform the Chief Building Inspector of its determination of the "U" and "ET" factors.

16.89.715 Housing Fee.

(a) The Housing Fee listed in this subdivision in effect at the time the building permit is to be issued shall be used to calculate the total housing fee payable prior to issuance of such building permit.

Housing fee

Land Use Category	**Land Use Category Abbreviation**	**Fee per Gross Square Foot of Building or Structure**
Office	O	$~~.97~~3.00
Hotel	H	$ ~~.92~~3.00

Research and Development	R	$~~.82~~2.00
Commercial	C	$ ~~.77~~2.00
Manufacturing	M	$~~.61~~1.00
Warehouse	W	$ ~~.26~~.070

(b) The fees set forth in this section, including the maximum amount of the fee, shall be ~~revised~~adjusted annually based on the Building Cost Index 20-City Average published by Engineer News-Record/McGraw Hill. Following each adjustment, County shall publish an updated fee schedule. ~~effective January 1 of each year by the percentage increase or decrease since January 1 of the previous year in the Valuation Quarterly published by Marshall and Swift or its successor for the Sacramento area, using 1989 as the base year. The SHRA Director, in consultation with the Planning Director, shall prepare a recommendation to the Board for such revision on an annual basis.~~

16.89.716 Processing Fees.

The ~~Department of Public Works~~Building Permits and Inspection Division shall collect a processing fee from each applicant for a building permit for non-residential construction subject to this chapter to administer the Housing Trust Fund Ordinance.

This fee or fees shall be established by a Board of Supervisors' resolution.

SECTION 9. Section 16.89.800, Chapter 16.89, Title 16, of the Sacramento County Code is amended to read as follows:

16.89.800Det~~T~~ermination of Use Types.

The following specific use types shall be utilized by the Chief Building Inspector and the Planning Director to determine what land use category in Section 16.89.715 the ~~Department of Public Works~~Building Permits and Inspection Division shall use to determine the housing fee to be paid prior to the issuance of a particular building permit for non-residential construction. The land use categories were determined by the Nexus Report and are based upon the estimated employee density and potential effect on the demand for low income housing associated with the use types. ~~The land use categories are abbreviated as follows: "0" =Office, "H"=Hotel, "R"=Research and Development, "C"=Commercial, "M"=Manufacturing, and "W"= Warehouse. "Special" use types require determinations by the Planning Director in accord with Section 16.89.710. "Exempt" use types result in "U" and "ET" factors equal to zero and therefore require no housing fee.~~

"Office" encompasses the full range of office uses from financial and professional services sectors to medical and dental offices, including outpatient medical facilities.

"Retail/commercial" includes retail, restaurants, dry cleaners, health clubs and other personal care and service uses that commonly occupy retail space. This category also includes all institutional and social care uses that are not exempt per Section 16.59.505 and all "Commercial Uses" listed in the Zoning Code use tables that are not classified under the use table subcategories of office, financial institution, lodging, or vehicle related uses.

"Hotel/Lodging" covers the range from full service hotels to limited service accommodations, such as, resorts and farm stays.

"Industrial/Manufacturing" covers a broad range of manufacturing and processing uses; vehicle related uses (auto repair and service, service stations, and vehicle sales); and a range of other uses of an industrial or semi-industrial character. This also includes Agritourism/Rural Commercial uses such as agricultural sales and services, wineries/special craft breweries, and other rural commercial or agritourism uses as listed in the "Agricultural Use" category of the Zoning Code that are located on lands designated as Agricultural or Agricultural Residential. Does not include agricultural buildings and uses exempt under Section 16.59.505.

"Research and Development (R&D)" covers facilities for scientific or medical research, product design, prototype production, development and testing, and data centers.

"Warehouse", or large structures primarily devoted to storage and logistics activities, typically with a small amount of office space.

	~~Land Use Category O~~	~~Land Use Category H~~	~~Land Use Category R~~	~~Land Use Category C~~	~~Land Use Category M~~	~~Land Use Category W~~	~~Land Use Category Special~~	~~Land Use Category Exempt~~
~~Use Types~~								

	~~Land Use Category O~~	~~Land Use Category H~~	~~Land Use Category R~~	~~Land Use Category C~~	~~Land Use Category M~~	~~Land Use Category W~~	~~Land Use Category Special~~	~~Land Use Category Exempt~~
~~Use Types~~	~~O~~	~~H~~	~~R~~	~~C~~	~~M~~	~~W~~	~~Special~~	~~Exempt~~
~~Agriculture (includes barns, storage, and onsite packing buildings)~~								~~X~~
~~Animal, Plant, and Fiber Processing~~					~~X~~			

~~Assembly, Fabrication, Manufacturing, and Industrial Processing~~					~~X~~			
~~Automotive Sales, Service, Repair (includes comparable truck and motorcycle facilities)~~								
~~Auto, major repair~~				~~X~~				
~~Auto, minor repair, service, or replacement~~				~~X~~				
~~Auto machine shop~~					~~X~~			
~~Auto paint shop~~				~~X~~				
~~Auto parts and accessories sales, service, or installation~~				~~X~~				
~~Auto rental or lease agency~~				~~X~~				
~~Auto sales, new and used, including auction~~				~~X~~				
~~Auto service—gas station~~				~~X~~				
~~Auto smog inspection~~				~~X~~				
~~Auto wash, selfservice~~								~~X~~
~~Automobile storage~~								~~X~~
~~Mobilehome, commercial coach~~								~~X~~

~~storage~~								
~~Parking garage, private~~	_	_	_	_	_	_	_	~~X~~
~~Utility trailer sales, rental, service~~	_	_	_	~~X~~	_	_	_	_
~~Business, Professional, and Medical Offices~~	~~X~~	_	_	_	_	_	_	_

_	~~**Land Use Category**~~	~~**Land Use Category**~~	~~**Land Use Category**~~	~~**Land Use Category**~~	~~**Land Use Category**~~	~~**Land Use Category**~~	~~**Land Use Category**~~	~~**Land Use Categ**~~
~~**Use Types**~~	~~**O**~~	~~**H**~~	~~**R**~~	~~**C**~~	~~**M**~~	~~**W**~~	~~**Special**~~	~~**Exem**~~
~~Business and Repair Services~~	_	_	_	_	_	_	_	_
~~Alarm/security systems—sales and service~~	_	_	_	~~X~~	_	_	_	_
~~Appliance, electronics repair shop~~	_	_	_	~~X~~	_	_	_	_
~~Blueprinting, photostating service~~	_	_	_	~~X~~	_	_	_	_
~~Business services, other~~	_	_	_	~~X~~	_	_	_	_
~~Computer hardware design~~	_	_	~~X~~	_	_	_	_	_
~~Computer programming, software and system design~~	_	_	~~X~~	_	_	_	_	_
~~Computer sales, rental and lease~~	_	_	_	~~X~~	_	_	_	_
~~Data processing service~~	~~X~~	_	_	_	_	_	_	_
~~Delivery service~~	_	_	_	~~X~~	_	_	_	_
~~Equipment rental agency~~	_	_	_	~~X~~	_	_	_	_
~~Furniture or equipment rentals~~	_	_	_	~~X~~	_	_	_	_

~~Janitorial service~~				~~X~~				
~~Laboratory, materials testing~~			~~X~~					
~~Laboratory, medical~~			~~X~~					
~~Laboratory, research~~			~~X~~					
~~Locksmith—key and lock shop~~				~~X~~				
~~Mail, messenger or delivery service~~				~~X~~				
~~Photocopy, printing service~~				~~X~~				
~~Repair services, other~~				~~X~~				
~~Stenographic service~~	~~X~~							
~~Studio—radio, TV, recording~~				~~X~~				
~~Telephone answering service~~	~~X~~							
~~Ticket agency~~				~~X~~				

	~~**Land Use Category**~~	~~**Land Use Category**~~	~~**Land Use Category**~~	~~**Land Use Category**~~	~~**Land Use Category**~~	~~**Land Use Category**~~	~~**Land Use Category**~~	~~**Land Use Category**~~
~~**Use Types**~~	~~**O**~~	~~**H**~~	~~**R**~~	~~**C**~~	~~**M**~~	~~**W**~~	~~**Special**~~	~~**Exempt**~~
~~Wholesale distributor's service facility~~						~~X~~		
~~Eating, Drinking, Lodging~~								
~~Apartment hotel~~		~~X~~						
~~Bar, tavern~~				~~X~~				
~~Bed and breakfast inn~~		~~X~~						
~~Catering service~~				~~X~~				
~~Delicatessen~~				~~X~~				
~~Hotel~~		~~X~~						
~~Motel~~		~~X~~						
~~Resort~~		~~X~~						

~~Restaurant, coffee shop, cafeteria~~				~~X~~				
~~Snack bar~~				~~X~~				
~~Soda fountain, ice cream parlor~~				~~X~~				
~~Entertainment, Recreation Services~~								
~~Art gallery~~				~~X~~				
~~Art studio~~						~~X~~		
~~Boat berths, docks, or launch~~								~~X~~
~~Cardroom~~				~~X~~				
~~Dance hall, ballroom, discotheque~~				~~X~~				
~~Electronic, mechanical, or video game arcade~~				~~X~~				
~~Golf course, driving range~~				~~X~~				
~~Live theater~~				~~X~~				
~~Marina (determine by structure type)~~								
~~Motion picture theater~~				~~X~~				
~~Museum~~				~~X~~				
~~Race track facilities~~				~~X~~				
~~Recreation facility, other~~							~~X~~	
~~Shooting gallery or range~~				~~X~~				
~~Stadium, arena~~							~~X~~	

	~~Land Use Category~~	~~Land Use Category~~	~~Land Use Category~~	~~Land Use Category~~	~~Land Use Category~~	~~Land Use Category~~	~~Land Use Category~~	~~Land Use Category~~
~~**Use Types**~~	~~**O**~~	~~**H**~~	~~**R**~~	~~**C**~~	~~**M**~~	~~**W**~~	~~**Special**~~	~~**Exempt**~~
~~Studio for dance, music, voice, or gymnastics~~				~~X~~				
~~Studio for physical fitness, sports or health club~~				~~X~~				
~~Health Services, Specified~~								
~~Hospital~~							~~X~~	
~~Residential care facility, including convalescent sanitarium, halfway house, other~~							~~X~~	
~~Membership Organizations~~								
~~Church~~								~~X~~
~~Citizens improvement club~~								~~X~~
~~Labor union temple~~								~~X~~
~~Masonic lodge, fraternal hall~~								~~X~~
~~Other membership organizations, nonprofit~~								~~X~~
~~Personal and Miscellaneous Services~~								
~~Barber shop, beauty shop~~				~~X~~				
~~Bath house, tanning salon~~				~~X~~				

~~Carpet cleaning plant~~				~~X~~				
~~Child care center, preschool~~							~~X~~	
~~Fortune telling, palmistry~~				~~X~~				
~~Furniture cleaning, refinishing, reupholstery shop~~				~~X~~				
~~Funeral parlor, mortician~~				~~X~~				
~~Interior decorator's workshop~~				~~X~~				
~~Kennel, cattery, pet grooming~~				~~X~~				
~~Laundromat, selfservice~~						~~X~~		
~~Laundry or cleaning facility~~				~~X~~				

	~~**Land Use Category**~~	~~**Land Use Category**~~	~~**Land Use Category**~~	~~**Land Use Category**~~	~~**Land Use Category**~~	~~**Land Use Category**~~	~~**Land Use Category**~~	~~**Land Use Cate**~~
~~**Use Types**~~	~~**O**~~	~~**H**~~	~~**R**~~	~~**C**~~	~~**M**~~	~~**W**~~	~~**Special**~~	~~**Exem**~~
~~Massage parlor~~				~~X~~				
~~Other personal or misc. services~~				~~X~~				
~~Pest control service~~				~~X~~				
~~Photography studio~~				~~X~~				
~~Pool service~~				~~X~~				
~~Shoe shine parlor~~				~~X~~				
~~Tailor, dressmaker~~				~~X~~				
~~Tattoo shop~~				~~X~~				
~~Taxidermist~~				~~X~~				

~~Towing service~~	_	_	_	~~X~~	_	_	_	_
~~Veterinarian, animal hospital~~	_	_	_	~~X~~	_	_	_	_
~~Wedding chapel~~	_	_	_	~~X~~	_	_	_	_
~~Sales of Food, Drugs, Liquor~~	_	_	_	~~X~~	_	_	_	_
~~Sales of General Merchandise~~	_	_	_	~~X~~	_	_	_	_
~~Schools, Private~~	_	_	_	~~X~~	_	_	_	_
~~Storage and Warehouse Uses~~	_	_	_	_	_	_	_	_
~~Building materials and lumber storage~~	_	_	_	_	_	~~X~~	_	_

~~**Land Use Category**~~								
~~**Use Types**~~	~~**O**~~	~~**H**~~	~~**R**~~	~~**C**~~	~~**M**~~	~~**W**~~	~~**Special**~~	~~**Exem**~~
~~Commercial grain elevators and silos~~	_	_	_	_	_	~~X~~	_	_
~~Cold storage, frozen food locker~~	_	_	_	_	_	~~X~~	_	_
~~Firewood, fuel storage~~	_	_	_	_	_	~~X~~	_	_
~~Freight depot, truck/rail terminal~~	_	_	_	_	_	~~X~~	_	_
~~General storage~~	_	_	_	_	_	~~X~~	_	_
~~Mini-storage building~~	_	_	_	_	_	_	_	~~X~~
~~Moving and storage~~	_	_	_	_	_	~~X~~	_	_
~~Petroleum products storage~~	_	_	_	_	_	~~X~~	_	_
~~Recreational vehicle and boat storage~~	_	_	_	_	_	_	_	~~X~~

~~Storage/distribution of bottled gas~~	_	_	_	_	_	~~X~~	_	_
~~Waste transfer, storage, or disposal~~	_	_	_	_	_	~~X~~	_	_
~~Wholesaling and warehousing~~	_	_	_	_	_	~~X~~	_	_

~~Transportation Facilities and Services~~								
~~Bus depot~~				~~X~~				
~~Private airports and heliports~~							~~X~~	
~~Railroad depot~~				~~X~~				

SECTION 10. This ordinance was introduced and the title thereof read at the regular meeting of the Board of Supervisors on _____, and on _____, further reading was waived by the unanimous vote of the Supervisors present.

This ordinance shall take effect and be in full force on and after thirty (30) days from the date of its passage, and before the expiration of fifteen (15) days from the date of its passage it shall be published once with the names of the members of the Board of Supervisors voting for and against the same, said publication to be made in a newspaper of general circulation published in the County of Sacramento.

On a motion by Supervisor _____, seconded by Supervisor _____, the foregoing ordinance was passed and adopted by the Board of Supervisors of the County of Sacramento, State of California, this 8th day of December 2021, by the following vote:

AYES: Supervisors,

NOES: Supervisors,

ABSENT: Supervisors,

ABSTAIN: Supervisors,

RECUSAL: Supervisors,
(PER POLITICAL REFORM ACT (§ 18702.5.))

_____
Chair of the Board of
Supervisors of Sacramento
County, California

(SEAL)

ATTEST: _____
Clerk, Board of Supervisors

2201610

HOUSING TRUST FUND NEXUS ANALYSIS

Prepared for
County of Sacramento

Prepared by:
Keyser Marston Associates, Inc.

August 2021

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1.0 EXECUTIVE SUMMARY

This Housing Trust Fund ("HTF") Nexus Analysis ("Nexus Analysis") has been prepared by Keyser Marston Associates, Inc. ("KMA") for the County of Sacramento ("County") to provide nexus support for the County's non-residential affordable housing fees established under Chapter 16.89 of the County Code. The County's housing fee was adopted in 1990 to mitigate the impacts of new non-residential development on the need for affordable housing. Fees are deposited into the County's Housing Trust Fund and are used to fund the creation of affordable housing. Non-residential affordable housing fees, like the County's housing fee, are sometimes referred to as "commercial linkage fees."

This Nexus Analysis has been prepared for the limited purpose of determining nexus support for the County's housing fees. The Nexus Analysis quantifies the linkages between new non-residential buildings, the employees who work in them, and their demand for affordable housing, and calculates maximum supported fee levels based on the cost of mitigating the increased demand for affordable housing consistent with the requirements of the Mitigation Fee Act (Government Code Section 66000 et. seq.). Findings are not recommended fee levels. Fees may be set anywhere up to the maximums identified in this study.

A separate report entitled "Analysis, Context and Recommendations for Updates to Housing Trust Fund Fees" provides a range of analyses to inform consideration of potential modified fee levels.

Maximum Fee Conclusions of the Nexus Analysis

The maximum fee conclusions of the Nexus Analysis are summarized in Table 1-1. Findings reflect the cost of mitigating affordable housing impacts of new development as documented in the Nexus Analysis. Figures in Table 1-1 represent technical impact analysis findings only and are not recommended fee levels.

Table 1-1. Nexus Analysis Maximum Fee Level Findings
Per Square Foot of Gross Building Area [1]

Building Type	Maximum Fee Per Sq. Ft.
Office	$47.60
Medical	$48.20
Retail / Commercial	$69.60
Hotel	$16.50
Industrial / Manufacturing	$38.90
Research and Development	$15.40
Warehouse	$16.40
Residential Care	$15.10

[1] Maximum fee level findings are per square foot of gross building area excluding parking.

The results of the Nexus Analysis are heavily driven by two factors: the density of employees within buildings and the occupational make-up of the workforce. Retail has both high employment density and a high proportion of lower paying jobs, factors that in combination result in the highest affordable housing impacts and maximum fee level conclusions among the eight building types. Warehouse and residential care facilities have a high proportion of lower paying jobs, but a low density of employment, resulting in lower maximum fee level conclusions compared to other land uses.

Data Sources

This report has been prepared using the best and most recent data available at the time of the analysis. Local data and sources were used wherever possible. Major sources include the U.S. Census Bureau: 2014-2018 American Community Survey, California Employment Development Department and the Bureau of Labor Statistics. While we believe all sources utilized are sufficiently sound and accurate for the purposes of this analysis, we cannot guarantee their accuracy. Keyser Marston Associates, Inc. assumes no liability for information from these and other sources.

2.0 INTRODUCTION

This Housing Trust Fund Nexus Analysis has been prepared by Keyser Marston Associates, Inc. to provide updated nexus support for the County's non-residential affordable housing fee program. The Nexus Analysis analyzes the linkages between non-residential development in the County and the need for additional affordable housing and calculates maximum housing fee levels consistent with the Mitigation Fee Act (Government Code Section 66000 et. seq.), which requires a reasonable relationship be established between the fee and impacts of new development addressed by the fee.

The purpose of the Nexus Analysis is to document and quantify the impacts of development of new non-residential buildings and the employees that work in them, on the demand for affordable housing. Because jobs in all buildings cover a range of compensation levels, there are housing needs at all affordability levels. This analysis quantifies the need for affordable housing created by eight categories of new workplace buildings and determines maximum supported fees based on the cost of mitigating the increased affordable housing demand.

2.1 Building Types Addressed

This analysis addresses the following eight types of workplace buildings either currently subject to non-residential housing fees or potentially subject to fees in the future:

- **Office** encompasses the full range of office uses from financial and professional services sectors to medical and dental offices.
- **Medical** includes hospitals and outpatient medical facilities, but not medical office buildings.
- **Retail/commercial** includes retail, restaurants, dry cleaners, health clubs and other personal care and service uses that commonly occupy retail space.
- **Hotel** covers the range from full service hotels to limited service accommodations.
- **Industrial/Manufacturing** covers a broad range of manufacturing, auto repair and service, and a range of other uses of an industrial or semi-industrial character.
- **Research and Development (R&D)** covers facilities for scientific or medial research, product design, prototype production, development and testing.
- **Warehouse**, or large structures primarily devoted to storage and logistics activities, typically with a small amount of office space.
- **Residential Care** encompasses a range of residential facilities where care, personal services, protection, supervision, assistance, training, therapy, or treatment is provided to persons living in a community residential setting. This building type encompasses assisted living, nursing homes, memory care, residential treatment centers, congregate care, and similar facilities.

2.2 Affordability Levels Addressed

The Nexus Analysis addresses the following three income, or affordability, tiers:

- Extremely Low Income: households earning up to 30% of Area Median Income (AMI);
- Very Low Income: households earning over 30% up to 50% of AMI; and,
- Low Income: households earning over 50% AMI up to 80% of AMI.

Households are categorized by income tier based on income limits published by the California Department of Housing and Community Development (HCD). For reference, the 2021 median income for a family of four in Sacramento County is $91,100. Table 2-1 identifies income limits for all applicable income categories and household sizes.

Table 2-1. Household Income Limits for Sacramento County, 2021

	Household Size (Persons)					
	1	2	3	4	5	6
Extr. Low (Under 30% AMI)	$19,050	$21,800	$24,500	$27,200	$31,040	$35,580
Very Low (30%-50% AMI)	$31,750	$36,250	$40,800	$45,300	$48,950	$52,550
Low (50%-80% AMI)	$50,750	$58,000	$65,250	$72,500	$78,300	$84,100
Median (100% of Median)	$63,750	$72,900	$82,000	$91,100	$98,400	$105,700

Source: California Department of Housing and Community Development, 2021 Income Limits.

2.3 Overview of Methodology

The Nexus Analysis links new non-residential buildings with new workers; these workers demand additional housing, a portion of which needs to be affordable to the workers in lower income households. Following is an overview of the analysis steps used in determining the maximum housing fee levels:

- **Employment** – The number of employees is estimated for each building type using employment density ratios drawn from a variety of sources.

- **Housing Units Required** – The number of housing units needed to house the new workforce is estimated based on the average number of workers per working household.

- **Worker Household Incomes** – Household incomes of workers are estimated by combining data on worker occupations from the Bureau of Labor Statistics, local wage data from the California Employment Development Department (EDD) and local U.S. Census data relating individual worker income to total household income.

- **Affordable Housing Need** – Worker household incomes are compared to income criteria from HCD to determine the number of housing units needed by affordability level.

- **Mitigation Cost and Maximum Fees** – The cost of mitigating affordable housing impacts of new development are calculated based on the net subsidy required to deliver the needed affordable housing. Mitigation costs are expressed per square foot of building area for each non-residential building type, which establishes an upper limit on housing fees proportionate to the impacts.

2.4 Report Organization

The report is organized into five sections and two appendices, as follows:

- Section 1.0 is the Executive Summary;
- Section 2.0 provides an introduction;
- Section 3.0 presents the Nexus Analysis for the eight workplace building types under study, concluding with the maximum supported affordable housing fee level per square foot of building area.
- Section 4.0 contains the affordability gap analysis representing the net cost of delivering each unit of housing affordable to households at the income levels under study.
- Section 5.0 provides draft findings language consistent with the Mitigation Fee Act.
- Appendix A provides a discussion of various specific factors and assumptions in relation to the nexus concept.
- Appendix B provides supporting information on worker occupations and incomes.

3.0 NEXUS ANALYSIS

This section presents a summary of the analysis linking the development of the eight types of workplace buildings to the estimated number of lower income housing units required in each of three income categories. Then, the cost of providing affordable housing to the worker households is determined and expressed per square foot of building area. Findings represent the full mitigation cost for the affordable housing impacts of new development and the ceiling for any affordable housing fee that may be imposed.

3.1 Step-by-Step Narrative of Nexus Methodology

The Nexus Analysis is conducted using a methodology KMA developed for application in many jurisdictions for which the firm has conducted similar nexus analyses in support of affordable housing impact fee programs. Analysis inputs are all local data to the extent possible and are fully documented. The methodology is conceptually the same as prior nexus analyses prepared by KMA to support the County's non-residential housing fee program.

The analysis uses an assumed 100,000 square foot building size. Selection of this building size enables the number of jobs and housing units to be presented in whole numbers that can be more readily understood. At the conclusion of the analysis, findings are divided by the building size to express the linkages on a per square foot basis so that findings can be applied to buildings of any size.

Following is a description of each step of the analysis:

Step 1 – Estimated Number of Employees

The number of employees who will work in the building types being analyzed is estimated using employment density factors drawn from a variety of sources. Sources include local Environmental Impact Reports (EIRs), Institute of Transportation Engineers (ITE) and other sources as noted in the discussion below. Employment estimates are summarized in Table 3-1 followed by a narrative discussion.

Table 3-1. Employment Estimate for Prototypical 100,000 Square Foot Buildings

Building Type	Employment Density (Gross Square Feet Per Employee)	Number of Employees per 100,000 square feet of building area (=100,000 / Employment Density)
Office	300	333
Medical	300	333
Retail / Commercial	500	200
Hotel	2,000	50
Industrial / Manufacturing	500	200
Research and Development	400	250
Warehouse	2,000	50
Residential Care	2,000	50

- *Office* – 300 square feet per employee. The estimate is based on several sources, including the County's parking requirement for new office space, recent Environmental Impact Reports ("EIRs") addressing office developments in Sacramento County, and the ITE Trip Generation Manual.

- *Medical* – 300 square feet per employee. This estimate is based on recent EIRs for two proposed hospitals in Sacramento County – Kaiser Permanente Medical Center in the City of Sacramento and Cal Northstate Hospital in Elk Grove.

- *Retail / Commercial* – 500 square feet per employee. The employment density estimate for retail reflects consideration of a range of sources including the ITE Trip Generation Manual, and restaurant employment densities derived from National Association of Restaurants data. The density range within this category is wide, with some types of retail such as restaurant space as much as five times as dense as other types such as furniture or building material supply stores. The estimate used is at the low end of the range of sources considered and will tend to understate the number of employees relative to many types of retail.

- *Hotel* – 2,000 square feet per employee. Hotels have a range of employment levels with higher service hotels with conference facilities being more employment intensive and minimal service extended stay hotels representing the lower end of the employment density range. The estimate of 2,000 square feet per employee is approximately equivalent to 0.3 employees per room and an average of 600 square feet of building area per room. This estimate is based on employment levels for twelve local hotels reported in the Sacramento Business Journal averaging 0.35 employees per room with a median of 0.27 employees per room[1].

[1] Reflects hotels reporting full time equivalent employment levels as part of the Sacramento Business Journal Survey and includes Hyatt Sacramento, Sheraton Grand Hotel Sacramento, Holiday Inn Downtown Sacramento Arena, Hilton Sacramento Arden West, Residence Inn Sacramento Downtown at Capitol Park Crowne Plaza Sacramento, Citizen Hotel, Residence Inn Sacramento Cal Expo, Hyatt Place Sacramento/Roseville, Courtyard by Marriott — Sacramento Airport Natomas, Courtyard by Marriott Rancho Cordova, Hyatt Place Sacramento/Rancho Cordova.

- *Industrial/Manufacturing* – 500 square feet per employee. This density covers flex space, light industrial and manufacturing activities. The 500 square feet per employee average is based on estimates from the ITE Trip Generation Manual.
- *Research and Development (R&D)* – 400 square feet per employee. The estimated employment density is based on the ITE Trip Generation Manual.
- *Warehouse* – 2,000 square feet per employee. This reflects that the primary activity in the building is assumed to be storage or logistics. A small amount of office or administrative space is assumed within warehouse structures. Sources consulted include ITE, a Portland Metro Employment Density Study, U.S. Department of Energy, and parking ratios reflected in recent and pipeline warehouse projects in Sacramento County.
- *Residential Care* – 2,000 square feet per employee. The employment density estimate is based on four residential care facilities in the Sacramento region, including Summerplace Living (West Sacramento), Heritage Park (Sacramento), Carefree Assisted Living (Sacramento County), and Edison Avenue Congregate Care (Sacramento County).

This Nexus Analysis was prepared during the coronavirus pandemic, which could have implications regarding the density of employment in workplace buildings. Potential effects can be separated into short-term, during the pandemic, and longer-term, post-pandemic. As the Nexus Analysis determines mitigation costs over the life of new buildings, long-term effects are pertinent while short-term or temporary changes in response to the pandemic would not warrant an adjustment.

The experience adapting to remote working during the coronavirus pandemic has led some businesses to plan for remote work as a larger part of their operations post-pandemic. A trend toward remote work would be expected to reduce demand for new commercial buildings overall but does not necessarily reduce the impacts of commercial buildings that are built. A second potential long-term adjustment resulting from the pandemic is reduced employment density, as employers make modifications to office layouts that increase the distance and physical separation between employees. This potential effect is likely most relevant for office building users that had transitioned to higher employment density office configurations. Office employment density estimates used in the analysis are more representative of traditional office layouts that have a mix of private offices and cubicles than higher employment density layouts like “benching” where employees work side-by-side with no partitions or cubicles separating them. As high employment density office configurations are not assumed, a downward adjustment in consideration of a possible reversal of trends toward higher density of employment within offices is not warranted.

Step 2 – Net New Employment After Adjustment for Changing Industries

This step makes an adjustment to employment estimates to take into account any declines, changes and shifts within all sectors of the economy and to recognize that new space is not always 100% equivalent to net new employees.

The local economy, like that of the U.S. as a whole, is constantly evolving, with job losses in some sectors and job growth in others. Over the past decade, employment in Sacramento County declined in telecommunications, finance and insurance, accommodations, restaurants, durable goods manufacturing, government, and other services. Jobs lost in these declining sectors were replaced by job growth in other industry sectors.

The analysis makes an adjustment to take these declines, changes and shifts within all sectors of the economy into account, recognizing that jobs added are not 100% net new in all cases. A 20% adjustment is utilized based on the long-term shifts in employment that have occurred in some sectors of the local economy over the last decade and the likelihood of continuing changes in the future. Long term declines in employment experienced in some sectors of the economy mean that some of the new jobs are being filled by workers that have been displaced from another industry and who are presumed to already have housing locally. The analysis assumes that existing workers downsized from declining industries are available to fill a portion of jobs in new workplace buildings.

The 20% downward adjustment was derived from California Employment Development Department data on employment by industry in the Sacramento-Roseville-Arden-Arcade MSA. Over the approximately ten-year period from March 2010 to June 2020[2], approximately 20,400 jobs were lost in declining industry sectors. Over the same period, growing and stable industries added a total of 118,700 jobs. The ratio between jobs lost in declining industries to jobs gained in growing and stable industries is 17%, which is rounded up to 20% for the purposes of the analysis. The assumption is that 20% of new jobs are filled by a worker down-sized from a declining industry who already lives locally.

The discount for changing industries represents a conservative assumption because many displaced workers may exit the workforce entirely by retiring. Some of the job losses over the past decade are likely temporary losses due to the coronavirus pandemic, particularly in restaurants and hotels which have been particularly affected; however, for purposes of the analysis the conservative assumption is made that these losses are permanent. In addition, development of new workspace buildings will typically occur only to the extent there is positive net demand after re-occupancy of buildings vacated by businesses in declining sectors of the economy. To the extent existing buildings are re-occupied, the discount for changing industries is unnecessary

[2] June 2020 was selected as the most recent monthly data available at the time this report was prepared while March 2010 was selected as the point of comparison based on having a very similar unemployment rate (12.7% compared to 12.8%), which enables longer-term declines to be distinguished from the effects of shorter-term economic cycles.

because new buildings would represent net new growth in employment. The 20% adjustment is conservative in that it is mainly necessary to cover a special case in which buildings vacated by declining industries cannot be readily occupied by other users due to their special purpose nature, because of obsolescence, or because they are torn down or converted to residential.

Step two is illustrated in Table 3-2.

Table 3-2. Net New Jobs

Building Type	Number of Employees per 100,000 square feet (Table 3-1)	Net New Employees after 20% Declining Industries Adjustment per 100,000 square feet
Office	333	267
Medical	333	267
Retail / Commercial	200	160
Hotel	50	40
Industrial / Manufacturing	200	160
Research and Development	250	200
Warehouse	50	40
Residential Care	50	40

Step 3 – Adjustment from Employees to Employee Households

This step converts the number of employees to the number of employee households, recognizing that that there is, on average, more than one worker per household, and thus the number of housing units needed for new workers is less than the number of new workers. The workers-per-worker-household ratio eliminates from the equation all non-working households, such as retired persons and students.

According to the 2014-2018 American Community Survey, the number of workers per worker household for Sacramento County is 1.68 including full- and part-time workers[3]. The total number of jobs created is divided by the 1.68 workers per worker household factor to determine the number of housing units that are needed to house the new workforce. Step three is illustrated in Table 3-3.

[3] Source data does not allow a breakout between full and part time workers; however, for purposes of compensation levels, full time work is assumed for all workers as described in Step 5.

Table 3-3. Number of Housing Units Needed

Building Type	Net New Jobs per 100,000 square feet (Table 3-2)	Number of Worker Households / Housing Units Needed per 100,000 square feet (= net new jobs / 1.68 workers per worker household)
Office	267	158.3
Medical	267	158.3
Retail / Commercial	160	95.0
Hotel	40	23.7
Industrial / Manufacturing	160	95.0
Research and Development	200	118.7
Warehouse	40	23.7
Residential Care	40	23.7

Step 4 – Occupational Distribution of Employees

Estimating the occupational breakdown of employees is the first step to arrive at income levels. The occupational make up of jobs by building type is estimated by combining two data sources: Bureau of Labor Statistics data on the distribution of occupations by industry category and data on employment by industry for Sacramento County from the Quarterly Census of Employment and Wages (QCEW). Industry categories are weighted to reflect the mix of employers in Sacramento County.

- For office buildings, the mix of industries reflects a wide range of financial, professional service, technology, and medical office.
- For medical, industries include outpatient care centers, diagnostic labs, hospitals, and skilled nursing facilities.
- For retail / commercial, a wide range of retail categories are included as well as restaurants and personal services.
- For hotels, the applicable industry sector is Traveler Accommodation. An adjustment is made to remove casino hotels.
- The industrial / manufacturing category encompasses a range of manufacturing, wholesalers, and automotive and other maintenance and repair services.
- Research and Development reflects the industry category for research and development in the physical, engineering and life sciences.
- For warehouse, the applicable industry category is Warehouse & Storage.
- For residential care, the industry category for continuing care retirement communities and assisted living facilities is used.

This step results in a distribution of workers by occupation category for the eight building types. Appendix B Table 17 identifies the specific industry codes utilized by building type. Table 3-4 indicates the percentage distribution by occupation.

Table 3-4. Percent of Jobs by Occupation

	Office	Medical	Retail / Comm'l	Hotel	Industrial	R&D	Warehouse	Residential Care
Management Occupations	9.9%	4.4%	2.6%	4.5%	9.9%	15.4%	2.7%	3.5%
Business and Financial	14.8%	2.4%	0.7%	1.6%	6.9%	10.1%	2.2%	1.0%
Computer and Mathematical	10.0%	1.3%	0.1%	0.1%	6.9%	12.7%	0.6%	0.1%
Architecture and Engineering	4.6%	0.0%	0.0%	0.0%	12.1%	16.0%	0.2%	0.0%
Sciences	2.1%	0.9%	0.0%	0.0%	6.8%	25.9%	0.1%	0.0%
Community & Social Services	0.8%	7.1%	0.0%	0.0%	0.1%	0.2%	0.0%	0.8%
Legal	3.5%	0.0%	0.0%	0.0%	0.2%	0.6%	0.0%	0.0%
Education, and Library	0.4%	0.3%	0.1%	0.0%	0.2%	0.3%	0.0%	0.0%
Arts, Design, Entertainment	2.1%	0.2%	0.6%	0.2%	0.9%	1.1%	0.2%	0.1%
Healthcare Practitioners	7.8%	46.3%	1.4%	0.0%	0.9%	2.5%	0.0%	10.8%
Healthcare Support	4.3%	15.7%	0.4%	0.6%	0.2%	0.9%	0.0%	44.9%
Protective Service	0.5%	0.5%	0.5%	1.5%	0.1%	0.4%	0.8%	0.6%
Food Prep and Serving	0.3%	2.3%	39.1%	25.0%	0.3%	0.0%	0.1%	18.0%
Building and Grounds.	0.9%	2.4%	0.6%	30.7%	0.4%	0.4%	0.7%	6.0%
Personal Care and Service	0.6%	0.7%	5.7%	4.1%	0.1%	0.2%	0.0%	4.4%
Sales and Related	7.2%	0.3%	28.5%	2.5%	3.5%	1.5%	1.2%	0.5%
Office and Admin Support	25.2%	13.2%	5.4%	19.7%	9.9%	7.7%	13.1%	5.1%
Farming, Fishing, Forestry	0.0%	0.0%	0.0%	0.0%	0.1%	0.2%	0.1%	0.0%
Construction & Extraction	0.5%	0.1%	0.1%	0.2%	0.5%	0.3%	0.1%	0.1%
Installation, Maint. and Repair	2.6%	0.9%	2.9%	5.6%	2.9%	1.2%	2.8%	2.5%
Production	0.8%	0.4%	2.2%	2.5%	33.8%	2.0%	2.3%	0.5%
Transportation	0.9%	0.7%	8.9%	1.2%	3.2%	0.6%	72.7%	1.1%
Totals	100%	100%	100%	100%	100%	100%	100%	100%

To determine the distribution of worker households by occupation category, the percentage distribution of worker occupations identified in Table 3-4 is multiplied by the total number of worker households from Table 3-3. The result is a distribution in the number of worker households by worker occupation category as shown in Table 3-5. As one example, the 158.3 estimated worker households with office (Table 3-3) is multiplied by the 9.9% share in management occupations (Table 3-4) to arrive at the 15.6 worker households in management occupations in Table 3-5.

Table 3-5. Number of Worker Households by Worker Occupation Category

	Office	Medical	Retail / Comm'l	Hotel	Industrial	R&D	Warehouse	Residential Care
Management Occupations	15.6	6.9	2.5	1.1	9.4	18.2	0.6	0.8
Business and Financial	23.4	3.8	0.6	0.4	6.5	12.0	0.5	0.2
Computer and Mathematical	15.8	2.0	0.1	0.0	6.5	15.1	0.2	0.0
Architecture and Engineering	7.3	0.1	0.0	0.0	11.5	18.9	0.1	0.0
Sciences	3.3	1.4	0.0	0.0	6.4	30.7	0.0	0.0
Community & Social Services	1.3	11.2	0.0	0.0	0.1	0.2	0.0	0.2
Legal	5.6	0.0	0.0	0.0	0.2	0.7	0.0	0.0
Education, and Library	0.6	0.5	0.1	0.0	0.2	0.4	0.0	0.0
Arts, Design, Entertainment	3.3	0.3	0.6	0.1	0.9	1.4	0.0	0.0
Healthcare Practitioners	12.4	73.3	1.3	0.0	0.8	2.9	0.0	2.6
Healthcare Support	6.9	24.9	0.4	0.1	0.2	1.1	0.0	10.7
Protective Service	0.8	0.7	0.5	0.4	0.1	0.4	0.2	0.1
Food Prep and Serving	0.6	3.6	37.1	5.9	0.3	0.1	0.0	4.3
Building and Grounds.	1.5	3.8	0.6	7.3	0.4	0.4	0.2	1.4
Personal Care and Service	1.0	1.1	5.4	1.0	0.1	0.3	0.0	1.0
Sales and Related	11.4	0.5	27.1	0.6	3.3	1.7	0.3	0.1
Office and Admin Support	39.9	20.8	5.1	4.7	9.4	9.2	3.1	1.2
Farming, Fishing, Forestry	0.1	0.0	0.0	0.0	0.1	0.2	0.0	0.0
Construction and Extraction	0.8	0.2	0.1	0.0	0.4	0.4	0.0	0.0
Installation, Maint. and Repair	4.1	1.4	2.8	1.3	2.7	1.4	0.7	0.6
Production	1.3	0.6	2.1	0.6	32.1	2.3	0.6	0.1
Transportation	1.5	1.2	8.5	0.3	3.0	0.7	17.3	0.3
Totals	158.3	158.3	95.0	23.7	95.0	118.7	23.7	23.7

Step 5 – Estimate of Employee Household Incomes

Employee wage and salary distribution is based on the occupational distribution from Step 4 in combination with recent Sacramento County wage and salary information from the California Employment Development Department (EDD) for the first quarter of 2021.

For each occupational category shown in Tables 3-4 and 3-5, the OES data provides a distribution of specific occupations within the category. For example, within the Food Preparation and Serving Category, there are Supervisors, Cooks, Servers, Dishwashers, etc. Each of these individual categories has a different distribution of wages which was obtained from EDD and is specific to workers in Sacramento County as of 2021. Worker compensations used in the analysis assume full time employment (40 hours per week) based on EDD's convention for reporting annual compensation. Compensations are adjusted where applicable to reflect the current $14 per hour State minimum wage for businesses with 26 or more employees, which results in an annual income of $29,120 assuming full time employment. The detailed occupation and salary data is provided in Appendix B.

Employee income is then translated into an estimate of household income using ratios between individual employee income and household income derived from U.S. Census data shown in Table 3-6. Ratios reflect an analysis of data for the workforce in Sacramento County with annual household incomes under $500,000. Households with income of $500,000 or more are not included to avoid a disproportionate influence on averages by a small percentage of households with incomes well over levels addressed in the Nexus Analysis.

Table 3-6. Ratio of Household Income to Individual Worker Income

Individual Worker Income	One Worker Households	Two Worker Households	Three or More Workers
$25,000 to $29,999	1.36	2.79	3.61
$30,000 to $39,999	1.24	2.37	3.05
$40,000 to $49,999	1.16	2.17	2.53
$50,000 to $59,999	1.15	1.99	2.25
$60,000 to $79,999	1.11	1.85	1.97
$80,000 to $99,999	1.07	1.69	1.75
$100,000 to $124,999	1.06	1.58	1.62
$125,000 to $149,999	1.05	1.45	1.50
$150,000 to $249,999	1.05	1.35	1.40
$250,000 or more	1.01	1.12	1.15

Source: KMA analysis of 2014 to 2018 American Community Survey PUMS data.

A ratio of 1.0 in Table 3-6 indicates the household has no additional income beyond that of the individual worker. A ratio of 2.0 means total household income is twice what the individual worker earns. With a two-earner household, a ratio of 2.0 indicates each worker in the household earns about the same amount. A ratio above 2.0 would indicate the other worker in the household earns more, on average, while a ratio less than 2 indicates the other worker earned less. The ratio between worker income and overall household income decreases as worker pay increases. This is because workers with higher pay are more likely to represent the largest source of household income.

The ratios adjust employee incomes upward even for households with only one worker. This is in consideration of non-wage/salary income sources such as child support, disability, social security, investment income and others. Ratios for one-worker households at the lower end of the compensation range tend to be larger, an indication that these workers are more likely to derive a share of household income from non-employment sources such as social security.

For workers with compensations of $100,000 or more, having a third worker in the household tends to result in little increase in overall household income compared to households with two earners (i.e. ratios for 3+ worker households are not much above ratios for two earner households). This is likely a reflection of the third worker being a teenager or young adult living with their parents who may hold a part time job but does not contribute significantly to household income. In contrast, for workers earning under $50,000, a third worker tends to be associated with more of an increase to household income compared to two-earner households.

This likely represents more of a range of circumstances such as multi-generational households, families doubling up in a unit, or unrelated roommates. It is likely that, in some cases, these are responses to high housing costs and households would not choose the same living arrangements if more affordable housing were available. The Nexus Analysis makes the conservative assumption that the existing pattern, which is likely partially a response to high housing costs, continues.

Household income estimates for workers within each detailed occupation category are summarized in Appendix B. A separate estimate is provided for households with one, two, and three or more workers. Household income estimates are compared to HCD income criteria summarized in Table 2-1 to estimate the percent of worker households that would fall into each income category. This is done for each potential combination of household size and number of workers in the household.

Step 6 – Household Size Distribution

In this step, the household size distribution of workers is estimated using U.S. Census data. In addition to the distribution in household sizes, the data also accounts for a range in the number of workers in households of various sizes. Table 3-7 indicates the percentage distribution utilized in the analysis. Application of these percentage factors accounts for the following:

- Households have a range in size and a range in the number of workers.
- Large households generally have more workers than smaller households.

Table 3-7. Percent of Households by Size and No. of Workers

No. of Persons in Household	No. of Workers in Household	Percent of Total Households
1	1	17.9%
2	1	15.0%
	2	15.1%
3	1	7.9%
	2	8.6%
	3+	2.5%
4	1	5.9%
	2	7.3%
	3+	3.4%
5	1	3.1%
	2	3.8%
	3+	1.8%
6	1	2.7%
	2	3.4%
	3+	1.6%
Total		100.0%

The result of Step 6 is a distribution of working households by number of workers and household size.

Step 7 – Estimate of Households that meet HCD Size and Income Criteria

Step 7 calculates the number of employee households that fall into each income category for each size household. This calculation is based on combining the household income distribution (Step 5) with the worker household size distribution (Step 6) to arrive at a distribution of worker households by income category. Table 3-13A at the end of this section shows the results by occupation category after completing Steps 5, 6 and 7 for the Extremely Low Income Tier. The methodology is repeated for each of the lower income tiers (Tables 3-13B and 3-13C).

3.2 Housing Demand by Income Level

Table 3-8 indicates the results of the analysis for each of the eight building types. The table presents the number of households in each affordability category, the total number up to 80% of median, and the remaining households earning over 80% of median associated with a 100,000 square foot building.

Table 3-8. Number of Households by Income Category Per 100,000 Square Feet of Building

	Office	Medical	Retail / Comm'l	Hotel	Industrial	R&D	Warehouse	Residential Care
Extremely Low Income	0.4	0.9	2.2	0.5	0.5	0.1	0.3	0.4
Very Low Income	7.1	10.6	22.8	5.0	7.9	1.7	3.8	4.6
Low Income	19.7	15.2	12.0	3.3	13.3	7.2	4.9	3.1
Subtotal	27.2	26.7	36.9	8.8	21.7	8.9	9.0	8.1
Above 80% AMI	131.1	131.5	58.1	14.9	73.2	109.8	14.7	15.7
Total	158.3	158.3	95.0	23.7	95.0	118.7	23.7	23.7

Table 3-9 summarizes the percentage of worker households that fall into each income category. As indicated, approximately one-third of Retail/Commercial, Warehouse, Residential Care and Hotel worker households earn less than the 80% of median income level. R&D space has the lowest percentage of workers under 80% of median at just 7.5% of worker households.

Table 3-9. Percentage of Households by Income Category

	Office	Medical	Retail / Comm'l	Hotel	Industrial	R&D	Warehouse	Residential Care
Extremely Low Income	0.2%	0.5%	2.3%	2.0%	0.6%	0.1%	1.2%	1.8%
Very Low Income	4.5%	6.7%	24.0%	21.2%	8.3%	1.4%	16.1%	19.2%
Low Income	12.4%	9.6%	12.6%	13.9%	14.0%	6.0%	20.8%	13.0%
Subtotal	17.2%	16.9%	38.9%	37.2%	22.9%	7.5%	38.1%	34.1%
Above 80% AMI	82.8%	83.1%	61.1%	62.8%	77.1%	92.5%	61.9%	65.9%
Total	100%	100%	100%	100%	100%	100%	100%	100%

3.3 Housing Demand Per Square Foot of Building Area

The analysis thus far has used 100,000 square foot buildings. In this step, the conclusions are translated to affordable housing demand per square foot of building area (see Table 3-10).

Table 3-10. New Worker Households Per Square Foot

	Office	Medical	Retail / Commercial	Hotel	Industrial / Manufacturing	R&D	Warehouse	Residential Care
Extr. Low	0.0000037	0.0000087	0.0000216	0.0000048	0.0000054	0.0000007	0.0000029	0.0000044
Very Low	0.0000711	0.0001061	0.0002279	0.0000504	0.0000789	0.0000170	0.0000382	0.0000456
Low Income	0.0001968	0.0001524	0.0001196	0.0000331	0.0001331	0.0000715	0.0000493	0.0000309
Total	0.0002716	0.0002671	0.0003690	0.0000883	0.0002174	0.0000892	0.0000904	0.0000809

Note: Figures in Table 3-10 are calculated by dividing findings from Table 3-8 by 100,000 square feet of building.

This is the summary of the housing nexus analysis, or the linkage from buildings to employees to housing demand, by income level. Estimates are conservative and most likely understate the number of worker households within the three affordability categories.

3.4 Affordability Gap

A key component of the analysis is the affordability gap, which represents the subsidy required to deliver affordable units to households in each of the three affordability categories. Fees are anticipated to be used to provide financial assistance to affordable projects built by non-profit affordable housing developers. The affordability gap assumes that housing fees will be used to assist affordable rental units financed with 4% tax credits. The affordability gaps are summarized in Table 3-11. Supporting analysis and discussion is provided in Section 4.

Table 3-11. Affordability Gaps

Extremely Low (Under 30% AMI)	$218,000
Very Low (30% to 50% AMI)	$198,000
Low (50% to 80% AMI)	$166,000

AMI = Area Median Income
See Section 4 for supporting analysis.

3.5 Maximum Supported Fees Per Square Foot of Building Area

The last step in the Nexus Analysis calculates the cost of delivering affordable housing to workers in new non-residential buildings. The demand for affordable units within each income category per square foot of building area from Table 3-10 is multiplied by the affordability gaps from Table 3-11 to determine the cost to mitigate the affordable housing impacts.

Affordability Gap (Table 3-11)	X	No. affordable units generated per square foot of building area. (from Table 3-10)	=	Maximum Fee Per Square Foot of Building Area

The results of this calculation are presented in Table 3-12. The findings in Table 3-12 represent the maximum housing fee that could be charged to new non-residential developments to mitigate the development's impacts on the need for affordable housing. These figures are not recommended fee levels; they represent only the maximums established by this analysis.

Table 3-12. Maximum Supported Housing Fee Per Square Foot of Building Area.

INCOME CATEGORY	Office	Medical	Retail / Comm'l	Hotel	Industrial / Manuf.	R&D	Warehouse	Residential Care
Extremely Low	$0.80	$1.90	$4.70	$1.00	$1.20	$0.10	$0.60	$1.00
Very Low	$14.10	$21.00	$45.10	$10.00	$15.60	$3.40	$7.60	$9.00
Low	$32.70	$25.30	$19.80	$5.50	$22.10	$11.90	$8.20	$5.10
Total Mitigation Cost / Maximum Supported Fee	$47.60	$48.20	$69.60	$16.50	$38.90	$15.40	$16.40	$15.10

Note: Nexus findings are not recommended fee levels.

Total nexus or mitigation costs are driven by employment densities, the compensation levels of jobs, and the cost of developing residential units. Higher employment densities contribute to higher nexus costs. Retail has the highest nexus cost, driven by the combination of generally lower worker compensation levels and the density of employment. While hotel, warehouse and residential care have a similar percentage of their workforce at or below Low Income as retail, the lower density of employment results in a lower nexus cost compared to retail.

If expenditure of housing fees continues to be limited to households earning 0% to 50% of AMI, the relevant maximum supported fee level is the sum of the Extremely Low and Very Low Income results in Table 3-12, without Low Income. If use of housing fees is expanded to also include housing for Low Income households, the Table 3-12 total mitigation cost findings are the relevant maximum supported fee levels.

3.6 Conservative Assumptions

In establishing maximum fees, many conservative assumptions were employed in the analysis that result in a cost to mitigate affordable housing needs that may be considerably understated. These conservative assumptions include:

- Only direct employees are counted in the analysis. Many indirect employees are also associated with each new workspace. Indirect employees in an office building, for example, include security, delivery personnel, building cleaning and maintenance personnel, and a whole range of others. Hotels do have many of these workers on staff, but hotels also "contract out" a number of services that are not taken into account in the analysis. For simplicity and because the results using only direct employees are

significantly higher than the fee levels typically considered for adoption, we limit it to direct employees only.

- A downward adjustment of 20% has been reflected in the analysis to account for declining industries and the potential that displaced workers from declining sectors of the economy will fill a portion of new jobs. This is a conservative assumption because many displaced workers may exit the workforce by retiring and the adjustment is only necessary to the extent vacated space is not re-occupied.

- Annual incomes for workers reflect full time employment based upon EDD's convention for reporting the compensation information. In fact, many workers work less than full time; therefore, annual compensations for these workers is likely overstated.

In summary, less conservative assumptions could have been made that would have resulted in higher maximum fees.

TABLE 3-13A
ESTIMATE OF QUALIFYING HOUSEHOLDS - EXTREMELY LOW INCOME
HOUSING TRUST FUND NEXUS ANALYSIS
SACRAMENTO COUNTY, CA

Analysis for Households Earning up to 30% of Median

	Office	Medical	Retail / Commercial	Hotel	Industrial / Manufacturing	Research and Development	Warehouse	Residential Care
Per 100,000 SF Building								
Households Earning up to 30% of Median (Step 5, 6, & 7) [1]								
Management	-	-	-	-	-	-	-	-
Business and Financial Operations	-	0.00	-	-	-	-	-	-
Computer and Mathematical	-	-	-	-	-	-	-	-
Architecture and Engineering	-	-	-	-	0.00	-	-	-
Life, Physical and Social Science	0.00	-	-	-	-	0.03	-	-
Community and Social Services	-	0.03	-	-	-	-	-	-
Legal	0.01	-	-	-	-	-	-	-
Education Training and Library	-	-	-	-	-	-	-	-
Arts, Design, Entertainment, Sports, and Media	0.00	-	-	-	-	-	-	-
Healthcare Practitioners and Technical	0.00	0.01	-	-	-	0.00	-	0.00
Healthcare Support	0.02	0.53	-	-	-	-	-	0.26
Protective Service	-	-	-	-	-	-	-	-
Food Preparation and Serving Related	-	0.08	1.07	0.15	0.01	-	-	0.11
Building Grounds and Maintenance	-	0.06	-	0.11	-	-	-	0.00
Personal Care and Service	-	-	0.11	0.02	-	-	-	0.02
Sales and Related	0.07	-	0.60	0.01	0.03	-	-	-
Office and Admin	0.22	0.11	0.04	0.13	0.06	0.03	0.03	0.01
Farm, Fishing, and Forestry	-	-	-	-	-	-	-	-
Construction and Extraction	-	-	-	-	-	-	-	-
Installation Maintenance and Repair	0.01	-	0.01	0.01	0.01	-	0.00	0.00
Production	-	-	0.04	0.02	0.36	-	0.01	-
Transportation and Material Moving	-	-	0.18	-	0.04	-	0.24	-
HH earning up to 30% of Median - major occupations	0.35	0.81	2.06	0.45	0.50	0.06	0.28	0.42
HH earning up to 30% of Median - all other occupations	0.02	0.05	0.10	0.03	0.04	0.01	0.01	0.02
Total Households Earning up to 30% of Median	**0.4**	**0.9**	**2.2**	**0.5**	**0.5**	**0.1**	**0.3**	**0.4**

Notes:
(1) Appendix Tables 1 through 16 contain additional information on worker occupation categories, compensation levels and estimated household incomes.

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TABLE 3-13B
ESTIMATE OF QUALIFYING HOUSEHOLDS - VERY LOW INCOME
HOUSING TRUST FUND NEXUS ANALYSIS
SACRAMENTO COUNTY, CA

Analysis for Households Earning 30% to 50% of Median

	Office	Medical	Retail / Commercial	Hotel	Industrial / Manufacturing	Research and Development	Warehouse	Residential Care
Per 100,000 SF Building								
Households Earning 30% to 50% of Median (Step 5, 6, & 7) [(1)]								
Management	0.03	0.01	0.02	0.01	-	-	-	0.00
Business and Financial Operations	0.13	0.03	-	-	0.04	0.07	0.00	-
Computer and Mathematical	0.03	-	-	-	-	0.02	-	-
Architecture and Engineering	0.01	-	-	-	0.05	0.00	-	-
Life, Physical and Social Science	0.06	-	-	-	-	0.61	-	-
Community and Social Services	-	0.54	-	-	-	-	-	-
Legal	0.14	-	-	-	-	-	-	-
Education Training and Library	-	-	-	-	-	-	-	-
Arts, Design, Entertainment, Sports, and Media	0.11	-	-	-	-	-	-	-
Healthcare Practitioners and Technical	0.12	0.33	-	-	-	0.04	-	0.01
Healthcare Support	0.57	5.48	-	-	-	-	-	2.52
Protective Service	-	-	-	-	-	-	-	-
Food Preparation and Serving Related	-	0.82	10.50	1.58	0.09	-	-	1.12
Building Grounds and Maintenance	-	0.69	-	1.29	-	-	-	0.22
Personal Care and Service	-	-	1.09	0.24	-	-	-	0.25
Sales and Related	0.93	-	6.75	0.07	0.35	-	-	-
Office and Admin	4.22	2.04	0.68	1.28	1.08	0.79	0.43	0.17
Farm, Fishing, and Forestry	-	-	-	-	-	-	-	-
Construction and Extraction	-	-	-	-	-	-	-	-
Installation Maintenance and Repair	0.32	-	0.25	0.14	0.15	-	0.06	0.06
Production	-	-	0.46	0.17	4.99	-	0.08	-
Transportation and Material Moving	-	-	1.97	-	0.53	-	3.09	-
HH earning 30% to 50% of Median - major occupations	6.69	9.94	21.74	4.77	7.29	1.54	3.66	4.35
HH earning 30% to 50% of Median - all other occupations	0.42	0.67	1.05	0.27	0.59	0.17	0.16	0.21
Total Households Earning 30% to 50% of Median	**7.1**	**10.6**	**22.8**	**5.0**	**7.9**	**1.7**	**3.8**	**4.6**

Notes:
(1) Appendix Tables 1 through 16 contain additional information on worker occupation categories, compensation levels and estimated household incomes.

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TABLE 3-13C
ESTIMATE OF QUALIFYING HOUSEHOLDS - LOW INCOME
HOUSING TRUST FUND NEXUS ANALYSIS
SACRAMENTO COUNTY, CA

Analysis for Households Earning 50% to 80% of Median

	Office	Medical	Retail / Commercial	Hotel	Industrial / Manufacturing	Research and Development	Warehouse	Residential Care
Per 100,000 SF Building								
Households Earning 50% to 80% of Median (Step 5, 6, & 7) [1]								
Management	0.47	0.21	0.22	0.09	0.24	0.25	0.02	0.04
Business and Financial Operations	2.17	0.39	-	-	0.66	1.14	0.06	-
Computer and Mathematical	0.45	-	-	-	-	0.30	-	-
Architecture and Engineering	0.21	-	-	-	0.40	0.33	-	-
Life, Physical and Social Science	0.25	-	-	-	-	2.21	-	-
Community and Social Services	-	1.88	-	-	-	-	-	-
Legal	0.33	-	-	-	-	-	-	-
Education Training and Library	-	-	-	-	-	-	-	-
Arts, Design, Entertainment, Sports, and Media	0.48	-	-	-	-	-	-	-
Healthcare Practitioners and Technical	0.41	3.13	-	-	-	0.22	-	0.24
Healthcare Support	1.69	2.33	-	-	-	-	-	1.29
Protective Service	-	-	-	-	-	-	-	-
Food Preparation and Serving Related	-	0.72	2.96	0.65	0.03	-	-	0.53
Building Grounds and Maintenance	-	0.82	-	1.58	-	-	-	0.30
Personal Care and Service	-	-	0.79	0.14	-	-	-	0.12
Sales and Related	1.67	-	3.91	0.08	0.38	-	-	-
Office and Admin	9.59	4.79	1.25	0.28	2.29	1.99	0.72	0.29
Farm, Fishing, and Forestry	-	-	-	-	-	-	-	-
Construction and Extraction	-	-	-	-	-	-	-	-
Installation Maintenance and Repair	0.77	-	0.52	0.28	0.49	-	0.13	0.12
Production	-	-	0.31	0.03	7.20	-	0.12	-
Transportation and Material Moving	-	-	1.45	-	0.63	-	3.68	-
HH earning 50% to 80% of Median - major occupations	18.52	14.28	11.40	3.13	12.31	6.45	4.73	2.95
HH earning 50% to 80% of Median - all other occupations	1.16	0.96	0.55	0.18	1.00	0.70	0.21	0.14
Total Households Earning 50% to 80% of Median	**19.7**	**15.2**	**12.0**	**3.3**	**13.3**	**7.2**	**4.9**	**3.1**

Notes:
(1) Appendix Tables 1 through 16 contain additional information on worker occupation categories, compensation levels and estimated household incomes.

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4.0 AFFORDABILITY GAP ANALYSIS

A key component of an impact analysis is the mitigation cost. In an affordable housing nexus analysis, the mitigation cost is the "affordability gap" - the financial gap between what lower income households can afford to pay and the cost of producing new housing. The affordability gap analysis is based on the remaining financial gap after assistance available through State and Federal Low Income Housing Tax Credits (LIHTC).

4.1 County-Assisted Affordable Unit Prototype

For estimating the affordability gap, there is a need to match a household of each income level with a unit type and size according to governmental regulations and County practices and policies. The prototype affordable unit should reflect a modest unit consistent with what the County is likely to assist. The focus is on affordable projects developed for families as opposed to projects consisting of primarily studios or single room occupancy units too small to accommodate an average-size worker household.

KMA reviewed project information for six recent or proposed affordable housing projects in Sacramento County:

- Sunrise Pointe (Citrus Heights)
- Mirasol Village, Blocks B and E (Sacramento)
- Mirasol Village, Block A (Sacramento)
- Mutual Housing on the Boulevard (Sacramento)
- Lavender Courtyard (Sacramento)
- Metro at 7th Phase I (Sacramento)

Based on these projects, it is assumed that the County will assist in the development of multi-family rental units averaging approximately 1.5 bedrooms[4] per unit.

4.2 Development Costs

KMA estimated total development costs for the affordable housing prototype (inclusive of land acquisition costs, direct construction costs, indirect costs of development and financing) based on costs for the six multi-family affordable rental projects listed above. Cost data for each project was provided by the Sacramento Housing and Redevelopment Agency (SHRA) and is summarized in Table 4-4 at the end of this section. Total development cost per affordable unit is estimated at the $505,000 per unit average for the six projects.

[4] For purposes of calculating the average bedroom size, studios are treated as having zero bedrooms.

4.3 Unit Values

Unit values are based upon the funding sources assumed to be available for the project. Funding sources include tax-exempt permanent debt financing supported by the project's operating income, a deferred developer fee, and equity generated by both 4% federal low income housing tax credits and state tax credits. The highly competitive 9% federal tax credits are not assumed because of the limited number of projects that receive an allocation of 9% tax credits in any given year per geographic region. Other affordable housing subsidy sources such as CDBG, HOME, AHP, and various Federal and State funding programs are also limited and difficult to obtain and therefore are not assumed in this analysis as available to offset the cost of mitigating the affordable housing impacts of new development.

The unit values are summarized in Table 4-1. Further detail is provided in Table 4-3.

Table 4-1. Unit Values for Affordable Units

Income Group	*Unit Value*
Extremely Low (Under 30% AMI)	$287,000
Very Low (30% to 50% AMI)	$307,000
Low (50% to 80% AMI)	$339,000

4.4 Affordability Gap

The affordability gap is the difference between the cost of developing the affordable units and the unit value based on the restricted affordable rent. The resulting affordability gaps are as presented in Table 4-2.

Table 4-2. Affordability Gap Calculation

	Unit Value	*Development Cost*	*Affordability Gap*
Extremely Low (Under 30% AMI)	$287,000	$505,000	$218,000
Very Low (30% to 50% AMI)	$307,000	$505,000	$198,000
Low (50% to 80% AMI)	$339,000	$505,000	$166,000

Detailed analysis supporting the affordability gap calculations is provided in Tables 4-3 and 4-4.

TABLE 4-3
AFFORDABILITY GAP CALCULATION
HOUSING TRUST FUND NEXUS ANALYSIS
SACRAMENTO COUNTY, CA

			Extremely Low	Very Low	Low Income
I.	**Affordable Prototype**				
	Tenure			Rental	
	Average Number of Bedrooms			1.5 BR	
II.	**Development Costs** [1]		Per Unit	Per Unit	Per Unit
	Land Acquisition		$13,000	$13,000	$13,000
	Directs		$315,000	$315,000	$315,000
	Indirects		$155,000	$155,000	$155,000
	Financing		$22,000	$22,000	$22,000
	Total Development Costs		$505,000	$505,000	$505,000
III.	**Supported Financing**		Per Unit	Per Unit	Per Unit
	Affordable Rents				
	Maximum TCAC Rent [2]		$560	$934	$1,121
	(Less) Utility Allowance [3]		($99)	($99)	($99)
	Maximum Monthly Rent		$462	$835	$1,022
	Net Operating Income (NOI)				
	Gross Potential Income				
	Monthly		$462	$835	$1,022
	Annual		$5,539	$10,023	$12,265
	Other Income		$110	$110	$110
	(Less) Vacancy	5.0%	($282)	($507)	($619)
	Effective Gross Income (EGI)		$5,367	$9,626	$11,756
	(Less) Operating Expenses		($8,300)	($8,300)	($8,300)
	(Less) Property Taxes [4]		$0	$0	$0
	Net Operating Income (NOI)		($2,933)	$1,326	$3,456
	Permanent Financing				
	Permanent Loan [5]	5.00%	$0	$20,000	$52,000
	Deferred Developer Fee		$12,000	$12,000	$12,000
	Tax Credit Equity [6]		$275,000	$275,000	$275,000
	Total Sources		$287,000	$307,000	$339,000
IV.	**Affordability Gap**		Per Unit	Per Unit	Per Unit
	Supported Permanent Financing		$287,000	$307,000	$339,000
	(Less) Total Development Costs		($505,000)	($505,000)	($505,000)
	Affordability Gap		($218,000)	($198,000)	($166,000)

Notes

[1] Estimate of costs based on average of recent projects as summarized in Table 4-4.
[2] Maximum rents per Tax Credit Allocation Committee (TCAC) for projects utilizing Low Income Housing Tax Credits.
[3] Estimated based on SHRA utility allowance schedule.
[4] Assumes tax exemption for non-profit general partner.
[5] Extremely Low Income units cannot support permanent financing, and will require an operating subsidy. Recent SHRA projects received Project Based Vouchers for Extremely Low Income units.
[6] Assumes projects receives 4% federal tax credits and $75,000 per unit in state tax credits (average credit received for recent SHRA projects).

TABLE 4-4
DEVELOPMENT COSTS FOR RECENT AFFORDABLE HOUSING PROJECTS
HOUSING TRUST FUND NEXUS ANALYSIS
SACRAMENTO COUNTY, CA

	Sunrise Pointe	Mirasol Village Blocks B and E	Mirasol Village Block A	Mutual Housing on the Boulevard	Lavender Courtyard	Metro at 7th Phase I	Average
Jurisdiction	Citrus Heights	Sacramento	Sacramento	Sacramento	Sacramento	Sacramento	
Number of Units	47	123	104	127	53	65	87
Avg No. Bedrooms	2.00	1.93	1.80	1.63	1.08	0.54	1.49
Avg. unit size (SF)	801	854	776	800	523	402	693
No. stories	3 stories	2 to 4 stories	2 to 4 stories	3 stories	4 stories	4 stories	
Land	$20,213	$1,431	$8,990	$6,299	$18,868	$20,000	$12,634
Direct Construction	$310,725	$337,722	$359,178	$325,417	$349,117	$206,857	$314,836
Indirect Costs	$144,236	$138,179	$179,123	$134,649	$197,330	$142,797	$156,052
Financing	$20,603	$12,744	$11,647	$39,804	$25,224	$19,425	$21,575
Total Development Cost	$495,777	$490,076	$558,938	$506,169	$590,539	$389,079	$505,096

5.0 MITIGATION FEE ACT FINDINGS

This section provides findings language consistent with the requirements of the Mitigation Fee Act as set forth in Government Code § 66000 et seq.

(1) Identify the purpose of the fee (66001(a)(1)).

The purpose of the housing fee is to fund construction of affordable housing to mitigate the increased demand for affordable housing from workers in newly developed workplace buildings.

(2) Identify the use to which the fee is to be put (66001(a)(2)).

Housing fees are used to increase the supply of affordable housing for qualifying households.

(3) Determine how there is a reasonable relationship between the fee's use and the type of development project on which the fee is imposed (66001(a)(3)).

The foregoing Nexus Analysis has demonstrated that there is a reasonable relationship between the use of the fee, which is to increase the supply of affordable housing in Sacramento County, and the development of new non-residential buildings which increases the need for affordable housing. Development of new non-residential buildings increases the number of jobs in Sacramento County. A share of the new workers in these new jobs will have household incomes that qualify as Extremely Low, Very Low, and Low Income and result in an increased need for affordable housing.

(4) Determine how there is a reasonable relationship between the need for the public facility and the type of development project on which the fee is imposed (66001(a)(4)).

The analysis has demonstrated that there is a reasonable relationship between the development of non-residential workspace buildings in Sacramento County and the need for additional affordable units. Development of new workspace buildings accommodates additional jobs in Sacramento County. Eight different non-residential development types were analyzed (office, medical, retail / commercial, hotel, industrial / manufacturing, R&D, warehouse, and residential care). The number of jobs added in various types of new non-residential buildings is documented on page 7. Based on household income levels for the new workers in these new jobs, a significant share of the need is for housing affordable to Extremely Low, Very Low, and Low Income levels. The Nexus Analysis concludes that for every 100,000 square feet of new office space, 27.2 incremental affordable units are needed. For Medical, 26.7 affordable units are needed

per 100,000 square feet of space developed, 36.9 for Retail / Commercial, 8.8 for Hotel, 21.7 for Industrial / Manufacturing, 8.9 for Research and Development, 9 for Warehouse and 8.1 for Residential Care.

(5) Determine how there is a reasonable relationship between the amount of the fee and the cost of the public facility or portion of the public facility attributable to the development on which the fee is imposed. (66001(b)).

There is a reasonable relationship between the amount of the fee and the cost of the needed affordable housing attributable to the new non-residential development. The Nexus Analysis has quantified the increased need for affordable units in relation to each type of new non-residential use being developed and determined maximum fee levels based on the cost of providing the needed affordable housing. Costs reflect the net subsidy required to produce the affordable units based on recent cost information for development of affordable housing in Sacramento County. Housing fees do not exceed the cost of providing the affordable housing that is attributable to the new development.

(6) A fee shall not include the costs attributable to existing deficiencies in public facilities (66001(g)).

The Nexus Analysis quantifies only the net new affordable housing needs generated by new non-residential development in Sacramento County. Existing deficiencies with respect to housing conditions in the county are not considered nor in any way included in the analysis.

APPENDIX A: DISCUSSION OF VARIOUS FACTORS IN RELATION TO NEXUS CONCEPT

This appendix includes a discussion of various factors and assumptions in relation to the Nexus Analysis and provides a description of the validity of certain assumptions in the Sacramento County market.

1. No Excess Supply of Affordable Housing

An assumption of this Nexus Analysis is that there is no excess supply of affordable housing available to absorb or offset new demand; therefore, new affordable units are needed to mitigate the new affordable housing demand generated by new non-residential development. Based on a review of recent Census information for the County and other sources, conditions in Sacramento County are consistent with the underlying assumption that no excess supply of housing affordable to Extremely Low, Very Low, and Low Income households exists, as evidenced by the following:

- Census data for Sacramento County from the 2014 to 2018 American Community Survey shows 38% of all households in the County are paying thirty percent or more of their income on housing (including incorporated cities).

- For households earning less than $75,000 per year, a group that includes 55% of all households in the County, 64% are paying thirty percent or more of their income on housing according the U.S. Census 2014 to 2018 American Community Survey.

- Development of new rental units affordable to Extremely Low, Very Low, and Low Income households is unlikely to occur without a subsidy because rents affordable to these income groups are not sufficient to support the high cost of construction, as demonstrated in Section 4.

2. Addressing the Housing Needs of a New Population vs. the Existing Population

This Nexus Analysis assumes there is no excess supply of affordable housing available to absorb or offset new demand; therefore, new affordable units are needed to mitigate the new affordable housing demand generated by development of new workplace buildings.

This nexus study does not address the housing needs of the existing population. Rather, the study focuses exclusively on documenting and quantifying the housing needs created by development of new workplace buildings.

3. Substitution Factor

Any given new building may be occupied partly, or even perhaps totally, by employees relocating from elsewhere in the region. Buildings are often leased entirely to firms relocating from other buildings in the same jurisdiction. However, when a firm relocates to a new building

from elsewhere in the region, there is a space in an existing building that is vacated and occupied by another firm. That building in turn may be filled by some combination of newcomers to the area and existing workers. Somewhere in the chain there are jobs new to the region. The net effect is that new workplace buildings accommodate new employees, although not necessarily inside the new buildings themselves.

4. Indirect Employment and Multiplier Effects

The multiplier effect refers to the concept that the income generated by a new job recycles through the economy and results in additional jobs. The total number of jobs generated is broken down into three categories – direct, indirect and induced. In the case of this Nexus Analysis, the direct jobs are those located in the new workspace buildings that would be subject to the housing fee. Multiplier effects encompass indirect and induced employment. Indirect jobs are generated by suppliers to the businesses located in the new workspace buildings. Induced jobs are generated by local spending on goods and services by employees.

Multiplier effects vary by industry. Industries that draw heavily on a network of local suppliers tend to generate larger multiplier effects. Industries that are labor intensive also tend to have larger multiplier effects as a result of the induced effects of employee spending.

Theoretically, a jobs-housing nexus analysis could consider multiplier effects although the potential for double-counting exists to the extent indirect and induced jobs are added in other new buildings in jurisdictions that have housing fees. KMA chose to omit the multiplier effects (the indirect and induced employment impacts) to avoid potential double-counting and make the analysis more conservative.

In addition, the Nexus Analysis addresses direct “inside” employment only. In the case of an office building, for example, direct employment covers the various managerial, professional and clerical people that work in the building; it does not include delivery services, landscape maintenance workers, janitorial contractors and many others that are associated with the normal functioning of an office building. In other words, any analysis that ties lower income housing to the number of workers inside buildings will continue to understate the demand. Thus, confining the analysis to the direct employees does not address all the lower income workers associated with each type of building and understates the impacts.

5. Economic Cycles

An impact analysis of this nature is intended to support a one-time impact requirement to address impacts generated over the life of a project (generally 40 years or more). Short-term conditions, such as a recession or a vigorous boom period, are not an appropriate basis for estimating impacts over the life of the building. These cycles can produce impacts that are higher or lower on a temporary basis.

Development of new workspace buildings tends to be minimal during a recession and generally remains minimal until conditions improve or there is confidence that improved conditions are imminent. When this occurs, the improved economic condition will absorb existing vacant space and underutilized capacity of existing workers, employed and unemployed. By the time new buildings become occupied, conditions will have likely improved.

To the limited extent that new workspace buildings are built during a recession, housing impacts from these new buildings may not be fully experienced immediately, but the impacts will be experienced at some point. New buildings delivered during a recession can sometimes sit vacant for a period after completion. Even if new buildings are immediately occupied, overall absorption of space can still be zero or negative if other buildings are vacated in the process. Jobs added may also be filled in part by unemployed or underemployed workers who are already housed locally. As the economy recovers, firms will begin to expand and hire again filling unoccupied space as unemployment is reduced. New space delivered during the recession still adds to the total supply of employment space in the region. Though the jobs are not realized immediately, as the economy recovers and vacant space is filled, this new employment space absorbs or accommodates job growth. Although there may be a delay in experiencing the impacts, the fundamental relationship between new buildings, added jobs, and housing needs remains over the long term.

In contrast, during a vigorous economic boom period, conditions exist in which elevated impacts are experienced on a temporary basis. As an example, compression of employment densities can occur as firms add employees while making do with existing space.

While economic cycles can produce impacts that are temporarily higher or lower than normal, an impact fee is designed to be collected once, during the development of the project. Over the lifetime of the project, the impacts of the development on the demand for affordable housing will be realized, despite short-term booms and recessions.

6. Non-Duplication of Residential and Non-Residential Affordable Housing Mitigations

Sacramento County has an existing residential Affordability Fee that helps mitigate the impacts of new residential development on the demand for affordable housing. A separate Residential Nexus Analysis prepared by KMA in 2013 provides nexus support to the residential fee program. This section evaluates the potential for overlap between the affordable housing impacts being mitigated by the County's residential and non-residential fee programs. The analysis demonstrates that no duplication in affordable housing mitigations will occur.

To briefly summarize the Nexus Analysis, the logic begins with jobs located in new workplace buildings including office buildings, retail spaces, hotels and others. The Nexus Analysis then identifies the compensation structure of the new jobs depending on the building type, the income of the new worker households, and the housing affordability level of the new worker

households, concluding with the number of new worker households in the lower income affordability categories.

In the Residential Nexus Analysis, the logic begins with households who rent or buy new market rate units. The nexus analysis quantifies the number of jobs created in services to the new households and then identifies the compensation structure of the new jobs, the income of the new worker households, and the housing affordability level of the new worker households, concluding with the number of new worker households in the lower income affordability categories.

Some of the jobs that are counted in the Nexus Analysis may also be counted in the Residential Nexus Analysis. The overlap potential exists in jobs generated by the expenditures of residents of new residential units, such as expenditures for food, personal services, restaurant meals and entertainment. However, many jobs counted in the Nexus Analysis are not addressed in the Residential Nexus Analysis at all. Firms in office, industrial, warehouse and hotel buildings often serve a much broader market and are generally not focused on providing services to local residents. These non-local serving jobs are not counted in the Residential Nexus Analysis. Retail, which typically is primarily local serving, is the building type that has the greatest potential for overlap between the jobs counted in the two nexus analyses.

Theoretically, there is a set of conditions in which 100% of the jobs counted for purposes of the Nexus Analysis are also counted for purposes of the Residential Nexus Analysis. For example, a small retail component within a large residential development that is mostly or entirely dependent upon customers from within the residential development. The retail space is subject to a non-residential housing fee while the residential units are subject to the residential Affordability Fee. In this special case, the two programs mitigate the affordable housing demand of the very same workers. Therefore, in this special case, the combined requirements of the two programs to fund construction of affordable units must not exceed 100% of the demand for affordable units generated by employees in the new commercial space.

Complete overlap between jobs counted in the Nexus Analysis and jobs counted in the Residential Nexus Analysis could occur only in a very narrow set of theoretical circumstances. The following analysis demonstrates that combined mitigation requirements would not exceed the nexus even if the jobs counted in the Residential Nexus Analysis are also counted in the Nexus Analysis. As discussed, the theoretical possibility of 100% overlap exists mainly with retail jobs that serve residents of new housing in Sacramento County; therefore, the overlap analysis is focused on the retail land use.

Non-Residential Housing Fee as Percent of Nexus Maximum

The Nexus Analysis calculates the maximum non-residential housing fee supported by the analysis of $69.60 per square foot of retail. For purposes of the illustration in this section only, a

non-residential fee for retail of not more than $15 per square foot is assumed. If the County were to adopt a housing fee applicable to retail of not more than $15 per square foot, it would mitigate no more than 22% of the total affordable housing impacts for retail as shown in Table A-1.

Table A-1 Illustrative Retail Fee as a Percent of Nexus Maximum

Building Type	Nexus Maximum	Retail Fee Assumed for Purposes of Illustration Only	Illustrative Retail Fee as Percent of Nexus
Retail	$69.60	Not more than $15/SF	22%

Residential Fee as Percent of Nexus Maximum

The Residential Nexus Analysis identifies the affordable unit demand impacts of new market rate residential development and calculates maximum affordable housing impact fees based on the cost of mitigating these impacts. In Table A-2, KMA combines affordable unit demand impact findings of the 2013 Residential Nexus Analysis with the updated affordability gaps that are calculated in Section 4 to determine updated maximum supported affordable housing impact fees per square foot of residential development. The calculation was prepared for the residential development type having the lowest per square foot maximum supported fee per the 2013 Residential Nexus Analysis, lower density single family detached units at the lower market price estimate. Based on current mitigation costs, the updated maximum Affordability Fee is $17.50.

Table A-2 Update to Residential Nexus Analysis Findings to Reflect Current Affordability Gap

	A. Affordable Unit Demand Per 100 Market Rate Units	B. Affordability Gap	C. Updated Mitigation Cost Per Residential Unit	D. Updated Mitigation Cost Per Square Foot
	Residential Nexus Analysis	*Section 4*	*=A. x B./100*	*= C. / 2,200 SF market rate unit size*
Very Low (30% - 50% AMI)	10.8	$198,000	$21,400	$9.73
Low (50%-80% AMI)	10.3	$166,000	$17,100	$7.77
Total	21.1		$38,500	$17.50

Source: 2013 Residential Nexus Analysis prepared by KMA for the County of Sacramento, with affordability gaps updated based on Section 4 of this report. The 2013 analysis presented housing demand for a range of market rate development types and prices; the above estimates reflect the prototype with the lowest maximum fee finding.

The residential Affordability Fee is currently $3.04 per square foot of each market rate unit.

As shown in Table A-3, the current Affordability Fee of $3.04/SF represents 17% of the updated nexus maximum identified in Table A-2. Therefore, the Affordability Fee mitigates approximately 17% of the affordable housing impacts associated with new market rate residential developments.

Table A-3. Percent of Nexus Maximum Mitigated by Residential Affordability Fee	
Nexus Maximum Per Square Foot[1]	$17.50/SF
Current Affordability Fee (residential)	$3.04/SF
Percent of Nexus Maximum Mitigated	17%

[1]Table A-2

Combined Affordable Housing Mitigations Do Not Exceed Nexus Maximums

As an illustrative non-residential housing fee for retail of $15 per square foot would mitigate 22% of the maximum supported by the nexus, as shown in Table A-1, and residential fees mitigate approximately 17% of the maximum supported by the nexus, combined residential and non-residential affordable housing mitigations would mitigate no more than 39% of the impacts (22% + 17% = 39%), even under the theoretical circumstance of 100% overlap in the jobs counted in the two nexus analyses. Therefore, no duplication in affordable housing mitigations will occur.

This section may require updating if residential requirements are modified or if non-residential housing fees are adopted at levels that exceed the illustrative fee level assumed in this section.

APPENDIX B: SUPPORTING TECHNICAL ANALYSIS TABLES

Addressing: worker occupations, compensations, household incomes, and industry categories

APPENDIX B TABLE 1
ESTIMATED WORKER OCCUPATION DISTRIBUTION, 2019
OFFICE WORKERS
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

Major Occupations (2% or more)	Worker Occupation Distribution Office
Management Occupations	*9.9%*
Business and Financial Operations Occupations	*14.8%*
Computer and Mathematical Occupations	*10.0%*
Architecture and Engineering Occupations	*4.6%*
Life, Physical, and Social Science Occupations	*2.1%*
Legal Occupations	*3.5%*
Arts, Design, Entertainment, Sports, and Media Occupations	*2.1%*
Healthcare Practitioners and Technical Occupations	*7.8%*
Healthcare Support Occupations	*4.3%*
Sales and Related Occupations	*7.2%*
Office and Administrative Support Occupations	*25.2%*
Installation, Maintenance, and Repair Occupations	*2.6%*
All Other Worker Occupations - Office	*5.9%*
TOTAL	100.0%

Source: Bureau of Labor Statistics
Keyser Marston Associates, Inc.
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APPENDIX B TABLE 2
AVERAGE ANNUAL WORKER COMPENSATION AND ESTIMATED HOUSEHOLD INCOME, 2021
OFFICE WORKER OCCUPATIONS
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

Occupation [3]	2021 Avg. Worker Compensation[1]	Household Income Estimate [4] One Worker	Two Workers	Three+ Workers	% of Total Occupation Group [2]	% of Total Office Workers
Page 1 of 4						
Management Occupations						
Chief Executives	$149,700	$158,000	$218,000	$225,000	3.2%	0.3%
General and Operations Managers	$125,300	$132,000	$182,000	$189,000	25.9%	2.6%
Marketing Managers	$154,900	$163,000	$210,000	$216,000	5.6%	0.6%
Sales Managers	$143,000	$151,000	$208,000	$215,000	4.8%	0.5%
Administrative Services and Facilities Managers	$113,800	$120,000	$180,000	$185,000	3.9%	0.4%
Computer and Information Systems Managers	$161,800	$170,000	$219,000	$226,000	10.0%	1.0%
Financial Managers	$138,400	$146,000	$201,000	$208,000	12.6%	1.2%
Human Resources Managers	$128,200	$135,000	$186,000	$193,000	2.5%	0.2%
Architectural and Engineering Managers	$169,900	$178,000	$230,000	$237,000	3.7%	0.4%
Medical and Health Services Managers	$147,000	$155,000	$214,000	$221,000	3.7%	0.4%
Property, Real Estate, and Community Association Managers	$69,700	$77,000	$129,000	$137,000	7.5%	0.7%
Personal Service Managers; Entertainment and Recr Managers	$138,300	$146,000	$201,000	$208,000	6.4%	0.6%
Other Management Occupations	$133,500	$141,000	$194,000	$201,000	10.4%	1.0%
Weighted Mean Annual Wage	***$133,500***	**$141,000**	**$194,000**	**$200,000**	**100.0%**	**9.9%**
Business and Financial Operations Occupations						
Buyers and Purchasing Agents	$76,000	$84,000	$141,000	$150,000	2.2%	0.3%
Claims Adjusters, Examiners, and Investigators	$77,100	$85,000	$143,000	$152,000	7.8%	1.2%
Compliance Officers	$82,700	$89,000	$140,000	$145,000	2.6%	0.4%
Human Resources Specialists	$75,300	$83,000	$139,000	$148,000	5.2%	0.8%
Labor Relations Specialists	$93,400	$100,000	$158,000	$164,000	3.1%	0.5%
Management Analysts	$79,300	$88,000	$147,000	$156,000	11.0%	1.6%
Training and Development Specialists	$68,000	$75,000	$126,000	$134,000	3.2%	0.5%
Market Research Analysts and Marketing Specialists	$74,800	$83,000	$138,000	$147,000	9.7%	1.4%
Project Management and Business Operations Specialists	$83,500	$89,000	$142,000	$146,000	13.0%	1.9%
Accountants and Auditors	$84,800	$91,000	$144,000	$149,000	16.6%	2.4%
Insurance Underwriters	$80,600	$86,000	$137,000	$141,000	3.3%	0.5%
Loan Officers	$81,000	$87,000	$137,000	$142,000	3.9%	0.6%
Financial and Investment Analysts, Financial Risk Specialists	$91,000	$97,000	$154,000	$160,000	5.6%	0.8%
Other Business and Financial Operations Occupations	$81,000	$87,000	$137,000	$142,000	12.7%	1.9%
Weighted Mean Annual Wage	***$81,000***	**$88,000**	**$142,000**	**$148,000**	**100.0%**	**14.8%**
Computer and Mathematical Occupations						
Computer Systems Analysts	$106,700	$113,000	$169,000	$173,000	14.1%	1.4%
Information Security Analysts	$115,000	$121,000	$182,000	$187,000	3.2%	0.3%
Computer Network Support Specialists	$77,300	$86,000	$143,000	$152,000	3.5%	0.3%
Computer User Support Specialists	$88,100	$94,000	$149,000	$154,000	11.6%	1.2%
Computer Network Architects	$129,800	$137,000	$189,000	$195,000	3.6%	0.4%
Network and Computer Systems Administrators	$96,700	$104,000	$164,000	$170,000	6.9%	0.7%
Database Administrators and Architects	$113,500	$120,000	$179,000	$184,000	2.7%	0.3%
Computer Programmers	$83,000	$89,000	$141,000	$146,000	4.8%	0.5%
Software Developers and Software Quality Assurance Analysts	$124,800	$132,000	$197,000	$202,000	33.1%	3.3%
Web Developers and Digital Interface Designers	$83,100	$89,000	$141,000	$146,000	3.2%	0.3%
Computer Occupations, All Other	$94,000	$101,000	$159,000	$165,000	7.5%	0.8%
Operations Research Analysts	$94,600	$101,000	$160,000	$166,000	2.3%	0.2%
Other Computer and Mathematical Occupations	$107,000	$113,000	$169,000	$174,000	3.6%	0.4%
Weighted Mean Annual Wage	***$107,000***	**$114,000**	**$173,000**	**$178,000**	**100.0%**	**10.0%**

Sources: U.S. Bureau of Labor Statistics, California Employment Development Department
Keyser Marston Associates, Inc.
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APPENDIX B TABLE 2
AVERAGE ANNUAL WORKER COMPENSATION AND ESTIMATED HOUSEHOLD INCOME, 2021
OFFICE WORKER OCCUPATIONS
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

Occupation [3]	2021 Avg. Worker Compensation[1]	Household Income Estimate [4] One Worker	Two Workers	Three+ Workers	% of Total Occupation Group [2]	% of Total Office Workers
Page 2 of 4						
Architecture and Engineering Occupations						
Architects, Except Landscape and Naval	$117,300	$124,000	$185,000	$190,000	8.8%	0.4%
Surveyors	$100,100	$106,000	$158,000	$162,000	3.2%	0.1%
Civil Engineers	$124,400	$131,000	$197,000	$202,000	16.8%	0.8%
Computer Hardware Engineers	$156,800	$164,000	$212,000	$219,000	3.0%	0.1%
Electrical Engineers	$110,500	$117,000	$175,000	$179,000	6.7%	0.3%
Electronics Engineers, Except Computer	$121,200	$128,000	$191,000	$197,000	4.1%	0.2%
Environmental Engineers	$116,500	$123,000	$184,000	$189,000	2.7%	0.1%
Industrial Engineers	$101,200	$107,000	$160,000	$164,000	4.5%	0.2%
Mechanical Engineers	$103,200	$109,000	$163,000	$167,000	9.7%	0.4%
Engineers, All Other	$108,000	$114,000	$171,000	$175,000	5.0%	0.2%
Architectural and Civil Drafters	$67,400	$75,000	$125,000	$133,000	7.1%	0.3%
Civil Engineering Technologists and Technicians	$71,400	$79,000	$132,000	$141,000	3.3%	0.1%
Electrical and Electronic Engineering Technologists	$72,100	$80,000	$133,000	$142,000	3.1%	0.1%
Surveying and Mapping Technicians	$81,400	$87,000	$138,000	$143,000	3.4%	0.2%
Calibration and Engineering Technologists, Technicians	$77,500	$86,000	$143,000	$153,000	2.7%	0.1%
Other Architecture and Engineering Occupations	$105,600	$111,000	$167,000	$171,000	15.7%	0.7%
Weighted Mean Annual Wage	***$105,600***	**$112,000**	**$169,000**	**$175,000**	**100.0%**	**4.6%**
Life, Physical, and Social Science Occupations						
Biochemists and Biophysicists	$94,300	$101,000	$160,000	$165,000	6.0%	0.1%
Biological Scientists, All Other	$86,900	$93,000	$147,000	$152,000	3.6%	0.1%
Medical Scientists, Except Epidemiologists	$124,700	$132,000	$197,000	$202,000	15.0%	0.3%
Chemists	$90,100	$96,000	$153,000	$158,000	6.1%	0.1%
Environmental Scientists and Specialists, Including Health	$97,700	$105,000	$166,000	$171,000	7.9%	0.2%
Geoscientists, Except Hydrologists and Geographers	$102,500	$108,000	$162,000	$166,000	3.1%	0.1%
Economists	$89,700	$96,000	$152,000	$157,000	2.3%	0.0%
Clinical, Counseling, and School Psychologists	$114,500	$121,000	$181,000	$186,000	4.3%	0.1%
Biological Technicians	$53,400	$61,000	$107,000	$120,000	8.7%	0.2%
Chemical Technicians	$52,800	$61,000	$105,000	$119,000	4.7%	0.1%
Environmental Science and Protection Technicians	$50,900	$59,000	$102,000	$115,000	3.3%	0.1%
Social Science Research Assistants	$57,100	$66,000	$114,000	$129,000	5.0%	0.1%
Life, Physical, and Social Science Technicians, All Other	$51,400	$59,000	$103,000	$116,000	4.0%	0.1%
Occupational Health and Safety Specialists	$94,800	$102,000	$161,000	$166,000	3.0%	0.1%
Other Life, Physical, and Social Science Occupations	$87,600	$94,000	$148,000	$154,000	22.9%	0.5%
Weighted Mean Annual Wage	***$87,600***	**$95,000**	**$149,000**	**$157,000**	**100.0%**	**2.1%**
Legal Occupations						
Lawyers	$156,100	$164,000	$211,000	$218,000	58.1%	2.0%
Paralegals and Legal Assistants	$59,400	$68,000	$118,000	$134,000	34.0%	1.2%
Title Examiners, Abstractors, and Searchers	$62,000	$69,000	$115,000	$122,000	5.8%	0.2%
Other Legal Occupations	$117,000	$123,000	$185,000	$190,000	2.2%	0.1%
Weighted Mean Annual Wage	***$117,000***	**$125,000**	**$173,000**	**$183,000**	**100.0%**	**3.5%**

Sources: U.S. Bureau of Labor Statistics, California Employment Development Department
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HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

Occupation [3]	2021 Avg. Worker Compensation[1]	Household Income Estimate [4] One Worker	Two Workers	Three+ Workers	% of Total Occupation Group [2]	% of Total Office Workers
Page 3 of 4						
Arts, Design, Entertainment, Sports, and Media Occupations						
Art Directors	$109,100	$115,000	$172,000	$177,000	4.1%	0.1%
Graphic Designers	$60,000	$66,000	$111,000	$118,000	14.9%	0.3%
Interior Designers	$57,700	$66,000	$115,000	$130,000	5.4%	0.1%
Merchandise Displayers and Window Trimmers	$40,000	$47,000	$87,000	$101,000	6.9%	0.1%
Producers and Directors	$72,300	$80,000	$134,000	$142,000	3.2%	0.1%
Public Relations Specialists	$81,700	$87,000	$138,000	$143,000	27.3%	0.6%
Editors	$68,400	$76,000	$127,000	$135,000	5.5%	0.1%
Technical Writers	$85,600	$92,000	$145,000	$150,000	5.0%	0.1%
Writers and Authors	$95,400	$102,000	$162,000	$167,000	4.0%	0.1%
Interpreters and Translators	$68,000	$75,000	$126,000	$134,000	4.4%	0.1%
Photographers	$51,200	$59,000	$102,000	$115,000	5.1%	0.1%
Other Arts, Design, Entertainment, Sports, & Media Occupations	$71,500	$79,000	$132,000	$141,000	14.3%	0.3%
Weighted Mean Annual Wage	***$71,500***	**$78,000**	**$128,000**	**$136,000**	**100.0%**	**2.1%**
Healthcare Practitioners and Technical Occupations						
Dentists, General	$198,100	$208,000	$268,000	$277,000	6.1%	0.5%
Physician Assistants	$142,000	$150,000	$206,000	$214,000	2.9%	0.2%
Physical Therapists	$113,800	$120,000	$180,000	$185,000	4.1%	0.3%
Veterinarians	$118,600	$125,000	$187,000	$192,000	2.9%	0.2%
Registered Nurses	$137,100	$145,000	$199,000	$206,000	13.3%	1.0%
Nurse Practitioners	$151,200	$159,000	$205,000	$211,000	4.5%	0.3%
Family Medicine Physicians	$279,100	$282,000	$313,000	$320,000	3.2%	0.2%
Physicians, All Other; and Ophthalmologists	$265,600	$269,000	$298,000	$304,000	8.2%	0.6%
Dental Hygienists	$104,900	$111,000	$166,000	$170,000	12.7%	1.0%
Clinical Laboratory Technologists and Technicians	$76,400	$85,000	$141,000	$150,000	2.1%	0.2%
Veterinary Technologists and Technicians	$46,400	$54,000	$101,000	$117,000	4.3%	0.3%
Ophthalmic Medical Technicians	$41,100	$48,000	$89,000	$104,000	2.1%	0.2%
Licensed Practical and Licensed Vocational Nurses	$66,300	$73,000	$123,000	$131,000	4.2%	0.3%
Medical Dosimetrists & Records Specialists	$65,200	$72,000	$121,000	$128,000	4.6%	0.4%
Other Healthcare Practitioners and Technical Occupations	$137,700	$145,000	$200,000	$207,000	24.7%	1.9%
Weighted Mean Annual Wage	***$137,700***	**$145,000**	**$196,000**	**$203,000**	**100.0%**	**7.8%**
Healthcare Support Occupations						
Home Health and Personal Care Aides	$30,500	$38,000	$72,000	$93,000	2.4%	0.1%
Nursing Assistants	$43,500	$51,000	$94,000	$110,000	2.2%	0.1%
Physical Therapist Assistants	$81,200	$87,000	$138,000	$142,000	3.8%	0.2%
Physical Therapist Aides	$33,500	$42,000	$79,000	$102,000	2.5%	0.1%
Massage Therapists	$41,200	$48,000	$89,000	$104,000	2.5%	0.1%
Dental Assistants	$50,800	$58,000	$101,000	$115,000	34.9%	1.5%
Medical Assistants	$50,300	$58,000	$100,000	$113,000	36.4%	1.6%
Medical Transcriptionists	$49,700	$58,000	$108,000	$126,000	2.7%	0.1%
Veterinary Assistants and Laboratory Animal Caretakers	$36,800	$46,000	$87,000	$112,000	7.0%	0.3%
Other Healthcare Support Occupations	$49,400	$58,000	$107,000	$125,000	5.6%	0.2%
Weighted Mean Annual Wage	***$49,400***	**$57,000**	**$100,000**	**$115,000**	**100.0%**	**4.3%**

Sources: U.S. Bureau of Labor Statistics, California Employment Development Department
Keyser Marston Associates, Inc.
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APPENDIX B TABLE 2
AVERAGE ANNUAL WORKER COMPENSATION AND ESTIMATED HOUSEHOLD INCOME, 2021
OFFICE WORKER OCCUPATIONS
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

Occupation [3]	2021 Avg. Worker Compensation[1]	Household Income Estimate [4] One Worker	Two Workers	Three+ Workers	% of Total Occupation Group [2]	% of Total Office Workers
Page 4 of 4						
Sales and Related Occupations						
First-Line Supervisors of Non-Retail Sales Workers	$76,100	$84,000	$141,000	$150,000	4.0%	0.3%
Counter and Rental Clerks	$41,300	$48,000	$90,000	$105,000	6.3%	0.5%
Advertising Sales Agents	$75,800	$84,000	$140,000	$149,000	3.5%	0.3%
Insurance Sales Agents	$102,900	$109,000	$163,000	$167,000	29.3%	2.1%
Securities, Commodities, Financial Services Sales Agents	$82,500	$88,000	$140,000	$145,000	9.2%	0.7%
Sales Representatives of Services	$72,600	$80,000	$134,000	$143,000	19.2%	1.4%
Sales Reps, Wholesale & Manufacturing, Technical	$108,200	$114,000	$171,000	$176,000	2.8%	0.2%
Sales Reps, Wholesale & Manufacturing, Non-Technical	$82,400	$88,000	$140,000	$144,000	3.5%	0.3%
Real Estate Brokers	$56,500	$65,000	$113,000	$127,000	2.0%	0.1%
Real Estate Sales Agents	$89,100	$95,000	$151,000	$156,000	7.0%	0.5%
Telemarketers	$34,300	$43,000	$81,000	$105,000	4.3%	0.3%
Other Sales and Related Occupations	$82,100	$88,000	$139,000	$144,000	8.7%	0.6%
Weighted Mean Annual Wage	***$82,100***	**$89,000**	**$141,000**	**$148,000**	**100.0%**	**7.2%**
Office and Administrative Support Occupations						
First-Line Supervisors of Office and Administrative Support	$66,800	$74,000	$124,000	$132,000	7.9%	2.0%
Billing and Posting Clerks	$46,700	$54,000	$101,000	$118,000	3.6%	0.9%
Bookkeeping, Accounting, and Auditing Clerks	$48,100	$56,000	$104,000	$122,000	7.5%	1.9%
Tellers	$38,000	$47,000	$90,000	$116,000	3.2%	0.8%
Customer Service Representatives	$44,900	$52,000	$97,000	$114,000	19.3%	4.9%
Receptionists and Information Clerks	$37,800	$47,000	$90,000	$115,000	8.4%	2.1%
Executive Secretaries and Executive Administrative Assistants	$70,500	$78,000	$130,000	$139,000	3.1%	0.8%
Legal Secretaries and Administrative Assistants	$53,700	$62,000	$107,000	$121,000	2.5%	0.6%
Medical Secretaries and Administrative Assistants	$50,300	$58,000	$100,000	$113,000	4.9%	1.2%
Secretaries and Admin Assistants, Except Legal, Medical, Executiv	$44,900	$52,000	$97,000	$114,000	8.7%	2.2%
Insurance Claims and Policy Processing Clerks	$49,800	$58,000	$108,000	$126,000	4.8%	1.2%
Office Clerks, General	$42,300	$49,000	$92,000	$107,000	11.8%	3.0%
Other Office and Administrative Support Occupations	$47,700	$56,000	$103,000	$121,000	14.2%	3.6%
Weighted Mean Annual Wage	***$47,700***	**$55,000**	**$101,000**	**$118,000**	**100.0%**	**25.2%**
Installation, Maintenance, and Repair Occupations						
First-Line Supervisors of Mechanics, Installers, and Repairers	$82,300	$88,000	$139,000	$144,000	8.5%	0.2%
Telecommunications Equipment Installers and Repairers	$67,800	$75,000	$125,000	$134,000	13.3%	0.3%
Telecommunications Line Installers and Repairers	$65,600	$73,000	$121,000	$129,000	6.9%	0.2%
Maintenance and Repair Workers, General	$48,300	$56,000	$105,000	$122,000	60.1%	1.5%
Other Installation, Maintenance, and Repair Occupations	$55,800	$64,000	$111,000	$126,000	11.2%	0.3%
Weighted Mean Annual Wage	***$55,800***	**$63,000**	**$112,000**	**$126,000**	**100.0%**	**2.6%**
						94.1%

[1] The methodology utilized by the California Employment Development Department (EDD) assumes hourly paid employees are employed full-time. EDD data is adjusted by KMA to reflect Sacramento County minimum wage. Annual compensation is calculated by EDD by multiplying hourly wages by 40 hours per work week by 52 weeks.

[2] Occupation percentages are based on the 2019 National Industry - Specific Occupational Employment survey compiled by the Bureau of Labor Statistics. Wages are based on Occupational Employment Survey data applicable to Sacramento County as of 2020 and are adjusted by EDD to the first quarter of 2021.

[3] Including occupations representing 2% or more of the major occupation group.

[4] Household income estimated based average worker compensation and ratios between employee income and household income identified in Table 3-6.

Sources: U.S. Bureau of Labor Statistics, California Employment Development Department
Keyser Marston Associates, Inc.
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APPENDIX B TABLE 3
ESTIMATED WORKER OCCUPATION DISTRIBUTION, 2019
MEDICAL WORKERS
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

Major Occupations (2% or more)	Worker Occupation Distribution Medical
Management Occupations	*4.4%*
Business and Financial Operations Occupations	*2.4%*
Community and Social Service Occupations	*7.1%*
Healthcare Practitioners and Technical Occupations	*46.3%*
Healthcare Support Occupations	*15.7%*
Food Preparation and Serving Related Occupations	*2.3%*
Building and Grounds Cleaning and Maintenance Occupations	*2.4%*
Office and Administrative Support Occupations	*13.2%*
All Other Worker Occupations - Medical	*6.3%*
TOTAL	100.0%

Source: Bureau of Labor Statistics
Keyser Marston Associates, Inc.
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APPENDIX B TABLE 4
AVERAGE ANNUAL WORKER COMPENSATION AND ESTIMATED HOUSEHOLD INCOME, 2021
MEDICAL WORKER OCCUPATIONS
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

Occupation [3]	2021 Avg. Worker Compensation[1]	Household Income Estimate [4] One Worker	Two Workers	Three+ Workers	% of Total Occupation Group [2]	% of Total Medical Workers
Page 1 of 3						
Management Occupations						
Chief Executives	$149,700	$158,000	$218,000	$225,000	2.3%	0.1%
General and Operations Managers	$125,300	$132,000	$182,000	$189,000	11.3%	0.5%
Administrative Services and Facilities Managers	$113,800	$120,000	$180,000	$185,000	6.0%	0.3%
Computer and Information Systems Managers	$161,800	$170,000	$219,000	$226,000	3.2%	0.1%
Financial Managers	$138,400	$146,000	$201,000	$208,000	4.0%	0.2%
Medical and Health Services Managers	$147,000	$155,000	$214,000	$221,000	55.0%	2.4%
Social and Community Service Managers	$76,300	$84,000	$141,000	$150,000	5.7%	0.3%
Personal Service, Entertainment and Recreation Managers	$138,300	$146,000	$201,000	$208,000	4.5%	0.2%
Other Management Occupations	$137,500	$145,000	$200,000	$207,000	8.0%	0.3%
Weighted Mean Annual Wage	***$137,500***	**$145,000**	**$202,000**	**$209,000**	**100.0%**	**4.4%**
Business and Financial Operations Occupations						
Buyers and Purchasing Agents	$76,000	$84,000	$141,000	$150,000	5.0%	0.1%
Compliance Officers	$82,700	$89,000	$140,000	$145,000	6.7%	0.2%
Human Resources Specialists	$75,300	$83,000	$139,000	$148,000	16.0%	0.4%
Management Analysts	$79,300	$88,000	$147,000	$156,000	7.7%	0.2%
Fundraisers	$59,000	$68,000	$118,000	$133,000	2.5%	0.1%
Compensation, Benefits, and Job Analysis Specialists	$76,800	$85,000	$142,000	$151,000	2.2%	0.1%
Training and Development Specialists	$68,000	$75,000	$126,000	$134,000	9.4%	0.2%
Market Research Analysts and Marketing Specialists	$74,800	$83,000	$138,000	$147,000	6.0%	0.1%
Project Management Specialists and Business Ops Specialists	$83,500	$89,000	$142,000	$146,000	21.2%	0.5%
Accountants and Auditors	$84,800	$91,000	$144,000	$149,000	12.3%	0.3%
Financial, Investment, Risk Analysts and Specialists	$91,000	$97,000	$154,000	$160,000	5.4%	0.1%
Other Business and Financial Operations Occupations	$79,000	$87,000	$146,000	$156,000	5.5%	0.1%
Weighted Mean Annual Wage	***$79,000***	**$86,000**	**$140,000**	**$148,000**	**100.0%**	**2.4%**
Community and Social Service Occupations						
Marriage and Family Therapists	$61,700	$68,000	$114,000	$121,000	4.1%	0.3%
Substance Abuse, Disorder, and Mental Health Counselors	$57,100	$66,000	$114,000	$129,000	35.6%	2.5%
Child, Family, and School Social Workers	$53,000	$61,000	$106,000	$119,000	4.4%	0.3%
Healthcare Social Workers	$76,700	$85,000	$142,000	$151,000	13.7%	1.0%
Mental Health and Substance Abuse Social Workers	$72,000	$80,000	$133,000	$142,000	15.0%	1.1%
Health Education Specialists	$73,900	$82,000	$137,000	$146,000	4.1%	0.3%
Social and Human Service Assistants	$50,900	$59,000	$102,000	$115,000	13.3%	0.9%
Community Health Workers	$65,700	$73,000	$122,000	$129,000	3.4%	0.2%
Other Community and Social Service Occupations	$62,500	$69,000	$116,000	$123,000	6.5%	0.5%
Weighted Mean Annual Wage	***$62,500***	**$71,000**	**$120,000**	**$132,000**	**100.0%**	**7.1%**

Sources: U.S. Bureau of Labor Statistics, California Employment Development Department
Keyser Marston Associates, Inc.
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APPENDIX B TABLE 4
AVERAGE ANNUAL WORKER COMPENSATION AND ESTIMATED HOUSEHOLD INCOME, 2021
MEDICAL WORKER OCCUPATIONS
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

Occupation [3]	2021 Avg. Worker Compensation[1]	Household Income Estimate [4] One Worker	Two Workers	Three+ Workers	% of Total Occupation Group [2]	% of Total Medical Workers
Page 2 of 3						
Healthcare Practitioners and Technical Occupations						
Respiratory Therapists	$101,800	$107,000	$161,000	$165,000	2.0%	0.9%
Registered Nurses	$137,100	$145,000	$199,000	$206,000	44.8%	20.7%
Nurse Practitioners	$151,200	$159,000	$205,000	$211,000	2.4%	1.1%
Physicians, All Other; and Ophthalmologists, Except Pediatric	$265,600	$269,000	$298,000	$304,000	2.9%	1.4%
Clinical Laboratory Technologists and Technicians	$76,400	$85,000	$141,000	$150,000	5.2%	2.4%
Radiologic Technologists and Technicians	$108,700	$115,000	$172,000	$176,000	3.5%	1.6%
Emergency Medical Technicians and Paramedics	$54,500	$63,000	$109,000	$123,000	4.4%	2.1%
Surgical Technologists	$72,800	$81,000	$135,000	$143,000	2.3%	1.1%
Licensed Practical and Licensed Vocational Nurses	$66,300	$73,000	$123,000	$131,000	7.7%	3.6%
Medical Records Specialists and Health Technologists	$65,200	$72,000	$121,000	$128,000	6.4%	3.0%
Other Healthcare Practitioners and Technical Occupations	$117,600	$124,000	$186,000	$191,000	18.3%	8.5%
Weighted Mean Annual Wage	***$117,600***	**$125,000**	**$179,000**	**$186,000**	**100.0%**	**46.3%**
Healthcare Support Occupations						
Healthcare Support Occupations	$37,000	$46,000	$88,000	$113,000	100.0%	15.7%
Home Health and Personal Care Aides	$30,500	$38,000	$72,000	$93,000	6.8%	1.1%
Nursing Assistants	$43,500	$51,000	$94,000	$110,000	51.4%	8.1%
Orderlies	$56,200	$65,000	$112,000	$127,000	2.2%	0.3%
Medical Assistants	$50,300	$58,000	$100,000	$113,000	20.1%	3.2%
Medical Equipment Preparers	$67,300	$74,000	$125,000	$133,000	3.0%	0.5%
Phlebotomists	$49,500	$58,000	$107,000	$125,000	7.0%	1.1%
Healthcare Support Workers, All Other	$51,900	$60,000	$104,000	$117,000	2.4%	0.4%
Other Healthcare Support Occupations	$41,200	$48,000	$89,000	$104,000	-92.8%	-14.6%
Weighted Mean Annual Wage	***$41,200***	**$51,000**	**$95,000**	**$120,000**	**100.0%**	**15.7%**
Food Preparation and Serving Related Occupations						
First-Line Supervisors of Food Prep and Serving Workers	$43,200	$50,000	$94,000	$109,000	6.2%	0.1%
Cooks, Institution and Cafeteria	$38,700	$48,000	$92,000	$118,000	28.5%	0.7%
Food Preparation Workers	$33,200	$41,000	$79,000	$101,000	11.0%	0.3%
Fast Food and Counter Workers	$30,600	$38,000	$72,000	$93,000	11.6%	0.3%
Dining Room and Cafeteria Attendants and Bartender Helpers	$30,400	$38,000	$72,000	$93,000	2.1%	0.0%
Other Food Preparation and Serving Related Occupations	$36,300	$45,000	$86,000	$111,000	40.6%	0.9%
Weighted Mean Annual Wage	***$36,300***	**$45,000**	**$86,000**	**$109,000**	**100.0%**	**2.3%**

Sources: U.S. Bureau of Labor Statistics, California Employment Development Department
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APPENDIX B TABLE 4
AVERAGE ANNUAL WORKER COMPENSATION AND ESTIMATED HOUSEHOLD INCOME, 2021
MEDICAL WORKER OCCUPATIONS
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

Occupation [3]	2021 Avg. Worker Compensation[1]	Household Income Estimate [4] One Worker	Two Workers	Three+ Workers	% of Total Occupation Group [2]	% of Total Medical Workers
Page 3 of 3						
Building and Grounds Cleaning and Maintenance Occupations						
Supervisors of Housekeeping and Janitorial Workers	$53,300	$61,000	$106,000	$120,000	4.4%	0.1%
Janitors and Cleaners, Except Housekeeping Cleaners	$38,500	$48,000	$91,000	$117,000	32.6%	0.8%
Maids and Housekeeping Cleaners	$40,000	$47,000	$87,000	$101,000	61.4%	1.5%
Other Building and Grounds Cleaning and Maintenance	$40,100	$47,000	$87,000	$102,000	1.6%	0.0%
Weighted Mean Annual Wage	***$40,100***	**$48,000**	**$89,000**	**$107,000**	**100.0%**	**2.4%**
Office and Administrative Support Occupations						
First-Line Supervisors of Office and Admin Support Workers	$66,800	$74,000	$124,000	$132,000	7.7%	1.0%
Billing and Posting Clerks	$46,700	$54,000	$101,000	$118,000	7.2%	0.9%
Bookkeeping, Accounting, and Auditing Clerks	$48,100	$56,000	$104,000	$122,000	3.4%	0.5%
Customer Service Representatives	$44,900	$52,000	$97,000	$114,000	10.5%	1.4%
Interviewers, Except Eligibility and Loan	$52,500	$60,000	$105,000	$118,000	6.2%	0.8%
Receptionists and Information Clerks	$37,800	$47,000	$90,000	$115,000	10.4%	1.4%
Executive Secretaries and Executive Admi Assistants	$70,500	$78,000	$130,000	$139,000	2.4%	0.3%
Medical Secretaries and Administrative Assistants	$50,300	$58,000	$100,000	$113,000	21.8%	2.9%
Secretaries and Admin Assistants	$44,900	$52,000	$97,000	$114,000	7.9%	1.0%
Office Clerks, General	$42,300	$49,000	$92,000	$107,000	9.9%	1.3%
Other Office and Administrative Support Occupations	$48,600	$57,000	$105,000	$123,000	12.5%	1.6%
Weighted Mean Annual Wage	***$48,600***	**$56,000**	**$101,000**	**$117,000**	**100.0%**	**13.2%**
						93.7%

[1] The methodology utilized by the California Employment Development Department (EDD) assumes hourly paid employees are employed full-time. EDD data is adjusted by KMA to reflect Sacramento County minimum wage. Annual compensation is calculated by EDD by multiplying hourly wages by 40 hours per work week by

[2] Occupation percentages are based on the 2019 National Industry - Specific Occupational Employment survey compiled by the Bureau of Labor Statistics. Wages are based on Occupational Employment Survey data applicable to Sacramento County as of 2020 and are adjusted by EDD to the first quarter of 2021.

[3] Including occupations representing 2% or more of the major occupation group.

[4] Household income estimated based average worker compensation and ratios between employee income and household income identified in Table 3-6.

Sources: U.S. Bureau of Labor Statistics, California Employment Development Department
Keyser Marston Associates, Inc.
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APPENDIX B TABLE 5
ESTIMATED WORKER OCCUPATION DISTRIBUTION, 2019
RETAIL WORKERS
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

	Worker Occupation Distribution Retail
Major Occupations (2% or more)	
Management Occupations	*2.6%*
Food Preparation and Serving Related Occupations	*39.1%*
Personal Care and Service Occupations	*5.7%*
Sales and Related Occupations	*28.5%*
Office and Administrative Support Occupations	*5.4%*
Installation, Maintenance, and Repair Occupations	*2.9%*
Production Occupations	*2.2%*
Transportation and Material Moving Occupations	*8.9%*
All Other Worker Occupations - Retail	*4.6%*
TOTAL	100.0%

Source: Bureau of Labor Statistics
Keyser Marston Associates, Inc.
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APPENDIX B TABLE 6
AVERAGE ANNUAL WORKER COMPENSATION AND ESTIMATED HOUSEHOLD INCOME, 2021
RETAIL WORKER OCCUPATIONS
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

Occupation [3]	2021 Avg. Worker Compensation[1]	Household Income Estimate [4] One Worker	Two Workers	Three+ Workers	% of Total Occupation Group [2]	% of Total Retail Workers
Page 1 of 2						
Management Occupations						
General and Operations Managers	$125,300	$132,000	$182,000	$189,000	55.1%	1.5%
Sales Managers	$143,000	$151,000	$208,000	$215,000	9.3%	0.2%
Financial Managers	$138,400	$146,000	$201,000	$208,000	2.0%	0.1%
Food Service Managers	$55,600	$64,000	$111,000	$125,000	25.0%	0.7%
Personal Service Managers; Entertainment and Rec Managers	$138,300	$146,000	$201,000	$208,000	2.2%	0.1%
Other Management Occupations	$109,000	$115,000	$172,000	$177,000	6.3%	0.2%
Weighted Mean Annual Wage	***$109,000***	**$116,000**	**$167,000**	**$175,000**	**100.0%**	**2.6%**
Food Preparation and Serving Related Occupations						
First-Line Supervisors of Food Preparation and Serving Workers	$43,200	$50,000	$94,000	$109,000	7.7%	3.0%
Cooks, Fast Food	$29,800	$40,000	$83,000	$108,000	4.7%	1.8%
Cooks, Restaurant	$32,800	$41,000	$78,000	$100,000	11.3%	4.4%
Food Preparation Workers	$33,200	$41,000	$79,000	$101,000	6.2%	2.4%
Bartenders	$33,900	$42,000	$80,000	$103,000	4.1%	1.6%
Fast Food and Counter Workers	$30,600	$38,000	$72,000	$93,000	32.1%	12.5%
Waiters and Waitresses	$34,900	$43,000	$83,000	$106,000	20.3%	7.9%
Dining Room and Cafeteria Attendants and Bartender Helpers	$30,400	$38,000	$72,000	$93,000	3.0%	1.2%
Dishwashers	$29,400	$40,000	$82,000	$106,000	3.8%	1.5%
Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	$31,200	$39,000	$74,000	$95,000	3.5%	1.4%
Other Food Preparation and Serving Related Occupations	$33,000	$41,000	$78,000	$101,000	3.3%	1.3%
Weighted Mean Annual Wage	***$33,000***	**$41,000**	**$79,000**	**$100,000**	**100.0%**	**39.1%**
Personal Care and Service Occupations						
Supervisors of Personal Service and Entertainment and Rec Workers	$47,200	$55,000	$102,000	$119,000	5.5%	0.3%
Animal Caretakers	$33,200	$41,000	$79,000	$101,000	5.9%	0.3%
Ushers, Lobby Attendants, and Ticket Takers	$31,900	$40,000	$76,000	$97,000	4.4%	0.3%
Amusement and Recreation Attendants	$31,500	$39,000	$75,000	$96,000	7.7%	0.4%
Hairdressers, Hairstylists, and Cosmetologists	$36,100	$45,000	$86,000	$110,000	26.4%	1.5%
Manicurists and Pedicurists	$31,700	$39,000	$75,000	$97,000	8.1%	0.5%
Skincare Specialists	$37,400	$46,000	$89,000	$114,000	3.2%	0.2%
Childcare Workers	$31,800	$40,000	$75,000	$97,000	4.6%	0.3%
Exercise Trainers and Group Fitness Instructors	$61,900	$68,000	$115,000	$122,000	26.5%	1.5%
Recreation Workers	$33,600	$42,000	$80,000	$102,000	2.6%	0.1%
Other Personal Care and Service Occupations	$42,600	$50,000	$92,000	$108,000	5.1%	0.3%
Weighted Mean Annual Wage	***$42,600***	**$50,000**	**$92,000**	**$110,000**	**100.0%**	**5.7%**
Sales and Related Occupations						
First-Line Supervisors of Retail Sales Workers	$50,700	$58,000	$101,000	$114,000	11.6%	3.3%
Cashiers	$34,000	$42,000	$81,000	$104,000	34.6%	9.9%
Counter and Rental Clerks	$41,300	$48,000	$90,000	$105,000	3.0%	0.9%
Parts Salespersons	$41,900	$49,000	$91,000	$106,000	2.4%	0.7%
Retail Salespersons	$35,600	$44,000	$84,000	$108,000	43.9%	12.5%
Other Sales and Related Occupations	$37,200	$46,000	$88,000	$113,000	4.6%	1.3%
Weighted Mean Annual Wage	***$37,200***	**$45,000**	**$85,000**	**$107,000**	**100.0%**	**28.5%**

Sources: U.S. Bureau of Labor Statistics, California Employment Development Department
Keyser Marston Associates, Inc.
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APPENDIX B TABLE 6
AVERAGE ANNUAL WORKER COMPENSATION AND ESTIMATED HOUSEHOLD INCOME, 2021
RETAIL WORKER OCCUPATIONS
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

Occupation [3]	2021 Avg. Worker Compensation[1]	Household Income Estimate [4] One Worker	Two Workers	Three+ Workers	% of Total Occupation Group [2]	% of Total Retail Workers
Page 2 of 2						
Office and Administrative Support Occupations						
First-Line Supervisors of Office and Admin Support Workers	$66,800	$74,000	$124,000	$132,000	8.1%	0.4%
Bookkeeping, Accounting, and Auditing Clerks	$48,100	$56,000	$104,000	$122,000	10.2%	0.5%
Customer Service Representatives	$44,900	$52,000	$97,000	$114,000	26.6%	1.4%
Receptionists and Information Clerks	$37,800	$47,000	$90,000	$115,000	14.4%	0.8%
Shipping, Receiving, and Inventory Clerks	$38,800	$48,000	$92,000	$118,000	6.5%	0.4%
Secretaries and Admin Assistants, Except Legal, Medical	$44,900	$52,000	$97,000	$114,000	5.7%	0.3%
Office Clerks, General	$42,300	$49,000	$92,000	$107,000	15.3%	0.8%
Other Office and Administrative Support Occupations	$45,200	$53,000	$98,000	$114,000	13.1%	0.7%
Weighted Mean Annual Wage	***$45,200***	**$53,000**	**$98,000**	**$116,000**	**100.0%**	**5.4%**
Installation, Maintenance, and Repair Occupations						
First-Line Supervisors of Mechanics, Installers, and Repairers	$82,300	$88,000	$139,000	$144,000	7.8%	0.2%
Computer, Automated Teller, and Office Machine Repairers	$47,200	$55,000	$102,000	$119,000	2.9%	0.1%
Automotive Body and Related Repairers	$59,400	$68,000	$118,000	$134,000	3.7%	0.1%
Automotive Service Technicians and Mechanics	$56,500	$65,000	$113,000	$127,000	40.5%	1.2%
Tire Repairers and Changers	$38,700	$48,000	$92,000	$118,000	11.1%	0.3%
Maintenance and Repair Workers, General	$48,300	$56,000	$105,000	$122,000	9.9%	0.3%
Installation, Maintenance, and Repair Workers, All Other	$49,100	$57,000	$106,000	$124,000	3.2%	0.1%
Other Installation, Maintenance, and Repair Occupations	$55,000	$63,000	$110,000	$124,000	21.0%	0.6%
Weighted Mean Annual Wage	***$55,000***	**$63,000**	**$111,000**	**$126,000**	**100.0%**	**2.9%**
Production Occupations						
First-Line Supervisors of Production and Operating Workers	$73,400	$81,000	$136,000	$145,000	6.9%	0.2%
Miscellaneous Assemblers and Fabricators	$38,700	$48,000	$92,000	$118,000	2.9%	0.1%
Bakers	$36,900	$46,000	$87,000	$112,000	14.7%	0.3%
Butchers and Meat Cutters	$40,900	$48,000	$89,000	$104,000	17.7%	0.4%
Meat, Poultry, and Fish Cutters and Trimmers	$39,300	$49,000	$93,000	$120,000	2.9%	0.1%
Laundry and Dry-Cleaning Workers	$33,100	$41,000	$78,000	$101,000	27.8%	0.6%
Pressers, Textile, Garment, and Related Materials	$30,300	$38,000	$72,000	$92,000	8.4%	0.2%
Tailors, Dressmakers, and Custom Sewers	$42,900	$50,000	$93,000	$109,000	2.3%	0.1%
Inspectors, Testers, Sorters, Samplers, and Weighers	$49,100	$57,000	$106,000	$124,000	2.1%	0.0%
Other Production Occupations	$39,400	$49,000	$93,000	$120,000	14.2%	0.3%
Weighted Mean Annual Wage	***$39,400***	**$48,000**	**$89,000**	**$110,000**	**100.0%**	**2.2%**
Transportation and Material Moving Occupations						
First-Line Supervisors of Transportation & Material Moving Workers	$63,200	$70,000	$117,000	$124,000	2.2%	0.2%
Driver/Sales Workers	$39,700	$49,000	$94,000	$121,000	10.8%	1.0%
Light Truck Drivers	$42,700	$50,000	$93,000	$108,000	10.0%	0.9%
Parking Attendants	$32,800	$41,000	$78,000	$100,000	2.7%	0.2%
Cleaners of Vehicles and Equipment	$33,400	$42,000	$79,000	$102,000	5.0%	0.4%
Laborers and Freight, Stock, and Material Movers, Hand	$39,300	$49,000	$93,000	$120,000	9.2%	0.8%
Packers and Packagers, Hand	$32,300	$40,000	$77,000	$98,000	4.8%	0.4%
Stockers and Order Fillers	$34,600	$43,000	$82,000	$105,000	47.1%	4.2%
Other Transportation and Material Moving Occupations	$37,000	$46,000	$88,000	$113,000	8.1%	0.7%
Weighted Mean Annual Wage	***$37,000***	**$45,000**	**$86,000**	**$109,000**	**100.0%**	**8.9%**
						95.4%

[1] The methodology utilized by the California Employment Development Department (EDD) assumes hourly paid employees are employed full-time. EDD data is adjusted by KMA to reflect Sacramento County minimum wage. Annual compensation is calculated by EDD by multiplying hourly wages by 40 hours per work week by 52 weeks.

[2] Occupation percentages are based on the 2019 National Industry - Specific Occupational Employment survey compiled by the Bureau of Labor Statistics. Wages are based on Occupational Employment Survey data applicable to Sacramento County as of 2020 and are adjusted by EDD to the first quarter of 2021.

[3] Including occupations representing 2% or more of the major occupation group.

[4] Household income estimated based average worker compensation and ratios between employee income and household income identified in Table 3-6.

Sources: U.S. Bureau of Labor Statistics, California Employment Development Department
Keyser Marston Associates, Inc.
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APPENDIX B TABLE 7
ESTIMATED WORKER OCCUPATION DISTRIBUTION, 2019
HOTEL WORKERS
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

	Worker Occupation Distribution Hotel
Major Occupations (2% or more)	
Management Occupations	*4.5%*
Food Preparation and Serving Related Occupations	*25.0%*
Building and Grounds Cleaning and Maintenance Occupations	*30.7%*
Personal Care and Service Occupations	*4.1%*
Sales and Related Occupations	*2.5%*
Office and Administrative Support Occupations	*19.7%*
Installation, Maintenance, and Repair Occupations	*5.6%*
Production Occupations	*2.5%*
All Other Worker Occupations - Hotel	*5.4%*
TOTAL	100.0%

Source: Bureau of Labor Statistics
Keyser Marston Associates, Inc.
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APPENDIX B TABLE 8
AVERAGE ANNUAL WORKER COMPENSATION AND ESTIMATED HOUSEHOLD INCOME, 2021
HOTEL WORKER OCCUPATIONS
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

Occupation [3]	2021 Avg. Worker Compensation[1]	Household Income Estimate [4] One Worker	Two Workers	Three+ Workers	% of Total Occupation Group [2]	% of Total Hotel Workers
Page 1 of 2						
Management Occupations						
General and Operations Managers	$125,300	$132,000	$182,000	$189,000	21.1%	1.0%
Sales Managers	$143,000	$151,000	$208,000	$215,000	7.7%	0.3%
Administrative Services and Facilities Managers	$113,800	$120,000	$180,000	$185,000	4.4%	0.2%
Financial Managers	$138,400	$146,000	$201,000	$208,000	4.5%	0.2%
Human Resources Managers	$128,200	$135,000	$186,000	$193,000	2.3%	0.1%
Food Service Managers	$55,600	$64,000	$111,000	$125,000	9.6%	0.4%
Lodging Managers	$78,500	$87,000	$145,000	$155,000	43.1%	2.0%
Personal Service Managers; Entertainment and Rec Managers	$138,300	$146,000	$201,000	$208,000	3.4%	0.2%
Other Management Occupations	$99,400	$106,000	$168,000	$174,000	3.9%	0.2%
Weighted Mean Annual Wage	***$99,400***	**$107,000**	**$162,000**	**$171,000**	**100.0%**	**4.5%**
Food Preparation and Serving Related Occupations						
Chefs and Head Cooks	$53,800	$62,000	$107,000	$121,000	2.8%	0.7%
First-Line Supervisors of Food Preparation and Serving Workers	$43,200	$50,000	$94,000	$109,000	6.0%	1.5%
Cooks, Restaurant	$32,800	$41,000	$78,000	$100,000	16.1%	4.0%
Food Preparation Workers	$33,200	$41,000	$79,000	$101,000	2.1%	0.5%
Bartenders	$33,900	$42,000	$80,000	$103,000	7.8%	1.9%
Fast Food and Counter Workers	$30,600	$38,000	$72,000	$93,000	4.6%	1.2%
Waiters and Waitresses	$34,900	$43,000	$83,000	$106,000	30.6%	7.6%
Food Servers, Nonrestaurant	$33,800	$42,000	$80,000	$103,000	6.2%	1.6%
Dining Room and Cafeteria Attendants and Bartender Helpers	$30,400	$38,000	$72,000	$93,000	12.0%	3.0%
Dishwashers	$29,400	$40,000	$82,000	$106,000	6.1%	1.5%
Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	$31,200	$39,000	$74,000	$95,000	3.6%	0.9%
Other Food Preparation and Serving Related Occupations	$34,200	$43,000	$81,000	$104,000	2.2%	0.6%
Weighted Mean Annual Wage	***$34,200***	**$42,000**	**$81,000**	**$103,000**	**100.0%**	**25.0%**
Building and Grounds Cleaning and Maintenance Occupations						
First-Line Supervisors of Housekeeping and Janitorial Workers	$53,300	$61,000	$106,000	$120,000	6.3%	1.9%
Janitors and Cleaners, Except Maids and Housekeeping	$38,500	$48,000	$91,000	$117,000	5.5%	1.7%
Maids and Housekeeping Cleaners	$40,000	$47,000	$87,000	$101,000	85.8%	26.3%
Other Building and Grounds Cleaning and Maintenance Occupation	$40,800	$48,000	$88,000	$103,000	2.4%	0.8%
Weighted Mean Annual Wage	***$40,800***	**$48,000**	**$88,000**	**$103,000**	**100.0%**	**30.7%**
Personal Care and Service Occupations						
Supervisors of Personal Service, Entertainment and Recr Workers	$47,200	$55,000	$102,000	$119,000	5.5%	0.2%
Amusement and Recreation Attendants	$31,500	$39,000	$75,000	$96,000	17.2%	0.7%
Locker Room, Coatroom, and Dressing Room Attendants	$35,500	$44,000	$84,000	$108,000	4.7%	0.2%
Skincare Specialists	$37,400	$46,000	$89,000	$114,000	3.4%	0.1%
Baggage Porters and Bellhops	$36,200	$45,000	$86,000	$110,000	29.0%	1.2%
Concierges	$32,900	$41,000	$78,000	$100,000	17.2%	0.7%
Exercise Trainers and Group Fitness Instructors	$61,900	$68,000	$115,000	$122,000	4.1%	0.2%
Recreation Workers	$33,600	$42,000	$80,000	$102,000	7.5%	0.3%
Other Personal Care and Service Occupations	$36,300	$45,000	$86,000	$111,000	11.4%	0.5%
Weighted Mean Annual Wage	***$36,300***	**$45,000**	**$84,000**	**$106,000**	**100.0%**	**4.1%**

Sources: U.S. Bureau of Labor Statistics, California Employment Development Department
Keyser Marston Associates, Inc.
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APPENDIX B TABLE 8
AVERAGE ANNUAL WORKER COMPENSATION AND ESTIMATED HOUSEHOLD INCOME, 2021
HOTEL WORKER OCCUPATIONS
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

Occupation [3]	2021 Avg. Worker Compensation[1]	Household Income Estimate [4] One Worker	Two Workers	Three+ Workers	% of Total Occupation Group [2]	% of Total Hotel Workers
Page 2 of 2						
Sales and Related Occupations						
First-Line Supervisors of Retail Sales Workers	$50,700	$58,000	$101,000	$114,000	3.9%	0.1%
First-Line Supervisors of Non-Retail Sales Workers	$76,100	$84,000	$141,000	$150,000	3.7%	0.1%
Cashiers	$34,000	$42,000	$81,000	$104,000	17.7%	0.4%
Retail Salespersons	$35,600	$44,000	$84,000	$108,000	11.8%	0.3%
Sales Reps of Services, Except Advertising, Insurance, Financial	$72,600	$80,000	$134,000	$143,000	55.2%	1.4%
Sales Reps, Wholesale & Manufacturing, Except Tech & Scientific	$82,400	$88,000	$140,000	$144,000	2.3%	0.1%
Other Sales and Related Occupations	$60,200	$67,000	$111,000	$119,000	5.6%	0.1%
Weighted Mean Annual Wage	***$60,200***	**$68,000**	**$117,000**	**$130,000**	**100.0%**	**2.5%**
Office and Administrative Support Occupations						
Supervisors of Office and Admin Support Workers	$66,800	$74,000	$124,000	$132,000	9.5%	1.9%
Bookkeeping, Accounting, and Auditing Clerks	$48,100	$56,000	$104,000	$122,000	5.5%	1.1%
Hotel, Motel, and Resort Desk Clerks	$29,700	$40,000	$83,000	$107,000	72.8%	14.3%
Secretaries & Admin Assistants, Except Legal, Medical, Executive	$44,900	$52,000	$97,000	$114,000	2.3%	0.4%
Other Office and Administrative Support Occupations	$35,100	$44,000	$83,000	$107,000	9.9%	1.9%
Weighted Mean Annual Wage	***$35,100***	**$45,000**	**$88,000**	**$110,000**	**100.0%**	**19.7%**
Installation, Maintenance, and Repair Occupations						
First-Line Supervisors of Mechanics, Installers, and Repairers	$82,300	$88,000	$139,000	$144,000	7.6%	0.4%
Maintenance and Repair Workers, General	$48,300	$56,000	$105,000	$122,000	89.5%	5.0%
Other Installation, Maintenance, and Repair Occupations	$51,000	$59,000	$102,000	$115,000	2.8%	0.2%
Weighted Mean Annual Wage	***$51,000***	**$59,000**	**$108,000**	**$123,000**	**100.0%**	**5.6%**
Production Occupations						
First-Line Supervisors of Production and Operating Workers	$73,400	$81,000	$136,000	$145,000	2.1%	0.1%
Bakers	$36,900	$46,000	$87,000	$112,000	6.2%	0.2%
Laundry and Dry-Cleaning Workers	$33,100	$41,000	$78,000	$101,000	85.9%	2.1%
Other Production Occupations	$34,300	$43,000	$81,000	$105,000	5.8%	0.1%
Weighted Mean Annual Wage	***$34,300***	**$42,000**	**$80,000**	**$103,000**	**100.0%**	**2.5%**
						94.6%

[1] The methodology utilized by the California Employment Development Department (EDD) assumes hourly paid employees are employed full-time. EDD data is adjusted by KMA to reflect Sacramento County minimum wage. Annual compensation is calculated by EDD by multiplying hourly wages by 40 hours per work week by 52 weeks.

[2] Occupation percentages are based on the 2019 National Industry - Specific Occupational Employment survey compiled by the Bureau of Labor Statistics. Wages are based on Occupational Employment Survey data applicable to Sacramento County as of 2020 and are adjusted by EDD to the first quarter of 2021.

[3] Including occupations representing 2% or more of the major occupation group.

[4] Household income estimated based average worker compensation and ratios between employee income and household income identified in Table 3-6.

Sources: U.S. Bureau of Labor Statistics, California Employment Development Department
Keyser Marston Associates, Inc.
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APPENDIX B TABLE 9
ESTIMATED WORKER OCCUPATION DISTRIBUTION, 2019
INDUSTRIAL WORKERS
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

	Worker Occupation Distribution Industrial
Major Occupations (2% or more)	
Management Occupations	*5.6%*
Business and Financial Operations Occupations	*3.3%*
Architecture and Engineering Occupations	*3.3%*
Food Preparation and Serving Related Occupations	*3.4%*
Sales and Related Occupations	*6.3%*
Office and Administrative Support Occupations	*8.9%*
Installation, Maintenance, and Repair Occupations	*4.4%*
Production Occupations	*44.5%*
Transportation and Material Moving Occupations	*12.7%*
All Other Worker Occupations - Industrial	*7.5%*
TOTAL	100.0%

Source: Bureau of Labor Statistics
Keyser Marston Associates, Inc.
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APPENDIX B TABLE 10
AVERAGE ANNUAL WORKER COMPENSATION AND ESTIMATED HOUSEHOLD INCOME, 2021
INDUSTRIAL WORKER OCCUPATIONS
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

Occupation [3]	2021 Avg. Worker Compensation[1]	Household Income Estimate [4] One Worker	Two Workers	Three+ Workers	% of Total Occupation Group [2]	% of Total Industrial Workers
Page 1 of 3						
Management Occupations						
Chief Executives	$149,700	$158,000	$218,000	$225,000	2.4%	0.1%
General and Operations Managers	$125,300	$132,000	$182,000	$189,000	35.0%	2.0%
Marketing Managers	$154,900	$163,000	$210,000	$216,000	3.6%	0.2%
Sales Managers	$143,000	$151,000	$208,000	$215,000	7.0%	0.4%
Administrative Services and Facilities Managers	$113,800	$120,000	$180,000	$185,000	3.2%	0.2%
Computer and Information Systems Managers	$161,800	$170,000	$219,000	$226,000	3.0%	0.2%
Financial Managers	$138,400	$146,000	$201,000	$208,000	5.4%	0.3%
Industrial Production Managers	$115,800	$122,000	$183,000	$188,000	18.2%	1.0%
Transportation, Storage, and Distribution Managers	$95,800	$103,000	$162,000	$168,000	2.5%	0.1%
Human Resources Managers	$128,200	$135,000	$186,000	$193,000	2.3%	0.1%
Architectural and Engineering Managers	$169,900	$178,000	$230,000	$237,000	4.6%	0.3%
Natural Sciences Managers	$142,100	$150,000	$206,000	$214,000	4.5%	0.3%
Personal Service Managers; Entertainment & Rec Managers	$138,300	$146,000	$201,000	$208,000	4.2%	0.2%
Other Management Occupations	$130,800	$138,000	$190,000	$197,000	4.2%	0.2%
Weighted Mean Annual Wage	***$130,800***	**$138,000**	**$192,000**	**$199,000**	**100.0%**	**5.6%**
Business and Financial Operations Occupations						
Buyers and Purchasing Agents	$76,000	$84,000	$141,000	$150,000	15.7%	0.5%
Compliance Officers	$82,700	$89,000	$140,000	$145,000	5.7%	0.2%
Cost Estimators	$79,900	$88,000	$148,000	$157,000	5.9%	0.2%
Human Resources Specialists	$75,300	$83,000	$139,000	$148,000	10.7%	0.4%
Logisticians	$86,400	$93,000	$146,000	$151,000	7.2%	0.2%
Management Analysts	$79,300	$88,000	$147,000	$156,000	3.4%	0.1%
Training and Development Specialists	$68,000	$75,000	$126,000	$134,000	3.5%	0.1%
Market Research Analysts and Marketing Specialists	$74,800	$83,000	$138,000	$147,000	11.5%	0.4%
Project Management and Business Ops Specialists, All Other	$83,500	$89,000	$142,000	$146,000	11.6%	0.4%
Accountants and Auditors	$84,800	$91,000	$144,000	$149,000	18.5%	0.6%
Financial, Investment Analysts, Financial Specialists	$91,000	$97,000	$154,000	$160,000	3.1%	0.1%
Other Business and Financial Operations Occupations	$80,100	$86,000	$136,000	$140,000	3.3%	0.1%
Weighted Mean Annual Wage	***$80,100***	**$87,000**	**$142,000**	**$149,000**	**100.0%**	**3.3%**
Architecture and Engineering Occupations						
Bioengineers and Biomedical Engineers	$97,500	$104,000	$165,000	$171,000	2.7%	0.1%
Computer Hardware Engineers	$156,800	$164,000	$212,000	$219,000	4.5%	0.1%
Electrical Engineers	$110,500	$117,000	$175,000	$179,000	6.3%	0.2%
Electronics Engineers, Except Computer	$121,200	$128,000	$191,000	$197,000	10.7%	0.4%
Industrial Engineers	$101,200	$107,000	$160,000	$164,000	28.5%	0.9%
Mechanical Engineers	$103,200	$109,000	$163,000	$167,000	11.2%	0.4%
Engineers, All Other	$108,000	$114,000	$171,000	$175,000	3.7%	0.1%
Mechanical Drafters	$60,200	$67,000	$111,000	$119,000	2.1%	0.1%
Electrical & Electronic Engineering Technologists & Technicians	$72,100	$80,000	$133,000	$142,000	8.4%	0.3%
Industrial Engineering Technologists and Technicians	$68,300	$76,000	$126,000	$134,000	8.7%	0.3%
Calibration & Engineering Technologists & Technicians	$77,500	$86,000	$143,000	$153,000	3.1%	0.1%
Other Architecture and Engineering Occupations	$99,700	$107,000	$169,000	$175,000	10.3%	0.3%
Weighted Mean Annual Wage	***$99,700***	**$106,000**	**$162,000**	**$167,000**	**100.0%**	**3.3%**

Sources: U.S. Bureau of Labor Statistics, California Employment Development Department
Keyser Marston Associates, Inc.
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APPENDIX B TABLE 10
AVERAGE ANNUAL WORKER COMPENSATION AND ESTIMATED HOUSEHOLD INCOME, 2021
INDUSTRIAL WORKER OCCUPATIONS
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

Occupation [3]	2021 Avg. Worker Compensation[1]	Household Income Estimate [4] One Worker	Two Workers	Three+ Workers	% of Total Occupation Group [2]	% of Total Industrial Workers
Page 2 of 3						
Food Preparation and Serving Related Occupations						
First-Line Supervisors of Food Preparation & Serving Workers	$43,200	$50,000	$94,000	$109,000	5.1%	0.2%
Cooks, Restaurant	$32,800	$41,000	$78,000	$100,000	5.9%	0.2%
Food Preparation Workers	$33,200	$41,000	$79,000	$101,000	15.4%	0.5%
Bartenders	$33,900	$42,000	$80,000	$103,000	25.3%	0.9%
Fast Food and Counter Workers	$30,600	$38,000	$72,000	$93,000	17.3%	0.6%
Waiters and Waitresses	$34,900	$43,000	$83,000	$106,000	18.1%	0.6%
Dining Room and Cafeteria Attendants and Bartender Helpers	$30,400	$38,000	$72,000	$93,000	2.0%	0.1%
Dishwashers	$29,400	$40,000	$82,000	$106,000	4.1%	0.1%
Other Food Preparation and Serving Related Occupations	$33,500	$42,000	$79,000	$102,000	6.8%	0.2%
Weighted Mean Annual Wage	***$33,500***	**$42,000**	**$79,000**	**$101,000**	**100.0%**	**3.4%**
Sales and Related Occupations						
First-Line Supervisors of Non-Retail Sales Workers	$76,100	$84,000	$141,000	$150,000	2.6%	0.2%
Cashiers	$34,000	$42,000	$81,000	$104,000	10.0%	0.6%
Retail Salespersons	$35,600	$44,000	$84,000	$108,000	19.0%	1.2%
Sales Reps of Services, Except Ad, Insur, Financial, Travel	$72,600	$80,000	$134,000	$143,000	3.3%	0.2%
Sales Reps, Wholesale & Manuf., Tech & Scientific	$108,200	$114,000	$171,000	$176,000	8.4%	0.5%
Sales Reps, Wholesale & Manuf., Except Tech & Scientific	$82,400	$88,000	$140,000	$144,000	42.8%	2.7%
Demonstrators and Product Promoters	$54,900	$63,000	$109,000	$124,000	9.8%	0.6%
Other Sales and Related Occupations	$67,000	$74,000	$124,000	$132,000	4.1%	0.3%
Weighted Mean Annual Wage	***$67,000***	**$74,000**	**$122,000**	**$134,000**	**100.0%**	**6.3%**
Office and Administrative Support Occupations						
Supervisors of Office and Admin Support Workers	$66,800	$74,000	$124,000	$132,000	6.1%	0.5%
Bookkeeping, Accounting, and Auditing Clerks	$48,100	$56,000	$104,000	$122,000	10.4%	0.9%
Customer Service Representatives	$44,900	$52,000	$97,000	$114,000	16.5%	1.5%
Production, Planning, and Expediting Clerks	$54,900	$63,000	$109,000	$124,000	8.7%	0.8%
Shipping, Receiving, and Inventory Clerks	$38,800	$48,000	$92,000	$118,000	18.5%	1.6%
Executive Secretaries & Executive Admin Assistants	$70,500	$78,000	$130,000	$139,000	2.2%	0.2%
Secretaries & Admin, Except Legal, Medical, Executive	$44,900	$52,000	$97,000	$114,000	9.0%	0.8%
Office Clerks, General	$42,300	$49,000	$92,000	$107,000	15.9%	1.4%
Other Office and Administrative Support Occupations	$46,700	$54,000	$101,000	$118,000	12.8%	1.1%
Weighted Mean Annual Wage	***$46,700***	**$54,000**	**$100,000**	**$117,000**	**100.0%**	**8.9%**
Installation, Maintenance, and Repair Occupations						
Supervisors of Mechanics, Installers, and Repairers	$82,300	$88,000	$139,000	$144,000	8.1%	0.4%
Bus and Truck Mechanics and Diesel Engine Specialists	$60,200	$67,000	$111,000	$119,000	3.8%	0.2%
Industrial Machinery Mechanics	$66,300	$73,000	$123,000	$131,000	35.7%	1.6%
Maintenance Workers, Machinery	$57,500	$66,000	$115,000	$130,000	7.1%	0.3%
Maintenance and Repair Workers, General	$48,300	$56,000	$105,000	$122,000	34.5%	1.5%
Other Installation, Maintenance, and Repair Occupations	$59,800	$69,000	$119,000	$135,000	10.7%	0.5%
Weighted Mean Annual Wage	***$59,800***	**$67,000**	**$117,000**	**$129,000**	**100.0%**	**4.4%**

Sources: U.S. Bureau of Labor Statistics, California Employment Development Department
Keyser Marston Associates, Inc.
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APPENDIX B TABLE 10
AVERAGE ANNUAL WORKER COMPENSATION AND ESTIMATED HOUSEHOLD INCOME, 2021
INDUSTRIAL WORKER OCCUPATIONS
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

Occupation [3]	2021 Avg. Worker Compensation[1]	Household Income Estimate [4] One Worker	Two Workers	Three+ Workers	% of Total Occupation Group [2]	% of Total Industrial Workers
Page 3 of 3						
Production Occupations						
First-Line Supervisors of Production and Operating Workers	$73,400	$81,000	$136,000	$145,000	7.6%	3.4%
Miscellaneous Assemblers and Fabricators	$38,700	$48,000	$92,000	$118,000	7.1%	3.1%
Bakers	$36,900	$46,000	$87,000	$112,000	4.5%	2.0%
Food Batchmakers	$38,800	$48,000	$92,000	$118,000	5.7%	2.5%
Machinists	$48,700	$57,000	$106,000	$123,000	4.2%	1.9%
Printing Press Operators	$41,500	$48,000	$90,000	$105,000	7.5%	3.3%
Print Binding and Finishing Workers	$40,900	$48,000	$89,000	$104,000	2.4%	1.1%
Woodworking Machine Setters, Operators, Tenders	$39,500	$49,000	$94,000	$120,000	3.5%	1.6%
Separating, Filtering, Clarifying, Machine Setters, Tenders	$46,000	$54,000	$100,000	$116,000	2.9%	1.3%
Mixing & Blending Machine Setters, Operators, Tenders	$46,000	$54,000	$100,000	$116,000	2.5%	1.1%
Inspectors, Testers, Sorters, Samplers, and Weighers	$49,100	$57,000	$106,000	$124,000	5.1%	2.3%
Packaging and Filling Machine Operators and Tenders	$37,600	$47,000	$89,000	$115,000	11.2%	5.0%
Paper Goods Machine Setters, Operators, and Tenders	$38,300	$48,000	$91,000	$117,000	5.0%	2.2%
Helpers--Production Workers	$34,100	$42,000	$81,000	$104,000	4.1%	1.8%
Other Production Occupations	$44,000	$51,000	$95,000	$111,000	26.7%	11.9%
Weighted Mean Annual Wage	***$44,000***	**$52,000**	**$97,000**	**$116,000**	**100.0%**	**44.5%**
Transportation and Material Moving Occupations						
Supervisors of Transportation & Material Moving Workers	$63,200	$70,000	$117,000	$124,000	3.5%	0.4%
Driver/Sales Workers	$39,700	$49,000	$94,000	$121,000	5.5%	0.7%
Heavy and Tractor-Trailer Truck Drivers	$55,400	$64,000	$110,000	$125,000	16.1%	2.0%
Light Truck Drivers	$42,700	$50,000	$93,000	$108,000	6.4%	0.8%
Industrial Truck and Tractor Operators	$43,700	$51,000	$95,000	$111,000	14.6%	1.9%
Cleaners of Vehicles and Equipment	$33,400	$42,000	$79,000	$102,000	3.4%	0.4%
Laborers and Freight, Stock, and Material Movers, Hand	$39,300	$49,000	$93,000	$120,000	24.1%	3.1%
Machine Feeders and Offbearers	$35,100	$44,000	$83,000	$107,000	4.2%	0.5%
Packers and Packagers, Hand	$32,300	$40,000	$77,000	$98,000	15.5%	2.0%
Stockers and Order Fillers	$34,600	$43,000	$82,000	$105,000	5.1%	0.6%
Other Transportation and Material Moving Occupations	$42,000	$49,000	$91,000	$106,000	1.6%	0.2%
Weighted Mean Annual Wage	***$42,000***	**$50,000**	**$93,000**	**$113,000**	**100.0%**	**12.7%**
						92.5%

[1] The methodology utilized by the California Employment Development Department (EDD) assumes hourly paid employees are employed full-time. EDD data is adjusted by KMA to reflect Sacramento County minimum wage. Annual compensation is calculated by EDD by multiplying hourly wages by 40 hours per work week by 52 weeks.

[2] Occupation percentages are based on the 2019 National Industry - Specific Occupational Employment survey compiled by the Bureau of Labor Statistics. Wages are based on Occupational Employment Survey data applicable to Sacramento County as of 2020 and are adjusted by EDD to the first quarter of 2021.

[3] Including occupations representing 2% or more of the major occupation group.

[4] Household income estimated based average worker compensation and ratios between employee income and household income identified in Table 3-6.

Sources: U.S. Bureau of Labor Statistics, California Employment Development Department
Keyser Marston Associates, Inc.
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APPENDIX B TABLE 11
ESTIMATED WORKER OCCUPATION DISTRIBUTION, 2019
R&D WORKERS
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

Major Occupations (2% or more)	Worker Occupation Distribution R&D
Management Occupations	*15.4%*
Business and Financial Operations Occupations	*10.1%*
Computer and Mathematical Occupations	*12.7%*
Architecture and Engineering Occupations	*16.0%*
Life, Physical, and Social Science Occupations	*25.9%*
Healthcare Practitioners and Technical Occupations	*2.5%*
Office and Administrative Support Occupations	*7.7%*
All Other Worker Occupations - R&D	*9.8%*
TOTAL	100.0%

Source: Bureau of Labor Statistics
Keyser Marston Associates, Inc.
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APPENDIX B TABLE 12
AVERAGE ANNUAL WORKER COMPENSATION AND ESTIMATED HOUSEHOLD INCOME, 2021
R&D WORKER OCCUPATIONS
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

Occupation [3]	2021 Avg. Worker Compensation[1]	Household Income Estimate [4] One Worker	Two Workers	Three+ Workers	% of Total Occupation Group [2]	% of Total R&D Workers
Page 1 of 3						
Management Occupations						
Chief Executives	$149,700	$158,000	$218,000	$225,000	2.5%	0.4%
General and Operations Managers	$125,300	$132,000	$182,000	$189,000	16.1%	2.5%
Marketing Managers	$154,900	$163,000	$210,000	$216,000	4.5%	0.7%
Sales Managers	$143,000	$151,000	$208,000	$215,000	2.7%	0.4%
Administrative Services and Facilities Managers	$113,800	$120,000	$180,000	$185,000	3.6%	0.6%
Computer and Information Systems Managers	$161,800	$170,000	$219,000	$226,000	8.4%	1.3%
Financial Managers	$138,400	$146,000	$201,000	$208,000	6.6%	1.0%
Industrial Production Managers	$115,800	$122,000	$183,000	$188,000	3.2%	0.5%
Human Resources Managers	$128,200	$135,000	$186,000	$193,000	2.2%	0.3%
Architectural and Engineering Managers	$169,900	$178,000	$230,000	$237,000	11.3%	1.7%
Medical and Health Services Managers	$147,000	$155,000	$214,000	$221,000	4.4%	0.7%
Natural Sciences Managers	$142,100	$150,000	$206,000	$214,000	19.6%	3.0%
Personal Service Managers; Entertainment & Rec Managers	$138,300	$146,000	$201,000	$208,000	9.2%	1.4%
Other Management Occupations	$142,400	$150,000	$207,000	$214,000	5.5%	0.8%
Weighted Mean Annual Wage	***$142,400***	**$150,000**	**$204,000**	**$211,000**	**100.0%**	**15.4%**
Business and Financial Operations Occupations						
Buyers and Purchasing Agents	$76,000	$84,000	$141,000	$150,000	7.2%	0.7%
Compliance Officers	$82,700	$89,000	$140,000	$145,000	10.5%	1.1%
Human Resources Specialists	$75,300	$83,000	$139,000	$148,000	7.3%	0.7%
Logisticians	$86,400	$93,000	$146,000	$151,000	4.4%	0.4%
Management Analysts	$79,300	$88,000	$147,000	$156,000	9.1%	0.9%
Training and Development Specialists	$68,000	$75,000	$126,000	$134,000	3.7%	0.4%
Market Research Analysts and Marketing Specialists	$74,800	$83,000	$138,000	$147,000	8.3%	0.8%
Project Management and Business Ops Specialists	$83,500	$89,000	$142,000	$146,000	27.3%	2.8%
Accountants and Auditors	$84,800	$91,000	$144,000	$149,000	12.4%	1.3%
Financial, Investment, Risk Specialists	$91,000	$97,000	$154,000	$160,000	4.3%	0.4%
Other Business and Financial Operations Occupations	$81,100	$87,000	$137,000	$142,000	5.6%	0.6%
Weighted Mean Annual Wage	***$81,100***	**$88,000**	**$142,000**	**$148,000**	**100.0%**	**10.1%**
Computer and Mathematical Occupations						
Computer Systems Analysts	$106,700	$113,000	$169,000	$173,000	12.1%	1.5%
Information Security Analysts	$115,000	$121,000	$182,000	$187,000	4.1%	0.5%
Computer and Information Research Scientists	$142,800	$151,000	$207,000	$215,000	6.2%	0.8%
Computer User Support Specialists	$88,100	$94,000	$149,000	$154,000	4.7%	0.6%
Computer Network Architects	$129,800	$137,000	$189,000	$195,000	3.8%	0.5%
Network and Computer Systems Administrators	$96,700	$104,000	$164,000	$170,000	6.0%	0.8%
Database Administrators and Architects	$113,500	$120,000	$179,000	$184,000	2.2%	0.3%
Computer Programmers	$83,000	$89,000	$141,000	$146,000	5.2%	0.7%
Software Developers & Software Quality Assurance Analysts	$124,800	$132,000	$197,000	$202,000	35.3%	4.5%
Computer Occupations, All Other	$94,000	$101,000	$159,000	$165,000	6.5%	0.8%
Operations Research Analysts	$94,600	$101,000	$160,000	$166,000	2.5%	0.3%
Statisticians	$97,800	$105,000	$166,000	$171,000	7.1%	0.9%
Other Computer and Mathematical Occupations	$112,500	$119,000	$178,000	$183,000	4.3%	0.5%
Weighted Mean Annual Wage	***$112,500***	**$119,000**	**$179,000**	**$185,000**	**100.0%**	**12.7%**

Sources: U.S. Bureau of Labor Statistics, California Employment Development Department
Keyser Marston Associates, Inc.
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APPENDIX B TABLE 12
AVERAGE ANNUAL WORKER COMPENSATION AND ESTIMATED HOUSEHOLD INCOME, 2021
R&D WORKER OCCUPATIONS
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

Occupation [3]	2021 Avg. Worker Compensation[1]	Household Income Estimate [4] One Worker	Two Workers	Three+ Workers	% of Total Occupation Group [2]	% of Total R&D Workers
Page 2 of 3						
Architecture and Engineering Occupations						
Aerospace Engineers	$126,300	$133,000	$184,000	$190,000	4.7%	0.8%
Bioengineers and Biomedical Engineers	$97,500	$104,000	$165,000	$171,000	2.7%	0.4%
Chemical Engineers	$97,300	$104,000	$165,000	$171,000	3.0%	0.5%
Computer Hardware Engineers	$156,800	$164,000	$212,000	$219,000	7.5%	1.2%
Electrical Engineers	$110,500	$117,000	$175,000	$179,000	9.8%	1.6%
Electronics Engineers, Except Computer	$121,200	$128,000	$191,000	$197,000	8.4%	1.3%
Industrial Engineers	$101,200	$107,000	$160,000	$164,000	8.0%	1.3%
Mechanical Engineers	$103,200	$109,000	$163,000	$167,000	16.8%	2.7%
Nuclear Engineers	$152,900	$160,000	$207,000	$214,000	2.1%	0.3%
Engineers, All Other	$108,000	$114,000	$171,000	$175,000	10.2%	1.6%
Mechanical Engineering Technologists and Technicians	$85,300	$91,000	$145,000	$150,000	2.6%	0.4%
Calibration and Engineering Technologists, Technicians	$77,500	$86,000	$143,000	$153,000	5.7%	0.9%
Other Architecture and Engineering Occupations	$111,100	$117,000	$176,000	$180,000	18.4%	2.9%
Weighted Mean Annual Wage	***$111,100***	**$117,000**	**$174,000**	**$179,000**	**100.0%**	**16.0%**
Life, Physical, and Social Science Occupations						
Microbiologists	$114,400	$121,000	$181,000	$186,000	2.7%	0.7%
Biological Scientists, All Other	$86,900	$93,000	$147,000	$152,000	5.9%	1.5%
Medical Scientists, Except Epidemiologists	$124,700	$132,000	$197,000	$202,000	27.8%	7.2%
Physicists	$107,400	$113,000	$170,000	$174,000	3.2%	0.8%
Chemists	$90,100	$96,000	$153,000	$158,000	7.1%	1.8%
Biological Technicians	$53,400	$61,000	$107,000	$120,000	16.2%	4.2%
Chemical Technicians	$52,800	$61,000	$105,000	$119,000	3.6%	0.9%
Social Science Research Assistants	$57,100	$66,000	$114,000	$129,000	3.5%	0.9%
Life, Physical, and Social Science Technicians, All Other	$51,400	$59,000	$103,000	$116,000	4.6%	1.2%
Other Life, Physical, and Social Science Occupations	$90,700	$97,000	$154,000	$159,000	25.4%	6.6%
Weighted Mean Annual Wage	***$90,700***	**$98,000**	**$154,000**	**$161,000**	**100.0%**	**25.9%**
Healthcare Practitioners and Technical Occupations						
Veterinarians	$118,600	$125,000	$187,000	$192,000	2.3%	0.1%
Registered Nurses	$137,100	$145,000	$199,000	$206,000	16.9%	0.4%
Nurse Practitioners	$151,200	$159,000	$205,000	$211,000	3.4%	0.1%
Physicians, All Other; and Ophthalmologists, Except Pediatric	$265,600	$269,000	$298,000	$304,000	6.9%	0.2%
Clinical Laboratory Technologists and Technicians	$76,400	$85,000	$141,000	$150,000	41.2%	1.0%
Veterinary Technologists and Technicians	$46,400	$54,000	$101,000	$117,000	6.1%	0.2%
Medical Dosimetrists, Records Specialists, Health Technologists	$65,200	$72,000	$121,000	$128,000	5.2%	0.1%
Health Info Technologists, Medical Registrars, Surgical Assistants	$74,000	$82,000	$137,000	$146,000	3.1%	0.1%
Other Healthcare Practitioners and Technical Occupations	$105,000	$111,000	$166,000	$170,000	15.0%	0.4%
Weighted Mean Annual Wage	***$105,000***	**$112,000**	**$165,000**	**$173,000**	**100.0%**	**2.5%**

Sources: U.S. Bureau of Labor Statistics, California Employment Development Department
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APPENDIX B TABLE 12
AVERAGE ANNUAL WORKER COMPENSATION AND ESTIMATED HOUSEHOLD INCOME, 2021
R&D WORKER OCCUPATIONS
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

Occupation [3]	2021 Avg. Worker Compensation[1]	Household Income Estimate [4] One Worker	Two Workers	Three+ Workers	% of Total Occupation Group [2]	% of Total R&D Workers
Page 3 of 3						
Office and Administrative Support Occupations						
Supervisors of Office and Admin Support Workers	$66,800	$74,000	$124,000	$132,000	7.6%	0.6%
Bookkeeping, Accounting, and Auditing Clerks	$48,100	$56,000	$104,000	$122,000	6.5%	0.5%
Customer Service Representatives	$44,900	$52,000	$97,000	$114,000	6.0%	0.5%
Production, Planning, and Expediting Clerks	$54,900	$63,000	$109,000	$124,000	5.1%	0.4%
Shipping, Receiving, and Inventory Clerks	$38,800	$48,000	$92,000	$118,000	3.0%	0.2%
Executive Secretaries and Executive Administrative Assistants	$70,500	$78,000	$130,000	$139,000	16.1%	1.2%
Secretaries & Admin Assistants, Except Legal, Medical, Executive	$44,900	$52,000	$97,000	$114,000	22.1%	1.7%
Office Clerks, General	$42,300	$49,000	$92,000	$107,000	17.9%	1.4%
Other Office and Administrative Support Occupations	$51,800	$60,000	$103,000	$117,000	15.7%	1.2%
Weighted Mean Annual Wage	***$51,800***	**$59,000**	**$105,000**	**$120,000**	**100.0%**	**7.7%**
						90.2%

[1] The methodology utilized by the California Employment Development Department (EDD) assumes hourly paid employees are employed full-time. EDD data is adjusted by KMA to reflect Sacramento County minimum wage. Annual compensation is calculated by EDD by multiplying hourly wages by 40 hours per work week by 52 weeks.

[2] Occupation percentages are based on the 2019 National Industry - Specific Occupational Employment survey compiled by the Bureau of Labor Statistics. Wages are based on Occupational Employment Survey data applicable to Sacramento County as of 2020 and are adjusted by EDD to the first quarter of 2021.

[3] Including occupations representing 2% or more of the major occupation group.

[4] Household income estimated based average worker compensation and ratios between employee income and household income identified in Table 3-6.

Sources: U.S. Bureau of Labor Statistics, California Employment Development Department
Keyser Marston Associates, Inc.
\\SF-FS2\wp\18\18997\003\Land Use Files 7.27.2021.xlsm; 7/29/2021; dd

APPENDIX B TABLE 13
ESTIMATED WORKER OCCUPATION DISTRIBUTION, 2019
WAREHOUSE WORKERS
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

		Worker Occupation Distribution Warehouse
Major Occupations (2% or more)		
Management Occupations		*2.7%*
Business and Financial Operations Occupations		*2.2%*
Office and Administrative Support Occupations		*13.1%*
Installation, Maintenance, and Repair Occupations		*2.8%*
Production Occupations		*2.3%*
Transportation and Material Moving Occupations		*72.7%*
All Other Worker Occupations - Warehouse		*4.2%*
	TOTAL	100.0%

Source: Bureau of Labor Statistics
Keyser Marston Associates, Inc.
\\SF-FS2\wp\18\18997\003\Land Use Files 7.27.2021.xlsm; 7/29/2021; dd

APPENDIX B TABLE 14
AVERAGE ANNUAL WORKER COMPENSATION AND ESTIMATED HOUSEHOLD INCOME, 2021
WAREHOUSE WORKER OCCUPATIONS
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

Occupation [3]	2021 Avg. Worker Compensation[1]	Household Income Estimate [4] One Worker	Two Workers	Three+ Workers	% of Total Occupation Group [2]	% of Total Warehouse Workers
Page 1 of 2						
Management Occupations						
General and Operations Managers	$125,300	$132,000	$182,000	$189,000	35.2%	0.9%
Sales Managers	$143,000	$151,000	$208,000	$215,000	3.3%	0.1%
Administrative Services and Facilities Managers	$113,800	$120,000	$180,000	$185,000	4.4%	0.1%
Financial Managers	$138,400	$146,000	$201,000	$208,000	2.7%	0.1%
Industrial Production Managers	$115,800	$122,000	$183,000	$188,000	2.2%	0.1%
Transportation, Storage, and Distribution Managers	$95,800	$103,000	$162,000	$168,000	38.2%	1.0%
Human Resources Managers	$128,200	$135,000	$186,000	$193,000	2.9%	0.1%
Personal Service, Entertainment and Recreation Managers	$138,300	$146,000	$201,000	$208,000	3.9%	0.1%
Other Management Occupations	$114,000	$120,000	$180,000	$185,000	7.2%	0.2%
Weighted Mean Annual Wage	***$114,000***	**$121,000**	**$176,000**	**$183,000**	**100.0%**	**2.7%**
Business and Financial Operations Occupations						
Buyers and Purchasing Agents	$76,000	$84,000	$141,000	$150,000	13.3%	0.3%
Compliance Officers	$82,700	$89,000	$140,000	$145,000	2.8%	0.1%
Human Resources Specialists	$75,300	$83,000	$139,000	$148,000	14.9%	0.3%
Logisticians	$86,400	$93,000	$146,000	$151,000	13.4%	0.3%
Management Analysts	$79,300	$88,000	$147,000	$156,000	2.1%	0.0%
Training and Development Specialists	$68,000	$75,000	$126,000	$134,000	16.3%	0.4%
Market Research Analysts and Marketing Specialists	$74,800	$83,000	$138,000	$147,000	4.6%	0.1%
Project Management and Business Ops Specialists	$83,500	$89,000	$142,000	$146,000	19.3%	0.4%
Accountants and Auditors	$84,800	$91,000	$144,000	$149,000	8.9%	0.2%
Financial, Investment, Risk Specialists	$91,000	$97,000	$154,000	$160,000	2.4%	0.1%
Other Business and Financial Operations Occupations	$78,800	$87,000	$146,000	$155,000	1.9%	0.0%
Weighted Mean Annual Wage	***$78,800***	**$86,000**	**$140,000**	**$147,000**	**100.0%**	**2.2%**
Office and Administrative Support Occupations						
First-Line Supervisors of Office and Admin Support Workers	$66,800	$74,000	$124,000	$132,000	10.5%	1.4%
Bookkeeping, Accounting, and Auditing Clerks	$48,100	$56,000	$104,000	$122,000	2.4%	0.3%
Customer Service Representatives	$44,900	$52,000	$97,000	$114,000	12.4%	1.6%
Order Clerks	$48,900	$57,000	$106,000	$124,000	3.9%	0.5%
Production, Planning, and Expediting Clerks	$54,900	$63,000	$109,000	$124,000	6.9%	0.9%
Shipping, Receiving, and Inventory Clerks	$38,800	$48,000	$92,000	$118,000	35.8%	4.7%
Weighers, Measurers, Checkers, Samplers, Recordkeeping	$37,900	$47,000	$90,000	$115,000	6.6%	0.9%
Secretaries & Admin Assistants, Except Legal, Medical, Executive	$44,900	$52,000	$97,000	$114,000	3.8%	0.5%
Office Clerks, General	$42,300	$49,000	$92,000	$107,000	8.5%	1.1%
Other Office and Administrative Support Occupations	$45,300	$53,000	$98,000	$115,000	9.2%	1.2%
Weighted Mean Annual Wage	***$45,300***	**$53,000**	**$99,000**	**$118,000**	**100.0%**	**13.1%**

Sources: U.S. Bureau of Labor Statistics, California Employment Development Department
Keyser Marston Associates, Inc.
Land Use Files 7.27.2021.xlsm; 7/29/2021; dd

APPENDIX B TABLE 14
AVERAGE ANNUAL WORKER COMPENSATION AND ESTIMATED HOUSEHOLD INCOME, 2021
WAREHOUSE WORKER OCCUPATIONS
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

Occupation [3]	2021 Avg. Worker Compensation[1]	Household Income Estimate [4] One Worker	Two Workers	Three+ Workers	% of Total Occupation Group [2]	% of Total Warehouse Workers
Page 2 of 2						
Installation, Maintenance, and Repair Occupations						
First-Line Supervisors of Mechanics, Installers, Repairers	$82,300	$88,000	$139,000	$144,000	8.9%	0.2%
Bus and Truck Mechanics and Diesel Engine Specialists	$60,200	$67,000	$111,000	$119,000	7.6%	0.2%
Mobile Heavy Equipment Mechanics, Except Engines	$64,900	$72,000	$120,000	$128,000	2.5%	0.1%
Industrial Machinery Mechanics	$66,300	$73,000	$123,000	$131,000	2.9%	0.1%
Maintenance Workers, Machinery	$57,500	$66,000	$115,000	$130,000	2.1%	0.1%
Maintenance and Repair Workers, General	$48,300	$56,000	$105,000	$122,000	62.6%	1.8%
Installation, Maintenance, and Repair Workers, All Other	$49,100	$57,000	$106,000	$124,000	3.3%	0.1%
Other Installation, Maintenance, and Repair Occupations	$53,900	$62,000	$108,000	$121,000	10.0%	0.3%
Weighted Mean Annual Wage	***$53,900***	**$61,000**	**$110,000**	**$124,000**	**100.0%**	**2.8%**
Production Occupations						
First-Line Supervisors of Production and Operating Workers	$73,400	$81,000	$136,000	$145,000	8.4%	0.2%
Miscellaneous Assemblers and Fabricators	$38,700	$48,000	$92,000	$118,000	19.1%	0.4%
Sewing Machine Operators	$37,700	$47,000	$89,000	$115,000	2.3%	0.1%
Inspectors, Testers, Sorters, Samplers, and Weighers	$49,100	$57,000	$106,000	$124,000	28.2%	0.7%
Packaging and Filling Machine Operators and Tenders	$37,600	$47,000	$89,000	$115,000	11.3%	0.3%
Helpers--Production Workers	$34,100	$42,000	$81,000	$104,000	2.3%	0.1%
Production Workers, All Other	$35,200	$44,000	$83,000	$107,000	7.0%	0.2%
Other Production Occupations	$45,500	$53,000	$99,000	$115,000	21.6%	0.5%
Weighted Mean Annual Wage	***$45,500***	**$54,000**	**$100,000**	**$120,000**	**100.0%**	**2.3%**
Transportation and Material Moving Occupations						
Supervisors of Transportation & Material Moving Workers	$63,200	$70,000	$117,000	$124,000	5.3%	3.9%
Heavy and Tractor-Trailer Truck Drivers	$55,400	$64,000	$110,000	$125,000	6.6%	4.8%
Industrial Truck and Tractor Operators	$43,700	$51,000	$95,000	$111,000	22.2%	16.1%
Laborers and Freight, Stock, and Material Movers, Hand	$39,300	$49,000	$93,000	$120,000	34.1%	24.8%
Packers and Packagers, Hand	$32,300	$40,000	$77,000	$98,000	7.0%	5.1%
Stockers and Order Fillers	$34,600	$43,000	$82,000	$105,000	20.2%	14.7%
Other Transportation and Material Moving Occupations	$41,300	$48,000	$90,000	$105,000	4.6%	3.3%
Weighted Mean Annual Wage	***$41,300***	**$50,000**	**$92,000**	**$113,000**	**100.0%**	**72.7%**
						95.8%

[1] The methodology utilized by the California Employment Development Department (EDD) assumes hourly paid employees are employed full-time. EDD data is adjusted by KMA to reflect Sacramento County minimum wage. Annual compensation is calculated by EDD by multiplying hourly wages by 40 hours per work week by 52 weeks.

[2] Occupation percentages are based on the 2019 National Industry - Specific Occupational Employment survey compiled by the Bureau of Labor Statistics. Wages are based on Occupational Employment Survey data applicable to Sacramento County as of 2020 and are adjusted by EDD to the first quarter of 2021.

[3] Including occupations representing 2% or more of the major occupation group.

[4] Household income estimated based average worker compensation and ratios between employee income and household income identified in Table 3-6.

Sources: U.S. Bureau of Labor Statistics, California Employment Development Department
Keyser Marston Associates, Inc.
Land Use Files 7.27.2021.xlsm; 7/29/2021; dd

APPENDIX B TABLE 15
ESTIMATED WORKER OCCUPATION DISTRIBUTION, 2019
RESIDENTIAL CARE WORKERS
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

Major Occupations (2% or more)	Worker Occupation Distribution Residential Care
Management Occupations	*3.5%*
Healthcare Practitioners and Technical Occupations	*10.8%*
Healthcare Support Occupations	*44.9%*
Food Preparation and Serving Related Occupations	*18.0%*
Building and Grounds Cleaning and Maintenance Occupations	*6.0%*
Personal Care and Service Occupations	*4.4%*
Office and Administrative Support Occupations	*5.1%*
Installation, Maintenance, and Repair Occupations	*2.5%*
All Other Worker Occupations - Residential Care	*4.8%*
TOTAL	100.0%

Source: Bureau of Labor Statistics
Keyser Marston Associates, Inc.
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APPENDIX B TABLE 16
AVERAGE ANNUAL WORKER COMPENSATION AND ESTIMATED HOUSEHOLD INCOME, 2021
RESIDENTIAL CARE WORKER OCCUPATIONS
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

Occupation [3]	2021 Avg. Worker Compensation[1]	Household Income Estimate [4] One Worker	Two Workers	Three+ Workers	% of Total Occupation Group [2]	% of Total Res. Care Workers
Page 1 of 2						
Management Occupations						
General and Operations Managers	$125,300	$132,000	$182,000	$189,000	29.9%	1.0%
Marketing Managers	$154,900	$163,000	$210,000	$216,000	2.6%	0.1%
Administrative Services and Facilities Managers	$113,800	$120,000	$180,000	$185,000	6.6%	0.2%
Food Service Managers	$55,600	$64,000	$111,000	$125,000	7.3%	0.3%
Medical and Health Services Managers	$147,000	$155,000	$214,000	$221,000	31.8%	1.1%
Social and Community Service Managers	$76,300	$84,000	$141,000	$150,000	7.5%	0.3%
Personal Servic, Entertainment, Recreation Managers	$138,300	$146,000	$201,000	$208,000	2.7%	0.1%
Other Management Occupations	$123,700	$131,000	$195,000	$201,000	11.6%	0.4%
Weighted Mean Annual Wage	***$123,700***	**$131,000**	**$187,000**	**$194,000**	**100.0%**	**3.5%**
Healthcare Practitioners and Technical Occupations						
Registered Nurses	$137,100	$145,000	$199,000	$206,000	34.3%	3.7%
Dietetic Technicians	$44,800	$52,000	$97,000	$113,000	2.3%	0.3%
Licensed Practical and Licensed Vocational Nurses	$66,300	$73,000	$123,000	$131,000	52.3%	5.6%
Other Healthcare Practitioners and Technical Occupations	$93,000	$100,000	$158,000	$163,000	11.1%	1.2%
Weighted Mean Annual Wage	***$93,000***	**$100,000**	**$152,000**	**$160,000**	**100.0%**	**10.8%**
Healthcare Support Occupations						
Home Health and Personal Care Aides	$30,500	$38,000	$72,000	$93,000	58.4%	26.2%
Nursing Assistants	$43,500	$51,000	$94,000	$110,000	37.0%	16.6%
Medical Assistants	$50,300	$58,000	$100,000	$113,000	3.5%	1.6%
Other Healthcare Support Occupations	$36,100	$45,000	$86,000	$110,000	1.1%	0.5%
Weighted Mean Annual Wage	***$36,100***	**$44,000**	**$81,000**	**$100,000**	**100.0%**	**44.9%**
Food Preparation and Serving Related Occupations						
First-Line Supervisors of Food Preparation and Serving Workers	$43,200	$50,000	$94,000	$109,000	5.0%	0.9%
Cooks, Institution and Cafeteria	$38,700	$48,000	$92,000	$118,000	24.6%	4.4%
Food Preparation Workers	$33,200	$41,000	$79,000	$101,000	5.7%	1.0%
Fast Food and Counter Workers	$30,600	$38,000	$72,000	$93,000	5.5%	1.0%
Waiters and Waitresses	$34,900	$43,000	$83,000	$106,000	8.2%	1.5%
Food Servers, Nonrestaurant	$33,800	$42,000	$80,000	$103,000	36.5%	6.6%
Dining Room and Cafeteria Attendants and Bartender Helpers	$30,400	$38,000	$72,000	$93,000	4.3%	0.8%
Dishwashers	$29,400	$40,000	$82,000	$106,000	6.0%	1.1%
Other Food Preparation and Serving Related Occupations	$35,000	$44,000	$83,000	$107,000	4.2%	0.8%
Weighted Mean Annual Wage	***$35,000***	**$43,000**	**$83,000**	**$106,000**	**100.0%**	**18.0%**
Building and Grounds Cleaning and Maintenance Occupations						
First-Line Supervisors of Housekeeping and Janitorial Workers	$53,300	$61,000	$106,000	$120,000	4.8%	0.3%
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	$38,500	$48,000	$91,000	$117,000	10.4%	0.6%
Maids and Housekeeping Cleaners	$40,000	$47,000	$87,000	$101,000	81.4%	4.9%
Landscaping and Groundskeeping Workers	$42,800	$50,000	$93,000	$108,000	3.0%	0.2%
Other Building and Grounds Cleaning and Maintenance Occupations	$40,600	$47,000	$88,000	$103,000	0.4%	0.0%
Weighted Mean Annual Wage	***$40,600***	**$48,000**	**$89,000**	**$104,000**	**100.0%**	**6.0%**

Sources: U.S. Bureau of Labor Statistics, California Employment Development Department
Keyser Marston Associates, Inc.
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APPENDIX B TABLE 16
AVERAGE ANNUAL WORKER COMPENSATION AND ESTIMATED HOUSEHOLD INCOME, 2021
RESIDENTIAL CARE WORKER OCCUPATIONS
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

Occupation [3]	2021 Avg. Worker Compensation[1]	Household Income Estimate [4] One Worker	Two Workers	Three+ Workers	% of Total Occupation Group [2]	% of Total Res. Care Workers
Page 2 of 2						
Personal Care and Service Occupations						
Supervisors of Personal Service & Entertainment and Rec Workers	$47,200	$55,000	$102,000	$119,000	18.8%	0.8%
Concierges	$32,900	$41,000	$78,000	$100,000	9.3%	0.4%
Exercise Trainers and Group Fitness Instructors	$61,900	$68,000	$115,000	$122,000	2.0%	0.1%
Recreation Workers	$33,600	$42,000	$80,000	$102,000	54.8%	2.4%
Other Personal Care and Service Occupations	$37,200	$46,000	$88,000	$113,000	15.1%	0.7%
Weighted Mean Annual Wage	***$37,200***	**$45,000**	**$86,000**	**$107,000**	**100.0%**	**4.4%**
Office and Administrative Support Occupations						
Supervisors of Office and Admin Support Workers	$66,800	$74,000	$124,000	$132,000	8.4%	0.4%
Bookkeeping, Accounting, and Auditing Clerks	$48,100	$56,000	$104,000	$122,000	7.1%	0.4%
Customer Service Representatives	$44,900	$52,000	$97,000	$114,000	2.1%	0.1%
Receptionists and Information Clerks	$37,800	$47,000	$90,000	$115,000	37.9%	2.0%
Executive Secretaries and Executive Administrative Assistants	$70,500	$78,000	$130,000	$139,000	2.1%	0.1%
Medical Secretaries and Administrative Assistants	$50,300	$58,000	$100,000	$113,000	4.5%	0.2%
Secretaries and Admin Assistants, Except Legal, Medical, Executive	$44,900	$52,000	$97,000	$114,000	12.8%	0.7%
Office Clerks, General	$42,300	$49,000	$92,000	$107,000	16.0%	0.8%
Other Office and Administrative Support Occupations	$44,600	$52,000	$97,000	$113,000	9.0%	0.5%
Weighted Mean Annual Wage	***$44,600***	**$53,000**	**$97,000**	**$116,000**	**100.0%**	**5.1%**
Installation, Maintenance, and Repair Occupations						
First-Line Supervisors of Mechanics, Installers, and Repairers	$82,300	$88,000	$139,000	$144,000	9.8%	0.2%
Maintenance and Repair Workers, General	$48,300	$56,000	$105,000	$122,000	87.5%	2.2%
Other Installation, Maintenance, and Repair Occupations	$51,700	$59,000	$103,000	$117,000	2.7%	0.1%
Weighted Mean Annual Wage	***$51,700***	**$59,000**	**$108,000**	**$124,000**	**100.0%**	**2.5%**
						95.2%

[1] The methodology utilized by the California Employment Development Department (EDD) assumes hourly paid employees are employed full-time. EDD data is adjusted by KMA to reflect Sacramento County minimum wage. Annual compensation is calculated by EDD by multiplying hourly wages by 40 hours per work week by 52 weeks.

[2] Occupation percentages are based on the 2019 National Industry - Specific Occupational Employment survey compiled by the Bureau of Labor Statistics. Wages are based on Occupational Employment Survey data applicable to Sacramento County as of 2020 and are adjusted by EDD to the first quarter of 2021.

[3] Including occupations representing 2% or more of the major occupation group.

[4] Household income estimated based average worker compensation and ratios between employee income and household income identified in Table 3-6.

Sources: U.S. Bureau of Labor Statistics, California Employment Development Department
Keyser Marston Associates, Inc.
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APPENDIX B TABLE 17
INDUSTRIES REPRESENTED
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

NAICS	Representative Industries	Percent of Employment
Office		
621100	Offices of Physicians	8.753%
551100	Management of Companies and Enterprises	8.172%
541500	Computer Systems Design and Related Services	7.418%
541300	Architectural, Engineering, and Related Services	6.495%
524100	Insurance Carriers	6.417%
524200	Agencies, Brokerages, and Other Insurance Related Activities	6.298%
531000	Real Estate	6.201%
541600	Management, Scientific, and Technical Consulting Services	5.850%
541100	Legal Services	4.957%
621200	Offices of Dentists	4.516%
541700	Scientific Research and Development Services	4.240%
5220A1	Credit Intermediation and Related Activities (5221 And 5223 only)	3.781%
621300	Offices of Other Health Practitioners	3.107%
813900	Business, Professional, Labor, Political, and Similar Organizations	3.082%
541200	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	2.796%
561400	Business Support Services	2.546%
541900	Other Professional, Scientific, and Technical Services	2.425%
541800	Advertising and Related Services	1.775%
517000	Telecommunications	1.614%
561100	Office Administrative Services	1.580%
813200	Grantmaking and Giving Services	1.464%
522200	Nondepository Credit Intermediation	1.045%
519100	Other Information Services	0.968%
518200	Data Processing, Hosting, and Related Services	0.808%
813300	Social Advocacy Organizations	0.788%
561900	Other Support Services	0.760%
523000	Securities, Commodity Contracts, and Other Financial Investments and Relatec	0.759%
813400	Civic and Social Organizations	0.700%
511200	Software Publishers	0.437%
541400	Specialized Design Services	0.250%
Medical		
622100	General Medical and Surgical Hospitals	44.848%
621400	Outpatient Care Centers	35.712%
623100	Nursing Care Facilities (Skilled Nursing Facilities)	12.963%
621900	Other Ambulatory Health Care Services	3.999%
621500	Medical and Diagnostic Laboratories	2.479%

APPENDIX B TABLE 17
INDUSTRIES REPRESENTED
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

NAICS	Representative Industries	Percent of Employment
Retail / Commercial		
722500	Restaurant and Other Eating Places	38.633%
4450A1	Food and Beverage Stores (4451 and 4452 only)	9.922%
452000	General Merchandise Stores	7.452%
441100	Automobile Dealers	4.658%
713940	Fitness and Recreational Sports Centers	4.555%
444100	Building Material and Supplies Dealers	3.476%
448100	Clothing Stores	3.354%
812100	Personal Care Services	3.106%
446100	Health and Personal Care Stores	2.964%
441300	Auto Parts, Accessories, and Tire Stores	2.082%
447100	Gasoline Stations	1.936%
443100	Electronics and Appliance Stores	1.751%
812300	Drycleaning and Laundry Services	1.657%
4530A1	Miscellaneous Store Retailers (4532 and 4533 only)	1.631%
451100	Sporting Goods/Musical Instrument Stores	1.604%
722300	Special Food Services	1.558%
453900	Other Miscellaneous Store Retailers	1.543%
722400	Drinking Places (Alcoholic Beverages)	1.081%
442200	Home Furnishings Stores	0.998%
532100	Automotive Equipment Rental and Leasing	0.943%
512130	Motion Picture and Video Exhibition	0.709%
812900	Other Personal Services	0.665%
448200	Shoe Stores	0.662%
713940	Fitness and Recreational Sports Centers	0.624%
442100	Furniture Stores	0.538%
441200	Other Motor Vehicle Dealers	0.479%
445300	Beer, Wine, and Liquor Stores	0.428%
448300	Jewelry, Luggage & Leather Goods Stores	0.348%
444200	Lawn & Garden Equipment/Supplies Stores	0.315%
451200	Book, Periodical, and Music Stores	0.234%
453100	Florists	0.096%
Hotel		
721100	Traveler Accommodation (with Casino hotels removed)	100.00%

APPENDIX B TABLE 17
INDUSTRIES REPRESENTED
HOUSING TRUST FUND NEXUS ANALYSIS
COUNTY OF SACRAMENTO

NAICS	Representative Industries	Percent of Employment
Industrial / Manufacturing		
811100	Automotive Repair and Maintenance	17.038%
4230A1	Merchant Wholesalers, Durable Goods (4232, 4233, 4235, 4236, 4237, and 42	16.359%
423400	Professional and Commercial Equipment and Supplies Merchant Wholesalers	8.978%
423800	Machinery, Equipment, and Supplies Merchant Wholesalers	5.066%
312100	Beverage Manufacturing	4.244%
423100	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	4.169%
311900	Other Food Manufacturing	3.846%
323100	Printing and Related Support Activities	3.561%
311800	Bakeries and Tortilla Manufacturing	3.185%
321900	Other Wood Product Manufacturing	3.015%
322200	Converted Paper Product Manufacturing	2.725%
339100	Medical Equipment and Supplies Manufacturing	2.717%
325400	Pharmaceutical and Medicine Manufacturing	2.432%
327000	Nonmetallic Mineral Product Manufacturing	2.307%
3370A1	Furniture and Related Product Manufacturing (3371 and 3372 only)	2.267%
339900	Other Miscellaneous Manufacturing	2.164%
811300	Commercial Machinery Repair/Maintenance	2.101%
334400	Semiconductor and Other Electronic Component Manufacturing	1.784%
334500	Navigational, Measuring, Electromedical, and Control Instruments Manufacturin	1.661%
332700	Machine Shops; Turned Product; and Screw, Nut, and Bolt Manufacturing	1.398%
811200	Electronic Equipment Repair/Maintenance	1.321%
3330A1	Machinery Manufacturing (3331, 3332, 3334, and 3339 only)	1.309%
336300	Motor Vehicle Parts Manufacturing	1.143%
3250A1	Chemical Manufacturing (3251, 3252, 3253, and 3259 only)	1.047%
335900	Other Electrical Equipment and Component Manufacturing	0.944%
332800	Coating, Engraving, Heat Treating, and Allied Activities	0.792%
333500	Metalworking Machinery Manufacturing	0.787%
3320A1	Fabricated Metal Product Manufacturing (3321, 3322, 3325, 3326, and 3329 on	0.710%
334200	Communications Equipment Manufacturing	0.287%
335100	Electric Lighting Equipment Manufacturing	0.266%
333300	Commercial and Service Industry Machinery Manufacturing	0.128%
336200	Motor Vehicle Body and Trailer Manufacturing	0.087%
331200	Steel Product Manufacturing from Purchased Steel	0.085%
336900	Other Transportation Equipment Manufacturing	0.077%
Research and Development		
541710	Research and Development in the Physical, Engineering, and Life Sciences	100.000%
Warehouse		
493100	Warehousing and Storage	100.000%
Residential Care		
623300	Continuing Care Retirement Communities and Assisted Living Facilities	100.000%

(1) Employment by industry is weighted to reflect mix of industries Sacramento County using data from the Quarterly Census of Employment and Wages for 4th Q 2019.

NAICS = North American Industry Classification System

Prepared by: Keyser Marston Associates, Inc.
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KEYSER MARSTON ASSOCIATES

ANALYSIS, CONTEXT AND RECOMENDATIONS

For Updates To

HOUSING TRUST FUND FEES

Prepared for
County of Sacramento

Prepared by:
Keyser Marston Associates, Inc.

September 2021

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1.0 INTRODUCTION

The County of Sacramento ("County") established its affordable housing fee program for non-residential development in 1990 to mitigate the impacts of new non-residential development on the need for affordable housing. Fees are deposited into the County's Housing Trust Fund and are used to fund the creation of affordable housing. This report was prepared by Keyser Marston Associates, Inc. (KMA) to support consideration of updated non-residential affordable housing fees by providing a series of analyses and context materials. A separate Housing Trust Fund Nexus Analysis ("Nexus Analysis") was prepared to provide updated nexus support for the program.

The materials presented in this report include:

1. Nexus results,
2. Market context,
3. Analysis of fees as a percent of total development costs,
4. Summary of affordable housing fee programs in the Sacramento region,
5. Comparison of total fees and permit cost to other jurisdictions, and
6. Illustrative fee levels with indexing for cost escalation since the last update.

Background

The City and County of Sacramento adopted Housing Trust Fund ordinances, the City in 1989 and the County in 1990, which impose a fee on non-residential development to mitigate impacts on affordable housing. Fees are deposited into a Housing Trust Fund and utilized to increase the supply of affordable housing. The programs were among the earliest non-residential affordable housing fee programs in the U.S. Non-residential affordable housing fee programs are also sometimes referred to as commercial linkage fees.

The Sacramento Housing and Redevelopment Agency (SHRA) administers the County Housing Trust Fund on behalf of the County and reports back annually regarding the use of funds and production of affordable housing under the program. SHRA also administers the City's Housing Trust Fund. Through the end of 2020, the County's Housing Trust Fund had received a cumulative of $47 million in revenue and contributed to the production of almost 3,000 affordable housing units.

County and City fee levels were initially set at the same level. At adoption, fees ranged from $0.18 per square foot for warehouse space to $0.95 per square foot for office space. An index was applied to increase fees by 4% in 1992. The City's fees were subsequently increased in 2004/05 by approximately 80% and have been indexed automatically since that time. The County's fees have remained the same since 1992. The County ordinance includes a provision for indexing the fee, but the index is not automatic, and it has not been applied. Current County fee levels are summarized in Table 1-1.

Table 1-1 – County of Sacramento Non-Residential Affordable Housing Fees (Per Square Foot of Gross Building Area)	
Office	$0.97
Hotel	$0.92
R&D	$0.82
Commercial	$0.77
Manufacturing	$0.61
Warehouse	$0.26

2.0 SUMMARY AND RECOMMENDATIONS

Following is a summary of the analyses and context information assembled in this report.

1. *Development Activity in County Unincorporated Area* – Much of the recent development activity in the unincorporated area has consisted of warehouse / logistics and industrial space, a sector relatively insulated from the economic effects of the coronavirus pandemic. The County has also experienced significant retail development over the last decade. Office and hotel development have been more limited.

2. *Total Fees and Permit Cost Comparison* – To assist in understanding how total fees and permit costs in the County compare to other jurisdictions, KMA assembled information regarding fees in the cities of Sacramento, Rancho Cordova, Elk Grove, West Sacramento and Placer County. The results indicate that the County's fees for industrial and warehouse are higher than the comparison jurisdictions except Elk Grove, retail fees are higher than the comparisons other than Rancho Cordova, and office and hotel fees fall towards the middle of the range. The total development fee burden is one of many factors non-residential developers and end users may consider in assessing potential development sites. Other important factors include land costs, infrastructure capacity, and proximity to labor and customers.

3. *Housing Fee Comparison* – Seven affordable housing fee programs were identified in the Sacramento region, all with modest fee levels under $3 per square foot. The County's fees are at the lower end of the range. Rancho Cordova and Citrus Heights have identical fees that originate from the County's program prior to their incorporation as cities. The City of Sacramento, Folsom and Placer County have somewhat higher housing fees ranging from $1.70 to $2.76 per square foot, except for warehouse at $0.76 per square foot in Sacramento and exempt in Placer County. Placer County's fees currently apply only in the Sierra / Tahoe area. Elk Grove has similar fees to the County in some categories, higher fees in others, and office is exempt. See Section 3.6 for an illustration of the County's housing fees if they had been indexed for cost increases since 1992.

4. *Housing Fees as a Percent of Costs* – The County's current housing fees represent an estimated 2% to 4% of the overall fees and permit costs that apply to new non-residential construction, depending on the building type, and 0.2% to 0.4% of the total cost to develop new non-residential buildings inclusive of direct construction, design and other indirect costs, financing, and land. The County's housing fees are unlikely to have a material influence on development decisions because they are a small fraction of the overall cost picture for new development projects.

5. *Nexus Results* – The Nexus Analysis establishes an upper limit on fees ranging from $15.10 to $69.60 per square foot depending on the building type and provides

considerable flexibility to select fees anywhere below this level taking into account a range of policy considerations.

Recommendations

While the Nexus Analysis results allow consideration of far higher fees, based on review of non-residential market conditions, development costs, and the comparison of overall fee burden summarized above, KMA recommends consideration of:

- Warehouse and industrial fees of up to approximately $2 per square foot; and
- Fees for other non-residential development of up to approximately $3 per square foot.

While the County has been successful in attracting large-scale warehouse and logistics development, lower fees are recommended relative to other non-residential uses based on the findings of the fee comparison and considering the lower rent, lower cost nature of these buildings, which makes them more sensitive to additional costs such as an increase in fees.

KMA also recommends the County consider implementing an automatic indexing feature. This will allow the fee to keep pace with increases in costs over time. Applying the same index as is currently used for the County's residential fees is recommended (Building Cost Index, 20-City Average, published by Engineer News-Record / McGraw Hill).

3.0 CONTEXT MATERIALS

The purpose of this section is to provide a series of context materials and analyses to assist the County in updating its Housing Trust Fund fee program. Fee levels may be set at any level below the maximums supported by the Nexus Analysis and policy makers are free to consider a variety of policy goals in the selection of updated fee levels. This section includes a range of materials that decision making bodies often find useful as context for decision-making.

3.1 Nexus Maximum Fee Levels

The separate Nexus Analysis establishes a maximum or ceiling on potential updated fee levels based on the cost of mitigating the affordable housing impacts of new non-residential development. Table 3-1 indicates the Nexus Analysis results. As is typical, maximum fee level findings are high. Findings are technical analysis results only and are not recommendations. The County is free to take other policy considerations into account in selecting fees anywhere below the maximums identified in the Nexus Analysis.

Table 3-1 – Nexus Analysis Maximum Fee Level Findings
Per Square Foot of Gross Building Area [1]

Office	$47.60
Medical	$48.20
Retail / Commercial	$69.60
Hotel	$16.50
Industrial / Manufacturing	$38.90
Research and Development	$15.40
Warehouse	$16.40
Residential Care	$15.10

[1] Maximum fee level per square foot of gross building area excluding parking.

Source: Nexus Analysis. Note: Nexus findings are not recommended fee levels.

The recommendations identified in Section 2.0 suggest simplification of the County's fee schedule to fewer categories. Notwithstanding this potential simplification of categories, the Nexus Analysis addresses each of the categories in the County's current fee schedule so as to provide updated nexus findings for the program as currently adopted. Providing separate findings for each of the building types in Table 3-1 also enables important distinctions in worker occupations and employment density to be taken into consideration in the analysis. Although not identified as separate fee categories in the County's current fee schedule, separate findings are provided for Medical and Residential Care to capture distinctions in worker occupation and employment density for these uses and to provide flexibility to establish separate fees for these uses in the future.

3.2 Market Context

The non-residential market in the Sacramento region experienced strengthening conditions over the past decade as exhibited by rising rents and occupancy rates. However, the economic downturn caused by the coronavirus pandemic impacted the office, retail, and hotel sectors, resulting in increased levels of vacancy and uncertainty regarding the path of recovery. Effects of the pandemic on the commercial real estate market are still being felt as of summer 2021, despite most pandemic restrictions being lifted and the recovery of many of the jobs that had been lost in the early months of the coronavirus pandemic.

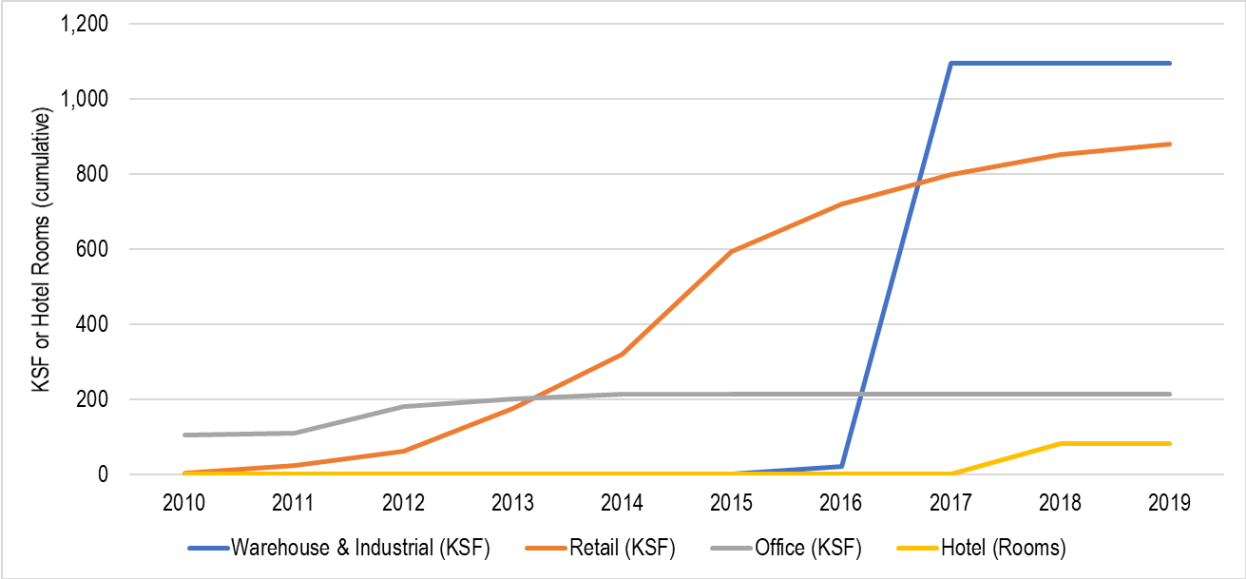
The warehouse and industrial sectors, in contrast, have generally not been adversely impacted by the coronavirus pandemic. There have been low levels of vacancy, rising rental rates, and positive absorption of industrial space through the coronavirus pandemic. Demand for logistics and warehouse space has been spurred in part by the expansion in e-commerce.

In unincorporated Sacramento County, warehouse development emerged as an area of strength several years prior to the pandemic. A major Class A fulfillment center encompassing approximately 855,000 square feet was completed and occupied by Amazon in 2017. Several major projects at Metro Air Park and McClellan Park added more than two million square feet of warehouse space in 2020 and early 2021, and additional space is currently under construction.

Figure 3-1 provides a summary of cumulative development activity in unincorporated Sacramento County from 2010 through 2019. As shown, more than one million square feet of warehouse/ industrial space and nearly 900,000 square feet of retail space were built between 2010 and 2019 in unincorporated areas. Over the same period, development of office space has been very limited, and less than 100 hotel rooms have been built in unincorporated areas, although several hotel projects are proposed at Metro Air Park.

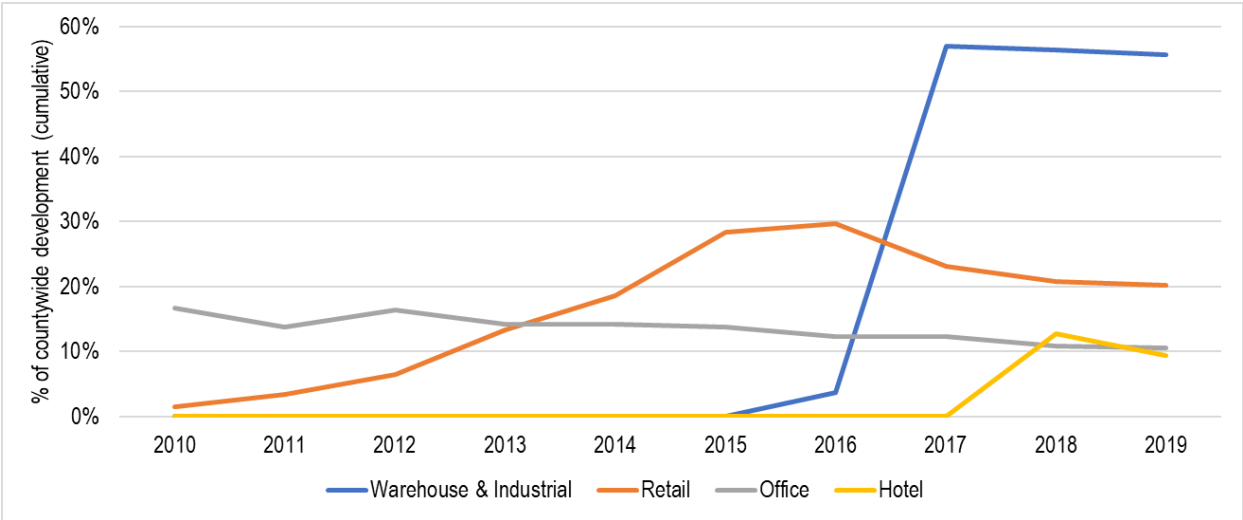
Figure 3-2 expresses cumulative development activity in unincorporated areas as a percentage of total development activity throughout the county, including incorporated cities. Unincorporated areas have captured more than half of cumulative warehouse/ industrial development within the county from 2010 to 2019, primarily driven by the Amazon facility described above. In contrast, the County captured only approximately 10% to 20% of countywide development of new office, retail, and hotels over the same period.

Figure 3-1 – Cumulative Development Activity in Unincorporated Sacramento County, 2010-2019



Source: Costar

Figure 3-2 – Cumulative Development Activity in Unincorporated Sacramento County as Percentage of Countywide Development Activity, 2010-2019



Source: Costar

3.3 Development Cost Analysis

Understanding existing and proposed non-residential fee levels in the context of total development costs is one consideration that many jurisdictions include in their fee setting discussions.

KMA prepared total development cost estimates for five prototype non-residential development projects identified in consultation with County staff. The cost estimates include local land costs,

local fees, and all indirect and financing costs. This cost analysis allows potential fee levels to be framed in terms of a percentage of the total development costs.

Development Prototypes

For the development cost analysis, KMA evaluated development costs for five prototype projects including:

- Warehouse/distribution,
- Light industrial,
- Retail,
- Office, and
- Hotel.

Development prototypes were identified based on a review of recent and pipeline development activity and are intended as representative of the types of non-residential development expected to occur in the County in the coming years.

Table 3-2 provides a summary of programmatic assumptions for each prototype. While it is acknowledged that there will be differences in density from one project to another, it is not necessary to analyze every variation of project density or building prototype for purposes of the development cost assessment; rather, the intent of the analysis is to provide a general range of development costs for new projects and the impact fees can have relative to those costs. All prototypes assume surface parking consistent with recent projects.

Table 3-2 – Non-Residential Development Prototypes

	Warehouse / Distribution	Light Industrial	Retail	Office	Hotel
Land Acres	28.70	5.74	1.84	2.30	1.87
Gross Building Area	500,000	100,000	20,000	50,000	65,000
Hotel Rooms					105
Building Floors	1	1	1	2	4
FAR	0.40	0.40	0.25	0.50	0.80

Geographic Sub-Areas

Total development costs of each non-residential prototype are analyzed based on conditions in one or more of the following geographic subareas:

- Metro Air Park,
- Mather Field,
- Arden-Arcade, and
- Antelope.

The geographic subareas are representative of the range of development conditions within the county with respect to land costs and area-specific impact fees. Table 3-3 pairs each of the building prototypes with applicable geographic subareas based on where development of each prototype has occurred or is likely to occur in the future. For prototypes paired with more than one subarea, average land costs and impact fees are reflected in the cost analysis.

Table 3-3 – Geographic Sub-Areas Paired with Non-Residential Development Prototypes

	Warehouse / Distribution	Light Industrial	Retail	Office	Hotel
a) Metro Air Park	x	x		x	x
b) Mather	x	x			
c) Arden-Arcade			x	x	
d) Antelope			x		

Development Costs

The estimates of total development costs for the non-residential prototypes are shown in Table 3-4. The costs include estimates for land acquisition, direct construction costs, and indirect and financing costs of development. Additional detail is provided in Appendix A Table 2. The estimates are based on KMA's database of costs from similar commercial projects and third-party data sources. Impact fees were calculated by KMA from published fee schedules.

As shown, total development costs for the non-residential prototypes range from a low of approximately $125-$155/square foot for the warehouse/distribution prototype to a high of approximately $315-$385/square foot for the retail prototype.

Table 3-4 – Non-Residential Development Cost Summary

	Warehouse / Distribution	Light Industrial	Retail	Office	Hotel
Land Acquisition[1]	$13/sf	$13/sf	$60/sf	$20/sf	$14/sf
Direct Costs[2]	$95/sf	$120/sf	$175/sf	$160/sf	$185/sf
Indirect Costs[3]	$32/sf	$41/sf	$114/sf	$83/sf	$79/sf
Total Costs	$139/sf	$173/sf	$349/sf	$263/sf	$278/sf
Total Costs Range (+/-10%)	$125-$155/sf	$155-$190/sf	$315-$385/sf	$235-$290/sf	$250-$305/sf

[1] Land acquisition costs estimated based on recent land sale comps. (See Appendix A Table 11 to 13.)
[2] Direct construction cost estimates from RS Means and other project pro formas.
[3] Impact fees reflected in indirect costs exclude the housing trust fee.

Fees as a Percentage of Development Costs

One approach to understanding the likelihood that a new fee will impact development decisions is to consider how fees relate to the total development cost of projects. Fees representing a smaller share of development costs will be less likely to affect development decisions and vice versa. Table 3-5 summarizes a range of potential fees on non-residential projects expressed as a percentage of total development costs. Warehouse and industrial buildings represent the low

end of the development cost range, and as a result, each dollar of fees represents a larger burden relative to the total investment being made. As one illustration, a fee of $2 per square foot would represent approximately the same percentage of costs for a warehouse building as a $5 per square foot fee represents for a retail building.

Table 3-5 – Linkage Fees as a Percentage of Total Development Costs

	Warehouse / Distribution	Light Industrial	Retail	Office	Hotel
Total Cost Range	$125-$155/sf	$155-$190/sf	$315-$385/sf	$235-$290/sf	$250-$305/sf
Current Fee as % of Costs*					
Current Linkage Fee	$0.26	$0.61	$0.77	$0.97	$0.92
% of Costs	0.19%	0.35%	0.22%	0.37%	0.33%
Illustrative Fee as % of Costs*					
$0.50/sf	0.36%	0.29%	0.14%	0.19%	0.18%
$1.00/sf	0.72%	0.58%	0.29%	0.38%	0.36%
$2.00/sf	1.43%	1.16%	0.57%	0.76%	0.72%
$3.00/sf	2.15%	1.73%	0.86%	1.14%	1.08%
$4.00/sf	2.87%	2.31%	1.15%	1.52%	1.44%
$5.00/sf	3.58%	2.89%	1.43%	1.90%	1.80%
$6.00/sf	4.30%	3.47%	1.72%	2.28%	2.16%
	key:	up to 1%	1-2%	2-3%	over 3%

**Fee percentage burden calculated at mid-point of cost range.*

3.4 Other Non-Residential Affordable Housing Fee Programs

Statewide, there are over 50 jurisdictions with non-residential affordable housing impact fee programs. In Sacramento County, five of seven incorporated cities have a housing fee on non-residential development. Of these cities, all have fees of $3/square foot or less and have reduced fees for low intensity industrial and warehouse uses.

Table 3-6 provides a summary of fee levels adopted by jurisdictions within the County, Placer County, and other counties. Fees in Citrus Heights and Rancho Cordova are identical to the current County fees. Fees in the cities of Sacramento, Folsom, and Elk Grove are generally higher than County fees (except for office projects in Elk Grove, which are exempt from housing impact fees, and large projects in Folsom, which receive a fee discount). Placer County's fees were adopted in 2020 and apply only within the Sierra Nevada and Tahoe areas. Placer County staff has indicated that extension of fees countywide will likely be considered in 2021.

Table 3-6 – Affordable Housing Fee Comparison – Non-Residential Projects ($/SF)

	Warehouse	Industrial / Manufacturing	Commercial	R&D	Office	Hotel
County of Sacramento, Rancho Cordova, and Citrus Heights (1)	**$0.26**	**$0.61**	**$0.77**	**$0.82**	**$0.97**	**$0.92**
City of Sacramento	$0.76	$1.73	$2.22	N/A	$2.76	$2.63
Folsom (2)	$1.70	$1.70	$1.70	$1.70	$1.70	$1.70
Elk Grove	$0.94	$0.88	$0.78	N/A	None	$2.29
Placer County: Tahoe / Sierra Nevada (3)	exempt	$2.00	$2.00	$2.00	$2.00	$2.00
<u>%Difference v. County</u>						
City of Sacramento	292%	284%	288%	N/A	285%	286%
Folsom (2)	654%	279%	221%	207%	175%	185%
Elk Grove	362%	144%	101%	N/A	(100%)	249%
Placer County: Tahoe / Sierra Nevada (3)	(100%)	328%	260%	244%	206%	217%
<u>Other Counties</u>						
San Mateo	N/A	N/A	$5.00	N/A	$25.00	$10.00
Marin	$1.94	$3.74	$5.40	$7.19	$7.19	$3.00
Santa Cruz	$3.00	$3.00	$3.00	$3.00	$3.00	$3.00
Sonoma	$3.01	$3.01	$5.05	$3.01	$2.92	$2.92
Napa	$3.60	$4.50	$7.50	N/A	$5.25	$9.00
San Luis Obispo	$0.58	$0.58	$1.36	N/A	$0.96	$1.44

Source: KMA survey conducted in FY 20-21. Fees have not been updated based on application of annual indexes or other updates after the date of review. For use other than general comparison, please consult the code and staff of the applicable jurisdiction.
(1) Rancho Cordova and Citrus Heights have fees identical to the County.
(2) Up to 200,000 SF, 100% of fee; 200,000-250,000 SF, 75% of fee; 250,000-300,000 SF, 50% of fee; 300,000 and up, 25% of fee
(3) County staff indicate that countywide fees will be considered in 2021. Exemption for commercial within vertical mixed use development with residential above.
N/A indicates that the program does not have a separate fee category for the identified use.

Appendix B provides information on other linkage fee programs throughout the State.

3.5 Comparison of Total Fee and Permit Costs to Other Jurisdictions

Affordable housing fees represent a relatively small share of all development fees and permits that non-residential developers must pay prior to building permit issuance. As context for consideration of a potential increase in the County's affordable housing fees, KMA compared total fees applicable to development in the County to five nearby jurisdictions that are potential competitive locations for the types of development occurring in the County:

- City of Sacramento (Southeast Sacramento and Sacramento Railyards)
- Rancho Cordova (Zinfandel and Sunridge Specific Plan Area)
- Elk Grove (Southeast Elk Grove and Laguna)

- West Sacramento (Southport Industrial Park and the Washington District)
- Placer County (Sunset Industrial Area).

KMA prepared fee estimates for each of the development prototypes identified in Section 3.3 based on published fee schedules, input from the staff of local agencies, and review of a prior fee study. The fee estimates include affordable housing impact fees, other impact fees, such as traffic impact fees, as well as permit processing and inspection costs paid prior to building permit issuance.[1] The fee estimates also encompass area-specific fees applicable to sub-area(s) within each jurisdiction, selected as representative of where development has occurred or is expected to occur in the future.

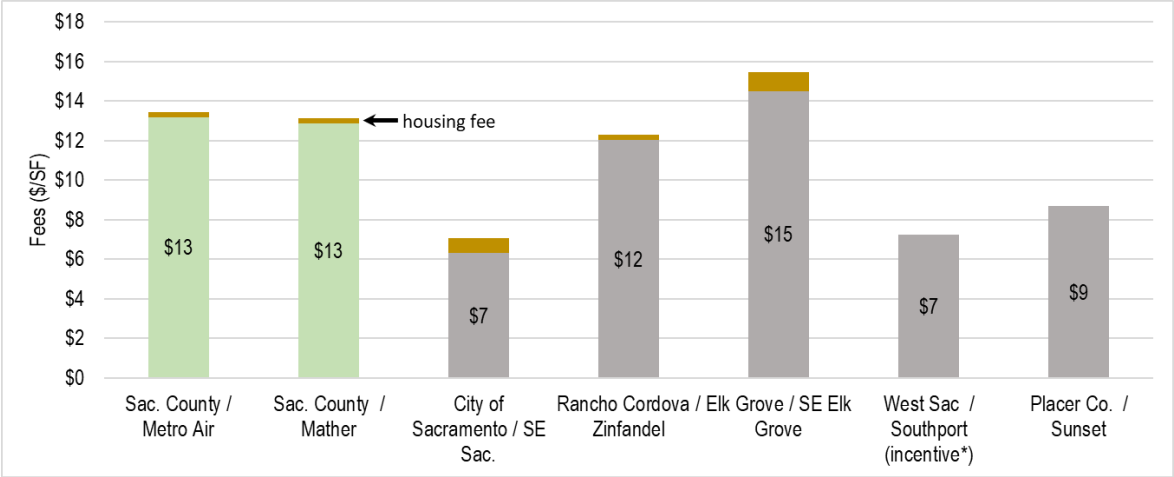
Figure 3-3 through Figure 3-7 depict total fees per square foot applicable to development in the County versus nearby jurisdictions. The figures show that total development fees tend to be lower for low-intensity warehouse and industrial development prototypes (ranging from $7 to $16/square foot) and higher for office, commercial, and hotel prototypes (ranging from $16 to $40/square foot). The housing fee represents between 2% and 4% of the total fee stack for the unincorporated County, depending on the development type, and is separately illustrated in Figures 3-3 to 3-7 and Appendix Table 5. The housing fee as a percent of the total fee stack for each of the surveyed jurisdictions is calculated in Appendix Table 15.

In terms of the competitive landscape, total development fees for industrial/warehouse and light industrial are higher in Sacramento County than the comparison jurisdictions except for Elk Grove. Retail fees in Sacramento County are higher than the comparison jurisdictions other than Rancho Cordova's Sunridge Specific Plan Area. For office and hotel, Sacramento County's fees fall towards the middle of the range of the comparison jurisdictions.

The total development fee burden is one of many factors that non-residential developers and end users may consider in assessing potential development sites. Other important factors include land costs, infrastructure capacity, and proximity to labor and customers. As described in Section 3-2, over the last several years, the County has attracted several large industrial development projects, despite having higher warehouse development fees than many comparison jurisdictions.

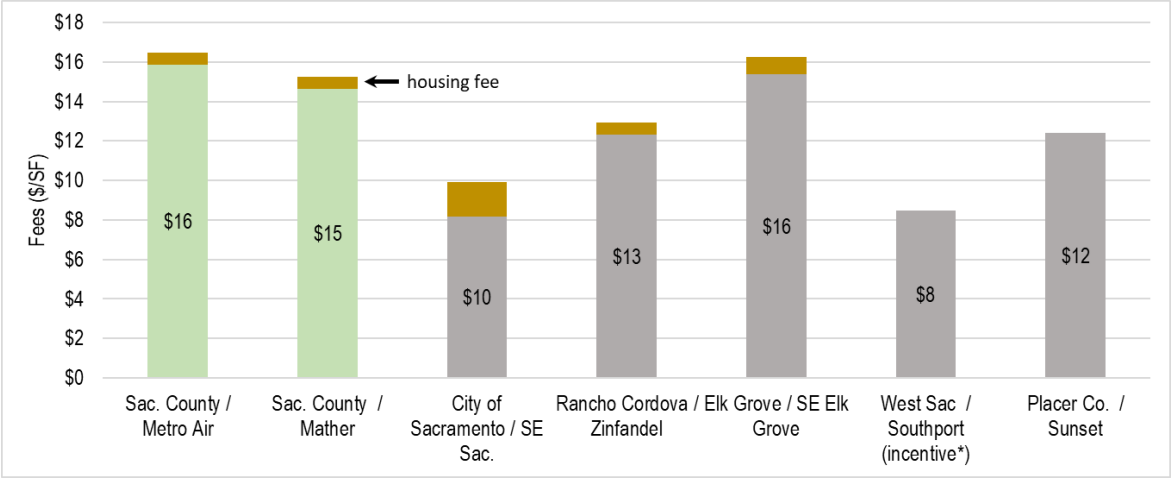
[1] Ongoing special assessments and taxes that do not represent an upfront cost to the development project are not considered in the fee comparison.

Figure 3-3 –Total Development Fees Per Square Foot, Warehouse Prototype



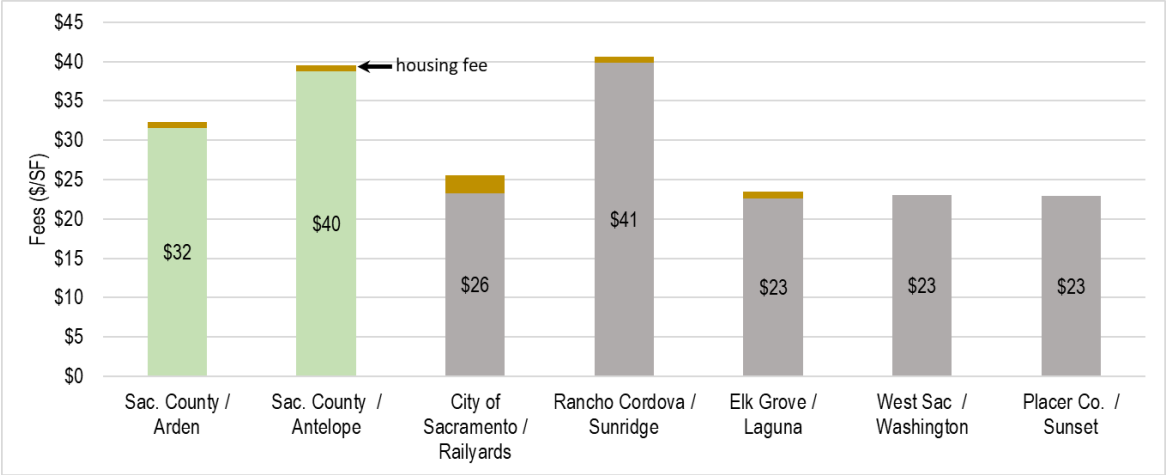
Source: KMA survey. See Appendix A Table 6 for detailed breakout of development fees.
** Based on "Negotiated Impact Fee Package" available to the Southport Industrial Park.*

Figure 3-4 –Total Development Fees Per Square Foot, Light Industrial Prototype



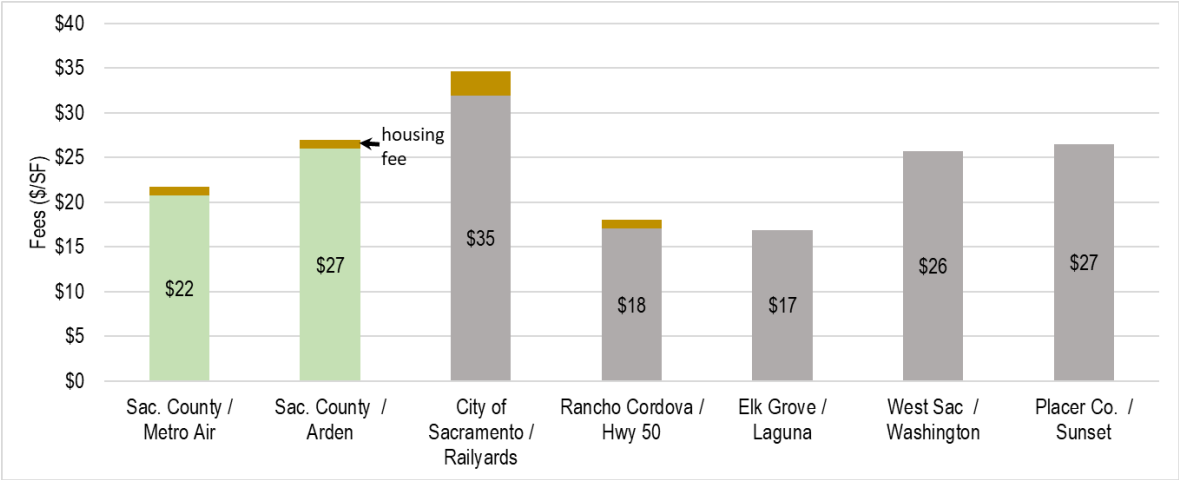
Source: KMA survey. See Appendix A Table 7 for detailed breakout of development fees.
** Based on "Negotiated Impact Fee Package" available to the Southport Industrial Park.*

Figure 3-5 –Total Development Fees Per Square Foot, Retail Prototype



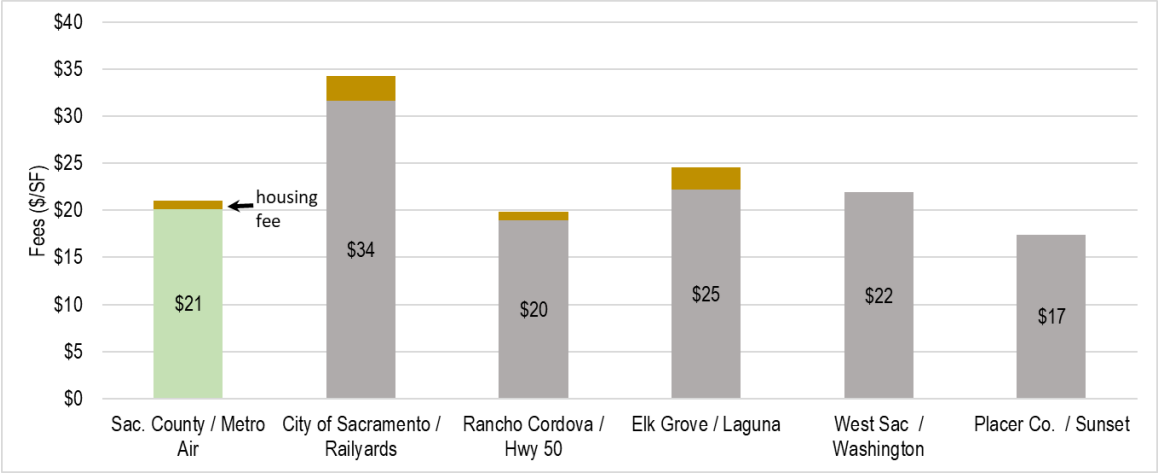
Source: KMA survey. See Appendix A Table 8 for detailed breakout of development fees.

Figure 3-6 –Total Development Fees Per Square Foot, Office Prototype



Source: KMA survey. See Appendix A Table 9 for detailed breakout of development fees.

Figure 3-7 –Total Development Fees Per Square Foot, Hotel Prototype



Source: KMA survey. See Appendix A Table 10 for detailed breakout of development fees.

3.6 Illustration of Affordable Housing Fees if Index Had Been Applied

The County's Housing Trust Fund ordinance includes a provision for indexing the fee to account for increases in the cost of constructing affordable housing over time. Historic data for the specific index referenced in the County code was not accessible to KMA. The Engineering News Record Building Cost Index (20-City Average), currently in use for the County's residential affordable housing fees, is applied to illustrate fees reflective of indexing for cost escalation since 1992. If this index had been applied, fees would have increased 247% over the period to the levels indicated in Table 3-7.

Table 3-7 – Illustrative Fee Level if Indexed for Change in Costs Since 1992

	Current Fee Level	Illustrative Fee Level With Indexing for Change in Construction Cost Since 1992
Office	$0.97	$2.39
Hotel	$0.92	$2.27
R&D	$0.82	$2.02
Commercial	$0.77	$1.90
Manufacturing	$0.61	$1.51
Warehouse	$0.26	$0.64

Note: Based on change in the Building Cost Index 20-City Average published by Engineer News-Record / McGraw Hill from July 1992 through July 2021.

Appendix A – Supporting Technical Tables

Non-Residential Development Costs and Fee Comparison

Appendix A Table 1
Non-Residential Development Prototypes
Updated Housing Trust Fund Nexus - Context Materials
Sacramento County, CA

Non-Residential Prototype	Warehouse / Distribution	Light Industrial	Retail	Office	Hotel
Gross Building Area	500,000 sf	100,000 sf	20,000 sf	50,000 sf	65,000 sf
FAR	0.40 FAR	0.40 FAR	0.25 FAR	0.50 FAR	0.80 FAR
Land Area	28.7 acres	5.7 acres	1.8 acres	2.3 acres	1.9 acres
Building Floors	1 floor	1 floor	1 floor	2 floors	4 floors
Hotel Rooms	n/a	n/a	n/a	n/a	105 rooms 620sf/rm
Parking	Surface	Surface	Surface	Surface	Surface
Representative Subareas[1]					
a) Metro Air Park	x	x		x	x
b) Mather	x	x			
c) Arden-Arcade			x	x	
d) Antelope			x		

[1] Subareas will inform the fee comparison with nearby jurisdictions.

Appendix A Table 2
Estimated Development Costs of Non-Residential Development Prototypes
Updated Housing Trust Fund Nexus - Context Materials
Sacramento County, CA

Non-Residential Prototype	Warehouse / Distribution		Light Industrial		Retail		Office		Hotel		
Gross Building Area	500,000 sf		100,000 sf		20,000 sf		50,000 sf		65,000 sf		105 rooms
FAR	0.40 FAR		0.40 FAR		0.25 FAR		0.50 FAR		0.80 FAR		
Land Area	28.7 acres		5.7 acres		1.8 acres		2.3 acres		1.9 acres		
	$/SF	Total	$/SF	Total	$/SF	Total	$/SF	Total	$/SF	$000/rm	Total
Land Acquisition [1]	$13	$6,250,000	$13	$1,250,000	$60	$1,200,000	$20	$1,000,000	$14	$8	$890,000
	$5	/land sf	$5	/land sf	$15	/land sf	$10	/land sf	$11	/land sf	
Directs [2]	$95	$47,500,000	$120	$12,000,000	$175	$3,500,000	$160	$8,000,000	$185	$115	$12,030,000
Indirects											
A&E	$3	$1,660,000	$4	$420,000	$9	$180,000	$8	$400,000	$7	$5	$480,000
FF&E/Tenant Improvements	$5	$2,500,000	$8	$750,000	$38	$760,000	$29	$1,430,000	$28	$17	$1,800,000
Permits & Fees[3]	$11	$5,487,000	$13	$1,319,000	$35	$703,000	$22	$1,122,000	$19	$12	$1,234,000
Other Indirects & Financing	$13	$6,340,000	$16	$1,570,000	$32	$630,000	$24	$1,200,000	$25	$16	$1,640,000
Total Indirects & Financing	$32	$15,987,000	$41	$4,059,000	$114	$2,273,000	$83	$4,152,000	$79	$49	$5,154,000
Total Costs	$139	$69,737,000	$173	$17,309,000	$349	$6,973,000	$263	$13,152,000	$278	$172	$18,074,000
Total Cost Range (+/-10%)	$125-$155/sf		$155-$190/sf		$315-$385/sf		$235-$290/sf		$250-$305/sf		

(1) Land acquisition costs estimated based on recent land sale comps adjusted for building FAR. (See Tables 11 to 13)
(2) Direct construction cost estimates from RS Means and other project pro formas.
(3) Permits & Fees excluding housing trust fee.

Appendix A Table 3
Fees as % of Average Total Development Cost
Updated Housing Trust Fund Nexus - Context Materials
Sacramento County, CA

Fees as % of Total Development Cost										
	Total Dev Cost	***Illustrative Linkage Fees ($/GSF) as a Percent of Total Dev Cost***							**Current Fee**	
	Per GSF	***$0.50***	***$1***	***$2***	***$3***	***$4***	***$5***	***$6***	% of cost	fee
Warehouse/ Distribution	$139/GSF	0.36%	0.72%	1.43%	2.15%	2.87%	3.58%	4.30%	0.19%	$0.26
Light Industrial	$173/GSF	0.29%	0.58%	1.16%	1.73%	2.31%	2.89%	3.47%	0.35%	$0.61
Retail	$349/GSF	0.14%	0.29%	0.57%	0.86%	1.15%	1.43%	1.72%	0.22%	$0.77
Office	$263/GSF	0.19%	0.38%	0.76%	1.14%	1.52%	1.90%	2.28%	0.37%	$0.97
Hotel	$278/GSF	0.18%	0.36%	0.72%	1.08%	1.44%	1.80%	2.16%	0.33%	$0.92

key: up to 1% | 1-2% | 2-3% | over 3%

Appendix A Table 4
Geographies for Fee Comparison
Updated Housing Trust Fund Nexus - Context Materials
Sacramento County, CA

Geography/ Subarea	Warehouse/ Distribution	Light Industrial	Retail	Office	Hotel
Sacramento County					
a) Metro Air Park	x	x		x	x
b) Mather	x	x			
c) Arden-Arcade			x	x	
d) Antelope			x		
Comparison Jurisdictions					
1) City of Sacramento					
a) SE Sacramento	x	x			
b) Railyards			x	x	x
2) Rancho Cordova					
a) Zinfandel SPA	x	x			
b) Hwy 50 Corridor				x	x
b) Sunridge SP			x		
3) Elk Grove					
a) SE Elk Grove	x	x			
b) Laguna/ Hwy 99			x	x	x
4) West Sacramento					
a) Southport	x	x			
b) Washington SP			x	x	x
5) Placer County					
a) Sunset Area	x	x	x	x	x

Appendix A Table 5
Development Fee Comparison Summary
Updated Housing Trust Fund Nexus - Context Materials
Sacramento County, CA

	Sacramento County	*Sacramento County*	*City of Sacramento*	*Rancho Cordova*	*Elk Grove*	*West Sacramento*	*Placer County* [1]
Warehouse (Table 6)							
Subarea	Metro Air	Mather	SE Sac.	Zinfandel	SE Elk Grove	Southport	Sunset
GBA	500,000	500,000	500,000	500,000	500,000	500,000	500,000
Fees PSF, Excl. Affordable	$13.19	$12.89	$6.30	$12.02	$14.52	$7.22	$8.68
Affordable Hsg. Fee PSF	$0.26	$0.26	$0.76	$0.26	$0.94	$0.00	$0.00
Light Industrial (Table 7)							
Subarea	Metro Air	Mather	SE Sac.	Zinfandel	SE Elk Grove	Southport	Sunset
GBA	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Fees PSF, Excl. Affordable	$15.87	$14.65	$8.17	$12.30	$15.38	$8.47	$12.42
Affordable Hsg. Fee PSF	$0.61	$0.61	$1.73	$0.61	$0.88	$0.00	$0.00
Retail (Table 8)							
Subarea	Arden	Antelope	Railyards	Sunridge	Laguna	Washington	Sunset
GBA	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Fees PSF, Excl. Affordable	$31.57	$38.74	$23.29	$39.79	$22.63	$23.04	$22.90
Affordable Hsg. Fee PSF	$0.77	$0.77	$2.22	$0.77	$0.78	$0.00	$0.00
Office (Table 9)							
Subarea	Metro Air	Arden	Railyards	Hwy 50	Laguna	Washington	Sunset
GBA	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Fees PSF, Excl. Affordable	$20.73	$25.97	$31.89	$17.03	$16.88	$25.73	$26.51
Affordable Hsg. Fee PSF	$0.97	$0.97	$2.76	$0.97	$0.00	$0.00	$0.00
Hotel (Table 10)							
Subarea	Metro Air		Railyards	Hwy 50	Laguna	Washington	Sunset
GBA	65,000		65,000	65,000	65,000	65,000	65,000
Fees PSF, Excl. Affordable	$20.13		$31.68	$18.03	$19.96	$21.90	$17.44
Affordable Hsg. Fee PSF	$0.92		$2.63	$0.92	$2.29	$0.00	$0.00

Source: Fee schedules for selected jurisdictions and "Development Exactions Comparison" prepared by Wildan Financial Services (January 2019).
Note: Comparison does not reflect other development exactions such as special assessments and special taxes.
[1] Excludes proposed, but not adopted fees to fund infrastructure in support of the Sunset Area Plan (preliminary estimates range from $7-$20/SF)

Appendix A Table 6
Warehouse Fee Comparison
Updated Housing Trust Fund Nexus - Context Materials
Sacramento County, CA

	Sacramento County	*Sacramento County*	*City of Sacramento*	*Rancho Cordova*	*Elk Grove*	*West Sacramento* w/ incentive[3]	*Placer County*[4]
Subarea	Metro Air	Mather	SE Sac.	Zinfandel	SE Elk Grove	Southport	Sunset
GBA	500,000	500,000	500,000	500,000	500,000	500,000	500,000
Total Fees							
Processing Fees[1]	$765,000	$765,000	$956,250	$403,750	$425,000	$692,223	$212,500
Impact Fees[2]							
Water	$164,134	$358,139	$12,565	$0	$358,139	$8,451	$154,712
Drainage	$0	$694,071	$0	$694,071	$694,071	$232,499	$0
Sewer	$892,304	$748,454	$180,278	$308,917	$452,767	$241,136	$475,146
Flood Control	$570,000	$0	$570,000	$0	$0	$756,000	$0
Roads/Transit	$984,741	$672,000	$1,067,150	$3,092,000	$4,143,500	$1,015,004	$2,159,150
Fire	$303,500	$303,500	$0	$303,500	$290,000	$42,311	$175,000
Parks	$0	$0	$95,000	$0	$0	$80,478	$0
School District	$330,000	$330,000	$270,000	$330,000	$330,000	$0	$330,000
Other Capital Facilities	$0	$0	$0	$110,000	$290,000	$96,334	$75,000
Childcare	$0	$0	$0	$0	$0	$16,096	$0
Plan Area	$1,438,103	$1,655,000	$0	$210,000	$275,000	$2,143	$0
Habitat Conservation[5]	$1,148,760	$918,274	$0	$556,531	$0	$429,006	$759,671
Total, Before Affordable Hsg.	$6,596,542	$6,444,438	$3,151,243	$6,008,769	$7,258,477	$3,611,679	$4,341,178
Affordable Housing	$130,000	$130,000	$380,000	$130,000	$470,000	$0	$0
Fees Per Square Foot							
Processing Fees[1]	$1.53	$1.53	$1.91	$0.81	$0.85	$1.38	$0.43
Impact Fees[2]							
Water	$0.33	$0.72	$0.03	$0.00	$0.72	$0.02	$0.31
Drainage	$0.00	$1.39	$0.00	$1.39	$1.39	$0.46	$0.00
Sewer	$1.78	$1.50	$0.36	$0.62	$0.91	$0.48	$0.95
Flood Control	$1.14	$0.00	$1.14	$0.00	$0.00	$1.51	$0.00
Roads/Transit	$1.97	$1.34	$2.13	$6.18	$8.29	$2.03	$4.32
Fire	$0.61	$0.61	$0.00	$0.61	$0.58	$0.08	$0.35
Parks	$0.00	$0.00	$0.19	$0.00	$0.00	$0.16	$0.00
School District	$0.66	$0.66	$0.54	$0.66	$0.66	$0.00	$0.66
Other Capital Facilities	$0.00	$0.00	$0.00	$0.22	$0.58	$0.19	$0.15
Childcare	$0.00	$0.00	$0.00	$0.00	$0.00	$0.03	$0.00
Plan Area	$2.88	$3.31	$0.00	$0.42	$0.55	$0.00	$0.00
Habitat Conservation[5]	$2.30	$1.84	$0.00	$1.11	$0.00	$0.86	$1.52
Total, Before Affordable Hsg.	$13.19	$12.89	$6.30	$12.02	$14.52	$7.22	$8.68
Affordable Housing	$0.26	$0.26	$0.76	$0.26	$0.94	$0.00	$0.00

Note: Comparison does not reflect other development exactions such as special assessments and special taxes.

(1) Based on processing fees as percentage of the building permit valuation derived from "Development Exactions Comparison" prepared by Wildan Financial Services (201

(2) Based on fee schedules for selected jurisdictions.

(3) Based on "Negotiated Impact Fee Package" available to the Southport Industrial Park. Fees by category are estimates assume a uniform % reduction to standard city fee

(4) Excludes proposed, but not adopted fees to fund infrastructure in support of the Sunset Area Plan (estimated at $7/SF in draft public facilities financing plan)

(5) Reflects base land conversion fee for habitat conservation plan areas, excluding additional fees for wetlands.

Mather habitat fee is a rough estimate based on the South Sac. HCP fees which are not applicable to Mather, and not necessarily representative of the actual mitigation cos

Appendix A Table 7
Light Industrial Fee Comparison
Updated Housing Trust Fund Nexus - Context Materials
Sacramento County, CA

	Sacramento County	*Sacramento County*	*City of Sacramento*	*Rancho Cordova*	*Elk Grove*	*West Sacramento* w/ incentive[3]	*Placer County*[4]
Subarea	Metro Air	Mather	SE Sac.	Zinfandel	SE Elk Grove	Southport	Sunset
GBA	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Total Fees							
Processing Fees[1]	$207,000	$207,000	$258,750	$109,250	$115,000	$187,308	$57,500
Impact Fees[2]							
Water	$34,129	$127,951	$12,565	$0	$127,951	$5,193	$154,712
Drainage	$0	$138,814	$0	$138,814	$138,814	$28,573	$0
Sewer	$178,461	$149,691	$36,198	$61,783	$90,553	$43,521	$95,029
Flood Control	$114,000	$0	$114,000	$0	$0	$151,200	$0
Roads/Transit	$408,894	$200,400	$322,250	$618,400	$828,700	$316,603	$633,191
Fire	$60,700	$60,700	$0	$60,700	$58,000	$5,200	$35,000
Parks	$0	$0	$19,000	$0	$0	$9,890	$0
School District	$66,000	$66,000	$54,000	$66,000	$66,000	$0	$66,000
Other Capital Facilities	$0	$0	$0	$22,000	$58,000	$11,839	$49,000
Childcare	$0	$0	$0	$0	$0	$1,978	$0
Plan Area	$287,621	$331,000	$0	$42,000	$55,000	$263	$0
Habitat Conservation[5]	$229,752	$183,655	$0	$111,306	$0	$85,801	$151,934
Total, Before Affordable Hsg.	$1,586,557	$1,465,211	$816,763	$1,230,254	$1,538,019	$847,369	$1,242,366
Affordable Housing	$61,000	$61,000	$173,000	$61,000	$88,000	$0	$0
Fees Per Square Foot							
Processing Fees[1]	$2.07	$2.07	$2.59	$1.09	$1.15	$1.87	$0.58
Impact Fees[2]							
Water	$0.34	$1.28	$0.13	$0.00	$1.28	$0.05	$1.55
Drainage	$0.00	$1.39	$0.00	$1.39	$1.39	$0.29	$0.00
Sewer	$1.78	$1.50	$0.36	$0.62	$0.91	$0.44	$0.95
Flood Control	$1.14	$0.00	$1.14	$0.00	$0.00	$1.51	$0.00
Roads/Transit	$4.09	$2.00	$3.22	$6.18	$8.29	$3.17	$6.33
Fire	$0.61	$0.61	$0.00	$0.61	$0.58	$0.05	$0.35
Parks	$0.00	$0.00	$0.19	$0.00	$0.00	$0.10	$0.00
School District	$0.66	$0.66	$0.54	$0.66	$0.66	$0.00	$0.66
Other Capital Facilities	$0.00	$0.00	$0.00	$0.22	$0.58	$0.12	$0.49
Childcare	$0.00	$0.00	$0.00	$0.00	$0.00	$0.02	$0.00
Plan Area	$2.88	$3.31	$0.00	$0.42	$0.55	$0.00	$0.00
Habitat Conservation[5]	$2.30	$1.84	$0.00	$1.11	$0.00	$0.86	$1.52
Total, Before Affordable Hsg.	$15.87	$14.65	$8.17	$12.30	$15.38	$8.47	$12.42
Affordable Housing	$0.61	$0.61	$1.73	$0.61	$0.88	$0.00	$0.00

Note: Comparison does not reflect other development exactions such as special assessments and special taxes.

(1) Based on processing fees as percentage of the building permit valuation derived from "Development Exactions Comparison" prepared by Wildan Financial Services (2019).

(2) Based on fee schedules for selected jurisdictions.

(3) Based on "Negotiated Impact Fee Package" available to the Southport Industrial Park. Fees by category are estimates assume a uniform % reduction to standard city fees.

(4) Excludes proposed, but not adopted fees to fund infrastructure in support of the Sunset Area Plan (estimated at $7/SF in draft public facilities financing plan)

(5) Reflects base land conversion fee for habitat conservation plan areas, excluding additional fees for wetlands.

Mather habitat fee is a rough estimate based on the South Sac. HCP fees which are not applicable to Mather, and not necessarily representative of the actual mitigation cost.

Appendix A Table 8
Retail Fee Comparison
Updated Housing Trust Fund Nexus - Context Materials
Sacramento County, CA

	Sacramento County	*Sacramento County*	*City of Sacramento*	*Rancho Cordova*	*Elk Grove*	*West Sacramento*	*Placer County [3]*
Subarea	Arden	Antelope	Railyards	Sunridge	Laguna	Washington	Sunset
GBA	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Total Fees							
Processing Fees[1]	$46,250	$46,250	$57,500	$25,000	$27,500	$46,967	$14,550
Impact Fees[2]							
Water	$32,452	$32,452	$12,565	$18,415	$88,819	$53,032	$154,712
Drainage	$29,146	$43,359	$0	$43,612	$43,612	$0	$0
Sewer	$15,448	$49,333	$7,490	$15,448	$21,202	$37,904	$57,038
Flood Control	$31,400	$0	$31,400	$0	$0	$13,420	$0
Roads/Transit	$441,300	$316,700	$68,250	$252,500	$194,700	$177,557	$150,537
Fire	$13,500	$13,500	$0	$13,500	$36,000	$15,920	$7,000
Parks	$9,800	$0	$3,400	$0	$0	$29,000	$0
School District	$12,200	$12,200	$10,800	$13,200	$13,200	$13,200	$13,200
Other Capital Facilities	$0	$0	$0	$10,200	$27,600	$36,260	$12,400
Childcare	$0	$0	$0	$0	$0	$10,120	$0
Plan Area	$0	$261,094	$274,400	$368,400	$0	$0	$0
Habitat Conservation[4]	$0	$0	$0	$35,618	$0	$27,456	$48,619
Total, Before Affordable Hsg.	$631,496	$774,887	$465,805	$795,894	$452,634	$460,836	$458,057
Affordable Housing	$15,400	$15,400	$44,400	$15,400	$15,600	$0	$0
Fees Per Square Foot							
Processing Fees[1]	$2.31	$2.31	$2.88	$1.25	$1.38	$2.35	$0.73
Impact Fees[2]							
Water	$1.62	$1.62	$0.63	$0.92	$4.44	$2.65	$7.74
Drainage	$1.46	$2.17	$0.00	$2.18	$2.18	$0.00	$0.00
Sewer	$0.77	$2.47	$0.37	$0.77	$1.06	$1.90	$2.85
Flood Control	$1.57	$0.00	$1.57	$0.00	$0.00	$0.67	$0.00
Roads/Transit	$22.07	$15.84	$3.41	$12.63	$9.74	$8.88	$7.53
Fire	$0.68	$0.68	$0.00	$0.68	$1.80	$0.80	$0.35
Parks	$0.49	$0.00	$0.17	$0.00	$0.00	$1.45	$0.00
School District	$0.61	$0.61	$0.54	$0.66	$0.66	$0.66	$0.66
Other Capital Facilities	$0.00	$0.00	$0.00	$0.51	$1.38	$1.81	$0.62
Childcare	$0.00	$0.00	$0.00	$0.00	$0.00	$0.51	$0.00
Plan Area	$0.00	$13.05	$13.72	$18.42	$0.00	$0.00	$0.00
Habitat Conservation[4]	$0.00	$0.00	$0.00	$1.78	$0.00	$1.37	$2.43
Total, Before Affordable Hsg.	$31.57	$38.74	$23.29	$39.79	$22.63	$23.04	$22.90
Affordable Housing	$0.77	$0.77	$2.22	$0.77	$0.78	$0.00	$0.00

Note: Comparison does not reflect other development exactions such as special assessments and special taxes.

[1] Based on processing fees as percentage of the building permit valuation derived from "Development Exactions Comparison" prepared by Wildan Financial Services (2019).

[2] Based on fee schedules for selected jurisdictions.

[3] Excludes proposed, but not adopted fees to fund infrastructure in support of the Sunset Area Plan (estimated at $20/SF in draft public facilities financing plan)

[4] Reflects base land conversion fee for habitat conservation plan areas, excluding additional fees for wetlands.

Appendix A Table 9
Office Fee Comparison
Updated Housing Trust Fund Nexus - Context Materials
Sacramento County, CA

	Sacramento County	*Sacramento County*	*City of Sacramento*	*Rancho Cordova*	*Elk Grove*	*West Sacramento*	*Placer County* [3]
Subarea	Metro Air	Arden	Railyards	Hwy 50	Laguna	Washington	Sunset
GBA	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Total Fees							
Processing Fees[1]	$142,500	$142,500	$172,500	$75,000	$75,000	$139,417	$40,851
Impact Fees[2]							
Water	$14,628	$32,452	$12,565	$0	$93,423	$53,032	$154,712
Drainage	$0	$36,433	$0	$54,516	$54,516	$0	$0
Sewer	$110,258	$46,325	$37,448	$46,325	$75,095	$131,920	$142,596
Flood Control	$39,250	$39,250	$39,250	$0	$0	$21,700	$0
Roads/Transit	$241,795	$875,500	$81,900	$500,000	$335,350	$505,084	$826,270
Fire	$56,000	$56,000	$0	$56,000	$90,000	$66,250	$17,500
Parks	$0	$39,500	$13,000	$0	$0	$117,000	$0
School District	$33,000	$30,500	$27,000	$33,000	$33,000	$33,000	$33,000
Other Capital Facilities	$0	$0	$0	$42,000	$87,500	$150,950	$50,000
Childcare	$0	$0	$0	$0	$0	$33,750	$0
Plan Area	$307,362	$0	$1,211,000	$0	$0	$0	$0
Habitat Conservation[4]	$91,901	$0	$0	$44,522	$0	$34,320	$60,774
Total, Before Affordable Hsg.	$1,036,695	$1,298,460	$1,594,663	$851,363	$843,884	$1,286,423	$1,325,702
Affordable Housing	$48,500	$48,500	$138,000	$48,500	$0	$0	$0
Fees Per Square Foot							
Processing Fees[1]	$2.85	$2.85	$3.45	$1.50	$1.50	$2.79	$0.82
Impact Fees[2]							
Water	$0.29	$0.65	$0.25	$0.00	$1.87	$1.06	$3.09
Drainage	$0.00	$0.73	$0.00	$1.09	$1.09	$0.00	$0.00
Sewer	$2.21	$0.93	$0.75	$0.93	$1.50	$2.64	$2.85
Flood Control	$0.79	$0.79	$0.79	$0.00	$0.00	$0.43	$0.00
Roads/Transit	$4.84	$17.51	$1.64	$10.00	$6.71	$10.10	$16.53
Fire	$1.12	$1.12	$0.00	$1.12	$1.80	$1.33	$0.35
Parks	$0.00	$0.79	$0.26	$0.00	$0.00	$2.34	$0.00
School District	$0.66	$0.61	$0.54	$0.66	$0.66	$0.66	$0.66
Other Capital Facilities	$0.00	$0.00	$0.00	$0.84	$1.75	$3.02	$1.00
Childcare	$0.00	$0.00	$0.00	$0.00	$0.00	$0.68	$0.00
Plan Area	$6.15	$0.00	$24.22	$0.00	$0.00	$0.00	$0.00
Habitat Conservation[4]	$1.84	$0.00	$0.00	$0.89	$0.00	$0.69	$1.22
Total, Before Affordable Hsg.	$20.73	$25.97	$31.89	$17.03	$16.88	$25.73	$26.51
Affordable Housing	$0.97	$0.97	$2.76	$0.97	$0.00	$0.00	$0.00

Note: Comparison does not reflect other development exactions such as special assessments and special taxes.

[1] Based on processing fees as percentage of the building permit valuation derived from "Development Exactions Comparison" prepared by Wildan Financial Services (2019).

[2] Based on fee schedules for selected jurisdictions.

[3] Excludes proposed, but not adopted fees to fund infrastructure in support of the Sunset Area Plan (estimated at $12/SF in draft public facilities financing plan)

[4] Reflects base land conversion fee for habitat conservation plan areas, excluding additional fees for wetlands.

Appendix A Table 10
Hotel Fee Comparison
Updated Housing Trust Fund Nexus - Context Materials
Sacramento County, CA

	Sacramento County	*City of Sacramento*	*Rancho Cordova*	*Elk Grove*	*West Sacramento*	*Placer County* [3]
Subarea	Metro Air	Railyards	Hwy 50	Laguna	Washington	Sunset
GBA	65,000	65,000	65,000	65,000	65,000	65,000
Total Fees						
Processing Fees[1]	$185,250	$224,250	$97,500	$97,500	$181,242	$56,745
Impact Fees[2]						
Water	$12,191	$12,565	$0	$89,107	$53,032	$154,712
Drainage	$0	$0	$44,294	$44,294	$0	$0
Sewer	$309,061	$157,280	$102,025	$280,491	$251,059	$228,548
Flood Control	$25,513	$25,513	$0	$0	$43,615	$0
Roads/Transit	$371,796	$177,240	$771,800	$589,743	$546,915	$538,340
Fire	$43,875	$0	$43,875	$117,000	$51,740	$22,750
Parks	$0	$11,050	$0	$0	$94,250	$0
School District	$42,900	$35,100	$42,900	$42,900	$42,900	$42,900
Other Capital Facilities	$0	$0	$33,150	$36,400	$117,845	$40,300
Childcare	$0	$0	$0	$0	$13,130	$0
Plan Area	$243,455	$1,416,188	$0	$0	$0	$0
Habitat Conservation[4]	$74,669	$0	$36,175	$0	$27,885	$49,379
Total, Before Affordable Hsg.	$1,308,710	$2,059,186	$1,171,719	$1,297,435	$1,423,613	$1,133,673
Affordable Housing	$59,800	$170,950	$59,800	$148,850	$0	$0
Fees Per Square Foot						
Processing Fees[1]	$2.85	$3.45	$1.50	$1.50	$2.79	$0.87
Impact Fees[2]						
Water	$0.19	$0.19	$0.00	$1.37	$0.82	$2.38
Drainage	$0.00	$0.00	$0.68	$0.68	$0.00	$0.00
Sewer	$4.75	$2.42	$1.57	$4.32	$3.86	$3.52
Flood Control	$0.39	$0.39	$0.00	$0.00	$0.67	$0.00
Roads/Transit	$5.72	$2.73	$11.87	$9.07	$8.41	$8.28
Fire	$0.68	$0.00	$0.68	$1.80	$0.80	$0.35
Parks	$0.00	$0.17	$0.00	$0.00	$1.45	$0.00
School District	$0.66	$0.54	$0.66	$0.66	$0.66	$0.66
Other Capital Facilities	$0.00	$0.00	$0.51	$0.56	$1.81	$0.62
Childcare	$0.00	$0.00	$0.00	$0.00	$0.20	$0.00
Plan Area	$3.75	$21.79	$0.00	$0.00	$0.00	$0.00
Habitat Conservation[4]	$1.15	$0.00	$0.56	$0.00	$0.43	$0.76
Total, Before Affordable Hsg.	$20.13	$31.68	$18.03	$19.96	$21.90	$17.44
Affordable Housing	$0.92	$2.63	$0.92	$2.29	$0.00	$0.00

Note: Comparison does not reflect other development exactions such as special assessments and special taxes.
[1] Based on processing fees as % of the building permit valuation derived from "Development Exactions Comparison" prepared by Wildan (2019).
[2] Based on fee schedules for selected jurisdictions.
[3] Excludes proposed, but not adopted fees to fund infrastructure in support of the Sunset Area Plan.
[4] Reflects base land conversion fee for habitat conservation plan areas, excluding additional fees for wetlands.

Appendix A Table 11
Industrial Land Sales (2017- 2020)
Updated Housing Trust Fund Nexus - Context Materials
Sacramento County, CA

Property	Acres	Zoning	Year Sold	Price ($M)	Price /SF Land
Metro Air Park					
Powerline Rd	85.5	SPA	2020	$15.82	$4.25
4740 W Elkhorn Blvd	14.5	SPA	2019	$4.00	$6.34
Average					*$4.55*
Mather					
3960 Happy Ln	4.0	M-1	2019	$1.38	$7.91
Old Placerville Rd	1.8	M-1	2018	$0.45	$5.87
3730 Happy Ln	1.0	M-1	2018	$0.27	$6.08
Goethr Rd	8.4	MP	2017	$2.09	$5.70
3740-3750 Happy Ln	1.1	M-1	2017	$0.27	$5.46
Average					*$6.27*
Other Unincorporated Areas					
2245 Cemo Cir	2.5	MP	2020	$0.80	$7.30
7041 Roseville Rd	6.8	M-1	2020	$0.41	$1.39
3100 51st Ave	14.5	M-1	2020	$1.10	$1.74
Mayhew Rd	4.0	M-1	2019	$0.53	$3.01
12545 Stockton Blvd	3.2	M-1	2019	$0.50	$3.58
12523 E Stockton Blvd	2.0	M-1	2019	$0.31	$3.54
Gerber & French Rd	8.4	RD-20	2019	$1.10	$3.01
28th And Q	10.0	M-1	2019	$0.70	$1.61
6830 28th St	8.9	SPA	2018	$0.71	$1.84
6th St W	90.0	M-2	2018	$1.50	$0.38
701 Straugh Rd	22.3	M-2	2018	$0.38	$0.39
Wilbur Way	12.9	M-1	2018	$1.50	$2.68
6815 Florin Perkins Rd	20.6	M-1	2018	$2.05	$2.29
6901 Florin Perkins Rd	10.8	M-1	2018	$1.05	$2.23
7445 Reese Rd	6.3	M-2	2018	$1.34	$4.89
Roseville Rd	8.6	M-1	2018	$1.24	$3.32
2440 Gold River Rd	1.4	MP	2018	$0.24	$3.86
3509 51st Ave	0.5	M-1	2018	$0.12	$5.94
6729 W 6th St	10.6	M-2	2018	$0.50	$1.09
6951 W 6th St	9.9	M-2	2018	$0.38	$0.87
Elkhorn Blvd & 32nd St	1.4	M-1	2017	$0.31	$5.17
3100 47th Ave	11.1	M-1	2017	$1.25	$2.59
Crn Elkhorn & Blacktop	1.6	M-2	2017	$0.17	$2.33
4616 Mayhew Rd	3.3	M-1	2017	$0.40	$2.76
9371 Jackson Rd	5.8	M-1	2017	$0.97	$3.86
6059 Bradshaw Rd	19.7	M-1	2017	$1.15	$1.34
Average					*$1.60*

Appendix A Table 12
Retail Land Sales (2017- 2020)
Updated Housing Trust Fund Nexus - Context Materials
Sacramento County, CA

Property	Acres	Zoning	Year Sold	Price ($M)	Price /SF Land
Arden-Arcade					
2201 Marconi Ave	0.5	LC	2019	$0.32	$15
2915 Fulton Ave	0.9	SPA	2017	$0.74	$19
Average					*$18*
Antelope					
Antelope Rd	1.1	SC	2019	$0.56	$12
Walerga Rd/ Antelope Rd	2.1	SC	2018	$1.18	$13
5872 Antelope Rd	1.0	LC	2018	$1.15	$26
Antelope Rd	0.8	LC	2017	$0.65	$18
7681 Watt Ave	3.0	LC	2017	$0.70	$5
Average					*$12*
Carmichael					
5924-5930 Don Way	0.5	GC	2019	$0.16	$8
5900 Winding Way	24.5	RD-40	2019	$3.48	$3
Marshall/ Fair Oaks Blvd	4.7	SPA	2019	$0.80	$4
9047 Fair Oaks Blvd	0.4	LC	2017	$0.10	$6
Average					*$3*
Other Unincorporated Areas					
4705 Auburn Blvd	1.1	GC	2020	$1.00	$22
9956-9998 Fair Oaks Blvd	1.3	SPA	List	$0.90	$15
5601 Florin Rd	1.0	SC	2019	$1.20	$28
Gerber Rd	1.7	SC	2019	$1.00	$14
8055 Orchard Loop Ln	0.8	SPA	2019	$0.33	$10
NEQ Hwy 99 & Mack Rd	6.9	LC	2019	$0.88	$3
Jeff Brian Ln	1.0	GC	2019	$0.17	$4
Jackson Rd	1.7	LC	2019	$1.15	$16
4630 Stockton Blvd	0.4	SPA	2019	$0.15	$9
Walerga Road & Elkhorn Blvd	1.5	LC	2018	$0.18	$3
5704 Karen Ln	0.4	SPA	2018	$0.09	$6
4345 47th St	0.3	LC	2018	$0.22	$15
4800 - 4812 Amber Ln	0.6	GC	2017	$0.14	$6
6400-6420 Rio Linda Blvd	0.5	LC	2017	$0.04	$2
6301 Franklin Blvd	1.8	LC	2017	$0.26	$3
Twin Cities Rd at E Stockton E	4.8	TC	2017	$0.85	$4
1 Kiefer Blvd	2.4	LC	2017	$1.20	$11
8865 Calvine Rd	2.4	LC	2017	$1.25	$12
7599 Stockton Blvd	0.9	LC	2017	$0.41	$10
Average					*$8*

Appendix A Table 13
Hotel Land Sales (2017- 2020)
Updated Housing Trust Fund Nexus - Context Materials
Sacramento County, CA

Property	Acres	Zoning	Year Sold	Price ($M)	Price /SF Land
Metro Air					
4750 W Elkhorn Blvd	7.3	SPA	2017	$3.50	$11.04

Appendix A Table 14
New Nonresidential Construction in Sacramento County (2010-2019)
Updated Housing Trust Fund Nexus - Context Materials
Sacramento County, CA

New Construction	*2010*	*2011*	*2012*	*2013*	*2014*	*2015*	*2016*	*2017*	*2018*	*2019*	*Total*
Warehouse and Industrial (Rentable SF 000s)[1]											
Unincorporated Areas	0	0	0	0	0	0	20	1,075	0	0	1,095
Incorporated Cities	96	7	0	0	0	357	58	311	19	22	870
Total	96	7	0	0	0	357	78	1,386	19	22	1,965
Unincorporated Share	*0%*	*0%*	*0%*	*0%*	*0%*	*0%*	*26%*	*78%*	*0%*	*0%*	*56%*
Retail (Rentable SF 000s)											
Unincorporated Areas	4	19	38	114	146	274	126	78	55	26	879
Incorporated Cities	262	414	212	245	278	94	205	941	606	208	3,464
Total	266	433	249	359	423	368	331	1,020	661	234	4,343
Unincorporated Share	*2%*	*4%*	*15%*	*32%*	*34%*	*74%*	*38%*	*8%*	*8%*	*11%*	*20%*
Office (Rentable SF 000s)											
Unincorporated Areas	105	4	72	19	13	0	0	0	0	0	213
Incorporated Cities	525	160	234	290	82	36	184	0	241	65	1,818
Total	630	164	306	310	95	36	184	0	241	65	2,031
Unincorporated Share	*17%*	*2%*	*24%*	*6%*	*13%*	*0%*	*0%*	*0%*	*0%*	*0%*	*10%*
Hotel (Rooms)											
Unincorporated Areas	0	0	0	0	0	0	0	0	83	0	83
Incorporated Cities	0	0	0	0	0	106	97	250	116	229	798
Total	0	0	0	0	0	106	97	250	199	229	881
Unincorporated Share	*0%*	*0%*	*0%*	*0%*	*0%*	*0%*	*0%*	*0%*	*42%*	*0%*	*9%*

Source: Costar and STR

[1] Costar data indicates that nearly 3 million square feet of warehouse and industrial will be built in 2020, including more than 2 million square feet in unincorporated areas.

Appendix A Table 15
Affordable Housing Fee as Percent of Total Fee Stack
Updated Housing Trust Fund Nexus - Context Materials
Sacramento County, CA

	Sacramento County	*City of Sacramento*	*Rancho Cordova*	*Elk Grove*	*West Sacramento*	*Placer County*
Warehouse	2%	11%	2%	6%	0%	0%
Light Industrial	4%	17%	5%	5%	0%	0%
Retail	2%	9%	2%	3%	0%	0%
Office	4%	8%	5%	0%	0%	0%
Hotel	4%	8%	5%	10%	0%	0%

Note: Figures are calculated from fee amounts presented in Appendix A Table 5.

Appendix B – Non-Residential Affordable Housing Fee Program in Other Jurisdictions

APPENDIX B
SUMMARY OF NON-RESIDENTIAL AFFORDABLE HOUSING FEE PROGRAMS

Jurisdiction	Yr. Adopted/ Updated	Fee Level (per Sq.Ft. unless otherwise noted)	Thresholds & Exemptions	Build Option/ Other	Comments
SACRAMENTO AREA					
City of Sacramento Population: 490,000	1989 Most recent update, 2004	Office $2.76 Hotel $2.63 Commercial $2.22 Manufacturing $1.73 Warehouse/Office $0.76	No minimum threshold State or federal property, mixed use w/50%+ residential, certain non-profits, temporary buildings.	Yes. Specifies No. of units per SF	Fee is adjusted annually based on construction cost index
City of Folsom Population: 76,000	2002	Office, Retail, Lt Industrial, and Manufacturing $1.70 Up to 200,000 SF, 100% of fee; 200,000-250,000 SF, 75% of fee; 250,000-300,000 SF, 50% of fee; 300,000 and up, 25% of fee.	No minimum threshold Select nonprofits, small child care centers, churches, mini storage, parking garages, private garages, private schools exempt.	Yes Provide new or rehab housing affordable to very low income households. Also, land dedication.	Fee is adjusted annually based on construction cost index
County of Sacramento Population: 1,495,000	1990	Office $0.97 Hotel $0.92 R&D $0.82 Commercial $0.77 Manufacturing $0.61 Warehouse $0.26	No minimum threshold Service uses operated by non-profits are exempt	N/A	
City of Elk Grove Population: 166,000	1989 Most recent update, 2013	Commercial $0.78 Hotel $2.20 Manufacturing $0.88 Warehouse $0.94	No minimum threshold Federal/state agencies, public schools, churches, libraries, city, county projects.	N/A	Fee is adjusted annually based on ENR construction cost index
Citrus Heights Population: 87,000	1989 (inherited from County when incorporated)	Office $0.97 Hotel $0.92 R&D $0.82 Commercial $0.77 Manufacturing $0.61 Warehouse $0.26	No minimum threshold Membership organizations (churches, non-profits, etc.), mini storage, car storage, marinas, car washes, private parking garages and agricultural uses exempt	N/A	
Rancho Cordova Population: 71,000	1989 (inherited from County when incorporated)	Office $0.97 Hotel $0.92 R&D $0.82 Commercial $0.77 Manufacturing $0.61 Warehouse $0.26	No minimum threshold Membership organizations (churches, non-profits, etc.), mini storage, car storage, marinas, car washes, private parking garages and agricultural uses exempt	N/A	
Placer County Population: 398,000	2020	All Non-residential $2.00 Sierra Nevada / Tahoe area only	No minimum threshold warehouse, commercial in mixed use over residential, governmental and institutional, childcare, churhes.	Yes	ENR Building Cost Index 20-City Average.

Note: This chart has been assembled to present an overview, and as a result, terms are simplified. The information is recent but not all data has been updated as of the date of this report. In some cases, fees are adjusted by an index (such as CPI) which may not be reflected. For use other than general comparison, please consult the code and staff of the jurisdiction.

APPENDIX B
SUMMARY OF NON-RESIDENTIAL AFFORDABLE HOUSING FEE PROGRAMS

Jurisdiction	Yr. Adopted/ Updated	Fee Level (per Sq.Ft. unless otherwise noted)		Thresholds & Exemptions	Build Option/ Other	Comments
SAN FRANCISCO, PENINSULA, SANTA CLARA COUNTY						
San Francisco Population: 864,000	1981 Updated 2002, 2007 2019	Retail / Entertainment Hotel Office (50,000 gsf and above) Office (<50,000 gsf) Laboratory Small Enterprise Workspace	$28.13 $22.57 $69.60 $62.64 $38.37 $23.70	25,000 gsf threshold Exempt: freestanding pharmacy < 50,000 SF; grocery < 75,000	Yes, may contribute land for housing.	Office and Laboratory fees reflect fully phased in January 1, 2021 fee levels. Fee is adjusted annually based on the construction cost increases.
San Jose Population: 1,022,000	2020	Office Retail Hotel (applies to net sf) Warehouse Residential Care (applies to net SF) Industrial and Research and Dev.	$0-15 $0 $5 $5 $6 $0-$3	5,000 gsf threshold sShelter/jotel supportive housing; agriculture; aquaculture; aquaponics, and hydroponics; stadiums, arenas, performing arts venues, and rehearsal space; cemetery; assembly uses; commercial vehicle storage; data center; day care; education and training; energy generation facility; mineral extraction; museums, libraries, parks,	Yes	Fee varies by geographic area, project size and depending on timing of payment.
County of Santa Clara	2018	Academic Space (Stanford Area)	$68.50	no threshold	Yes	Fee in effect July 1, 2020.
City of Palo Alto Population: 67,000	1984 Updated 2002 and 2017.	Office & R&D Other Commercial	$36.53 $21.26	Churches; universities; recreation; hospitals; private educational facilities; day care and nursery school; public facilities; retail, restaurants, services < 1,500 sf are exempt	Yes	Fee is adjusted annually based on CPI.
City of Menlo Park Population: 34,000	1998	Office & R&D Other com./industrial	$18.69 $10.14	10,000 gross SF threshold Churches, private clubs, lodges, fraternal orgs, public facilities and projects with few or no employees are exempt.	Yes, preferred. May provide housing on- or off-site.	Fee is adjusted annually based on CPI.
City of Sunnyvale Population: 152,000	1984 Updated 2003 and 2015.	Industrial, Office, R&D: Retail, Hotel	$16.50 $8.25	Office fee is 50% on the first 25,000 SF of building area. Exemptions for Child care, education, hospital, non-profits, public uses.	N/A	Fee is adjusted annually based on CPI.
City of Santa Clara Population: 125,000	2017	Office 20,000 SF + Office, under 20,000 SF Industrial 20,000 SF + Industrial under 20,000 SF Retail, Hotel, Other 5,000 SF+ Low intensity uses	$20.00 $10.00 $10.00 $5.00 $5.00 $2.00	Assembly, day care, nursery, schools and hospitals and commercial space in a mixed use project under 20,000 square feet are exempt.	Yes.	Fee is adjusted annually based on ENR.
City of San Mateo Population: 104,000	2016	Office Hotel Retail	$26.10 $10.44 $5.22	5,000 SF threshold 25% fee reduction for projections paying prevailing wage. Schools, religious, child care centers, public and non-profit uses exempt.		Fee is adjusted annually based on ENR.
City of Foster City Population: 34,000	2016	Office , Medical Office and R&D Hotel Retail, Restaurant and Services	$27.50 $12.50 $6.25	5,000 SF threshold Schools, places of public assembly, recreational facilities, hospitals, cultural institutions, childcare facilities, nursing homes, rest homes, residential care facilities, and skilled		
South San Francisco Population: 67,000	2018	Office , Medical Office and R&D Hotel Retail, Restaurant and Services	$15.00 $5.00 $2.50	25% fee reduction for projections paying prevailing wage. Schools, churches, child care centers, public uses exempt.		

APPENDIX B
SUMMARY OF NON-RESIDENTIAL AFFORDABLE HOUSING FEE PROGRAMS

Jurisdiction	Yr. Adopted/ Updated	Fee Level (per Sq.Ft. unless otherwise noted)		Thresholds & Exemptions	Build Option/ Other	Comments
East Palo Alto Population: 30,000	2016	non-residential	$10.72	10,000 SF threshold		
San Bruno Population: 43,000	2015	Office and R&D Hotel Retail, Restaurant, Services	$13.10 $13.10 $6.55	No minimum threshold	Yes. Program specifies number of units per 100,000 SF.	Fee is adjusted annually based on ENR.
Redwood City Population: 84,000	2015	Office (Medical, R&D, Admin) Hotel Retail & Restaurant	$20.00 $5.00 $5.00	5,000 SF threshold 25% fee reduction for projections paying prevailing wage. Schools, child care centers, public uses exempt.	Yes. Program specifies number of units per 100,000 SF.	Fee is adjusted annually based on ENR.
City of Mountain View Population: 80,000	Updated 2002 / 2012 /2014 /2016	Office/High Tech/Indust. Hotel/Retail/Entertainment.	$28.25 $3.02	Fee is 50% on building area under thresholds: Office <10,000 SF Hotel <25,000 SF Retail <25,000 SF	Yes	Fee is adjusted annually based on CPI.
City of Cupertino Population: 61,000	1993, 2015	Office/Industrial/R&D Hotel/Commercial/Retail	$24.60 $12.30	No minimum threshold.	N/A	Fee is adjusted annually based on CPI.
City of Los Altos Population: 31,000	2018	Office (recommended fee level) All Other Non-Residential (rec. fee)	*$25.00* *$15.00*	500 SF threshold	Yes	Fee is adjusted annually based on CPI.
City of Milpitas Population: 75,000	2019	Office/ Retail Industrial	$8.00 $4.00	5,000 SF threshold Assembly, day care, schools, hospitals exempt.	N/A	Fee is adjusted annually based on ENR.
County of San Mateo Population: 763,000	2016	Office/Medical/R&D Hotel Retail / Restaurant /Services	$25.00 $10.00 $5.00	3,500 SF threshold; 25% fee reduction for prevailing wage. public, institutional, childcare, recreational, assisted living exempt.	Yes. Program specifies number of units.	Fee is adjusted annually based on ENR.

Note: This chart has been assembled to present an overview, and as a result, terms are simplified. The information is recent but not all data has been updated as of the date of this report. In some cases, fees are adjusted by an index (such as CPI) which may not be reflected. For use other than general comparison, please consult the code and staff of the jurisdiction.

APPENDIX B
SUMMARY OF NON-RESIDENTIAL AFFORDABLE HOUSING FEE PROGRAMS

Jurisdiction	Yr. Adopted/ Updated	Fee Level (per Sq.Ft. unless otherwise noted)		Thresholds & Exemptions	Build Option/ Other	Comments
EAST BAY						
City of Walnut Creek Population: 69,000	2005	Office, retail, hotel and medical	$5.00	First 1,000 SF no fee applied.	Yes	Reviewed every five years.
City of Oakland Population: 417,000	2002	Office/ Warehouse	$5.89	25,000 SF exemption	Yes - Can build units equal to total eligible SF times .00004	Fee due in 3 installments. Fee adjusted with an annual escalator tied to residential construction cost increases.
City of Berkeley Population: 120,000	1993 2014	Office Retail/Restaurant Industrial/Manufacturing Hotel/Lodging Warehouse/Storage Self-Storage R&D	$4.50 $4.50 $2.25 $4.50 $2.25 $4.37 $4.50	7,500 SF threshold.	Yes	Annual CPI increase. May negotiate fee downward based on hardship or reduced impact.
Richmond Population: 111,000	2020	Non-residential	$2.00	5,000 SF threshold	No	Fee indexed annually by ENR Construction Cost Index
City of Fremont Population: 231,000	2017	Office, R&D, Hotel, Retail Industrial, Mfg, Warehouse	$8.00 $4.00	Public uses, additions less than 1,000 SF, manufacturing over 100,000 SF / building exempt.	Yes by formula	Fees are as of 2020 full phase in.
City of Emeryville	2014	All Commercial	$4.43	Schools, daycare centers, storage.	Yes	Fee adjusted annually.
City of Alameda Population: 78,000	1989	Retail Office Warehouse Manufacturing Hotel/Motel	$2.54 $4.99 $0.87 $0.87 $1,223	No minimum threshold	Yes. Program specifies # of units per 100,000 SF	Fee may be adjusted by CPI.
City of Pleasanton Population: 79,000	1990, 2018	Retail Hotel/Motel Office Indust. / R&D / Manuf / Warehouse	$4.56 $4.56 $7.61 12.64	No minimum threshold Churches exempt.	Yes	Fee adjusted annually.
City of Dublin Population: 57,000	2005	Industrial Office R&D Retail Services & Accommodation	$0.56 $1.45 $0.95 $1.18 $0.49	20,000 SF threshold	N/A	
City of Newark Population: 46,000		Commercial Industrial	$3.80 $0.72	No min threshold Schools, recreational facilities, religious institutions exempt.	Yes	Revised annually
City of Livermore Population: 88,000	1999	Retail Service Retail Office Hotel Manufacturing Warehouse Business / Commercial High Intensity Industrial Low Intensity Industrial	$1.38 $1.04 $0.89 $679/ rm $0.43 $0.12 $0.88 $0.44 $0.28	No minimum threshold Church, private or public schools exempt.	Yes; negotiated on a case-by-case basis.	

Note: This chart has been assembled to present an overview, and as a result, terms are simplified. The information is recent but not all data has been updated as of the date of this report. In some cases, fees are adjusted by an index (such as CPI) which may not be reflected. For use other than general comparison, please consult the code and staff of the jurisdiction.

APPENDIX B
SUMMARY OF NON-RESIDENTIAL AFFORDABLE HOUSING FEE PROGRAMS

Jurisdiction	Yr. Adopted/ Updated	Fee Level (per Sq.Ft. unless otherwise noted)		Thresholds & Exemptions	Build Option/ Other	Comments
MARIN, NAPA, SONOMA, SANTA CRUZ						
County of Santa Cruz Population: 273,000	2015	All Other Non-Residential Agricultural, Barn Housing Animals	$3.00 $1.00	No minimum threshold. Governmental and institutional uses exempt	N/A	
County of Marin Population: 261,000	2003, 2016	Office/R&D Retail/Rest. Warehouse Residential Care Facility Medical-Extended Care Hotel/Motel Manufacturing	$7.19 $5.40 $1.94 $19.32 $22.54 $1,745/rm $3.74	No minimum threshold	Yes, preferred.	
San Rafael Population: 59,000	2005	Office/R&D Retail/Rest./Pers. Services Manufacturing/LI Warehouse Hotel/Motel	$10.32 $7.74 $5.59 $3.01 $2.58	5,000 SF threshold. Mixed use projects that provide affordable housing are exempt.	Yes. Program specifies number of units per 1,000 SF.	
Town of Corte Madera Population: 10,000	2001	Office R&D lab Light Industrial Warehouse Retail Com Services Restaurant Hotel Health Club/Rec Training facility/School	$4.79 $3.20 $2.79 $0.40 $8.38 $1.20 $4.39 $1.20 $2.00 $2.39	No minimum threshold	N/A	
City of St. Helena Population: 6,000	2004	Office Comm./Retail Hotel Winery/Industrial	$4.11 $5.21 $3.80 $1.26	Small childcare facilities, churches, non-profits, vineyards, and public facilities are exempt.	Yes, subject to City Council approval.	
City of Petaluma Population: 60,000	2003	Commercial Industrial Retail	$2.89 $2.98 $5.00	N/A	Yes, subject to City Council approval.	Fee adjusted annually by ENR construction cost index.
County of Sonoma Population: 501,000	2005	Office Hotel Retail Industrial / Warehouse R&D Ag Processing	$2.92 $2.92 $5.05 $3.01 $3.01	First 2,000 SF exempt Non-profits, redevelopment areas exempt	Yes. Program specifies number of units per 1,000 SF.	Fee adjusted annually by ENR construction cost index.

APPENDIX B

SUMMARY OF NON-RESIDENTIAL AFFORDABLE HOUSING FEE PROGRAMS

Jurisdiction	Yr. Adopted/ Updated	Fee Level (per Sq.Ft. unless otherwise noted)		Thresholds & Exemptions	Build Option/ Other	Comments
City of Cotati Population: 7,000	2006	Commercial Industrial Retail	$2.11 $2.18 $3.64	First 2,000 SF exempt Non-profits exempt.	Yes. Specifies No. of units per 1,000 SF	Fee adjusted annually by ENR construction cost index.
County of Napa Population: 141,000	Updated 2014	Office Hotel Retail Industrial Warehouse	$5.25 $9.00 $7.50 $4.50 $3.60	No minimum threshold Non-profits are exempt	Units or land dedication; on a case by case basis.	
City of Napa Population: 80,000	1999 Updated 2016	Office Hotel Retail Industrial	$3.55 $6.00 $3.55 $3.50	No minimum threshold Non-profits are exempt	Units or land dedication; on a case by case basis.	Fee has not changed since 1999. Increases under consideration.

Note: This chart has been assembled to present an overview, and as a result, terms are simplified. The information is recent but not all data has been updated as of the date of this report. In some cases, fees are adjusted by an index (such as CPI) which may not be reflected. For use other than general comparison, please consult the code and staff of the jurisdiction.

APPENDIX B
SUMMARY OF NON-RESIDENTIAL AFFORDABLE HOUSING FEE PROGRAMS

Jurisdiction	Yr. Adopted/ Updated	Fee Level (per Sq.Ft. unless otherwise noted)	Thresholds & Exemptions	Build Option/ Other	Comments
SOUTHERN CALIFORNIA					
City of Los Angeles Population: 3,950,000	2017	Non-Residential - fee varies by zone Low $3.00 Medium $4.00 High $5.00	15,000 SF threshold Governmental and public institutional uses developed for governmental or community use, private elementary or high school, hospitals, grocery stores not located within 1/3 mile of existing grocer stores, Central City West Specific Plan Area, South LA Transit Empowerment Zone.	N/A	Fees adjusted annually based on CPI.
City of Santa Monica Population: 92,000	1984 Updated 2002, 2015	Retail $10.83 Office $12.45 Hotel/Lodging $3.41 Hospital $6.83 Industrial $8.37 Institutional $11.36 Creative Office $10.65 Medical Office $7.65	1,000 SF threshold Private K-12 schools, city projects, places of worship, commercial components of affordable housing developments exempt.	N/A	Fees adjusted annually based on construction cost index.
City of West Hollywood Population: 36,000	1986	Non-Residential $8.68	10,000 SF threshold Schools, public facilities, non-profits, public transportation.	Yes	Fees adjusted by CPI annually
City of San Diego Population: 1,391,000	1990 Updated 2014	Office $2.12 Hotel $1.28 R&D $0.80 Retail $1.28	No minimum threshold Industrial/ warehouse, non-profit hospitals exempt.	Can dedicate land or air rights in lieu of fee	

APPENDIX B
SUMMARY OF NON-RESIDENTIAL AFFORDABLE HOUSING FEE PROGRAMS

Jurisdiction	Yr. Adopted/ Updated	Fee Level (per Sq.Ft. unless otherwise noted)		Thresholds & Exemptions	Build Option/ Other	Comments
CENTRAL COAST						
County of San Luis Obispo Population: 280,000	2009 updated 2017	Retail Office Hotel/Motel Industrial / Warehouse Commercial Greenhouses Other Non-Residential	$1.36 $0.96 $1.44 $0.58 $0.03 $1.26	5,000 gsf threshold educational, religious, public, institutional, and residential care uses	Yes equivalent to what fees would produce	Fees indicated are 40% of full phase-in level and are indexed annually based on the construction cost increases.
City of San Luis Obispo Population: 47,000	2004	5% of building permit valuation		2,500 gsf threshold	Yes. 2 aff. units per acre.	
OTHER WEST COAST CITIES						
Seattle, WA Population: 638,000	Citywide Expansion Adopted 2015	Fees vary by geographic area / zone: Downtown and S. Lake Union (fees vary by specific zoning district) Outside Downtown: Low Fee Areas Medium Fee Areas High Fee Areas IC 85-160 zone	 $0 - $17.50 $5 $7 $8 $10	4,000 SF threshold; Exemptions include (1) a number of specific zoning districts; (2) for structures with at least 50 percent residential use: up to 4,000 SF street-level retail, restaurant, arts, entertainment; (3) commercial uses within affordable projects.	Yes	Fee is indexed based on CPI.
Portland, OR Population: 653,000	2016	Affordable Housing Construction Excise Tax at 1% of building permit value		Improvements <$100,000, private schools, hospitals, religious, agriculture, certain non-profit care facilities, public improvements.		

Note: This chart has been assembled to present an overview, and as a result, terms are simplified. The information is recent but not all data has been updated as of the date of this report. In some cases, fees are adjusted by an index (such as CPI) which may not be reflected. For use other than general comparison, please consult the code and staff of the jurisdiction.

KEYSER MARSTON ASSOCIATES
ADVISORS IN PUBLIC/PRIVATE REAL ESTATE DEVELOPMENT

MEMORANDUM

ADVISORS IN:
REAL ESTATE
AFFORDABLE HOUSING
ECONOMIC DEVELOPMENT

BERKELEY
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TIMOTHY C. KELLY
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JULIE L. ROMEY
TIM BRETZ

SAN DIEGO
PAUL C. MARRA

To: Leanne Mueller
County of Sacramento

From: Keyser Marston Associates, Inc.

Date: September 28, 2021

Subject: Comparison of County's Development Fees to Other Regions

The following memorandum provides information regarding development fees in other California regions, supplementing information about fees for the Sacramento region previously provided as part of the report prepared by Keyser Marston Associates Inc. ("KMA Context Report")[1] for the County of Sacramento ("County"). This additional fee comparison information is being provided in response to a request by stakeholders who participated in focus group meetings regarding the proposed update to the County's affordable housing fees. The additional fee comparison provides further context information to support consideration of proposed updates to the County's affordable housing fees for non-residential development.

KMA identified two third-party studies that provide comprehensive fee comparisons for other regions potentially of interest to the County:

- **Fee Comparison Addressing San Joaquin County, Stanislaus County. and select outer Bay Area cities:** "Regional Development Fee Comparative Analysis." Prepared by San Joaquin Partnership, referred to herein as the ("SJP Fee Study"); and

- **Fee Comparison Addressing Western Riverside County, Coachella Valley, and San Bernadino County:** "Updated Analysis of Development Impact Fees in Western Riverside County Prepared for: Western Riverside Council of Governments (WRCOG)." Economic & Planning Systems, Inc. (EPS), referred to herein as the ("WRCOG Fee Study").

[1] "Analysis, Context and Recommendations for Updates to Housing Trust Fund Fees." Prepared for County of Sacramento." Keyser Marston Associates, Inc. 2021.

These studies provide a comprehensive view of fees applicable to new development for a range of jurisdictions within each of the regions addressed. Rather than recreate these comprehensive studies, KMA summarized the pertinent non-residential fee information and combined it with fee information for the Sacramento area included in the KMA Context Report.

The WRCOG Fee Study reflects fee schedules in effect as of 2018-19, while the SJP Fee Study reflects fee schedules as of 2012-13. It is likely that fee schedules for a number of the jurisdictions addressed were modified since the time of the surveys; however, the information still provides general context regarding fees in other regions. Since fees are typically indexed, fee data from the WRCOG Fee Study and SJP Fee Study are adjusted for inflation through FY 2020-21 for consistency with the KMA Context Report using the California Consumer Price Index published by the California Department of Industrial Relations.

Table 1 summarizes the fee comparison. The specific jurisdictions covered by the fee comparison information in each area are listed in Table 2. For consistency across sources, the fee comparisons are presented inclusive of impact fees, school fees, capacity fees and connection charges. Permit processing and plan check costs are included in the KMA Context Report and SJP Fee Study; however, these items were removed for purposes of Table 1 to provide a consistent comparison with data from the WRCOG Fee Study, which did not encompass permit processing costs.

Table 1 – Fee Comparison Summary ($/SF of Building Area)

	Warehouse	Retail	Office
Sacramento County	Metro Air	Arden	Metro Air
	$11.92	$30.03	$18.85
	Mather	Antelope	Arden
	$11.62	$37.20	$24.09
Averages, Comparisons in:			
Sacramento Area	$8.87	$25.37	$22.34
San Joaquin County	$8.00	$15.54	$15.50
Stanislaus County	$7.83	$15.46	$15.77
Outer Bay Area (select cities)	$10.81	$33.03	$29.39
Western Riverside County	$5.43	$24.74	$14.72
Coachella Valley	$4.65	$15.75	$9.33
San Bernadino County	$6.19	$14.26	$15.83
Highest, Comparisons in:			
Sacramento Area	$14.61	$39.31	$31.20
San Joaquin County	$11.70	$20.54	$23.13
Stanislaus County	$18.73	$21.97	$21.99
Outer Bay Area (select cities)	$18.47	$45.87	$47.78
Western Riverside County	$10.09	$43.15	$23.33
Lowest, Comparisons in:			
Sacramento Area	$5.15	$20.69	$15.38
San Joaquin County	$3.97	$9.02	$7.90
Stanislaus County	$2.11	$5.21	$5.99
Outer Bay Area (select cities)	$4.02	$15.38	$15.54
Western Riverside County	$2.89	$14.11	$6.93

Sources: WRCOG Fee Study, SJP Fee Study, KMA Context Report. Fee information from the WRCOG and SJP Fee studies are adjusted for inflation through 20-21.
Note: high and low fees for Coachella Valley and San Bernadino County jurisdictions are not available in WRCOG Study. See Table 2 for a list of the jurisdictions included in fee information for each area. See Table 3 and 4 for additional information by jurisdiction.

Compared to fees for jurisdictions in the seven comparison areas:

- The County's fees for warehouse are above the averages for the comparison areas but are below the highest fees in the Sacramento area, Stanislaus County, and selected outer Bay Area cities.

- The County's fees for retail are above averages for the comparison areas, except the selected outer Bay Area cities, are below the highest fees for comparison jurisdictions in Western Riverside County selected outer Bay Area cities, and similar to the highest fees within the Sacramento area.

- The County's fees for office in Metro Airpark are similar to or below averages in most of the comparison areas and below the highest fee jurisdictions in all areas. Office fees in Arden are above averages for the comparison areas except the outer Bay Area, are similar to the highest fees in San Joaquin, Stanislaus and Western Riverside counties, and below the highest fees in the Sacramento area and select outer Bay Area jurisdictions.

The comparison to other regions provides a broader perspective on fee levels in other regions. However, it is helpful to keep in mind that, in most cases, non-residential development projects are delivered to meet a local demand for space. Developers may consider multiple viable sites in the region, with fees being one consideration among many in selecting a site. In limited instances in which sites in multiple regions throughout the state are considered, regional differences are likely to factor into decision making. For example, differences in the local labor force, transportation networks, customer and supplier base, commercial rents and vacancy rates, construction costs, site availability and cost, and quality of life considerations might all be nearer to the heart of the decision-making process than variations in development impact fees.

Table 2 – Jurisdictions Included in Fee Comparisons

Sacramento Area	San Joaquin County	Coachella Valley	Western Riverside
City of Sacramento	Lathrop	Indio	Banning
Rancho Cordova	Lodi	Palm Desert	Canyon Lake
Elk Grove	Manteca	Palm Springs	Beaumont
West Sacramento	Ripon		Calimesa
Placer County	County Unincorp.		Corona
	Mountain House		Eastvale
	Stockton		Hemet
	Tracy		Jurupa Valley
select Outer Bay Area	**Stanislaus County**	**San Bernadino County**	Lake Elsinore
Livermore	Ceres	Fontana	Menifee
Pleasanton	Modesto	Yucaipa	Murrieta
Fairfield	Patterson	San Bernardino	Norco
Vacaville	Turlock	Ontario	Perris
	County Unincorp.	Chino	Riverside
		Rialto	San Jacinto
			Temecula
			Wildomar
			Temescal Valley
			Winchester
			March JPA

Sources: WRCOG Fee Study, SJP Fee Study, KMA Context Report.

Only Livermore and Pleasanton, in the outer Bay Area, and the Sacramento area comparisons other than West Sacramento, are known to have non-residential affordable housing fees.

Additional detail on fees by jurisdiction is provided in Table 3, with indexing for inflation, and Table 4, without indexing for inflation. The WRCOG study does not specify fee amounts for all jurisdictions except in graphical form; therefore, only average, high, and low fee amounts are identified.

While KMA believes the sources referenced in this memorandum to be sufficiently accurate for the general comparison purposes for which they are used, KMA cannot guarantee their accuracy. For use other than general comparison purposes, please consult the code, fee schedule, and staff of the applicable jurisdiction.

Table 3
Comparison of Fees to Other Regions, With Inflation Adjustment
Sacramento County, CA

	Warehouse	Retail	Office
	Metro Air	Arden	Metro Air
Sacramento County	$11.92	$30.03	$18.85
	Mather	Antelope	Arden
	$11.62	$37.20	$24.09
City of Sacramento	$5.15	$22.64	$31.20
Rancho Cordova	$11.47	$39.31	$16.50
Elk Grove	$14.61	$22.04	$15.38
West Sacramento	$5.84	$20.69	$22.94
Placer County	$7.30	$22.18	$25.70
Sacramento Area Average	$8.87	$25.37	$22.34
Western Riverside Average	$5.43	$24.74	$14.72
Western Riverside Low	$2.89	$14.11	$6.93
Western Riverside High	$10.09	$43.15	$23.33
Coachella Valley Average	$4.65	$15.75	$9.33
San Bernadino Co Average	$6.19	$14.26	$15.83
Lathrop	$5.87	$12.51	$11.38
Lodi	$4.36	$9.02	$10.98
Manteca	$10.30	$19.46	$20.61
Ripon	$11.70	$20.50	$23.13
San Joaquin Co Unincorporated	$3.97	$9.04	$7.90
Mountain House	$11.14	$20.54	$17.90
Stockton	$5.76	$17.91	$18.91
Tracy	$10.86	$15.34	$13.20
San Joaquin Co Average	$8.00	$15.54	$15.50
Livermore	$14.77	$41.84	$38.57
Pleasanton	$18.47	$45.87	$47.78
Fairfield	$4.02	$29.04	$15.54
Vacaville	$5.99	$15.38	$15.67
Outer Bay Area Average	$10.81	$33.03	$29.39
Ceres	$6.11	$13.84	$12.48
Modesto	$4.93	$17.36	$16.96
Patterson	$18.73	$21.97	$21.99
Turlock	$7.27	$18.93	$21.43
Stanislaus County Unincorporated	$2.11	$5.21	$5.99
Stanislaus County Average	$7.83	$15.46	$15.77

Note: For consistency, permit processing, inspection, and plan check fees are not included, as these costs were not included in the WRCOG Fee Study. An inflation adjustment using California CPI is applied to the WRCOG and SJP Fee Study amounts.

Sources:
Sacramento Area comparisons: "Analysis, Context and Recommendations for Updates to Housing Trust Fund Fees. Prepared for County of Sacramento." Keyser Marston Associates, Inc.. 2021.

Western Riverside, Coachella Valley and San Bernadino Comparisons: "Updated Analysis of Development Impact Fees in Western Riverside County Prepared for: Western Riverside Council of Governments (WRCOG)." Economic & Planning Systems, Inc. (EPS). 2019

San Joaquin, outer Bay Area, and Stanislaus County comparisons from "Regional Development Fee Comparative Analysis." Prepared by San Joaquin Partnership. 2013.

Table 4
Comparison of Fees to Other Regions, Without Inflation Adjustment
Sacramento County, CA

	Warehouse	Retail	Office
	Metro Air	Arden	Metro Air
Sacramento County	$11.92	$30.03	$18.85
	Mather	Antelope	Arden
	$11.62	$37.20	$24.09
City of Sacramento	$5.15	$22.64	$31.20
Rancho Cordova	$11.47	$39.31	$16.50
Elk Grove	$14.61	$22.04	$15.38
West Sacramento	$5.84	$20.69	$22.94
Placer County	$7.30	$22.18	$25.70
Sacramento Area Average	$8.87	$25.37	$22.34
Western Riverside Average	$5.19	$23.63	$14.06
Western Riverside Low	$2.76	$13.48	$6.62
Western Riverside High	$9.64	$41.21	$22.28
Coachella Valley Average	$4.44	$15.04	$8.91
San Bernadino Co Average	$5.91	$13.62	$15.12
Lathrop	$4.90	$10.44	$9.50
Lodi	$3.64	$7.53	$9.16
Manteca	$8.60	$16.25	$17.20
Ripon	$9.77	$17.11	$19.30
San Joaquin Co Unincorporated	$3.31	$7.54	$6.60
Mountain House	$9.30	$17.15	$14.94
Stockton	$4.81	$14.95	$15.79
Tracy	$9.06	$12.80	$11.02
San Joaquin Co Average	$6.67	$12.97	$12.94
Livermore	$12.33	$34.92	$32.20
Pleasanton	$15.42	$38.29	$39.88
Fairfield	$3.35	$24.24	$12.97
Vacaville	$5.00	$12.83	$13.08
Outer Bay Area Average	$9.02	$27.57	$24.53
Ceres	$5.10	$11.55	$10.42
Modesto	$4.12	$14.49	$14.16
Patterson	$15.63	$18.34	$18.36
Turlock	$6.07	$15.80	$17.88
Stanislaus County Unincorporated	$1.76	$4.35	$5.00
Stanislaus County Average	$6.54	$12.90	$13.16

Note: For consistency, permit processing, inspection, and plan check fees are not included, as these costs were not included in the WRCOG Fee Study.

Sources:
Sacramento Area comparisons: "Analysis, Context and Recommendations for Updates to Housing Trust Fund Fees. Prepared for County of Sacramento." Keyser Marston Associates, Inc.. 2021.

Western Riverside, Coachella Valley and San Bernadino Comparisons: "Updated Analysis of Development Impact Fees in Western Riverside County Prepared for: Western Riverside Council of Governments (WRCOG)." Economic & Planning Systems, Inc. (EPS). 2019

San Joaquin, outer Bay Area, and Stanislaus County comparisons from "Regional Development Fee Comparative Analysis." Prepared by San Joaquin Partnership. 2013.

Prepared by: Keyser Marston Associates
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COUNTY OF SACRAMENTO
CALIFORNIA

PLANNING COMMISSION REPORT

For the Agenda of:
October 25, 2021

To: Planning Commission

From: Planning and Environmental Review

Subject: PLNP2020-00156. Housing Trust Fund Fee Update Workshop. Environmental Determination: N/A

Supervisorial District(s): All

Contact: Leanne Mueller, Senior Planner
(916) 874-6155, muellerl@saccounty.net

Details of Request:
Planning and Environmental Review (PER) staff are preparing an update to the Sacramento County Code Chapter 16.89, the Housing Trust Fund. Staff recommends an increase to the fee amounts charged to non-residential (commercial and industrial) development. These funds will be a contribution to the local gap funding required to build affordable housing units for workers at lower income levels generated by the development.

Summary of Key Points:
The purpose of this workshop is to provide the County Planning Commission (COPC) with the opportunity to review the proposed Housing Trust Fund Update fees and provide feedback. Since this is an amendment to County Code, the COPC would not typically make a formal recommendation. However, given the COPC's involvement in the preparation of the Housing Element, staff wished to bring this item forward to the COPC in a workshop format and for staff and the Board of Supervisor (Board) to have the benefit of the Commission's comments and recommendations on the item. Following this workshop, Planning and Environmental Review will move the Housing Trust Fund Ordinance forward to the Board of Supervisors for consideration.

PLNP2020-00156. Housing Trust Fund Fee Update.

Project History

The Sacramento County Housing Trust Fund Ordinance (Sacramento County Code Chapter 16.89) was adopted in 1990 to increase and improve the supply of affordable housing units to very-low income households. The ordinance established square footage fees on non-residential developments based on an economic nexus analysis. That analysis determined a clear nexus between the construction of various commercial and industrial buildings or land use types and the number of very-low income employee households. The fee amounts have not been updated since 1992 and are not indexed to inflation. Currently, the County assesses fees at the point of building permit issues with fees ranging from $0.26 per square foot to $0.97 per square foot depending on the use.

The Sacramento Housing and Redevelopment Agency (SHRA) administers the County Housing Trust Fund on behalf of the County and reports back annually to the Board of Supervisors regarding the use of funds and production of affordable housing under the program. SHRA also administers the City's Housing Trust Fund. Over the 30 year period ending in 2020, the County's Housing Trust Fund had received a cumulative amount of $47 million in revenue which then contributed to the production of almost 3,000 affordable housing units.

In 2019, the Board identified an update to the Housing Trust Fund as a priority to facilitate development of more affordable housing. The County contracted with Keyser Marsten Associates, Inc. (KMA) to prepare an updated Nexus Analysis (Attachment 1) and an Analysis, Context and Recommendations Report (Attachment 2). These studies ensure the fees on new non-residential development are legally supported and appropriate. These fees then provide a necessary funding source for the production of affordable housing in Sacramento County.

Studies and Fees

KMA prepared two studies to support the Housing Trust Fund Update.

1. The Housing Trust Fund Nexus Analysis addresses the legal requirements of a fee update and establishes the <u>maximum fees</u> the County could charge.

2. The Analysis, Context, and Recommendations provides information to support selection of updated fee levels, including:
    - Market context
    - Fees as a percent of development costs

- Affordable housing fee programs in Sacramento area
- Comparison of total fees and permit costs to other jurisdictions
- Illustration of fee had it been escalated for cost increases due to inflation over time.

The Ordinance collects fees to support the development of very-low income (VLI) housing for workers earning 30-50 percent of the area median income (AMI). As part of the Nexus Analysis, PER and SHRA staff tasked KMA with expanding the nexus analysis to also include workers at the extremely-low (ELI under 30 percent AMI) and low income (LI 50 to 80 percent of AMI). The Nexus analysis provides an evaluation for each income level (ELI, VLI, LI) and they are reflected in the maximum fee.

As detailed in the Nexus Study, the analysis links the development of eight types of workplace buildings to the estimated number of lower income housing units required in each of three income categories. Then, the cost of providing affordable housing to the worker households is determined and expressed per square foot of building area. Findings represent the full mitigation cost for the affordable housing impacts of new development and the ceiling for any affordable housing fee that may be imposed. The Nexus Study also points out that many of the assumptions made err on the conservative side and may be considerably understated. The subsequent recommendations then reflect a contribution towards the local gap amount rather than the full mitigation cost recognizing that the full mitigation cost could be a barrier to development and that affordable housing projects obtain a variety of subsidies in order to be built and remain affordable over time.

Fee Comparisons

The nexus analysis compared the total development fees for each development type in the County to the development fees in five jurisdictions in the region. These jurisdictions were selected as the most likely competitors to the unincorporated County for non-residential development and include the City of Sacramento, City of Rancho Cordova, City of Elk Grove, City of West Sacramento, and Placer County. With the exception of West Sacramento, these jurisdictions collect Housing Trust Fund fees. Details of these comparisons start on page 14 of the Analysis, Context and Recommendations Report. KMA, SHRA and County staff used these comparisons to inform the fee recommendations.

During the focus group meeting with development-related stakeholders, they suggested the nexus analysis include commercial development fees from regions such as Riverside County, City of Fresno and City of Merced. Development fees from Riverside and San Joaquin Counties were looked at as

a general fee comparison (Attachment 4). However, those jurisdictions do not collect Housing Trust Fund fees or their equivalent and, therefore, are not a direct comparison as relates to this work. The jurisdictions and regions with comparable non-residential fee programs to those in the Sacramento area include a variety of jurisdictions in the Bay area including Napa and Sonoma; County of Santa Cruz; County of San Luis Obispo and the Cities of Los Angeles, San Diego and Santa Monica. However, those regions and jurisdictions were not viewed as direct competitors with the County.

Housing Trust Fund Fees

The current standard of housing affordability indicates that households spending 30 percent or more of their gross income on housing are "cost burdened". Severe overpayment occurs when households spend 50 percent or more of their gross income on housing. Market rate housing is not affordable for households earning under 80 percent of the area median income (AMI) or less than $72,880 for a family of four. The impact of high housing costs disproportionately affect extremely low-, very low-, and low-income households.

New workplace buildings create new jobs, a share of which are lower paying, resulting in new lower income households which in turn create additional demand for affordable housing. The Housing Trust Fund specifically provides funding to help address the affordability gap or the difference between the cost of developing affordable units and the rent charged based on the income of the tenant for those in the workforce.

The results of the Nexus Analysis are heavily driven by two factors: the density of employees within buildings and the occupational make-up of the workforce. Retail has both high employment density and a high proportion of lower paying jobs, factors that in combination result in the highest affordable housing impacts and maximum fee level conclusions among the eight building types. Warehouse and residential care facilities have a high proportion of lower paying jobs, but a low density of employment, resulting in lower maximum fee level conclusions compared to other land uses.

Table 1 provides the existing fees; maximum fees established by the Nexus Analysis; and the Indexed fees, if the ordinance had provided for the annual indexing of the fee.

Table 1: Existing, Maximum, and Indexed Housing Trust Fund Fees

Development Type	Existing Fee	Maximum Fee	Indexed For Cost Increases
Office	$0.97	$47.60	$2.39
Hotel	$0.92	$16.50	$2.27
Research and Development	$0.82	$15.40	$2.02
Commercial	$0.77	$69.60	$1.90
Manufacturing	$0.61	$38.90	$1.51
Warehouse	$0.26	$16.40	$0.64
Medical	-	$48.20	-
Residential Care	-	$15.10	-

Outreach

As part of the fee update process, PER conducted three outreach meetings, and this workshop before the Planning Commission. The outreach effort also includes a dedicated webpage with information on the Housing Trust Fund in multiple languages; the Nexus Study and Context Report and links to the recorded kick-off meeting presentation. GovDelivery notifications were sent to more than 2,000 subscribers regarding the available documents and workshops.

Kick-Off Meeting

This meeting was conducted on August 24, 2021 and provided a general overview of the Housing Trust Fund Update before releasing the studies. PER and KMA provided a presentation and answered questions. This meeting was lightly attended and the recorded presentation and discussion were posted for viewing.

Focus Group Meeting 1

This meeting was conducted on September 7, 2021. Its purpose was to obtain feedback on the nexus analysis and fee amount from development-related stakeholders. PER and KMA summarized the Nexus analysis and presented the potential fees and KMA recommendations. The commercial developers suggested reviewing the fees in competing jurisdictions in addition to the surrounding jurisdictions. They also suggested providing mechanisms to either prorate or leverage the fees, rather than being required to pay up front. PER is adding analysis of fees in San Joaquin and Riverside Counties and is researching mechanisms to prorate or leverage fees.

Focus Group Meeting 2

This meeting was conducted on September 15, 2021. The purpose of the focus group meeting was to obtain feedback on the fee amount from affordable housing advocates and developers. The group indicated the current fees are too low to generate meaningful housing, especially in relation to the City of Sacramento fees. They supported raising the fee comparable to the surrounding area. They also recommended the overall County fees be reviewed and suggested the County should not balance the overall fees on the Housing Trust Fund and see where other development fees can potentially be reduced.

Conclusions

KMA Recommendation

As part of their analysis, KMA has provided recommendations for the Housing Trust Fund Fees based on their analysis of market conditions, development costs, the overall commercial fee burden, and fees in surrounding jurisdictions. KMA recommends:

- Warehouse and Industrial: Up to $2 per square foot
- All Other Non-Residential: Up to $3 per square foot
- Annual indexing to allow the fee to keep pace with increases in costs

Staff Recommendation

After reviewing the studies and hearing comments from developers and housing advocates, staff from PER, SHRA, and Economic Development recommends the Board:

1. Adopt the amended ordinance with the fees in Table 3;
2. Add an annual index to allow fees to keep pace with increases in cost; and
3. Expand the income levels funded by the ordinance to include housing for extremely-low, very-low and low income workers.

Table 2: Recommended Housing Trust Fund Fees

Development Type	Recommended Fee per Square Foot of New Building
Office	$3.00
Hotel	$3.00
Research and Development	$2.00
Commercial	$2.00
Manufacturing	$1.00
Warehouse	$0.70

Staff recommendations are based upon three considerations:

1. Fees in the region. The fees in the Cities of Sacramento, Elk Grove, and Folsom were reviewed and the recommended fees are comparable with these jurisdictions. The recommended fee is lower in the Warehouse category and Commercial categories than the City of Sacramento but higher in other categories. Staff would also note that the recently adopted Housing Elements for the Cities of Sacramento and Rancho Cordova include programs to consider updating their Housing Trust Fund fees.
2. Indexed fees. The indexed fee rate was considered and the recommended fees are similar to or slightly higher than the adopted fees if they had been indexed annually.
3. Overall County fee burden. The focus groups recommended staff consider the total development fees when increasing fees.

The need for affordable housing continues to increase in the Sacramento region and the unincorporated County including the need for sufficient local gap funding to allow projects to compete for available State and Federal funding sources. An update to the Housing Trust Fund fee amounts are long overdue and will provide a balance with the obligation currently placed on residential development via the Affordable Housing Ordinance fees. Staff have sought a balance between the fee levels thought appropriate by the advocates for affordable housing who argue that the fee levels should be higher (e.g. comparable to Bay area jurisdictions) against the arguments from industry to reduce fee burdens in general comparable with San Joaquin Valley and Inland Empire jurisdictions and areas that do not collect a Housing Trust Fund fee.

Attachments

ATT 1 - Nexus Analysis

ATT 2 - Analysis Context and Recommendations Report

ATT 3 - Focus Group Summaries

Housing Trust Fund – Commercial Developers (9/7/21)

Attendance: Leanne Mueller, Todd Smith, Leighann Moffitt, Troy Givens, David Doezema (KMA), Christine Weichert (SHRA), Chuck Shaw, Frank Myers (McClellan), Phil Rodriguez (Lewis Corp), Brandon Black (Metro Chamber), and Chris Norem (BIA)

Leanne Mueller and David Doezema presented the Housing Trust Fund.

Chris Norem (CN): Wondered if any analysis with jurisdictions not in the region could be included– Fresno or Riverside? Housing is more costly here than other places - did the KMA report include the cost of housing? The report should look at construction of retail and industrial in the last 10 years - 2% raise might have a significant impact. Evaluate the impact on housing with one new job center and wants to see direct impact.

Chuck Shaw: Felt that the study did not address the real world development cost because we do not know what has been built over time that help to create no vacancy in small square foot industrial projects. This report creates frustration because developers pay fees for affordable housing, there is state laws requiring more money allocation and yet there is a claim that there is no employment. The money is getting collected, so who is sitting on all that money? Transportation fee can be collected over time, is there a way to deploy that for housing? Suggested that mechanisms to prorate housing fees also be explored.

Christine: SHRA is the agency that deals with funding from the Housing Trust Fund and they are not sitting on these accounts. All the money that is collect are allocated appropriately.

Responses to Questions:

Any Feedback? General comments were to analyze other regions in CA, but not the bay area. These areas include Inland Empire, Merced, Stockton and Reno.

Housing Trust Fund – Housing Advocates (9/15/21)

Attendance: Leanne Mueller, Todd Smith, David Doezema (KMA), Christine Weichert (SHRA), Erin Johansen, Ricardo Gutierrez, Cathy Creswell, Ardie Zahedani, Leah Miller (Habitat for Humanity), Patrick Ting (LSNC), Sarah Ropelato (LSNC), Darren Bobrowsky (USA Property – workforce housing), Kendra Noel, Ejiro Okoro, Keith Bloom, and Dixie Lira Baus (Eden Housing)

Leanne Mueller and David Doezema presented the Housing Trust Fund. During the presentation there were a comments based on the cost per unit to build – mostly comparisons to what each company typically pays for.

Darren asked what the Housing Trust Funds are used for - Leanne responded with developing VLI-LI workforce housing. Darren asked to clarify if it can be used for senior housing, since seniors work.

Christine identified that other populations such as senior or homeless have built in subsidies and this programs is specific to workforce housing.

Cathy stated that she hoped this program looked at all populations since the market impacts everyone. Other jurisdictions allow for more population groups and this HTF is too narrow.

David understood what they were identifying and stated that his firms have studied seniors and homeless; however, this HTF is for workforce housing.

Sarah asked if the nexus could be increased based on the pressure of the current housing market and it's impacts on the displacement of the senior population.

Leah asked if the fees were more expensive than other places and if by having higher fees prohibited/limited development.

Leanne clarified that this HTF has evaluated the neighboring jurisdictions.

Cathy stated that the County needed to raise the fees or evaluate other options because there is a need for that funding. She asked if the County was trying to mitigate the need for the funding.

Sarah supported Cathy in saying that the fees are too low. The City of Sacramento has more money because the fees are higher and the County is missing out by keeping fees low – there is tremendous need for new housing.

Todd wanted clarification from the group on where in the state the HTF project should look to for examples: San Jose (Cathy), Fremont (Dixie) and Seattle (Sarah).

Darren recommended evaluating economically equivalent jurisdictions similar to Sac County.

The Group generally indicated that the County should look at reducing the overall fees the County charges.

Sarah asked if there are other uses, the County is exploring to help fund the HTF, such as hospitals or care facilities.

Leanne stated that hospitals are not issued building permits by the County and care facilities are looped into residential or office uses uses.

Cathy asked the County to evaluate looking at incorporating new fees to fund more affordable housing. Gave kudos for attempting to further fair housing and indexing the funds.

Housing Trust Fund

Non-Residential Affordable Housing Fee Nexus Study and Fee Update

Planning and Environmental Review
December 08, 2021

Leighann Moffitt, Planning Director

Need for Affordable Housing

Affordability of Housing in Sacramento

- Market rate housing not affordable for households earning less than 80% of median income
- 73% of renters & 60% of homeowners earning under 80% of median are overpaying for housing

County responsibility for Producing Affordable Units

- Over 11,000 affordable units assigned to County under 2021-2029 Regional Housing Needs Allocation period or 1,400 affordable units per year
- Only met 5-7% of affordable RHNA in prior Element period

Board Priority

- 2019 Board Direction to Prepare a Nexus Study and return with Fee Update

Public Outreach

Referenced in context of extensive outreach on the Housing Element as well as specific meetings below

- August 24, 2021 - Kick-off meeting
- September 7, 2021- Focus Group 1 with development-related stakeholders
- September 15, 2021 - Focus Group 2 with housing advocates & affordable housing developers
- October 18, 2021 - Planning Commission Workshop
- November 3, 2021 - Sacramento Housing & Redevelopment Commission

Housing Trust Fund Fee

One-time fee paid at building permit

Applies to development of new non-residential buildings in unincorporated areas of Sacramento County

Deposited to Housing Trust Fund managed by Sacramento Housing and Redevelopment Agency (SHRA)

3,000 affordable units assisted since 1990

- Established in 1990 and fee last updated in 1992
- Reassessment is an implementation action for the Analysis of Impediments to Fair Housing Choice submitted to HUD

Housing Trust Fund Fee

- Approximately 50 Similar Programs in California
- Within Sacramento County, five cities have similar fees:
  - City of Sacramento
  - Elk Grove
  - Ranch Cordova
  - Citrus Heights
  - Folsom

Affordable Housing Fees for Non-Residential

Sacramento Area Examples *Dollars per square foot*

	Industrial / Warehouse	Manufacturing	Commercial	Office	Hotel
County of Sacramento Existing [Rancho Cordova & Citrus Heights are the same]	$0.26	$0.61	$0.77	$0.97	$0.92
City of Sacramento	$0.78	$1.77	$2.27	$2.83	$2.70
Folsom (1)	$1.70	$1.70	$1.70	$1.70	$1.70
Elk Grove	$0.94	$0.88	$0.78	None	$2.29
Placer County Tahoe / Sierra Nevada Area	exempt	$2.00	$2.00	$2.00	$2.00

County Existing Fees

Development Type	Current Fee Per Square Feet
Office	$ 0.97
Hotel	$ 0.92
Research & Development	$ 0.82
Commercial/Retail	$ 0.77
Manufacturing/Industrial	$ 0.61
Warehouse	$ 0.26

Studies to Support Fee Update

Two studies prepared by Keyser Marston Associates KMA):

Housing Trust Fund Nexus Analysis – addresses legal requirement to implement an impact fee and establishes maximum fee levels based on cost to provide needed affordable units to workers

Analysis, Context, and Recommendations - provides information to support selection of updated fee levels

- Market context
- Fees as a percent of development costs
- Affordable housing fee programs in Sacramento area
- Comparison of total fees & permit costs to other jurisdictions
- Illustration of fee, had it been escalated for cost increases over time

Nexus Concept

New Workplace Buildings Result In:

- ➔ New jobs, a share of which are lower paying
- ➔ New lower income households
- ➔ New demand for affordable housing

Affordability Gap

- Difference between cost of developing affordable units and the units value based on restricted affordable rent

- Nexus Study addresses three income levels
  - Extremely Low Income - under 30% of area median income(AMI)
  - Very Low Income – 30 to 50% of AMI
  - Low Income – 50 to 80% of AMI

Nexus Study Maximum Fee Findings

Building Type	Nexus Maximum Fee ($/SF)
Office	$47.60
Medical	$48.20
Retail / Commercial	$69.60
Hotel	$16.50
Industrial / Manufacturing	$38.90
Research and Development	$15.40
Warehouse	$16.40

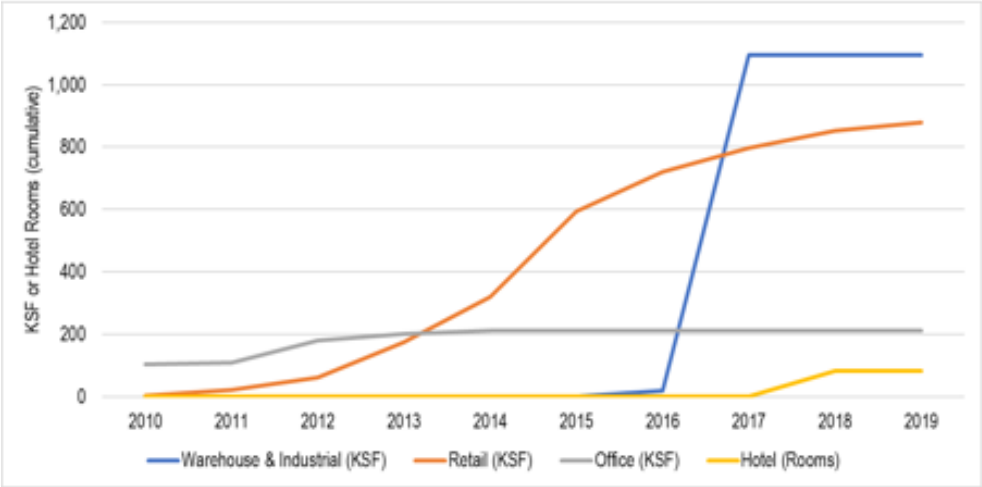
Nexus findings are a ceiling on potential fees.

Fees are typically set well below nexus maximums based on other considerations.

Medical category studied in the Nexus Study combined later with Office.

Development in Unincorporated County

Unincorporated County Development, 2010 to 2019
Cumulative



Sources: Costar, Colliers International.

Warehouse / Distribution has been the largest category of non-residential development in recent years.

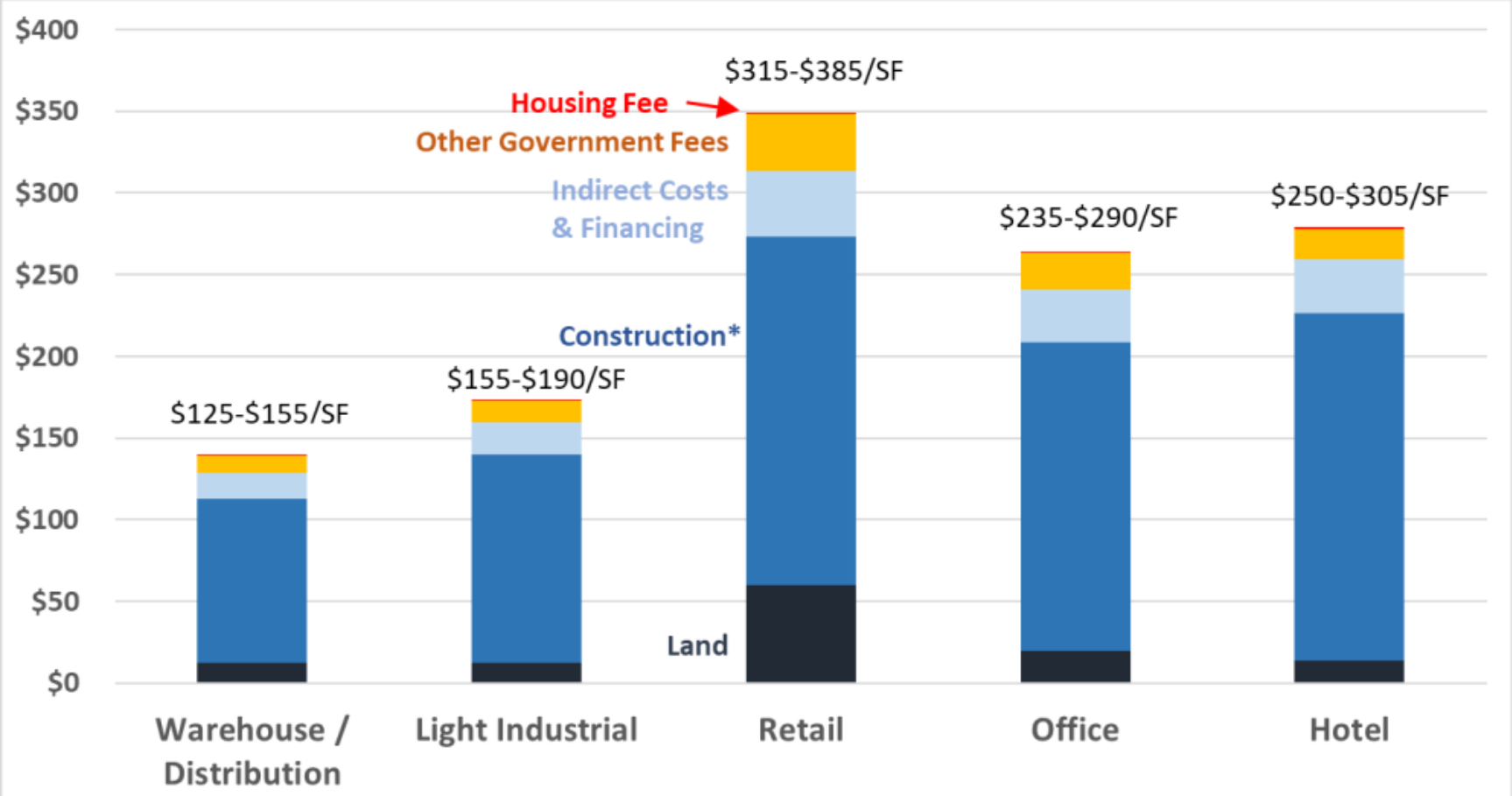
Nearly 5 million square feet built or under construction in 2020 and 2021.

Recent developments include distribution centers for Amazon, U.S. Foods, Walmart.

SACRAMENTO COUNTY

Illustrative Total Development Cost Estimates

Prototype Non-Residential Projects ($ / square foot gross building area)



* Includes estimated direct construction, tenant improvement allowance, and furniture fixtures and equipment (FF&E)

SACRAMENTO COUNTY

KMA Review of Other Regions in California

<u>Study 1</u>

- San Joaquin County
- Stanislaus County
- Select outer Bay Area cities – some collect HTF fees

<u>Study 2</u>

- Western Riverside County
- Coachella Valley
- San Bernardino County

Except for outer Bay Area cities, many of the study areas do not collect HTF fees. However, this provides a broader perspective on fee levels in other regions.

Consultant & County Staff Recommendations

KMA Recommendation

- Warehouse and Industrial: Up to $2 per square foot
- All Other Non-Residential: Up to $3 per square foot
- Add annual index

County Staff Recommendation

Development Type	Recommended Fee
Office	$ 3.00
Hotel	$ 3.00
Research & Development	$ 2.00
Commercial/Retail	$ 2.00
Manufacturing/Industrial	$ 1.00
Warehouse	$ 0.70

- Annual index for inflation (as is done for the Affordable Housing Fee).

Comparison if Fees Were Indexed

Development Type	If Indexed	Recommended Fee
Office	$ 2.39	$ 3.00
Hotel	$ 2.27	$ 3.00
Research & Development	$ 2.02	$ 2.00
Commercial/Retail	$ 2.00	$ 2.00
Manufacturing/Industrial	$ 1.51	$ 1.00
Warehouse	$ 0.64	$ 0.70

Index annually to account for inflation as done for the Affordable Housing Fee.

Fee Levels as Percent of Total Development Costs

	Development Cost Range ($/GSF)	Illustrative Housing Fee Levels						Current Fee
		$0.50	$1	$2	$3	$4	$5	
Warehouse/ Distribution	$125 - $155	0.36%	0.72%	1.43%	2.15%	2.87%	3.58%	0.19%
Light Industrial	$155 - $190	0.29%	0.58%	1.16%	1.73%	2.31%	2.89%	0.35%
Retail	$315 - $385	0.14%	0.29%	0.57%	0.86%	1.15%	1.43%	0.22%
Office	$235 - $290	0.19%	0.38%	0.76%	1.14%	1.52%	1.90%	0.37%
Hotel	$250 - $305	0.18%	0.36%	0.72%	1.08%	1.44%	1.80%	0.33%

Legend:	up to 1%	1-2%	2-3%	over 3%

SACRAMENTO COUNTY

Other Recommendations/Comments

Planning Commission

- In general, supported a fee increase
- Periodically revisit the annual increase (e.g. a sunset with trigger to re-assess)
- Reduce office fee to $2 comparable to retail

Sacramento Housing & Redevelopment Commission

- Increase recommended fee on manufacturing/Industrial to $1.50 (closer to amount if indexed)
- Increase warehouse fee to $0.80 or $0.85 (closer to average of fees for the region)

Conclusion

- Outcome of increased fees will be more affordable housing
  - New gap funding for an additional affordable project every 1-2 years
- Set aggressive but reasonable fees
  - Warehouse lower than City of Sac, Folsom & Elk Grove
  - Warehouse/Industrial, R&D and Retail around ½ percent of total development costs
  - Office & Hotel just over 1 percent of total development costs

From: Ejiro Okoro
To: Clerk of the Board Public Email; Supervisor Serna; Frost. Sue; Kennedy. Patrick; Nottoli. Don; Rich Desmond
Cc: Mueller. Leanne; Moffitt. Leighann
Subject: #4 12.8 Housing Trust Fund
Date: Tuesday, December 7, 2021 5:18:35 PM
Attachments: image001.png
SHA County of Sacramento BOS Housing Trust Fund 12.7 .docx

Please see the attached letter concerning Hearing matter #4, The Housing Trust Fund Update.

https://sachousingalliance.org/

SACRAMENTO
Housing Alliance

909 12th street Suite 114| Sacramento CA 95814

P = 916 455.4900

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At-large

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Alicia Sebastian
California Coalition for Rural Housing

Rachel Smith
Rural Community Assistance Corporation

Holly Wunder-Stiles
Mutual Housing California

December 7, 2021

Supervisor Sue Frost, Chair
Supervisor Don Nottoli, Vice Chair
Supervisor Rich Desmond
Supervisor Patrick Kennedy
Supervisor Phil Serna

Re: Hearing Matter #4 3:30 PM Housing Trust Fund Fee Update

Dear Honorable Supervisors:

On behalf of our members and allies we write to commend the County's proposal to increase the Non-Residential Affordable Housing Fee and to urge even bolder actions commensurate with the unprecedented affordable housing crisis facing Sacramento County residents. The California Housing Partnership's 2021 housing needs report identifies 58,383 low-income renter's households in Sacramento County do not have access to an affordable home. The County's housing element requires planning to accommodate an additional 4,466 Very low and 2,692 low income households.

As a result, the County should seek to better align the fees to ensure the amounts can more significantly address the gap funding needed for local affordable housing developers. At a minimum to start, the County must align fee proposals with the Keyser Marston Associates recommendation to increase the Warehouse and Industrial Fee from $.70 and $1 respectively to $2 per square foot.(comparable with Commercial/ Retail fees as these industries have similar impacts on the low wage workforce). In addition, as recommended by KMR, all other non-residential development should be increased to $3 per square foot.

While we commend the County on moving to add an annual index for inflation, the fees supporting the Affordable Housing Trust Fund must also be biannually assessed for efficacy to support the affordable housing pipeline, namely the 1400 affordable homes that must be annually constructed to meet the Regional Housing Need in the unincorporated County. If a biannual review determines insufficient housing production results from the fee, it should trigger a reassessment of the fee (given the nexus study revealed the

impact of new nonresidential development could justify fees between $15-$47 per square foot). The Planning Department states the recommended fee increases will result in one additional affordable development every 1-2 years. This is insufficient given the County's overwhelming need.

Every affordable project for individuals and families who make a low income requires local gap financing. While state and federal funds are a part of the capital resources needed to finance affordable housing, local funds are essential to leveraging these funding sources. Having a reliable source of funding that is stable and increases over time, is essential for Affordable Housing developers to forecast and aggressively plan to maximize the amount of affordable developments completed locally in our region.

Again, we commend the County for undertaking a review of the effectiveness of its Affordable Housing Trust fund, as it is a critical component of the needed comprehensive approach to attack the affordability crisis. However, we urge the County to meet the moment and increase the fee sufficient to truly and meaningfully impact the affordable housing crisis faced by residents.

Sincerely,

Kendra Lewis, Executive Director
Sacramento Housing Alliance

Cathy Creswell, Board President
Sacramento Housing Alliance

COUNTY OF SACRAMENTO
CALIFORNIA

5

For the Agenda of:
December 8, 2021
Timed: 2:15 p.m.

To: Board of Supervisors

Through: Ann Edwards, County Executive

David Villanueva, Deputy County Executive, Administrative Services

From: Joseph Hsieh, Acting Director, Department of Personnel Services

Subject: Set Salaries For The Elected Department Heads: Assessor, District Attorney, And Sheriff For The 2023-2027 Term Of Office

District(s): All

RECOMMENDED ACTION

Adopt the attached resolution which established the salary for the Assessor, District Attorney, and Sheriff for the 2023-2027 term of office.

BACKGROUND

The County Charter, Section 15, Subdivision B, requires that the compensation for the elected positions of Assessor, District Attorney, and Sheriff be established by the Board at least six months prior to the election for their next terms. The next election is scheduled for June 2022; therefore, salaries for elected officials are required to be set by December 31, 2021 through Board Action.

Salary adjustments for the Assessor, District Attorney, and Sheriff positions are based on the same pay principles used for unrepresented County classes. Those pay principles include market comparisons (median salaries of the four larger and four smaller counties, by population, and the local labor market) and internal salary relationships.

Application of these principles results in the following recommended monthly salaries:

Elected Position	***Current Monthly Salary***	***Monthly Salary on 1/1/2023***	***Recommended Changes***
Assessor	$18,578	$18,578	0%
District Attorney	$24,162	$24,162	0%
Sheriff	$22,891	$22,891	0%

Based upon the results, salary adjustments are not necessary for the Assessor, District Attorney, or the Sheriff for the 2023-2027 term of office.

The elected department heads will receive any general cost of living salary adjustments and benefit changes granted to County employees in classes designated as unrepresented management. Should a cost of living adjustment be provided to unrepresented management during the current term, the current monthly salaries for the elected department heads listed above will be adjusted accordingly at the same time as provided to unrepresented management.

The elected department heads are members of the County retirement system, therefore they will be entitled to any changes made to retirement benefits based on their membership category (i.e. safety or miscellaneous and tier).

FINANCIAL ANALYSIS

There is no fiscal impact during the current fiscal year. Funding for any cost of living benefits will be included in the Department's subsequent annual budget requests.

Attachment(s):
RES – Resolution

RESOLUTION NO.

SET SALARIES FOR THE ELECTED DEPARTMENT HEADS: ASSESSOR, DISTRICT ATTORNEY, AND SHERIFF FOR THE 2023-2027 TERM OF OFFICE

BE IT RESOLVED AND ORDERED by the Board of Supervisors of the County of Sacramento, a political subdivision of the State of California, that pursuant to the provisions of Article XI, Section 4 c of the California Constitution, Section 15 (b) and 37A of the Sacramento County Charter and Section 25300 of the Government Code of the State of California, the following compensation is established for elected officers of the County of Sacramento as indicated:

a. Salaries

1. Effective with the commencement of the term to begin in January 2023, subject to adjustment as provided in subsection 2, the monthly salaries of the three elected officers shall be as follows:

Assessor	$ 18,578
District Attorney	$ 24,162
Sheriff	$ 22,891

2. Salaries in subsection 1 above will be adjusted by general salary increases granted to County employees in classes designated as "unrepresented management." Such adjustments shall be effective at the same time as unrepresented management receives such general salary adjustments.

b. Benefits

The elected officials shall be eligible for and receive: (i) benefits provided by the County's health and medical insurance plans, dental plans, life insurance, and any other County-sponsored group benefit plan with the same employer contributions and

under the same terms and conditions as apply generally to County employees in classes designated as "unrepresented management;" (ii) any other allowance or other compensation, whether in the form of monetary payment or otherwise, as is made generally applicable to County employees in classes designated as "unrepresented management;" (iii) a five hundred fifty dollar ($550) per month automobile allowance for use of their personal vehicle for County business; (iv) retirement allowances made applicable within the County to the class of retirement system active members to which the elected official belongs.

c. Severability

If any provision of this resolution or application thereof to any person or circumstances is held invalid, the Board of Supervisors expressly declares its intent to enact and apply the remainder of the provisions of this Resolution and other provisions thereof shall be deemed to be fully applicable.

On a motion by Supervisor _____, seconded by Supervisor _____, the foregoing Resolution was passed and adopted by the Board of Supervisors of the County of Sacramento this 8th day of December, 2021, by the following vote, to wit:

AYES: Supervisors,

NOES: Supervisors,

ABSENT: Supervisors,

ABSTAIN: Supervisors,

RECUSAL: Supervisors,

(PER POLITICAL REFORM ACT (§ 18702.5.)

_____
Chair of the Board of Supervisors
of Sacramento County, California

(SEAL)

ATTEST: _____
Clerk, Board of Supervisors

COUNTY OF SACRAMENTO
BOARD OF SUPERVISORS
MEETING DATE:

TUESDAY, DECEMBER 8, 2021

NO MATERIAL

COUNTY EXECUTIVE COMMENTS

COUNTY OF SACRAMENTO
BOARD OF SUPERVISORS
MEETING DATE:

TUESDAY, DECEMBER 8, 2021

NO MATERIAL

Supervisors Comments, Reports And Announcements