



A Tradition of Stewardship  
A Commitment to Service

September 27, 2012

Fiscal Analysis Napa Pipe Site

Executive Summary

County staff, with the assistance of Seifel Consulting, revised the March 12, 2012 fiscal analysis based upon the revised development proposal from Napa Redevelopment Partners. The revised analysis contains two scenarios:

1. Scenario 1

Developers modified proposal:

- 945 residential units with 805 market rate units and 140 affordable units
- CCRC facility of 150 units
- Retail with:
  - 25,000 square feet of Neighborhood retail
  - Restaurant of 15,000 square feet
  - Costco of 154,000 square feet
- Business Park with 100,000 square feet of Office and 75,000 square feet of Research and Development
- Hotel of 150 rooms.

2. Scenario 2

Housing element alternative:

- 304 residential units are developed on the site

Assuming these two scenarios the following amount of estimated tax revenues would be generated		
	Scenario 1	Scenario 2
County Share of Property tax	1,605,000	297,000
Real Estate Transfer Tax	56,000	13,000
Sales Tax	2,128,000	0
Transient Occupancy Tax	1,495,000	0
<b>Total</b>	<b>5,284,000</b>	<b>310,000</b>

The following categories were used to estimate ongoing government expenditures that would be generated by the county under each scenario:

- Public Safety
- Public Ways and Facilities
- Health and Sanitation
- Public Assistance
- Education

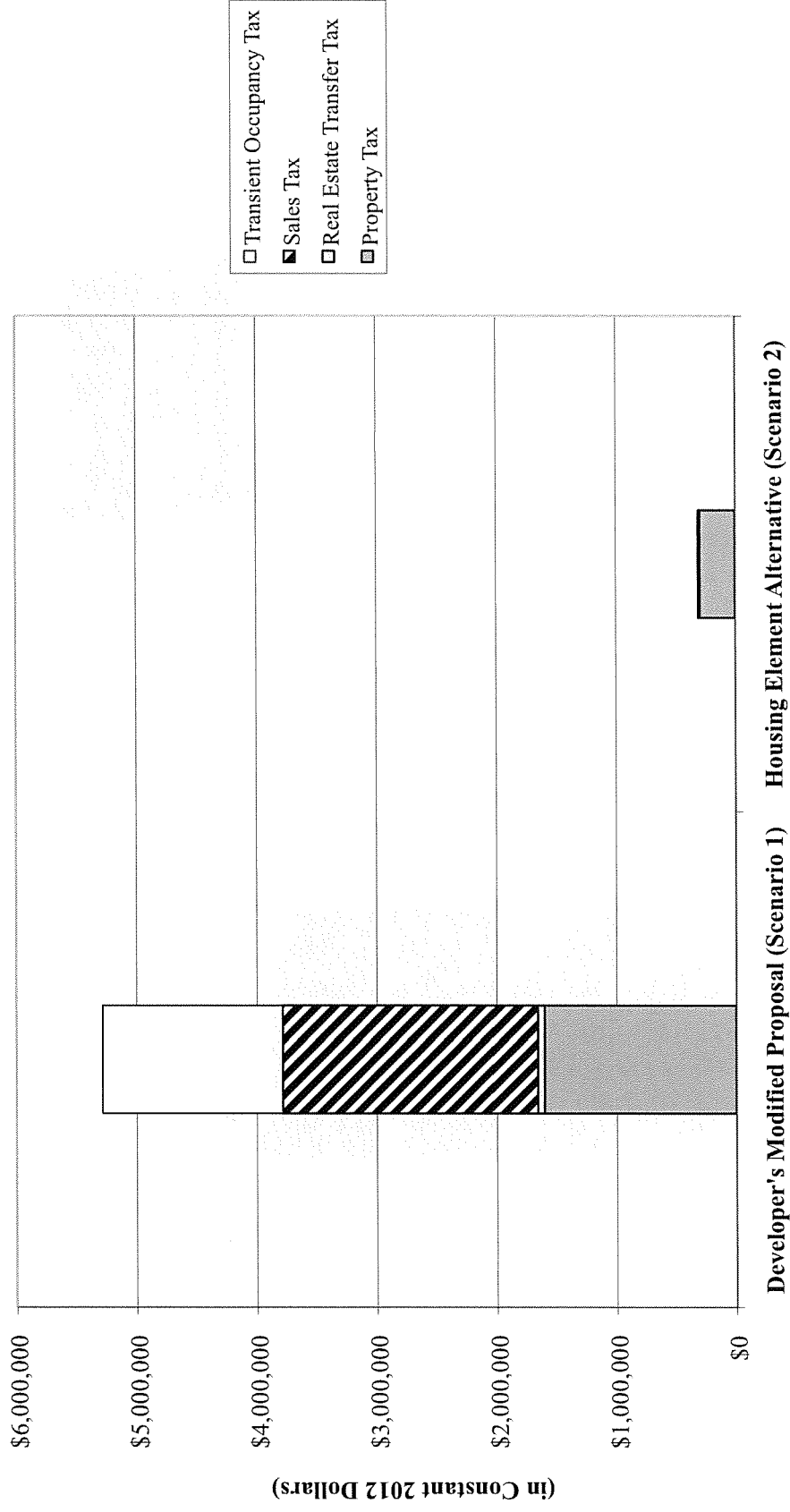
- Recreation and Cultural Facilities

Not included in this analysis were either one time costs or services that would be paid for out of fees paid by the developers or residents/businesses.

Based upon that analysis the two scenarios create the fiscal impacts summarized below:

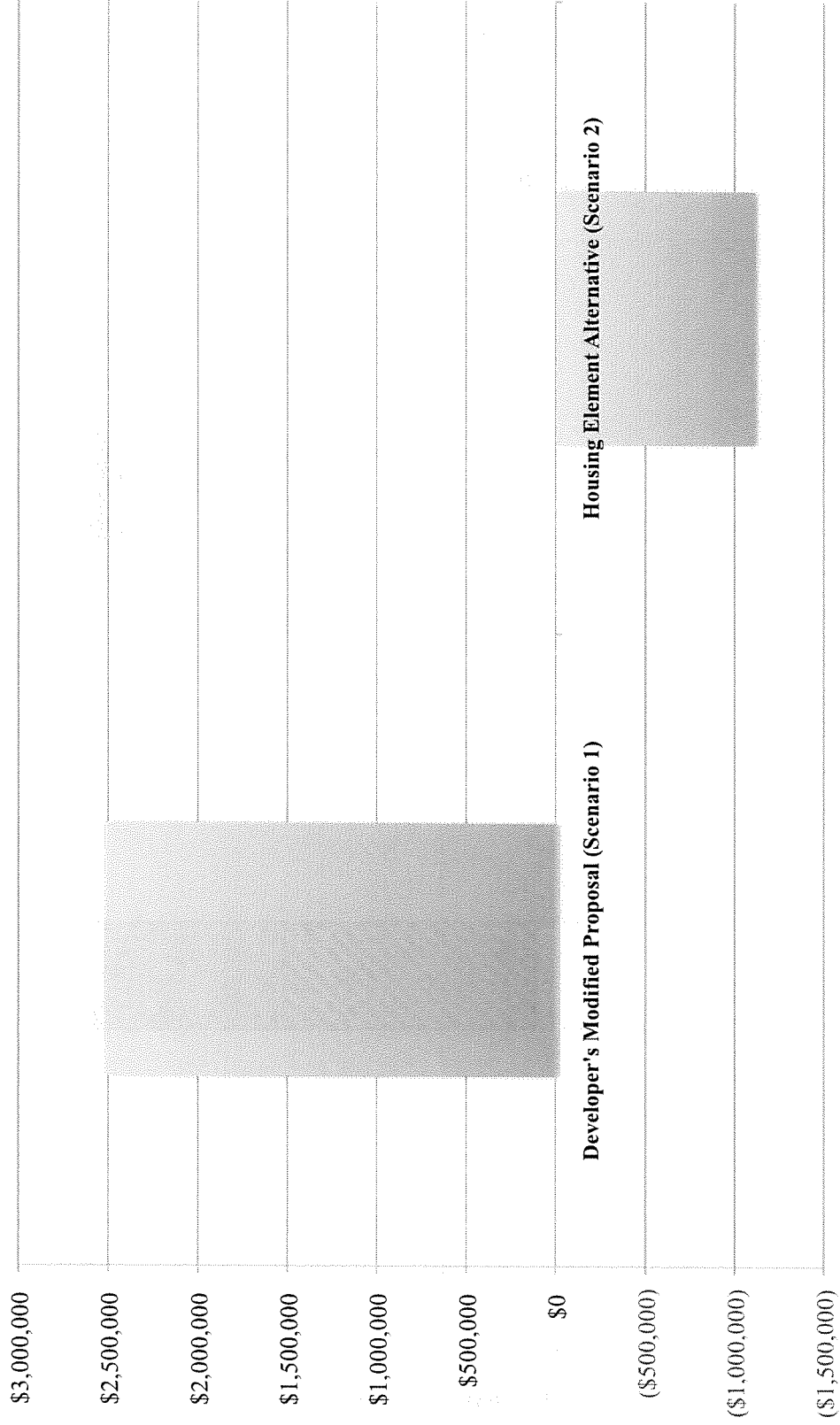
	<u>Developers Proposal</u>	<u>Housing Element</u>
Annual General Fund Revenue	5,284,000	310,000
<u>Annual General Fund Expenditures</u>	<u>(1,414,000)</u>	<u>(351,000)</u>
Net General Fund Impact	3,870,000	(37,000)
Less County Wide Flood Protection	(542,000)	0
Less Annual Fire Operations	(1,133,000)	(1,133,000)
Plus Fire Property Tax Revenue	321,000	59,000
<b>Net Fiscal Impact</b>	<b>2,516,000</b>	<b>(1,111,000)</b>

**Figure 1**  
**Summary of Annual General Fund Revenues<sup>a</sup>**



a. Does not include one time sales tax revenue from construction worker spending and one time transfer tax revenues.

**Figure 2**  
**Napa Pipe Net Fiscal Impact<sup>a</sup>**



a. Does not include one time sales tax from construction worker spending, one time transfer tax revenues, one time Sheriff Department and CAL Fire expenditures, or annual revenues that may be generated from establishment of a fire CFD.

**Table 1**  
**Napa County Demographic Assumptions**  
**Napa Pipe Fiscal Impact Analysis**

<b>Napa Countywide Statistics</b>	
2012 County Total Population	138,255
2012 County Household Population	133,269
2012 Average County Household size	2.715
2012 Employee Population	72,200
Napa County Residents working in Napa County <sup>a</sup>	53,468
Non-Napa County Residents working in Napa County <sup>a</sup>	18,732
<b>2012 Persons Served County Population + 50% of Non-Residents working in Napa County)</b>	<b>147,621</b>
<b>Unincorporated Napa County Statistics<sup>b</sup></b>	
Unincorporated County Total Population	26,567
Average Unincorporated County Household Size	2.497
2012 Employee Population <sup>c</sup>	23,699
Unincorporated Napa County Residents working in Unincorporated Napa County <sup>d</sup>	17,551
Residents Living in Incorporated Cities working in Unincorporated Napa County <sup>d</sup>	6,148
<b>2012 Persons Served (Residents + 50% of City Residents working in Unincorporated Napa County (5,714))</b>	<b>29,641</b>

a. Based on EDD data for Napa County employment commute patterns from the 2000 U.S. Census. 2010 commute pattern data not yet available.

b. Unincorporated Napa County statistics are a subset of Countywide statistics.

c. Based on EDD data for total Napa County jobs multiplied by the percentage of total Napa County jobs in Unincorporated Napa County from ABAG Projections 2009.

d. Based on total jobs in Unincorporated Napa County and 2000 U.S. Census commute patterns for Napa County.

Source: California Department of Finance (DOF), California Employment Development Department (EDD), Association of Bay Area Governments (ABAG), Seifel Consulting Inc.

**Table 2**  
**Proposed Land Uses at Buildout**  
**In Constant 2012 Dollars**  
**Napa Pipe Fiscal Impact Analysis**

Development Type	Developer's Modified Proposal (Scenario 1)			Housing Element Alternative (Scenario 2) <sup>a</sup>		
	Total Units OR Square Feet	Average Assessed Value Per Unit or Square Foot <sup>a</sup>	Average Unit Size (SF)	Total Units OR Square Feet	Average Assessed Value Per Unit or Square Foot <sup>a</sup>	Average Unit Size (SF)
<b>Residential - Market Rate</b>						
Single Family Detached	378	\$579,000	1,832	140	\$405,000	1,888
Townhomes	258	\$462,000	1,547	164	\$378,000	1,515
Condominiums	169	\$452,000	1,275	0		
<b>Market Rate Total</b>	<b>805</b>			<b>304</b>		
<b>Residential - Affordable</b>						
Single Family Detached	66	\$216,000	1,374			
Townhomes	45	\$216,000	1,160			
Condominiums	29	\$195,000	956			
<b>Affordable Total</b>	<b>140</b>					
<b>Residential- Total<sup>b</sup></b>						
Single Family Detached	444	\$525,000	1,765	140	\$405,000	1,888
Townhomes	303	\$425,000	1,490	164	\$378,000	1,515
Condominiums	198	\$415,000	1,228	0		
<b>Residential Total (Units)</b>	<b>945</b>			<b>304</b>		
<b>Non-Residential<sup>c</sup></b>						
CCRC (units)	150	\$262,500				
Retail						
Retail (Neighborhood)	25,000	\$225				
Restaurant	15,000	\$300				
Costco	154,000	\$200				
Business Park						
Office	100,000	\$250				
R&D	75,000	\$137				
Hotel (Rooms)	150	\$550,000				
<b>Non-Residential Total (SF)</b>	<b>369,000</b>					

- a. Assumes 304 market rate residential units. Does not include any non-residential use.
- b. Average assessed value for residential units is a weighted average of TCG September 2012 base price for market rate and affordable units in Napa Pipe across all residential unit types rounded to the nearest thousand.
- c. Average unit size is a weighted average calculated across all residential unit types in TCG September 2012. Includes 85 percent market rate and 15 percent affordable units. Affordable unit assessed value based on Napa County income limits and affordable purchase prices, assuming an average of 50 percent and 80 percent of Area Median Income across all inclusionary units.
- d. Continuing Care Retirement Community (CCRC), Retail and Office Values per NRP; R&D and Hotel Values per TCG  
Source: Napa Redevelopment Partners (NRP), The Concord Group (TCG), Seifel Consulting Inc.

**Table 3**  
**Residential and Non-Residential Population at Buildout**  
**Napa Pipe Fiscal Impact Analysis**

	Persons per Household <sup>a</sup>	Napa Pipe Population <sup>b</sup>	
		Scenario 1	Scenario 2
<b>Residential</b>			
Market Rate and Affordable Units	2.5	2,242	721
CCRC (Units)	1.5	225	0
<b>Residential Total</b>		2,467	721
	Square Feet per Employee <sup>a</sup>	Napa Pipe Employees	
		Scenario 1	Scenario 2
<b>Non-Residential</b>			
CCRC (Units)	3	50	
Retail			
Retail (Neighborhood)	500	48	
Restaurant	200	71	
Costco	850	181	
Business Park			
Office	333	285	
R&D	500	143	
Hotel (Rooms)	1	150	
<b>Non-Residential Total</b>		928	
<b>Total</b>		<b>3,395</b>	<b>721</b>
<b>Service Population<sup>c</sup></b>		<b>2,931</b>	<b>721</b>

- a. Average household size for Unincorporated Napa County according to 2012 DOF data. Square feet per employee from 2011 Willdan Financial Services analysis, with hotel employment assumed at one employee per room.
- b. Includes a 5 percent vacancy factor for residential and non-hotel, non-CCRC commercial. Figures rounded to the nearest whole number.
- c. Service population equals residential total population and 50% of non-residential employee population.

Source: DOF, Willdan Financial Services, TCG, Seifel Consulting Inc.

**Table 4**  
**Property Assessed Value**  
**In Constant 2012 Dollars**  
**Napa Pipe Fiscal Impact Analysis**

Development Type	Average Assessed Value Per Unit/Square Foot/Room <sup>a</sup>		Incremental Assessed Value <sup>b</sup>	
	Scenario 1	Scenario 2	Scenario 1 Total	Scenario 2 Total
<b>Residential<sup>c</sup></b>				
Single Family Detached	\$525,000	\$405,000	\$233,100,000	\$56,700,000
Townhomes	\$425,000	\$378,000	\$128,775,000	\$61,992,000
Condominiums	\$415,000	N/A	\$82,170,000	\$0
<b>Residential Total</b>			<b>\$444,045,000</b>	<b>\$118,692,000</b>
<b>Non-Residential</b>				
CCRC (units)	\$262,500		\$39,375,000	
Retail				
Retail (Neighborhood)	\$225		\$5,625,000	
Restaurant	\$300		\$4,500,000	
Costco	\$200		\$30,800,000	
Business Park				
Office	\$250		\$25,000,000	
R&D	\$137		\$10,252,000	
Hotel (Rooms)	\$550,000		\$82,500,000	
<b>Non-Residential Total</b>			<b>\$198,052,000</b>	
<b>Total</b>			<b>\$642,097,000</b>	<b>\$118,692,000</b>

Note: Calculations rounded to the nearest thousand.

- a. See Table 2. Assessed value rounded to the nearest thousand and does not assume property appreciation.
- b. The incremental assessed value generated by the sale of new development at buildout. For the purposes of this analysis, the existing property value is assumed to be zero.
- c. Includes market rate and affordable units.

Source: TCG, Seifel Consulting Inc.



**Table 5a**  
**Annual General Fund Property Tax Revenue**  
**In Constant 2012 Dollars**  
**Napa Pipe Fiscal Impact Analysis**

Development Type	Annual Property Tax <sup>a</sup>		Annual County Share of Property Tax <sup>b</sup>	
	Scenario 1	Scenario 2	Scenario 1	Scenario 2
<b>Residential</b>				
Single Family Detached	\$2,331,000	\$567,000	\$583,000	\$142,000
Townhomes	\$1,288,000	\$620,000	\$322,000	\$155,000
Condominiums	\$822,000	\$0	\$205,000	\$0
<b>Residential Total</b>	<b>\$4,441,000</b>	<b>\$1,187,000</b>	<b>\$1,110,000</b>	<b>\$297,000</b>
<b>Non-Residential</b>				
CCRC (units)	\$394,000		\$98,000	
Retail				
Retail (Neighborhood)	\$56,000		\$14,000	
Restaurant	\$45,000		\$11,000	
Costco	\$308,000		\$77,000	
Business Park				
Office	\$250,000		\$63,000	
R&D	\$103,000		\$26,000	
Hotel (Rooms)	\$825,000		\$206,000	
<b>Non-Residential Total</b>	<b>\$1,981,000</b>		<b>\$495,000</b>	
<b>Total</b>	<b>\$6,422,000</b>	<b>\$1,187,000</b>	<b>\$1,605,000</b>	<b>\$297,000</b>

Note: Dollar figures rounded to the nearest thousand. Numbers may not add up precisely due to rounding.

- a. Total property tax calculated using the 1 percent base rate. Actual property tax rate including overrides is 1.08 percent.
- b. County share of property taxes is calculated based on 25 percent per Auditor Controller, which is equivalent to County share before any adjustments for payments to Educational Revenue Augmentation Fund (pre-ERAF property tax share). This does not include CAL Fire share of property taxes. Please see Table 5b for annual CAL Fire share of property tax. Does not include SB 2557 related levies.

Source: Napa County, Willdan Financial Services, TCG, Seifel Consulting Inc.

**Table 5b**  
**Annual CAL Fire Property Tax Revenue**  
**In Constant 2012 Dollars**  
**Napa Pipe Fiscal Impact Analysis**

Development Type	Annual Property Tax <sup>a</sup>		Annual CAL Fire Share of Property Tax <sup>b</sup>	
	Scenario 1	Scenario 2	Scenario 1	Scenario 2
<b>Residential</b>				
Single Family Detached	\$2,331,000	\$567,000	\$117,000	\$28,000
Townhomes	\$1,288,000	\$620,000	\$64,000	\$31,000
Condominiums	\$822,000	\$0	\$41,000	\$0
<b>Residential Total</b>	<b>\$4,441,000</b>	<b>\$1,187,000</b>	<b>\$222,000</b>	<b>\$59,000</b>
<b>Non-Residential</b>				
CCRC (units)	\$394,000		\$20,000	
Retail				
Retail (Neighborhood)	\$56,000		\$3,000	
Restaurant	\$45,000		\$2,000	
Costco	\$308,000		\$15,000	
Business Park				
Office	\$250,000		\$13,000	
R&D	\$103,000		\$5,000	
Hotel (Rooms)	\$825,000		\$41,000	
<b>Non-Residential Total</b>	<b>\$1,981,000</b>		<b>\$99,000</b>	
<b>Total</b>	<b>\$6,422,000</b>	<b>\$1,187,000</b>	<b>\$321,000</b>	<b>\$59,000</b>

Note: Dollar figures rounded to the nearest thousand. Numbers may not add up precisely due to rounding.

- a. Total property tax calculated using the 1 percent base rate. Actual property tax rate including overrides is 1.08 percent.
- b. CAL Fire share of property taxes is calculated using the pre-ERAF shift rate of 5 percent.
- b. CAL Fire share of property taxes is calculated based on 5 percent per Auditor Controller, which is equivalent to CAL Fire share before any adjustments for payments to Educational Revenue Augmentation Fund (pre-ERAF property tax share).

Source: Napa County, TCG, Seifel Consulting Inc.

**Table 6a**  
**One Time Real Property Transfer Tax Revenue<sup>a</sup>**  
**In Constant 2012 Dollars**  
**Napa Pipe Fiscal Impact Analysis**

	Scenario 1	Scenario 2
<b>Residential</b>		
<b>Single Family Detached</b>		
Average Value per Unit	\$525,000	\$405,000
# of Units Constructed	444	140
Assessed Value	\$233,100,000	\$56,700,000
Property Transfer Tax Revenue	\$256,000	\$62,000
<b>Townhomes</b>		
Average Value per Unit	\$425,000	\$378,000
# of Units Constructed	303	164
Assessed Value	\$128,775,000	\$61,992,000
Property Transfer Tax Revenue	\$142,000	\$68,000
<b>Condominiums</b>		
Average Value per Unit	\$415,000	
# of Units Constructed	198	
Assessed Value	\$82,170,000	
Property Transfer Tax Revenue	\$90,000	
<b>Residential Total</b>	<b>\$488,000</b>	<b>\$130,000</b>
<b>Non-Residential</b>		
<b>CCRC (units)</b>		
Assessed Value	\$39,375,000	
Property Transfer Tax Revenue	\$43,000	
<b>Retail (Neighborhood)</b>		
Assessed Value	\$5,625,000	
Property Transfer Tax Revenue	\$6,000	
<b>Restaurant</b>		
Assessed Value	\$4,500,000	
Property Transfer Tax Revenue	\$5,000	
<b>Costco</b>		
Assessed Value	\$30,800,000	
Property Transfer Tax Revenue	\$34,000	
<b>Office</b>		
Assessed Value	\$25,000,000	
Property Transfer Tax Revenue	\$28,000	
<b>R&amp;D</b>		
Assessed Value	\$10,252,000	
Property Transfer Tax Revenue	\$11,000	
<b>Hotel (Rooms)</b>		
Assessed Value	\$82,500,000	
Property Transfer Tax Revenue	\$91,000	
<b>Non-Residential Total</b>	<b>\$218,000</b>	
<b>Total</b>	<b>\$706,000</b>	<b>\$130,000</b>

Note: Dollar figures rounded to the nearest thousand.

a. Transfer tax calculated at \$1.10 per \$1,000 of assessed value. One time transfer tax revenue generated from the initial transfer of property from the developer to the first owner.

Source: Napa County, Willdan Financial Services, TCG, Seifel Consulting Inc.

**Table 6b**  
**Annual Real Property Transfer Tax Revenue<sup>a</sup>**  
**In Constant 2012 Dollars**  
**Napa Pipe Fiscal Impact Analysis**

	Scenario 1	Scenario 2
<b>Residential</b>		
<b>Single Family Detached</b>		
Average Value per Unit	\$525,000	\$405,000
# Units	444	140
Property Transfer Tax Base Value <sup>b</sup>	\$23,310,000	\$5,670,000
Property Transfer Tax Revenue	\$26,000	\$6,000
<b>Townhomes</b>		
Average Value per Unit	\$425,000	\$378,000
# Units	303	164
Property Transfer Tax Base Value <sup>b</sup>	\$15,908,000	\$6,642,000
Property Transfer Tax Revenue	\$17,000	\$7,000
<b>Condominiums</b>		
Average Value per Unit	\$415,000	
# Units	198	
Property Transfer Tax Base Value <sup>b</sup>	\$10,395,000	
Property Transfer Tax Revenue	\$11,000	
<b>Residential Total</b>	<b>\$54,000</b>	<b>\$13,000</b>
<b>Non-Residential</b>		
<b>Retail (Neighborhood)</b>		
Assessed Value	\$5,625,000	
Property Transfer Tax Base Value <sup>c</sup>	\$281,000	
Property Transfer Tax Revenue	\$0	
<b>Restaurant</b>		
Assessed Value	\$4,500,000	
Property Transfer Tax Base Value <sup>c</sup>	\$225,000	
Property Transfer Tax Revenue	\$0	
<b>Office</b>		
Assessed Value	\$25,000,000	
Property Transfer Tax Base Value <sup>c</sup>	\$1,250,000	
Property Transfer Tax Revenue	\$1,000	
<b>R&amp;D</b>		
Assessed Value	\$10,252,000	
Property Transfer Tax Base Value <sup>c</sup>	\$513,000	
Property Transfer Tax Revenue	\$1,000	
<b>Non-Residential Total</b>	<b>\$2,000</b>	
<b>Total</b>	<b>\$56,000</b>	<b>\$13,000</b>

Note: Transfer tax figures rounded to the nearest thousand.

- a. Transfer tax calculated at \$1.10 per \$1,000 of assessed value. Annual property transfer tax revenue from ongoing property turnover; does not include transfer tax from initial sale of property. Assessed value does not assume property appreciation.
- b. Average residential turnover rate for mature communities is typically 10 percent (turnover once every 10 years).
- c. Average commercial turnover rate typically 5 percent (turnover once every 20 years). Assumes no turnover for Hotel, Costco, and CCRC within the build out period.

Source: Napa County, Willdan Financial Services, TCG, Seifel Consulting Inc.

**Table 7a**  
**Sales Tax Revenue Assumptions**  
**Napa Pipe Fiscal Impact Analysis**

<b>Basic Sales Tax Rate<sup>a</sup></b>	8.75%
<b>County Pooled Sales Tax Revenue Allotment as a Percent of Basic Sales and Use Tax Revenue Napa County Portion of Sales Tax Rate</b>	1.00%
<b>Sales Tax Imposed by Proposition 172</b>	0.50%
<b>County Share of Proposition 172 Funds</b>	92.7%
<b>Sales Tax Imposed by Measure A</b>	0.50%
<b>Estimated Taxable Sales by Land Use</b>	
Retail	
Retail (Neighborhood) <sup>a</sup>	\$350 per sqft
Restaurant <sup>a</sup>	\$480 per sqft
Costco	\$600 per sqft

a. Assumes 2007 CBRE analysis estimate of \$320 taxable sales per sqft of retail and \$440 taxable sales per sqft of restaurant, inflated to 2012 Dollars (1.8 percent annually).

Source: Bureau of Labor Statistics (BLS), Napa County, California Department of Finance, California State Controller, California State Legislative Analyst, CBRE Consulting, HdL Coren & Cone, TCG, Seifel Consulting Inc.

**Table 7b**  
**Summary of Annual Taxable Sales Tax Revenue**  
**In Constant 2012 Dollars**  
**Napa Pipe Fiscal Impact Analysis**

Revenue Source <sup>a</sup>	Revenue	
	Scenario 1	Scenario 2
<b>Taxable Sales</b>		
Retail		
Retail (Neighborhood)	\$8,750,000	
Restaurant	\$7,200,000	
Costco	<u>\$92,400,000</u>	
<b>Total Taxable Sales</b>	<b>\$108,350,000</b>	
<b>County Pooled Sales and Use Tax Revenue</b>	<b>\$1,084,000</b>	
<b>County Share of Proposition 172 Funds</b>	<b>\$502,000</b>	
<b>Measure A Sales Tax Revenues<sup>b</sup></b>	<b>\$542,000</b>	

Note: Dollar figures rounded to the nearest thousand.

a. Does not include one time construction worker spending in Table 7c.

b. The Measure A ordinance established a 20 year period for the half-cent sales tax from FY 1998/99 through FY 2018/19.

Source: Seifel Consulting Inc.

**Table 7c**  
**One Time Construction Worker Taxable Sales Tax Revenue**  
**In Constant 2012 Dollars**  
**Napa Pipe Fiscal Impact Analysis**

	<b>Scenario 1</b>	<b>Scenario 2</b>
<b>Construction Worker Spending</b>		
Annual Spending in Unincorporated Napa County <sup>a</sup>	\$760	\$760
Total Hard Construction Cost <sup>b</sup>	\$272,459,000	\$51,304,000
Total Labor Cost (50% of Hard Construction Cost)	\$136,229,500	\$25,652,000
Number of Construction Worker Years <sup>c</sup>	2,006	378
Total Construction Worker Spending	\$1,525,010	\$287,365
<b>Total Sales Tax Revenue to Napa County (rounded)</b>	<b>\$15,000</b>	<b>\$3,000</b>

- a. Assumes 2007 CBRE analysis estimate of \$2,777 annual construction worker spending inflated to 2012 Dollars (1.8 percent annually) using California CPI, and CBRE assumption that 25 percent of spending captured in Unincorporated Napa County.
- b. Hard construction cost based on cost per square foot from TCG and Seifel for each development type, as follows: Residential Single Family Detached at \$172,000 per unit, Townhomes at \$166,000 per unit, Condominiums at \$ 231,000 per unit, CCRC at \$ 147,000 per unit, Retail (neighborhood retail, restaurant, and Costco), Business Park and Hotel at \$145 per square foot.
- c. Based on 2012 Q1 EDD weighted average annual wage of construction/extraction occupations in Napa County (\$54,330) plus additional 25% to account for benefits, divided by total labor cost.

Source: CBRE Consulting, EDD, Willdan Financial Services, TCG, Seifel Consulting Inc.

**Table 8**  
**Annual Transient Occupancy Tax (TOT) Revenue**  
**In Constant 2012 Dollars**  
**Napa Pipe Fiscal Impact Analysis**

	<b>Scenario 1</b>	<b>Scenario 2</b>
<b>Number of Rooms</b>	150	0
<b>Number of Occupied Rooms (rounded)<sup>a</sup></b>	98	0
<b>Annual Occupied Room Nights (rounded)<sup>b</sup></b>	35,588	0
<b>Total Annual Room Revenues<sup>c</sup></b>	<b>\$12,455,625</b>	<b>\$0</b>
<b>TOT Revenues to County (12% TOT)</b>	<b>\$1,495,000</b>	<b>\$0</b>

Note: TOT revenue figures rounded to the nearest thousand.

- a. Assumes 65 percent average occupancy.
- b. Assumes 365 days per year.
- c. Assumes average room rate of \$350 per night.

Source: Napa County, Willdan Financial Services, Seifel Consulting Inc.



**Table 9a**  
**Summary of Annual County General Fund Revenues**  
**In Constant 2012 Dollars**  
**Napa Pipe Fiscal Impact Analysis**

Revenue Source <sup>a</sup>	Revenue	
	Scenario 1	Scenario 2
Property Tax <sup>b</sup>	\$1,605,000	\$297,000
Real Estate Transfer Tax <sup>c</sup>	\$56,000	\$13,000
Sales Tax <sup>d</sup>	\$2,128,000	\$0
Transient Occupancy Tax (TOT) <sup>e</sup>	\$1,495,000	\$0
<b>Total</b>	<b>\$5,284,000</b>	<b>\$310,000</b>

a. Does not include all revenues to General Fund, such as charges for services, franchise fees, licenses and permits, etc.

b. See Table 5a. Does not include property tax revenues to CAL Fire.

c. See Table 6b. Does not include one time real estate transfer tax revenue.

d. See Table 7b. Does not include construction worker sales tax revenue.

Includes additional sales tax revenues per Proposition 172 and Measure A.

e. Assumes existing 12 percent TOT rate. See Table 8.

Source: Seifel Consulting Inc.

**Table 9b**  
**Summary of One Time County General Fund Revenues**  
**In Constant 2012 Dollars**  
**Napa Pipe Fiscal Impact Analysis**

Revenue Source	Revenue	
	Scenario 1	Scenario 2
One Time Real Estate Transfer Tax <sup>a</sup>	\$706,000	\$130,000
Construction Worker Sales Tax <sup>b</sup>	\$15,000	\$3,000
<b>Total</b>	<b>\$721,000</b>	<b>\$133,000</b>

a. See Table 6a.

b. See Table 7c.

Source: Seifel Consulting Inc.

**Table 10a**  
**County Expenditures and Estimating Methodologies<sup>a</sup>**  
**In Constant 2012 Dollars**  
**Napa Pipe Fiscal Impact Analysis**

<b>Departments</b>	<b>Amount</b>	<b>Less: Intergovernmental Transfers</b>	<b>Net County Costs</b>	<b>Gross Expenditures</b>	<b>Percent Variable</b>	<b>Net Expenditures</b>	<b>Methodology<sup>b</sup></b>
General Government <sup>c</sup>	\$37,039,022	\$7,153,179	\$29,885,843	\$202.45	0%	\$0.00	Per Person Served
Public Safety							
Sheriff's Department	\$23,336,524	\$0	\$23,336,524	\$380.77	0%	\$133.27	Case Study
All Other Public Safety Departments <sup>d</sup>	\$76,921,875	\$20,712,762	\$56,209,113	\$118.28	35%	\$23.66	Per Person Served
Public Ways and Facilities	\$23,825,672	\$6,365,354	\$17,460,318	\$80.16	20%	\$16.03	Per Person Served
Health and Sanitation	\$40,838,624	\$29,005,211	\$11,833,413	\$32.19	20%	\$25.75	Per Person Served
Public Assistance	\$37,018,759	\$32,568,632	\$4,450,127	\$51.46	80%	\$38.59	Per Capita (Resident)
Education	\$7,541,241	\$426,745	\$7,114,496	\$8.57	75%	\$1.71	Per Capita (Resident)
Recreation and Cultural Services	\$1,264,678	\$0	\$1,264,678		20%	\$0.00	Per Person Served
Debt Services	\$2,932,259	\$0	\$2,932,259		0%		Not Estimated
<b>Total</b>	<b>\$250,718,654</b>	<b>\$96,231,883</b>	<b>\$154,486,771</b>	<b>\$873.87</b>		<b>\$174.67</b>	<b>Per Person Served</b>
						<b>\$64.34</b>	<b>Per Capita (Resident)</b>

a. Based on actual expenditures per County FY 2010/11 CAFR, pages 24 and 83 and Willdan estimating methodology. See Table 18 of Willdan Financial Services, January 2011 analysis.

b. Persons served assumes full County population and 1/2 non-resident employee population. County expenditures may be higher if actual persons served is less than the estimated service population.

c. Resident and employee population from Napa Pipe not expected to increase expenditures for County General Government, per Napa County staff.

d. CAL Fire expenditures not included. CAL Fire one time expenditures shown in Table 10c and annual expenditures shown in Table 11.

Source: Napa County FY 2010/11 CAFR, Willdan Financial Services, Seifel Consulting Inc.

**Table 10b**  
**Ongoing Annual Napa Pipe Sheriff Department Staffing Costs**  
**In Constant 2012 Dollars**  
**Napa Pipe Fiscal Impact Analysis**

Patrolling Personnel	Cost per Position	# of Positions		Total Patrolling Cost	
		Scenario 1	Scenario 2	Scenario 1	Scenario 2
Sergeant Position	\$205,318	1	0	\$205,318	\$0
Deputy	\$179,079	3	1	\$537,237	\$179,079
<b>Total</b>		<b>4</b>	<b>1</b>	<b>\$742,555</b>	<b>\$179,079</b>
<b>Total Patrolling Costs (Rounded)</b>				<b>\$743,000</b>	<b>\$179,000</b>

Source: Napa County.

**Table 10c**  
**Ongoing Annual Napa Pipe CAL Fire Staffing Costs**  
**In Constant 2012 Dollars**  
**Napa Pipe Fiscal Impact Analysis**

	Cost per Position	# of Positions		Total Cost	
		Scenario 1	Scenario 2	Scenario 1	Scenario 2
<b>Personnel</b>					
Captain	Not Available	2	2		
Engineer	Not Available	6	6		
Firefighter	Not Available	0	0		
<b>Total Personnel Cost</b>		<b>8</b>	<b>8</b>	<b>\$1,108,000</b>	<b>\$1,108,000</b>
<b>Annual Maintenance and Replacement</b>					
Type 1 Fire Engine				\$25,000	\$25,000
Aerial Apparatus				\$0	\$0
<b>Total Maintenance and Replacement Costs</b>				<b>\$25,000</b>	<b>\$25,000</b>
<b>Total Annual CAL Fire Costs</b>				<b>\$1,133,000</b>	<b>\$1,133,000</b>

Source: Napa County.

**Table 10d**  
**One Time Sheriff Department and CAL Fire Costs**  
**In Constant 2012 Dollars**  
**Napa Pipe Fiscal Impact Analysis**

	Cost	
	Scenario 1	Scenario 2
<b>Sheriff Department</b>		
Vehicles and Equipment	\$110,000	\$55,000
Staff Equipment	\$23,000	\$4,700
Sub-station	\$250,000	\$0
<u>Boat Dock</u>	<u>\$100,000</u>	<u>\$0</u>
<b>Total</b>	<b>\$483,000</b>	<b>\$59,700</b>
<b>CAL Fire</b>		
Type I Fire Engine	\$650,000	\$650,000
<u>Aerial Apparatus</u>	<u>\$0</u>	<u>\$0</u>
<b>Total</b>	<b>\$650,000</b>	<b>\$650,000</b>
<b>Total Public Safety One Time Costs<sup>a</sup></b>	<b>\$1,133,000</b>	<b>\$710,000</b>

a. Figures rounded to the nearest thousand.

Source: Napa County.

**Table 10e**  
**Estimated Annual Costs from Napa Pipe Development<sup>a</sup>**  
**In Constant 2012 Dollars**  
**Napa Pipe Fiscal Impact Analysis**

	<b>Scenario 1<sup>b</sup></b>	<b>Scenario 2<sup>b</sup></b>
Per Person Served Expenditure <sup>c</sup>	\$174.67	\$174.67
Per Capita Served Expenditure <sup>c</sup>	\$64.34	\$64.34
Service Population (Per Person Served) <sup>d</sup>	2,931	721
Service Population (Per Capita Served) <sup>d</sup>	2,467	721
Sheriff Department Annual Costs <sup>e</sup>	\$743,000	\$179,000
Estimated Annual Costs Generated from Project	\$1,414,000	\$351,000

a. Utilizes Willdan Financial Services methodology. See Table 18 and 19 in Willdan January 2012 analysis. Costs rounded to the nearest thousand.

b. See Table 10a and 10b. Assumes service population calculated in Table 3.

Does not include estimated expenditures related to fire operations (See Table 11).

c. See Table 10a.

d. See Table 3.

e. See Table 10b. Does not include one time costs associated with Sheriff Department equipment and facilities.

Source: Napa County, Willdan Financial Services, Seifel Consulting Inc.

**Table 11**  
**Summary of Net Annual Impact to Napa County<sup>a</sup>**  
**In Constant 2012 Dollars**  
**Napa Pipe Fiscal Impact Analysis**

	<b>Developer's Modified Proposal (Scenario 1)</b>	<b>Housing Element Alternative (Scenario 2)</b>
Annual General Fund Revenues <sup>b</sup>	\$5,284,000	\$310,000
Annual General Fund Expenditures <sup>c</sup>	(\$1,414,000)	\$351,000
Net General Fund Impact	\$3,870,000	(\$37,000)
Less: County-Wide Flood Protection Expenditures <sup>d</sup>	(\$542,000)	\$0
Less: Annual Fire Operations Expenditures <sup>e</sup>	(\$1,133,000)	(\$1,133,000)
Plus: Fire Services Annual Property Tax Revenue <sup>f</sup>	\$321,000	\$59,000
<b>Net Fiscal Impact</b>	<b>\$2,516,000</b>	<b>(\$1,111,000)</b>

a. Includes additional sales tax revenues per Measure A and Proposition 172.

b. See Table 9a.

c. See Table 10e. Does not include one time costs associated with Sheriff Department equipment and facilities.

d. Measure A sales tax revenues to the County must be dedicated to County-wide flood protection efforts and other watershed improvement projects.

e. Based on staffing increase and annual maintenance and replacement costs for Type I engine, per Napa County staff. See Table 10c for details. Does not include one time costs associated with CAL Fire equipment.

f. See Table 5b. Annual CFD revenues not estimated.

**Table 12**  
**Potential Annual Revenues Available through Mello Roos Community Facilities District**  
**In Constant 2012 Dollars**  
**Napa Pipe Fiscal Impact Analysis**

Basic County Property Tax Rate	1.0%	
<u>Maximum Absorbable CFD % on Top of Property Tax Rate</u>	0.5%	
Total Maximum Absorbable Property Tax %	1.50%	
Voter Approved Overrides	0.08%	
Maximum Supportable Mello Roos CFD %	0.42%	
<b>Development Type</b>	<b>Scenario 1</b>	<b>Scenario 2</b>
Incremental Assessed Value at Buildout	\$642,097,000	\$118,692,000
Annual Revenues from Mello Roos CFD <sup>a</sup>	\$2,697,000	\$499,000

a. Revenues rounded to the nearest thousand.

Source: TCG, Seifel Consulting Inc.