

Overview of Fiscal Impacts

	Annual (Stablized Year 20)	Year 0-50 Nominal Total	Year 0-50 Present Value @ 3.0%
City of La Verne			
Estimated Fiscal Revenues (Net of EIFD Contribution)	\$9,957,100	\$575,041,100	\$218,418,100
Estimated Fiscal Expenditures	\$9,053,000	\$519,563,600	\$194,326,200
Estimated Net Fiscal Impact to City	\$904,100	\$55,477,500	\$24,091,900
Revenues to Other Taxing Entities			
County of Los Angeles	\$5,886,925	\$303,432,700	\$117,242,200
Bonita Unified School District	\$1,197,900	\$60,195,900	\$23,486,400
Mt. San Antonio Community College	\$210,400	\$10,572,900	\$4,125,200
Three Valley Metropolitan Water District	\$40,100	\$2,014,800	\$786,000
Children's Intitutional Tuition Fund	\$19,500	\$979,900	\$382,300
Development Center Hdcpd. Minor - Bonita	\$5,500	\$276,700	\$108,000
Mt. San Antonio Children's Center	\$2,000	\$101,000	\$39,600
Total County and other Taxing Entities	\$7,362,325	\$377,573,900	\$146,169,700

Key Land Use Assumptions (Stabilized Year 20)

Project Component	Rooms or DU	Building SF
Retail		110,000 SF
Business Park		150,000 SF
Hotel	150 rooms	105,000 SF
Apartments	750 DU	637,500 SF
Condominiums	950 DU	1,045,000 SF
Estimated Total Buildings		2,047,500 SF

Notes:

Estimated impacts upon Project build-out & stabilization in Year 20 (estimated in 2037)
 Assumes installation of necessary public infrastructure
 Assumes 20-year absorption. Actual absorption will depend on market conditions and other factors.
 Values in 2017 Dollars



The analyses, projections, assumptions, rates of return, and any examples presented herein are for illustrative purposes and are not a guarantee of actual and/or future results. Project pro forma and tax analyses are projections only. Actual results may differ from those expressed in this analysis.

1601 N. Sepulveda Blvd. #382, Manhattan Beach, CA 90266 | (424) 297-1070 | www.kosmont.com

City of La Verne - EIFD IFP Fiscal Impact Analysis

Summary of Estimated Fiscal Impacts to City

Stabilized

	Year 5	Year 10	Year 20	Year 30	Year 40	Year 50	Stabilized Escalation Rate	Year 0-50 Nominal Total	Year 0-50 Present Value @ 3.0%
	2022	2027	2037	2047	2057	2067			
General Fund Revenues									
Property Tax (Net of Contribution to EIFD)	\$0	\$0	\$0	\$0	\$0	\$0	2.0%	\$0	\$0
Property Tax In-Lieu of MVLF	\$68,800	\$174,200	\$512,500	\$624,735	\$761,548	\$928,323	2.0%	\$25,753,900	\$10,048,300
Property Transfer Tax	\$2,600	\$6,600	\$19,400	\$23,648	\$28,827	\$35,140	2.0%	\$974,500	\$380,100
Sales and Use Tax - Direct / On-Site	\$78,700	\$159,700	\$705,300	\$947,864	\$1,273,850	\$1,711,948	3.0%	\$40,147,300	\$14,901,600
Sales and Use Tax - Indirect / Off-Site	\$27,800	\$81,200	\$255,600	\$343,505	\$461,642	\$620,408	3.0%	\$14,700,400	\$5,508,900
Transient Occupancy Tax	\$777,500	\$901,300	\$1,211,300	\$1,627,886	\$2,187,743	\$2,940,143	3.0%	\$77,228,300	\$31,905,900
Utility User Tax	\$60,700	\$175,500	\$572,900	\$769,930	\$1,034,721	\$1,390,579	3.0%	\$32,877,400	\$12,296,200
Franchise Tax	\$12,500	\$36,200	\$118,200	\$158,851	\$213,482	\$286,902	3.0%	\$6,783,300	\$2,537,000
Fines, Licenses & Permits	\$31,300	\$90,300	\$294,900	\$396,321	\$532,622	\$715,800	3.0%	\$16,923,700	\$6,329,500
Current Service Charges	\$106,100	\$306,600	\$1,000,900	\$1,345,126	\$1,807,737	\$2,429,447	3.0%	\$57,440,100	\$21,482,700
Use of Money and Property	\$5,800	\$16,600	\$54,200	\$72,840	\$97,891	\$131,558	3.0%	\$3,110,900	\$1,163,600
Miscellaneous (Gen. Fund)	\$8,600	\$24,800	\$80,900	\$108,723	\$146,114	\$196,366	3.0%	\$4,642,600	\$1,736,300
Special Funds (restricted)	\$280,200	\$809,500	\$2,642,700	\$3,551,568	\$4,773,010	\$6,414,527	3.0%	\$151,659,800	\$56,721,000
Total General Fund	\$1,460,600	\$2,782,500	\$7,468,800	\$9,970,997	\$13,319,188	\$17,801,140		\$432,242,200	\$165,011,100
Water Utility	\$233,200	\$673,700	\$2,199,500	\$2,955,944	\$3,972,542	\$5,338,764	3.0%	\$126,225,200	\$47,208,400
Sewer Utility	\$30,600	\$88,500	\$288,800	\$388,123	\$521,605	\$700,993	3.0%	\$16,573,700	\$6,198,600
Estimated Total Revenues	\$1,724,400	\$3,544,700	\$9,957,100	\$13,315,064	\$17,813,335	\$23,840,897		\$575,041,100	\$218,418,100
General Fund Expenditures									
Police	\$210,400	\$607,800	\$1,984,500	\$2,667,002	\$3,584,228	\$4,816,902	3.0%	\$113,886,400	\$42,593,600
Fire	\$140,700	\$406,500	\$1,327,200	\$1,783,646	\$2,397,071	\$3,221,463	3.0%	\$76,165,800	\$28,486,100
Community Development	\$29,800	\$86,100	\$281,100	\$377,775	\$507,698	\$682,303	3.0%	\$16,132,100	\$6,033,500
Recreation & Community Services	\$28,400	\$86,900	\$273,800	\$367,964	\$494,513	\$664,584	3.0%	\$15,741,000	\$5,895,800
Public Works - City Buildings	\$6,900	\$19,800	\$64,700	\$86,951	\$116,855	\$157,044	3.0%	\$3,713,200	\$1,388,800
Public Works - Street Maintenance	\$49,700	\$143,500	\$468,500	\$629,625	\$846,163	\$1,137,172	3.0%	\$26,886,100	\$10,055,300
Public Works - Waste & Recycling	\$43,500	\$125,800	\$410,700	\$551,946	\$741,770	\$996,877	3.0%	\$23,569,100	\$8,814,800
Public Works - Equipment Maint.	\$28,300	\$81,900	\$267,300	\$359,229	\$482,774	\$648,807	3.0%	\$15,339,500	\$5,736,900
Public Works - Park Maint.	\$40,300	\$116,500	\$380,300	\$511,091	\$686,864	\$923,088	3.0%	\$21,824,500	\$8,162,300
Capital Improvements	\$101,400	\$292,900	\$956,400	\$1,285,322	\$1,727,365	\$2,321,434	3.0%	\$54,885,800	\$20,527,300
Special Programs	\$43,100	\$124,600	\$406,800	\$546,705	\$734,726	\$987,410	3.0%	\$23,345,100	\$8,731,000
Total GF Admin	\$27,500	\$79,800	\$260,000	\$349,418	\$469,589	\$631,088	3.0%	\$14,922,300	\$5,581,400
Total General Fund	\$750,000	\$2,172,100	\$7,081,300	\$9,516,675	\$12,789,615	\$17,188,174		\$406,410,900	\$152,006,800
Public Works - Water Utility	\$184,500	\$533,000	\$1,740,000	\$2,338,415	\$3,142,634	\$4,223,437	3.0%	\$99,855,600	\$37,346,200
Public Works - Sewer Utility	\$24,600	\$71,000	\$231,700	\$311,385	\$418,476	\$562,397	3.0%	\$13,297,100	\$4,973,200
Estimated Total Expenditures	\$959,100	\$2,776,100	\$9,053,000	\$12,166,475	\$16,350,725	\$21,974,007		\$519,563,600	\$194,326,200
Estimated Annual Net Fiscal Impact	\$765,300	\$768,600	\$904,100	\$1,148,589	\$1,462,610	\$1,866,890		\$55,477,500	\$24,091,900
<i>Revenue / Cost Ratio</i>	<i>1.80</i>	<i>1.28</i>	<i>1.10</i>	<i>1.09</i>	<i>1.09</i>	<i>1.08</i>		<i>1.11</i>	<i>1.12</i>

Notes:

- Estimated impacts upon Project build-out & stabilization in Year 20 (estimated in 2037)
- Assumes installation of necessary public infrastructure
- Assumes 20-year absorption. Actual absorption will depend on market conditions and other factors.
- Values in 2017 Dollars
- Select years shown for illustration



The analyses, projections, assumptions, rates of return, and any examples presented herein are for illustrative purposes and are not a guarantee of actual and/or future results. Project pro forma and tax analyses are projections only. Actual results may differ from those expressed in this analysis.

1601 N. Sepulveda Blvd. #382, Manhattan Beach, CA 90266 | (424) 297-1070 | www.kosmont.com

City of La Verne - EIFD IFP Fiscal Impact Analysis

Summary of Estimated Fiscal Impacts to County and other Taxing Entities

Stabilized

	Year 5	Year 10	Year 20	Year 30	Year 40	Year 50	Stabilized Escalation Rate	Year 0-50 Nominal Total	Year 0-50 Present Value @ 3.0%
	2022	2027	2037	2047	2057	2067			
County of Los Angeles Revenues									
Property Tax - County General	\$466,700	\$1,181,100	\$3,475,600	\$4,236,737	\$5,164,559	\$6,295,568	2.0%	\$174,652,100	\$68,143,000
Property Tax - County Library	\$27,200	\$68,800	\$202,500	\$246,846	\$300,904	\$366,801	2.0%	\$10,175,900	\$3,970,300
Property Tax - County Sanitation District No. 21 Operating	\$14,200	\$35,900	\$105,600	\$128,726	\$156,916	\$191,280	2.0%	\$5,306,800	\$2,070,600
Property Tax - County Flood Control Maintenance	\$14,200	\$35,800	\$105,500	\$128,604	\$156,767	\$191,099	2.0%	\$5,301,400	\$2,068,400
Property Tax - County School Services - Bonita	\$6,700	\$16,900	\$49,800	\$60,706	\$74,000	\$90,206	2.0%	\$2,502,700	\$976,500
Property Tax - County Fire	\$6,600	\$16,800	\$49,300	\$60,096	\$73,257	\$89,300	2.0%	\$2,477,300	\$966,500
Property Tax - County Flood Control Improvement District Maint.	\$2,500	\$6,300	\$18,600	\$22,673	\$27,639	\$33,691	2.0%	\$935,000	\$364,900
Property Tax - County School Services	\$1,300	\$3,300	\$9,800	\$11,946	\$14,562	\$17,751	2.0%	\$492,600	\$192,300
Property Tax - County Accum. Capital Outlay	\$100	\$300	\$800	\$975	\$1,189	\$1,449	2.0%	\$40,300	\$15,800
Property Tax in Lieu of MVLF to County	\$98,800	\$250,100	\$735,900	\$897,058	\$1,093,509	\$1,332,981	2.0%	\$36,979,800	\$14,428,300
Property Transfer Tax to County	\$2,600	\$6,600	\$19,400	\$23,648	\$28,827	\$35,140	2.0%	\$974,500	\$380,100
Sales Tax (County Transportation) - Direct / On-Site	\$91,275	\$185,175	\$817,800	\$1,099,055	\$1,477,038	\$1,985,015	3.0%	\$46,551,200	\$17,278,500
Sales Tax (County Transportation) - Indirect / Off-Site	\$32,250	\$94,200	\$296,325	\$398,236	\$535,196	\$719,259	3.0%	\$17,043,100	\$6,387,000
Estimated County Revenues	\$764,425	\$1,901,275	\$5,886,925	\$7,315,307	\$9,104,363	\$11,349,540		\$303,432,700	\$117,242,200
Revenues to other Taxing Entities (Property Tax)									
Bonita Unified School District	\$160,900	\$407,100	\$1,197,900	\$1,460,233	\$1,780,016	\$2,169,830	2.0%	\$60,195,900	\$23,486,400
Mt. San Antonio Community College	\$28,300	\$71,500	\$210,400	\$256,476	\$312,643	\$381,110	2.0%	\$10,572,900	\$4,125,200
Three Valley Metropolitan Water District	\$5,400	\$13,600	\$40,100	\$48,882	\$59,586	\$72,636	2.0%	\$2,014,800	\$786,000
Children's Intitutional Tuition Fund	\$2,600	\$6,600	\$19,500	\$23,770	\$28,976	\$35,322	2.0%	\$979,900	\$382,300
Development Center Hdcpd. Minor - Bonita	\$700	\$1,900	\$5,500	\$6,704	\$8,173	\$9,962	2.0%	\$276,700	\$108,000
Mt. San Antonio Children's Center	\$300	\$700	\$2,000	\$2,438	\$2,972	\$3,623	2.0%	\$101,000	\$39,600
Estimated Revenues to County and other Taxing Entities	\$962,625	\$2,402,675	\$7,362,325	\$9,113,812	\$11,296,730	\$14,022,023		\$377,573,900	\$146,169,700

Notes:

Estimated impacts upon Project build-out & stabilization in Year 20 (estimated in 2037)
 Assumes installation of necessary public infrastructure
 Assumes 20-year absorption. Actual absorption will depend on market conditions and other factors.
 Values in 2017 Dollars
 Select years shown for illustration



The analyses, projections, assumptions, rates of return, and any examples presented herein are for illustrative purposes and are not a guarantee of actual and/or future results. Project pro forma and tax analyses are projections only. Actual results may differ from those expressed in this analysis.

1601 N. Sepulveda Blvd. #382, Manhattan Beach, CA 90266 | (424) 297-1070 | www.kosmont.com

City of La Verne - EIFD IFP Fiscal Impact Analysis

Project Description

Project Component	Year 5	Year 10	Year 20	
	2022	2027	2037	
Retail - SF	15,000 SF	30,000 SF	110,000 SF	
Business Park - SF	0 SF	0 SF	150,000 SF	
Hotel - SF	105,000 SF	105,000 SF	105,000 SF	
Apartments - SF	106,250 SF	297,500 SF	637,500 SF	
Condominiums - SF	165,000 SF	412,500 SF	1,045,000 SF	
Total Building SF	391,250 SF	845,000 SF	2,047,500 SF	
Hotel - Rooms	150 rooms	150 rooms	150 rooms	
Apartments	125 DU	350 DU	750 DU	
Condominiums	150 DU	375 DU	950 DU	
Total Residential - Units	275 DU	725 DU	1,700 DU	
<i>Annual Escalation Factor</i>	<i>2.0%</i>	<i>1.10</i>	<i>1.22</i>	
Estimated A/V - Retail	\$250 PSF	\$4,140,303	\$9,142,458	\$40,863,553
Estimated A/V - Business Park	\$100 PSF	\$0	\$0	\$22,289,211
Estimated A/V - Hotel	\$100K Per Room	\$16,561,212	\$18,284,916	\$22,289,211
Estimated A/V - Apartments	\$175K Per Unit	\$24,151,768	\$74,663,408	\$195,030,596
Estimated A/V - Condominiums	\$300K Per Unit	\$49,683,636	\$137,136,872	\$423,495,008
Total Estimated Assessed Value	\$94,536,919	\$239,227,655	\$703,967,579	

Notes:

Adjusted for value appreciation assuming 2% annual escalation rate (statutory maximum).

Conservatively assuming no mark-to-market valuations above 2% growth to account for property transfers

Select years shown for illustration

Values in 2017 Dollars



The analyses, projections, assumptions, rates of return, and any examples presented herein are for illustrative purposes and are not a guarantee of actual and/or future results. Project pro forma and tax analyses are projections only. Actual results may differ from those expressed in this analysis.

1601 N. Sepulveda Blvd. #382, Manhattan Beach, CA 90266 | (424) 297-1070 | www.kosmont.com

City of La Verne - EIFD IFP Fiscal Impact Analysis

Project Employment and Occupants

Project Component		Year 5	Year 10	Year 20
		2022	2027	2037
Retail - SF		15,000 SF	30,000 SF	110,000 SF
Business Park - SF		0 SF	0 SF	150,000 SF
Hotel - Rooms		150 rooms	150 rooms	150 rooms
Apartments - Units		125 DU	350 DU	750 DU
Condominiums - Units		150 DU	375 DU	950 DU
Estimated # Employees (FTE)				
Retail	350 SF / emp	43	86	314
Business Park	500 SF / emp	0	0	300
Hotel	1.5 room / emp	100	100	100
Apartments (Management)	50 DU / emp	3	7	15
Condos (Management)	50 DU / emp	3	8	19
Total Estimated # Employees (FTE)		148	200	748
Occupied Dwelling Units				
Residents	95%	261 DU	689 DU	1,615 DU
	2.25 per DU	588	1,550	3,634
Employees Weighted at 50%	50%	74	100	374
Total Service Population (Residents + Empl.)		662	1,650	4,008
Occupied Hotel Rooms				
Hotel Guests	70%	105 rooms	105 rooms	105 rooms
	1.5 per room	158	158	158

Notes:

Average household size reflects City average household size and mix of single family and multifamily units
 Select years shown for illustration
 Values in 2017 Dollars



The analyses, projections, assumptions, rates of return, and any examples presented herein are for illustrative purposes and are not a guarantee of actual and/or future results. Project pro forma and tax analyses are projections only. Actual results may differ from those expressed in this analysis.

1601 N. Sepulveda Blvd. #382, Manhattan Beach, CA 90266 | (424) 297-1070 | www.kosmont.com

City of La Verne - EIFD IFP Fiscal Impact Analysis

Property Tax

		Year 5 2022	Year 10 2027	Year 20 2037
Estimated Assessed Value		\$94,536,919	\$239,227,655	\$703,967,579
Total Secured Property Tax General Levy	1.00%	\$945,369	\$2,392,277	\$7,039,676
Estimated Unsecured Property Tax as % of Secured	3.00%	\$28,361	\$71,768	\$211,190
Total Estimated Secured + Unsecured Property Tax		\$973,730	\$2,464,045	\$7,250,866
<i>Distributions to Taxing Entities</i>				
City of La Verne	24.24%	\$236,100	\$597,400	\$1,757,900
City Contribution to EIFD	(24.24%)	(\$236,100)	(\$597,400)	(\$1,757,900)
Net Property Tax to City		\$0	\$0	\$0
Los Angeles County General	47.93%	\$466,700	\$1,181,100	\$3,475,600
Los Angeles County Library	2.79%	\$27,200	\$68,800	\$202,500
Los Angeles County Sanitation District No. 21 Operating	1.46%	\$14,200	\$35,900	\$105,600
Los Angeles County Flood Control Maintenance	1.45%	\$14,200	\$35,800	\$105,500
Los Angeles County School Services - Bonita	0.69%	\$6,700	\$16,900	\$49,800
Los Angeles County Fire	0.68%	\$6,600	\$16,800	\$49,300
Los Angeles County Flood Control Improvement District Maintenance	0.26%	\$2,500	\$6,300	\$18,600
Los Angeles County School Services	0.14%	\$1,300	\$3,300	\$9,800
Los Angeles County Accum. Capital Outlay	0.01%	\$100	\$300	\$800
Net Los Angeles County Distributions	55.41%	\$539,500	\$1,365,200	\$4,017,500
Bonita Unified School District	16.52%	\$160,900	\$407,100	\$1,197,900
Mt. San Antonio Community College	2.90%	\$28,300	\$71,500	\$210,400
Three Valley Metropolitan Water District	0.55%	\$5,400	\$13,600	\$40,100
Children's Intitutional Tuition Fund	0.27%	\$2,600	\$6,600	\$19,500
Development Center Hdcpd. Minor - Bonita	0.08%	\$700	\$1,900	\$5,500
Mt. San Antonio Children's Center	0.03%	\$300	\$700	\$2,000
Educational Revenue Augmentation Fund	0.00%	\$0	\$0	\$0
Educational Revenue Augmentation Fund Impound	0.00%	\$0	\$0	\$0

Notes:

General levy distributions represent primary tax rate area (TRA) 05141

Does not include property tax overrides above 1% general levy

Select years shown for illustration

Values in 2017 Dollars

Source: Los Angeles County Auditor-Controller (2017)



The analyses, projections, assumptions, rates of return, and any examples presented herein are for illustrative purposes and are not a guarantee of actual and/or future results. Project pro forma and tax analyses are projections only. Actual results may differ from those expressed in this analysis.

1601 N. Sepulveda Blvd. #382, Manhattan Beach, CA 90266 | (424) 297-1070 | www.kosmont.com

City of La Verne - EIFD IFP Fiscal Impact Analysis

Property Tax In-Lieu of Motor Vehicle License Fees (MVLf)

Total AV within CITY (FY 2016-17)	\$4,106,934,467			
Current Property Tax In-Lieu of MVLf (2016-2017)	\$2,990,000			
Prop Tax In-Lieu of MVLf per \$1,000 of AV	\$0.73			
		<i>Year 1</i>	<i>Year 5</i>	<i>Year 10</i>
		2018	2022	2027
Estimated Project Assessed Value	\$19,125,000	\$94,536,919	\$239,227,655	\$703,967,579
Incremental Property Tax In-Lieu of MVLf to City	\$13,900	\$68,800	\$174,200	\$512,500
Total AV within COUNTY (FY 2016-17)	\$1,344,647,265,846			
Current Property Tax In-Lieu of MVLf (2016-2017)	\$1,405,663,000			
Prop Tax In-Lieu of MVLf per \$1,000 of AV	\$1.05			
		<i>Year 1</i>	<i>Year 5</i>	<i>Year 10</i>
		2018	2022	2027
Estimated Project Assessed Value	\$19,125,000	\$94,536,919	\$239,227,655	\$703,967,579
Incremental Property Tax In-Lieu of MVLf to County	\$20,000	\$98,800	\$250,100	\$735,900

Notes:

Select years shown for illustration

Values in 2017 Dollars

Source: Los Angeles County Auditor-Controller (2017)



The analyses, projections, assumptions, rates of return, and any examples presented herein are for illustrative purposes and are not a guarantee of actual and/or future results. Project pro forma and tax analyses are projections only. Actual results may differ from those expressed in this analysis.

1601 N. Sepulveda Blvd. #382, Manhattan Beach, CA 90266 | (424) 297-1070 | www.kosmont.com

City of La Verne - EIFD IFP Fiscal Impact Analysis

Property Transfer Tax

		Year 5 2022	Year 10 2027	Year 20 2037
Estimated Assessed Value		\$94,536,919	\$239,227,655	\$703,967,579
Estimated Property Turnover Rate		5.0%	5.0%	5.0%
Estimated Value of Property Transferred		\$4,726,846	\$11,961,383	\$35,198,379
Total Transfer Tax	\$1.10 per \$1,000	\$5,200	\$13,200	\$38,700
Transfer Tax to City	\$0.55 per \$1,000	\$2,600	\$6,600	\$19,400
Transfer Tax to County	\$0.55 per \$1,000	\$2,600	\$6,600	\$19,400

Notes:

Select years shown for illustration

Values in 2017 Dollars

Source: Los Angeles County Auditor-Controller (2017)



The analyses, projections, assumptions, rates of return, and any examples presented herein are for illustrative purposes and are not a guarantee of actual and/or future results. Project pro forma and tax analyses are projections only. Actual results may differ from those expressed in this analysis.

1601 N. Sepulveda Blvd. #382, Manhattan Beach, CA 90266 | (424) 297-1070 | www.kosmont.com

City of La Verne - EIFD IFP Fiscal Impact Analysis

Sales Tax - Direct / On-Site

Project Component		Year 5	Year 10	Year 20
		2022	2027	2037
Retail SF		15,000 SF	30,000 SF	110,000 SF
Hotel Retail / Restaurant		5,000 SF	5,000 SF	5,000 SF
Total Sales-Generating SF		20,000 SF	35,000 SF	115,000 SF
Estimated Taxable Sales	\$300 PSF	\$6,955,644	\$14,111,122	\$62,310,838
Sales Tax to City	1.00%	\$69,556	\$141,111	\$623,108
Use Tax as % of Sales Tax	13.19%	\$9,173	\$18,609	\$82,172
Sales and Use Tax to City - Direct		\$78,700	\$159,700	\$705,300
Sales Tax to County (Transportation)	1.75%	\$121,700	\$246,900	\$1,090,400
Net of Sales Transfer within County	(25%)	(\$30,425)	(\$61,725)	(\$272,600)
Sales Tax to County (Transportation)		\$91,275	\$185,175	\$817,800

Notes:

County sales tax for transportation per Prop A, Prop C, Measure R, Revenue and Taxation Code Section 7203.1
 Taxable sales PSF factor escalated 3% annually
 Select years shown for illustration.
 Values in 2017 Dollars.



The analyses, projections, assumptions, rates of return, and any examples presented herein are for illustrative purposes and are not a guarantee of actual and/or future results. Project pro forma and tax analyses are projections only. Actual results may differ from those expressed in this analysis.

1601 N. Sepulveda Blvd. #382, Manhattan Beach, CA 90266 | (424) 297-1070 | www.kosmont.com

City of La Verne - EIFD IFP Fiscal Impact Analysis

Sales Tax - Indirect / Off-Site

		Year 5 2022	Year 10 2027	Year 20 2037
Estimated # Employees		148	200	748
Estimated Annual Taxable Retail Spending / Empl.		\$5,601	\$6,494	\$8,727
Estimated Employee Taxable Retail Spending		\$831,014	\$1,300,113	\$6,530,189
Estimated Capture within City	10.0%	\$83,101	\$130,011	\$653,019
Estimated # Occupied Dwelling Units		261 DU	689 DU	1,615 DU
Estimated Annual Taxable Retail Spending / HH		\$32,094	\$37,206	\$50,002
Estimated Resident Taxable Retail Spending		\$8,384,666	\$25,625,788	\$80,753,321
Estimated Capture within City	30.0%	\$2,515,400	\$7,687,736	\$24,225,996
Estimated # Occupied Hotel Rooms		105 rooms	105 rooms	105 rooms
Estimated Annual Taxable Retail Spending / Room		\$12,694	\$14,716	\$19,777
Estimated Resident Taxable Retail Spending		\$1,332,875	\$1,545,168	\$2,076,576
Estimated Capture within City	10.0%	\$133,288	\$154,517	\$207,658
Total Estimated Indirect Taxable Sales		\$2,731,789	\$7,972,264	\$25,086,673
Less Estimated Capture On-Site	(10.0%)	(\$273,179)	(\$797,226)	(\$2,508,667)
Net Indirect Taxable Sales		\$2,458,610	\$7,175,038	\$22,578,006
Sales Tax to City	1.00%	\$24,586	\$71,750	\$225,780
Use Tax as % of Sales Tax	13.19%	\$3,242	\$9,462	\$29,775
Sales and Use Tax to City - Indirect		\$27,800	\$81,200	\$255,600
Sales Tax to County (Transportation)	1.75%	\$43,000	\$125,600	\$395,100
Net of Sales Transfer within County	(25%)	(\$10,750)	(\$31,400)	(\$98,775)
Sales Tax to County (Transportation)		\$32,250	\$94,200	\$296,325

Notes:

County sales tax for transportation per Prop A, Prop C, Measure R, Revenue and Taxation Code Section 7203.1

Employee spending estimates based on "Office Worker Retail Spending Patterns: A Downtown and Suburban Area Study," ICSC (2004).

Household spending based on average household income within City.

Hotel guest spending estimated based on American Hotel and Lodging Association (AHLA) data.

Adjusted for inflation assuming 3% annual inflation rate.

Select years shown for illustration.

Values in 2017 Dollars.



The analyses, projections, assumptions, rates of return, and any examples presented herein are for illustrative purposes and are not a guarantee of actual and/or future results. Project pro forma and tax analyses are projections only. Actual results may differ from those expressed in this analysis.

1601 N. Sepulveda Blvd. #382, Manhattan Beach, CA 90266 | (424) 297-1070 | www.kosmont.com

Use Tax as Percentage of Sales Tax Calculation

	Calendar Year
City of La Verne	2015
County Pool	\$498,729
State Pool	\$3,311
Use Tax Total	\$502,040
Point-of-Sale	\$3,806,943
Use Tax as % of Sales Tax	13.19%

Source: HdL Companies (2017)



The analyses, projections, assumptions, rates of return, and any examples presented herein are for illustrative purposes and are not a guarantee of actual and/or future results. Project pro forma and tax analyses are projections only. Actual results may differ from those expressed in this analysis.

1601 N. Sepulveda Blvd. #382, Manhattan Beach, CA 90266 | (424) 297-1070 | www.kosmont.com

City of La Verne - EIFD IFP Fiscal Impact Analysis

Transient Occupancy Tax ("TOT")

	<i>Year 5</i> 2022	<i>Year 10</i> 2027	<i>Year 20</i> 2037
Estimated # Hotel Rooms	150 rooms	150 rooms	150 rooms
Average Daily Room Rate (ADR)	\$203	\$235	\$316
Average Occupancy Rate	70%	70%	70%
Annual Hotel Room Receipts	\$7,775,106	\$9,013,479	\$12,113,362
TOT to City	10.0%	\$777,500	\$1,211,300

Notes:
 Adjusted for inflation assuming 3% annual inflation rate.
 Select years shown for illustration.
 Values in 2017 Dollars.



The analyses, projections, assumptions, rates of return, and any examples presented herein are for illustrative purposes and are not a guarantee of actual and/or future results. Project pro forma and tax analyses are projections only. Actual results may differ from those expressed in this analysis.
 1601 N. Sepulveda Blvd. #382, Manhattan Beach, CA 90266 | (424) 297-1070 | www.kosmont.com

City Service Population

City Population (2016)	32,567
City Employee Population (2016)	14,472
Employee Weighting for Service Population	0.5
Weighted # Employees	7,236
Total City Service Population	39,803

Source: ESRI (2017)



The analyses, projections, assumptions, rates of return, and any examples presented herein are for illustrative purposes and are not a guarantee of actual and/or future results. Project pro forma and tax analyses are projections only. Actual results may differ from those expressed in this analysis.

1601 N. Sepulveda Blvd. #382, Manhattan Beach, CA 90266 | (424) 297-1070 | www.kosmont.com

Multiplier Revenue and Expenditure Factors

Budget Category	Adopted City Budget	Allocation Basis	Relevant City Population	Per Capita Factor	Annual Escalation	Year 5	Year 10	Year 20
						2022	2027	2037
Revenues								
Utility User Tax	\$3,150,000	Service Population	39,803	\$79.14	3.0%	\$91.74	\$106.36	\$142.94
Franchise Tax	\$650,000	Service Population	39,803	\$16.33	3.0%	\$18.93	\$21.95	\$29.49
Fines, Licenses & Permits	\$1,621,500	Service Population	39,803	\$40.74	3.0%	\$47.23	\$54.75	\$73.58
Current Service Charges	\$5,503,700	Service Population	39,803	\$138.27	3.0%	\$160.30	\$185.83	\$249.74
Use of Money and Property	\$298,250	Service Population	39,803	\$7.49	3.0%	\$8.69	\$10.07	\$13.53
Miscellaneous (Gen. Fund)	\$444,800	Service Population	39,803	\$11.18	3.0%	\$12.95	\$15.02	\$20.18
Special Funds (restricted)	\$14,531,375	Service Population	39,803	\$365.08	3.0%	\$423.23	\$490.64	\$659.38
Total General Fund	\$26,199,625							
Water Utility	\$12,094,300	Service Population	39,803	\$303.85	3.0%	\$352.25	\$408.35	\$548.79
Sewer Utility	\$1,588,000	Service Population	39,803	\$39.90	3.0%	\$46.25	\$53.62	\$72.06
Total Selected Revenues	\$39,881,925							
Expenditures								
Police	\$12,124,259	Service Population	39,803	\$274.15	3.0%	\$317.81	\$368.43	\$495.14
Fire	\$8,108,938	Service Population	39,803	\$183.35	3.0%	\$212.56	\$246.41	\$331.16
Community Development	\$1,717,475	Service Population	39,803	\$38.83	3.0%	\$45.02	\$52.19	\$70.14
Recreation & Community Services	\$1,509,507	Per Resident	32,567	\$41.72	3.0%	\$48.36	\$56.06	\$75.34
Public Works - City Buildings	\$395,475	Service Population	39,803	\$8.94	3.0%	\$10.37	\$12.02	\$16.15
Public Works - Street Maintenance	\$2,575,840	Service Population	39,803	\$64.71	3.0%	\$75.02	\$86.97	\$116.88
Public Works - Waste & Recycling	\$2,258,155	Service Population	39,803	\$56.73	3.0%	\$65.77	\$76.24	\$102.47
Public Works - Equipment Maint.	\$1,632,869	Service Population	39,803	\$36.92	3.0%	\$42.80	\$49.62	\$66.68
Public Works - Park Maint.	\$2,091,056	Service Population	39,803	\$52.54	3.0%	\$60.90	\$70.60	\$94.88
Capital Improvements	\$5,258,750	Service Population	39,803	\$132.12	3.0%	\$153.16	\$177.56	\$238.62
Special Programs	\$2,236,681	Service Population	39,803	\$56.19	3.0%	\$65.14	\$75.52	\$101.49
Total GF Non-Admin	\$39,909,005							
General Administration	\$536,911	% Non-Admin. Costs	N/A	N/A	N/A	N/A	N/A	N/A
City Clerk Department	\$293,984	% Non-Admin. Costs	N/A	N/A	N/A	N/A	N/A	N/A
City Manager Department	\$1,586,852	% Non-Admin. Costs	N/A	N/A	N/A	N/A	N/A	N/A
Total GF Admin	\$2,417,747	% Non-Admin. Costs	\$50,750,957	4.8%	N/A	4.8%	4.8%	4.8%
Total General Fund	\$42,326,752							
Public Works - Water Utility	\$9,567,801	Service Population	39,803	\$240.38	3.0%	\$278.67	\$323.05	\$434.15
Public Works - Sewer Utility	\$1,274,151	Service Population	39,803	\$32.01	3.0%	\$37.11	\$43.02	\$57.82
Total Selected Expenditures	\$53,168,704							

Notes:

Major case study revenues not shown include property tax, sales tax, transient occupancy tax
 Adjusted for inflation assuming 3% annual inflation rate.
 Select years shown for illustration.
 Values in 2017 Dollars.

Source: City of La Verne 2016-2017 Adopted Budget



The analyses, projections, assumptions, rates of return, and any examples presented herein are for illustrative purposes and are not a guarantee of actual and/or future results. Project pro forma and tax analyses are projections only. Actual results may differ from those expressed in this analysis.

1601 N. Sepulveda Blvd. #382, Manhattan Beach, CA 90266 | (424) 297-1070 | www.kosmont.com

Multiplier Revenues and Expenditures

	Year 5 2022	Year 10 2027	Year 20 2037
Estimated # Residents	588	1,550	3,634
Estimated # Employees	148	200	748
Total Project Service Population	662	1,650	4,008
Budget Category	2022	2027	2037
<i>Revenues</i>			
Utility User Tax	\$60,700	\$175,500	\$572,900
Franchise Tax	\$12,500	\$36,200	\$118,200
Fines, Licenses & Permits	\$31,300	\$90,300	\$294,900
Current Service Charges	\$106,100	\$306,600	\$1,000,900
Use of Money and Property	\$5,800	\$16,600	\$54,200
Miscellaneous (Gen. Fund)	\$8,600	\$24,800	\$80,900
Special Funds (restricted)	\$280,200	\$809,500	\$2,642,700
Total General Fund	\$505,200	\$1,459,500	\$4,764,700
Water Utility	\$233,200	\$673,700	\$2,199,500
Sewer Utility	\$30,600	\$88,500	\$288,800
Total Multiplier Revenues	\$769,000	\$2,221,700	\$7,253,000
<i>Expenditures</i>			
Police	\$210,400	\$607,800	\$1,984,500
Fire	\$140,700	\$406,500	\$1,327,200
Community Development	\$29,800	\$86,100	\$281,100
Recreation & Community Services	\$28,400	\$86,900	\$273,800
Public Works - City Buildings	\$6,900	\$19,800	\$64,700
Public Works - Street Maintenance	\$49,700	\$143,500	\$468,500
Public Works - Waste & Recycling	\$43,500	\$125,800	\$410,700
Public Works - Equipment Maint.	\$28,300	\$81,900	\$267,300
Public Works - Park Maint.	\$40,300	\$116,500	\$380,300
Capital Improvements	\$101,400	\$292,900	\$956,400
Special Programs	\$43,100	\$124,600	\$406,800
Total GF Admin	\$27,500	\$79,800	\$260,000
Total General Fund	\$750,000	\$2,172,100	\$7,081,300
Public Works - Water Utility	\$184,500	\$533,000	\$1,740,000
Public Works - Sewer Utility	\$24,600	\$71,000	\$231,700
Total Multiplier Expenditures	\$959,100	\$2,776,100	\$9,053,000

Notes:

Major case study revenues not shown include property tax, sales tax, transient occupancy tax
 Adjusted for inflation assuming 3% annual inflation rate.
 Select years shown for illustration.
 Values in 2017 Dollars.

Source: City of La Verne 2016-2017 Adopted Budget



The analyses, projections, assumptions, rates of return, and any examples presented herein are for illustrative purposes and are not a guarantee of actual and/or future results. Project pro forma and tax analyses are projections only. Actual results may differ from those expressed in this analysis.
 1601 N. Sepulveda Blvd. #382, Manhattan Beach, CA 90266 | (424) 297-1070 | www.kosmont.com