

**City of Santa Ana**  
**2020 E. 1<sup>st</sup> Street - Fiscal Impact &  
Economic Benefit Analysis**  
February 27, 2025

**Prepared for:**

**MLC Holdings, Inc.**  
**5 Peters Canyon Road, Suite 310**  
**Irvine, CA 92606**

**Prepared by:**



**ZIMMERMAN GROUP**  
PUBLIC FINANCE SOLUTIONS

28202 Cabot Road, Suite 620  
Laguna Niguel, CA 92677  
T. 949-542-7070  
F. 949-542-7076

## **1. INTRODUCTION**

On behalf of MLC Holdings, Inc. (“Developer”), Zimmerman Group, Inc. has completed a fiscal impact analysis (“FIA”) and economic benefit analysis (“EBA”) for the proposed residential home development located at 2020 E. 1<sup>st</sup> Street (“Property”) in the City of Santa Ana (“City”). There is an existing office building on the Property that is no longer in use, and Developer is proposing to develop 86 residential units (“Project”) on the Property. The Project is proposed to include seventy-five 3-story market rate townhomes, five 3-story affordable townhomes, and six 4-story urban duplex homes. The FIA portion of this report calculates the estimated annual recurring fiscal impact on the City’s general fund (“General Fund”) that will result from development of the proposed Project. The EBA portion of this report calculates the estimated one-time economic benefits to the City and surrounding area during the construction phase of the proposed Project.

## **2. FISCAL IMPACT ANALYSIS**

### **2.1 PURPOSE & METHODOLOGY**

The FIA analyzes the additional revenues and expenses to the City’s General Fund expected to result from the development of the Project. The additional revenues are then compared to the additional expenses to determine the net fiscal impact (surplus or deficit) on the City’s General Fund. Revenues and expenses are calculated using the case study method (“Case Study Method”) and per capita method (“Per Capita Method”). The Case Study Method uses Project specific variables, such as estimated home pricing, to determine the estimated impact on the General Fund. The Per Capita Method is based on the City’s total revenue or expense from the Adopted 2024-25 Budget, divided by the current service population to determine the average revenue or expense per person. For certain revenue and expense categories, adjustments are made to account for the marginal impact differing from the existing citywide average per capita amount. For example, there are certain fixed costs that are not expected to increase as a result of the Project development.

The estimated projected revenues and expenditures are based on information and assumptions for the proposed Project, data from the City’s Fiscal Year 2024-25 Operating Budget, 2024-25 tax

rates and tax allocations from the Orange County Auditor Controller, 2024-25 assessed values and tax rate area information from the Orange County Treasurer, as well as statistical data from the California Department of Finance and the U.S. Bureau of Statistics.

## **2.2 CONCLUSIONS**

### **A. Summary**

The increase in General Fund revenues following buildout of the Project is estimated at approximately \$340,716 per year, and the increase in General Fund expenses is estimated at approximately \$231,055 per year. Accordingly, there is expected to be an annual surplus of approximately \$109,662 to the General Fund following Project buildout. The table below summarizes the estimated annual General Fund revenues, expenses and surplus. As indicated, the revenue to expense ratio is 1.47, meaning the revenues exceed the expenses by approximately 47%.

**TABLE 2-1**  
**GENERAL FUND – FISCAL IMPACTS**

<b>Annual General Fund Revenues</b>	<b><u>Amount at</u> <u>Buildout</u></b>	<b><u>Percent</u> <u>of Total</u></b>
Property Tax	\$107,512	31.6%
Prop Tax-In Lieu VLF	84,328	24.8%
Utility User Taxes	29,216	8.6%
Documentary Stamp Tax	4,162	1.2%
Sales Tax	32,023	9.4%
Sales Tax Measure X	48,034	14.1%
Half-Cent Sales Tax (Safety)	1,454	0.4%
Franchise Fees	10,655	3.1%
Fines and Forfeitures	4,882	1.4%
Charges for Services	18,449	5.4%
<b>Total Revenues</b>	<b>\$340,716</b>	<b>100.0%</b>

<b>Annual General Fund Expenditures</b>	<b><u>Amount at</u> <u>Buildout</u></b>	<b><u>Percent</u> <u>of Total</u></b>
Library	1,704	0.7%
Museum Fund	369	0.2%
Parks, Rec. & Community Services	6,924	3.0%
Police Department	139,957	60.6%
Fire & Emergency Medical Services	49,800	21.6%
Planning & Building	8,064	3.5%
Public Works	22,373	9.7%
Community Development	1,863	0.8%
<b>Total Expenditures</b>	<b>\$231,055</b>	<b>100.0%</b>

<b>Annual Recurring Surplus/(Deficit) at Buildout</b>	<b>\$109,662</b>
<b>Revenues to Expenditure Ratio</b>	<b>1.47</b>

## **B. Recurring Revenues**

### **Property Tax**

The County Auditor-Controller identifies property tax rates as a percentage of total assessed valuation by Tax Rate Area ("TRA"). The Project is located in TRA 11-029. Property tax revenues are calculated using the TRA apportionment factors to forecast property tax revenues

expected from the Project. Based on information provided by the Auditor-Controller's office, the City General Fund receives approximately 17.27% of the basic one percent ad valorem property tax levy. Based on the projected assessed value for the Project, less the existing assessed value of the vacant office building, additional property tax revenues to the City's General Fund are projected to be \$107,512 annually at build-out. See Tables 2A and 3A of Appendix A for details of the property tax calculations.

### **Prop Tax-In Lieu VLF**

Historically, approximately three-fourths of Vehicle License Fee (VLF) revenue was allocated to cities and counties as general-purpose funding. Beginning in 1998-99, the State reduced the VLF payment required from vehicle owners. However, the State made up the revenue impact of the VLF rate reductions with State General Fund revenue (the "VLF Backfill"). The VLF Backfill was eliminated in the 2004-05 State Budget. In that year, the VLF Backfill to cities and counties was permanently replaced with an equivalent increase in property tax revenues (Property Tax In Lieu of VLF). This increase was funded by decreases in property tax revenues allocated to schools and community colleges.

Annual Property Taxes in Lieu of VLF are estimated to be \$84,328 for the Project as shown in Table 2A. Revenues from Property Taxes In Lieu of VLF are estimated at .13547% of the increase in assessed valuation of \$62,246,082. This percentage is based on the total Property Tax In Lieu of VLF in the Adopted Budget of \$44,009,010 divided by the total City assessed valuation of \$32,485,033,990.

### **Utility User Taxes**

Utility User Taxes are the taxes imposed by the City on the consumption of utility services, such as cell phones, cable television, electricity, gas, sanitation, sewer, telephone, and water. The Project is estimated to generate additional revenues of \$29,216, based on the Per Capita Method, as shown in Table 5A of Appendix A.

### **Documentary Stamp Tax**

Property transfer tax applies to all sales of real property at a rate of \$1.10 per \$1,000 of sale or resale value, excluding assumed liens or encumbrances. The City receives 50% of the

Documentary Stamp Tax, and it is assumed the Project will have a 10% turnover rate each year estimated to generate \$4,162 per year in revenues to the City's General Fund as shown in Table 2A of Appendix A.

### **Sales Tax**

Sales tax revenues are generated by taxable purchases made within the City. As shown in Table 4A of Appendix A, it is anticipated that the Project will generate approximately \$37,236 in annual taxable sales per unit totaling \$3,202,296 in taxable sales at buildout. This includes only the taxable sales expected to be captured by the City. The City will receive 1.00% of taxable sales resulting in an estimated recurring annual sales tax revenue of \$32,023 to the City General Fund.

### **Sales Tax Measure X**

In November 2018, Santa Ana voters approved Measure X: the Santa Ana Neighborhood Safety, Unhoused Community prevention and Essential City Services Enhancement Measure. Measure X became effective April 1, 2019, and levies a local 1.5% sales tax rate, decreasing to 1.0% in 2029, then sunsets in 2039. Vital goods like groceries, gasoline, medication and housing are exempt from this tax. Revenues from Measure X at Project buildout are estimated to be \$48,034 as shown in Table 4A of Appendix A.

### **Half-Cent Sales Tax (Safety)**

The Half-Cent Sales Tax (Safety) revenues are funds to be dedicated to local public safety including sheriff, police, fire, county district attorneys, and corrections. The tax is collected by the State Board of Equalization and allocated to each county based on the county's share of the state's total taxable sales. The county then determines the amount each city is to receive from the tax. It is estimated the City receives 9.08% of the Half-Cent Sales Tax (Safety) revenues and the increase to the General Fund will be \$1,454 for the Project as shown in Table 4A of Appendix A.

### **Franchise Fees**

Franchise Fees are the fees paid by businesses such as utility companies for the use of public streets and roadways. The Project is estimated to generate additional revenues of \$10,655, based on the Per Capita Method, as shown in Table 5A of Appendix A.

### **Fines and Forfeitures**

Fines and Forfeitures include court fines, traffic school fines, alcohol education prevention, penalties and interest on late or unpaid taxes, and bail forfeitures. The Project is estimated to generate additional revenues of \$4,882, based on the Per Capita Method, as shown in Table 5A of Appendix A.

### **Charges for Services**

Charges for Services revenues are the revenues generated by the City for services it provides to the population of the City. The fees include, but are not limited to, youth sports, adult sports, zoo admissions, paramedic services, and plan checks. The Project is estimated to generate additional revenues of \$18,449, based on the Per Capita Method, as shown in Table 5A of Appendix A.

## **C. Recurring Expenses**

### **Library**

The Library's purpose is to respond to the City population's informational, educational, and personal interest needs using books, materials, technology, e-resources and professional expertise. The Project is estimated to generate additional costs of \$1,704, based on the Per Capita Method and a marginal cost impact adjustment, as shown in Table 6A of Appendix A.

### **Museum Fund**

The Museum Fund accounts for the City's contractual obligation to maintain the City-owned building occupied by the Bowers Museum, which enriches lives through the world's finest arts and cultures. The Project is estimated to generate additional costs of \$369, based on the Per Capita Method and a marginal cost impact adjustment, as shown in Table 6A of Appendix A.

### **Parks, Rec. & Community Services**

The Parks, Recreation and Community Services Department is responsible for delivering a variety of services to the community that includes hundreds of recreation programs annually, 49 parks, 6 community centers, 2 recreation centers, 2 senior centers, 10 fitness courts, 7 recreational trails, 5 municipal swimming pools, 5 community gardens, 2 log cabins, 3 skate parks, 2 lakes, 1 tennis

center, 1 stadium and operations of the Santa Ana Zoo. The Project is expected to generate additional costs of \$6,924, based on the Per Capita Method and a marginal cost impact adjustment, as shown in Table 6A of Appendix A.

### **Police Department**

The Santa Ana Police Department provides effective police services with integrity, respect, and compassion while fostering strong partnerships with the community. The Project is expected to generate additional costs of \$139,957, based on the Per Capita Method, as shown in Table 6A of Appendix A.

### **Fire & Emergency Medical Services**

The City contracts with Orange County Fire Authority and CARE Ambulance to provide emergency fire and medical response. The Project is expected to generate additional costs of \$49,800, based on the Per Capita Method, as shown in Table 6A of Appendix A.

### **Planning & Building**

The Planning and Building Agency plays a critical role in achieving the City Council's goals for the physical development of the community. The agency's objective is to provide a safe, attractive, and business friendly community through implementing state and local construction codes, as well as planning and regulating future land uses. The Project is expected to generate additional costs of \$8,064, based on the Per Capita Method and a marginal cost impact adjustment, as shown in Table 6A of Appendix A.

### **Public Works**

The Public Works Agency constructs and maintains public facilities and the public right-of-way, and provides water, sewer and contracted trash services. The Project is expected to generate additional costs of \$22,373, based on the Per Capita Method and a marginal cost impact adjustment, as shown in Table 6A of Appendix A.

### **Community Development**

The Community Development Agency (CDA) is responsible for providing services in the areas of economic development, job training, affordable housing, parking enterprise and downtown



development. The Project is expected to generate additional costs of \$1,863, based on the Per Capita Method and a marginal cost impact adjustment, as shown in Table 6A of Appendix A.

### **3. ECONOMIC BENEFIT ANALYSIS**

#### **3.1 PURPOSE & METHODOLOGY**

The EBA portion of this analysis uses the IMPLAN modeling system to determine the one-time economic benefits to occur within the City during the construction phase of the proposed Project and how those impacts create additional one-time economic benefits throughout the local region. IMPLAN is the most widely employed and accepted regional economic analysis software for predicting economic impacts. The IMPLAN model is used to predict the economic consequences of a development project within a local economy and measures the direct, indirect, and induced effects in terms of employment and earnings within a specific region. The analysis estimates the economic benefits of the increases in employment and labor income, based on the estimated total output of the proposed Project. Each economic benefit is then broken down into direct impacts caused by the output of goods and services on-site, indirect impacts caused by increases from the use of goods and services of industries that provide the direct goods and services to the proposed Project, and induced impacts caused by the increase in employment and household spending. The analysis uses the North American Industry Classification System to classify the industry of the proposed Project and then utilizes a Social Accounting Matrix to generate a transactions table that dictates how industries are connected to the rest of an economy. These measures of connectivity are referred to as multipliers. These multipliers are then utilized to estimate the indirect and induced impacts on employment and labor income to occur within the local region. In addition to the economic benefits indicated by the IMPLAN model, development of the Project will also generate various one-time revenues for the City and other local agencies in the form of impact fees and other fees.

#### **3.2 ECONOMIC BENEFITS**

This EBA focuses on the direct benefits estimated to occur within the City and the increases in employment and labor income during the construction phase of the proposed Project. The proposed Project is expected to start vertical construction in September 2026 and to finish in January 2028. The total construction budget is expected to be \$28.6 million and is the output

metric used to determine the associated increases in employment, labor income, and value added in the IMPLAN analysis.

The one-time economic benefits for the direct impacts on the City from the construction phase of the proposed Project are an increase in employment by 140.26 full-time equivalent construction-related jobs and an increase in labor income of \$12,250,665. Indirect and induced impacts expected to occur within the surrounding area of the proposed Project can be found in Table 1B of Appendix B.

### 3.3 ONE-TIME FEES

During the construction of the Project, development impact fees required by the applicable public agencies will be paid. The estimate of development impact fees applicable to the Project are as follows:

**TABLE 3-1**  
**DEVELOPMENT IMPACT FEES**

<b>Public Agency</b>	<b>Estimate of Project Fees</b>
City of Santa Ana – DIF	\$647,778
Santa Ana Unified School District Fee	727,398
Transportation Corridor Agencies	235,812
County of Orange Sanitation District	578,514
<b>Total Fees</b>	<b>\$2,189,502</b>

These development impact fees are considered one-time revenues and are estimates based on current fee schedules from each public agency effective at the time of this report. Development impact fees are subject to change and increase annually based on the policies of the public agency.

---

**APPENDIX A**  
**FISCAL IMPACT CALCULATIONS**  
**PROPOSED RESIDENTIAL PROJECT**

**TABLE 1A**  
**ESTIMATE OF PROJECT POPULATION**  
**2020 E. 1ST STREET - FISCAL IMPACT ANALYSIS**  
**PROPOSED RESIDENTIAL PROJECT**

---

City-Wide Household Population (a)	306,488
Number of Housing Units (a)	80,468
<b>City-Wide Average Persons Per Unit</b>	<b>3.81</b>

<b>Project Residential Units at Buildout</b>	<b>86</b>
--	-----------

<b>Total Project Population at Buildout</b>	<b>328</b>
---	------------

**Footnotes:**

---

(a) Source: E-5 City/County Population and Housing Estimates, 1/1/2024 from the Department of Finance.

**TABLE 2A**  
**ESTIMATE OF REVENUES FROM PROPERTY TAXES**  
**2020 E. 1ST STREET - FISCAL IMPACT ANALYSIS**  
**PROPOSED RESIDENTIAL PROJECT**

Property Tax Levy	1.00%	In-Lieu Property Tax Per \$1,000 of		Transfer Tax Rate (d)	0.055%
City Portion (b)	17.27%	AV Growth (c)	\$1.3547	Turnover Rate (e)	10.00%

Floor Plan	Unit Mix (a)	Assessed Value (a)	Total Assessed Value	Property Tax Revenue/ Unit	Property Tax Revenue at Buildout	Property Tax In-Lieu Revenues/ Unit	In-Lieu Property Revenues at Buildout	Property Transfer Tax Revenue/Unit	Property Transfer Tax Revenue at Buildout
Plan 1	10	\$835,000	\$8,350,000	\$1,442	\$14,422	\$1,131	\$11,312	\$46	\$459
Plan 2	32	\$890,000	\$28,480,000	\$1,537	\$49,191	\$1,206	\$38,583	\$49	\$1,566
Plan 3	33	\$980,000	\$32,340,000	\$1,693	\$55,858	\$1,328	\$43,813	\$54	\$1,779
Plan 4	6	\$1,085,000	\$6,510,000	\$1,874	\$11,244	\$1,470	\$8,819	\$60	\$358
Plan 1A	2	\$193,000	\$386,000	\$333	\$667	\$261	\$523	\$0	\$0
Plan 2A	2	\$219,000	\$438,000	\$378	\$757	\$297	\$593	\$0	\$0
Plan 3A	1	\$240,000	\$240,000	\$415	\$415	\$325	\$325	\$0	\$0
<b>Total at Buildout</b>	<b>86</b>		<b>\$76,744,000</b>		<b>\$132,553</b>		<b>\$103,969</b>		<b>\$4,162</b>
Less Existing Assessed Value (f)			-\$14,497,918		-\$25,041		-\$19,641		\$0
<b>Total Increase to General Fund</b>			<b>\$62,246,082</b>		<b>\$107,512</b>		<b>\$84,328</b>		<b>\$4,162</b>

**Footnotes:**

(a) Unit mix and assessed value based on information received from Developer. Plans 1A, 2A, & 3A represent affordable housing units.

(b) The Project's Tax Rate Area for the subject property has a property tax rate of 17.27%.

(c) AV Growth is calculated by taking the Property Taxes-In Lieu amount of \$44,009,010, from the Adopted FY 2024-25 Budget, divided by the City AV Estimate of \$32,485,033,990, from the 2023-2024 District Values for Publication of Assessed Valuations Booklet Equalized Roll Values from the Orange County Auditor Controller, multiplied by \$1,000 to equal \$1.3547 of every \$1,000 of AV Growth.

(d) Transfer tax is 0.11% of the sale price of residential property and the City receives 50% of the taxed amount.

(e) Assumes a 10% turnover rate each year.

(f) Project site has assessed value of \$14,497,918 per the 2024-25 property tax bill.

**TABLE 3A**  
**TRA: 11-029**  
**BREAKDOWN OF 1% AD VALOREM TAX**

<b>District</b>	<b>District Name</b>	<b>Agency Pct of Revenue</b>	<b>Property Taxes at Buildout</b>
001C	ORANGE CO GEN. FUND	0.0600410463	\$37,373
710A	O C FLOOD CONTROL DISTRICT	0.0192634020	\$11,991
713A	O C PARKS CSA 26	0.0148900651	\$9,268
001C	EDUCATIONAL REVENUE AUGMENTATION FUND	0.0995962625	\$61,995
061B	EDUCATIONAL REVENUE AUGMENTATION FUND	0.0523534691	\$32,588
703A	EDUCATIONAL REVENUE AUGMENTATION FUND	0.0007129873	\$444
708A	EDUCATIONAL REVENUE AUGMENTATION FUND	0.0018225101	\$1,134
710A	EDUCATIONAL REVENUE AUGMENTATION FUND	0.0079136388	\$4,926
713A	EDUCATIONAL REVENUE AUGMENTATION FUND	0.0028484357	\$1,773
744A	EDUCATIONAL REVENUE AUGMENTATION FUND	0.0008907776	\$554
922A	EDUCATIONAL REVENUE AUGMENTATION FUND	0.0060241466	\$3,750
703A	ORANGE CO CEMETERY FUND-GENERAL	0.0004842665	\$301
061B	SANTA ANA CITY	0.1727213135	\$107,512
744A	ORANGE CO VECTOR CONTROL DIST	0.0010877272	\$677
960A	ORANGE COUNTY WATER DISTRICT	0.0088903699	\$5,534
961A	ORANGE CO. WATER DIST-WATER RESERVE	0.0001334445	\$83
708A	ORANGE COUNTY TRANSIT AUTHORITY	0.0027337651	\$1,702
916H	OC SANITATION #7 GEN FUND	0.0180431340	\$11,231
560B	TUSTIN UNIF GEN FUND	0.4276966554	\$266,224
500A	SOUTH ORANGE CO COMM COLL DIST-GEN	0.0862348637	\$53,678
600A	O C DEPT OF EDUCATION-GEN FUND	0.0156177192	\$9,721
<b>Total</b>		<b>1.0000000000</b>	<b>\$622,461</b>

**Sources:**

Orange Count Auditor office

Section 99 Factor Report by TRA 2024-2025

**TABLE 4A**  
**ESTIMATE OF SALES TAXES**  
**2020 E. 1ST STREET - FISCAL IMPACT ANALYSIS**  
**PROPOSED RESIDENTIAL PROJECT**

---

**Estimate of Household Income**

Average Sales Price		\$892,372
Down Payment	10%	\$89,237
Loan Amount		\$803,135
Interest Rate (a)		6.75%
Term (Years)		30
Annual Mortgage Payments		\$62,509
HOA Dues (Per Month)	\$300	\$3,600
Maintenance / Insurance (Per Month)	\$150	\$1,800
Property Taxes	1.20%	\$10,708
Total Annual Housing Costs		\$78,618
Percent of Income Spent on Housing (b)		37%
Average Annual Household Income		\$214,000

**Estimated Sales Taxes Per Unit**

Percent of Income on Taxable Spending (b)		34.80%
City Spending Capture		50.00%
Taxable Sales within the City		\$37,236
City Portion of Base Sales Tax (c)	1.00%	\$372
Measure X	1.50%	\$559
Half-Cent Sales Tax (Safety) (d)	0.05%	\$17

**Estimated Sales Taxes at Buildout**

Total Units		86
Taxable Sales with the City		\$3,202,296
City Portion of Sales Tax		\$32,023
Measure X		\$48,034
Half-Cent Sales Tax (Safety)		\$1,454

**Footnote:**

---

(a) Estimate 30 year mortgage rate based on Bankrate.com.

(b) Per the U.S. Bureau of Labor Statistics, Western Information Office, Consumer Expenditures for the Los Angeles Area - 2021-22. Assumes 50% of the 13.2% spent on food is taxable.

(c) Per Page 24 of the City Operating Budget

(d) The City receives 9.08% of the Half-Cent Sales Tax (Safety) based on the 2024-25 Adopted Budget.

**TABLE 5A**  
**ESTIMATE OF REVENUES**  
**2020 E. 1ST STREET - FISCAL IMPACT ANALYSIS**  
**PROPOSED RESIDENTIAL PROJECT**

Demographic Profile:	Total			
	Household Population	Employment Population (a)	Population/ Jobs	Total Resident Equivalents (b)
City of Santa Ana	306,488	148,900	455,388	380,938
2020 E 1st Street	328	0	328	328

	City FY 2024-25 Adopted Budget (c)	Per Capita Service Population	Per Capita Revenue	New Residents/ Resident Equivalents	"Marginal Revenue" Impact Adjustment (e)	Annual Revenue at Buildout
<b>Taxes</b>						
Property Taxes	\$48,810,310	-----Case Study-----				\$107,512
Prop Tax-In Lieu VLF	\$44,009,010	-----Case Study-----				\$84,328
Utility User Taxes	\$27,300,000	Population	\$89.07	328	0%	\$29,216
Business Tax (d)	\$16,200,000	Res Equiv	\$42.53	328	100%	\$0
Documentary Stamp Tax	\$800,000	-----Case Study-----				\$4,162
Sales Taxes	\$61,682,950	-----Case Study-----				\$32,023
Half-Cent Sales Tax (Safety)	\$2,800,000	-----Case Study-----				\$1,454
Sales Tax Measure X	\$85,632,610	-----Case Study-----				\$48,034
Other Taxes (d)	\$34,962,000	Res Equiv	\$91.78	328	100%	\$0
Franchise Fees	\$12,375,000	Res Equiv	\$32.49	328	0%	\$10,655
Fines and Forfeitures	\$5,670,100	Res Equiv	\$14.88	328	0%	\$4,882
Licenses and Permits (d)	\$9,163,200	Res Equiv	\$24.05	328	100%	\$0
Charges for Services	\$21,427,100	Res Equiv	\$56.25	328	0%	\$18,449
Intergovernmental (d)	\$8,089,340	Res Equiv	\$21.24	328	100%	\$0
Miscellaneous (d)	\$10,827,220	Res Equiv	\$28.42	328	100%	\$0
Transfers-In (d)	\$10,000	Res Equiv	\$0.03	328	100%	\$0
Use of Money (d)	\$16,768,500	Res Equiv	\$44.02	328	100%	\$0
<b>Total Revenues</b>	<b>\$406,527,340</b>					<b>\$340,716</b>

**Footnotes:**

- (a) Total Employment of 148,900 is from the City Profile on page 4 of the Adopted 2024-25 City Budget.  
(b) Assumes that two employees have the same impact as one resident.  
(c) Amounts from the Adopted 2024-25 City Budget.  
(d) Revenues assumed to not be affected by the increase of the Project population.  
(e) Indicates the adjustment to certain per capita revenue categories not expected to increase based on the citywide average.



**TABLE 6A**  
**ESTIMATE OF ANNUAL RECURRING EXPENDITURES**  
**2020 E. 1ST STREET - FISCAL IMPACT ANALYSIS**  
**PROPOSED RESIDENTIAL PROJECT**

Demographic Profile:	Household Population	Employment Population (a)	Total Population/ Jobs	Total Resident Equivalents (b)
City of Santa Ana	306,488	148,900	455,388	380,938
2020 E 1st Street	328	0	328	328

	City FY 2024-25 Adopted Budget	Service Population	Per Capita Expense	New Residents/ Resident Equivalents	"Marginal Cost" Impact Adjustment (c)	Estimated Recurring Expenditures at Buildout
City Manager	\$3,963,160	Res Equiv	\$10.40	328	100%	\$0
City Council	\$1,043,970	Res Equiv	\$2.74	328	100%	\$0
General Non-Dept	\$38,543,830	Res Equiv	\$101.18	328	100%	\$0
Interfund Transfers	\$17,999,970	Res Equiv	\$47.25	328	100%	\$0
City Clerk	\$1,934,570	Res Equiv	\$5.08	328	100%	\$0
City Attorney	\$4,500,350	Res Equiv	\$11.81	328	100%	\$0
Human Resources	\$4,393,370	Res Equiv	\$11.53	328	100%	\$0
Finance Department	\$13,268,160	Res Equiv	\$34.83	328	100%	\$0
Library	\$7,916,230	Res Equiv	\$20.78	328	75%	\$1,704
Museum Fund	\$1,715,320	Res Equiv	\$4.50	328	75%	\$369
Parks, Rec. & Community Services	\$16,083,960	Res Equiv	\$42.22	328	50%	\$6,924
Police Department	\$162,545,030	Res Equiv	\$426.70	328	0%	\$139,957
Fire & Emergency Medical Services	\$57,837,370	Res Equiv	\$151.83	328	0%	\$49,800
Planning & Building	\$18,731,210	Res Equiv	\$49.17	328	50%	\$8,064
Public Works	\$51,968,800	Res Equiv	\$136.42	328	50%	\$22,373
Community Development	\$4,327,760	Res Equiv	\$11.36	328	50%	\$1,863
<b>Total Expenditures</b>	<b>\$406,773,060</b>					<b>\$231,055</b>

**Footnotes:**

(a) Total Employment of 148,900 is from the City Profile on page 4 of the Adopted 2024-25 City Budget.

(b) Assumes that two employees have the same impact as one resident.

(c) Reflects adjustment to expenditures that do not have a 1:1 relationship between projected population growth and demand for municipal services.

**TABLE 7A**  
**ESTIMATE OF GENERAL FUND FISCAL IMPACT**  
**2020 E. 1ST STREET - FISCAL IMPACT ANALYSIS**  
**PROPOSED RESIDENTIAL PROJECT**

	<b>Amount at</b>	<b>Percent</b>
<b>Annual General Fund Revenues</b>	<b>Buildout</b>	<b>of Total</b>
Property Tax	\$107,512	31.6%
Prop Tax-In Lieu VLF	84,328	24.8%
Utility User Taxes	29,216	8.6%
Documentary Stamp Tax	4,162	1.2%
Sales Tax	32,023	9.4%
Sales Tax Measure X	48,034	14.1%
Half-Cent Sales Tax (Safety)	1,454	0.4%
Franchise Fees	10,655	3.1%
Business Licenses	0	0.0%
Fines and Forfeitures	4,882	1.4%
Licenses and Permits	0	0.0%
Charges for Services	18,449	5.4%
<b>Total Revenues</b>	<b>\$340,716</b>	<b>100.0%</b>

	<b>Amount at</b>	<b>Percent</b>
<b>Annual General Fund Expenditures</b>	<b>Buildout</b>	<b>of Total</b>
City Manager	\$0	0.0%
City Council	0	0.0%
General Non-Dept	0	0.0%
Interfund Transfers	0	0.0%
City Clerk	0	0.0%
City Attorney	0	0.0%
Human Resources	0	0.0%
Finance Department	0	0.0%
Library	1,704	0.7%
Museum Fund	369	0.2%
Parks, Rec. & Community Services	6,924	3.0%
Police Department	139,957	60.6%
Fire & Emergency Medical Services	49,800	21.6%
Planning & Building	8,064	3.5%
Public Works	22,373	9.7%
Community Development	1,863	0.8%
<b>Total Expenditures</b>	<b>\$231,055</b>	<b>100.0%</b>

<b>Annual Recurring Surplus/(Deficit) at Buildout</b>	<b>\$109,662</b>
<b>Revenues to Expenditure Ratio</b>	<b>1.47</b>

---

**APPENDIX B**  
**ECONOMIC BENEFIT ANALYSIS**  
**PROPOSED RESIDENTIAL PROJECT**

**TABLE 1B**  
**ESTIMATE OF ECONOMIC BENEFITS**  
**2020 E. 1ST STREET**  
**PROPOSED RESIDENTIAL PROJECT**

---

<b>Impact</b>	<b>Employement</b>	<b>Labor Income</b>	<b>Total Output</b>
Direct (a)	140.26	\$11,720,202	\$28,555,449
Indirect (b)	30.58	\$2,516,068	\$7,304,574
Induced (c)	46.12	\$3,178,367	\$9,107,945
<b>Total</b>	<b>216.95</b>	<b>\$17,414,637</b>	<b>\$44,967,968</b>

**Footnotes:**

---

- (a) Direct impacts are economic impacts caused by the output of goods and services on-site.  
(b) Indirect impacts are economic impacts caused by increases from the use of goods and services of industries that provide the direct goods and services to the proposed Project.  
(c) Induced impacts are economic impacts caused by the increase in employment and household spending.