

Folsom SOI
 Developer Fee Burden
 Project Alternative Cost Comparison & Adjustments

	Wrkng Budget Project (March 2011)	Proposed Project w/Wrkng Budget Adjustments	Proposed Project w/Wrkng Budget + Cost Adjustments	No USA COE Permit	Centralized Development	Reduced Hillside Development	Resource Impact Minimization
Total Major Roads	94,500,024	105,000,027	94,500,024	715,758,419	86,002,657	72,837,639	445,950,403
Total Secondary Roads	27,500,410	67,556,009	27,500,410	51,342,015	27,097,777	19,562,795	26,350,031
Total Signals at Intersections	7,654,500	8,505,000	7,654,500	7,654,500	7,654,500	7,654,500	7,654,500
Total Interchanges	49,760,000	55,288,889	49,760,000	49,760,000	49,760,000	49,760,000	49,760,000
Total Dry Utilities	15,300,000	17,000,000	15,300,000	15,300,000	15,300,000	15,300,000	15,300,000
Total Project Specific Roads	194,714,934	253,349,924	194,714,934	839,814,934	185,814,934	165,114,934	545,014,934
Total Other Road Obligations	121,713,104	121,713,104	121,713,104	121,713,104	121,713,104	121,713,104	121,713,104
Total - Backbone Roads	316,428,038	375,063,028	316,428,038	961,528,038	307,528,038	286,828,038	666,728,038
Total Storm Drains	19,970,911	22,129,696	19,970,911	19,370,911	29,370,911	40,970,911	19,370,911
Total Sewer	88,998,231	88,998,231	88,998,231	88,298,231	82,798,231	88,498,231	85,998,231
Total Potable Water	203,748,267	195,500,871	203,748,267	193,148,267	194,748,267	202,248,267	189,648,267
Total Non-Potable Water	20,523,936	20,523,936	20,523,936	20,523,936	20,523,936	20,523,936	20,523,936
Subtotal Backbone Infrastructure Cost	649,669,383	696,163,078	649,669,383	1,282,869,383	634,969,383	639,069,383	982,269,383
Total Library	2,579,920	5,500,000	2,579,920	2,579,920	2,579,920	2,579,920	2,579,920
Total Corp. Yard	28,000,000	4,100,000	28,000,000	28,000,000	28,000,000	28,000,000	28,000,000
Total Muni Services	-	5,500,000	-	-	-	-	-
Total Police	5,267,040	10,400,000	5,267,040	5,267,040	5,267,040	5,267,040	5,267,040
Total Fire	12,421,701	12,421,701	12,421,701	12,421,701	12,421,701	12,421,701	12,421,701
Total Parks	80,262,500	121,800,000	80,262,500	43,262,500	71,962,500	117,062,500	64,162,500
Total Trails	18,370,000	25,100,000	18,370,000	18,370,000	18,370,000	18,370,000	18,370,000
Total Transit	28,100,000	28,100,000	28,100,000	28,100,000	28,100,000	28,100,000	28,100,000
Total Schools	350,305,000	350,305,000	350,305,000	219,321,391	310,705,304	444,735,043	274,151,739
Total Habitat	30,000,000	30,000,000	30,000,000	11,200,000	26,600,000	31,300,000	27,300,000
Total Other Building Permit Fees	32,360,333	18,300,000	32,360,333	23,023,549	29,040,621	33,474,833	25,615,111
Total Public Facilities	587,666,494	611,526,701	587,666,494	391,546,101	533,047,086	721,311,038	485,968,011
Total Costs	1,237,335,877	1,307,689,779	1,237,335,877	1,674,415,484	1,168,016,469	1,360,380,421	1,468,237,395
Delta From Working Wrkng Budget	-	70,353,902	-	437,079,607	(69,319,408)	123,044,543	230,901,517
Average Burden	17.7%		19.1%	41.2%	21.4%	19.9%	30.9%
Average Burden w/CFD	13.8%		15.2%	37.6%	17.7%	16.0%	26.9%



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 materially from those expressed in this analysis.

**Folsom SOI
Model Adjustments**

SF/Unit	RESIDENTIAL UNITS					
	SF	SFHD	MLD	MMD	MHD	MU-R
Original	2,183	2,183	1,200	939	939	939
Ratio of SF	100%	80%	55%	43%	37%	37%
Proposed	2,500	2,000	1,375	1,075	925	925
School Fees	6.24 /SF of Residential					

COMMERCIAL ACRES						
MU-C	OP	GC-O	GC-C	CC	RC	
1	1	1	1	1	1	1
1	1	1	1	1	1	1
0.47 /SF of Commercial						

Burden						
Proposed Project	18.5%	19.4%	17.9%	19.0%	19.8%	19.8%
No USA COE Permit	32.1%	36.1%	36.4%	39.2%	39.2%	38.3%
Centralized Development	21.0%	21.9%	20.3%	21.5%	22.2%	22.3%
Reduced Hillside Development	20.2%	21.1%	19.1%	20.3%	21.3%	21.4%
Resource Impact Minimization	26.3%	28.7%	28.1%	30.1%	30.5%	30.0%

22.7%	20.8%	22.7%	22.7%	20.8%	16.0%
65.0%	62.2%	71.3%	71.1%	63.6%	47.3%
25.0%	22.8%	25.0%	24.9%	22.7%	17.3%
21.9%	19.8%	21.6%	21.6%	19.8%	15.2%
45.7%	43.2%	49.1%	49.0%	44.0%	32.9%

Avg Based on A/V

19.1%
41.2%
21.4%
19.9%
30.9%

Product Type % of Project						
Proposed Project (Balanced)	19.4%	27.0%	15.4%	6.1%	5.3%	2.9%
No USA COE Permit	37.1%	14.0%	11.3%	6.6%	1.2%	2.0%
Centralized Development	8.5%	27.7%	18.6%	11.7%	3.8%	2.1%
Reduced Hillside Development	11.5%	15.1%	24.7%	11.6%	10.2%	1.7%
Resource Impact Minimization	21.4%	30.7%	17.3%	5.7%	1.5%	1.6%

0.9%	5.4%	2.4%	7.1%	1.9%	6.2%
0.6%	6.0%	2.7%	8.0%	0.5%	10.0%
0.7%	7.8%	2.4%	7.2%	0.9%	8.7%
0.6%	6.8%	2.4%	7.1%	0.8%	7.6%
0.5%	3.9%	2.2%	6.6%	1.0%	7.7%

Avg Based on SF

19.2%
41.7%
21.5%
19.9%
31.1%

Total SF						
Original Base	3,681,956	6,401,409	2,920,800	1,149,054	1,174,401	639,302
Proposed Project (Balanced)	4,217,500	5,866,000	3,346,750	1,315,800	1,157,175	629,925
No USA COE Permit	5,970,000	2,254,000	1,819,125	1,054,575	194,250	318,200
Centralized Development	1,602,500	5,204,000	3,495,250	2,197,300	706,700	400,525
Reduced Hillside Development	2,472,500	3,238,000	5,315,750	2,487,550	2,201,500	356,125
Resource Impact Minimization	3,782,500	5,406,000	3,042,875	1,012,650	265,475	283,975

205,952	1,165,666	512,919	1,539,846	423,621	1,351,405
206,301	1,165,666	512,919	1,539,846	423,621	1,351,405
100,183	965,726	427,473	1,283,325	78,408	1,606,318
126,015	1,474,071	449,135	1,348,359	167,706	1,629,492
126,015	1,461,003	505,698	1,518,168	167,706	1,629,492
89,362	680,843	388,239	1,165,543	167,706	1,350,185

Total SF

21,166,331
21,732,908
16,071,583
18,801,052
21,479,507
17,635,354



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865 South Figueroa Street, 35th Floor Los Angeles California 90017 ph 213.417.3300 fax 213.417.3311

**Folsom SOI
Developer Fee Burden
No USACOE Permit DF**

Land Use Description	RESIDENTIAL						COMMERCIAL					
	SF	SFHD	MLD	MMD	MHD	MU-R	MU-C	OP	GC-O	GC-C	CC	RC
	Single-Family	Single-Family High Density	Multifamily Low Density	Multifamily Medium Density	Multifamily High Density	Mixed Use - Residential	Mixed Use - Commercial	Office Park	General Commercial - Office	General Commercial - Comm	Community Commercial	Regional Commercial
Unit Value	525,000	420,000	360,938	282,188	242,813	242,813	195	176	202	202	202	246
Units	2,388	1,127	1,323	981	210	344	100,183	965,726	427,473	1,283,325	78,408	1,606,318
SF/Unit	2,500	2,000	1,375	1,075	925	925	1	1	1	1	1	1
% Of Project	37.1%	14.0%	11.3%	6.6%	1.2%	2.0%	0.6%	6.0%	2.7%	8.0%	0.5%	10.0%
% of Burden	27.4%	11.6%	11.8%	7.4%	1.4%	2.2%	0.9%	7.2%	4.2%	12.6%	0.7%	12.7%
Burden Ratio	73.8%	82.9%	104.5%	112.5%	112.7%	110.2%	138.6%	119.7%	157.7%	157.3%	140.7%	127.2%
City Fees												
Building Permit Processing Fee	2,697	2,697	2,103	1,617	1,617	1,617	0.60	0.80	0.64	0.64	0.64	0.59
Police Capital Facilities Fee	526	526	596	596	596	596	0.89	0.89	0.89	0.89	0.89	0.89
Fire Capital Facilities Fee	951	951	919	919	919	919	0.56	0.56	0.56	0.56	0.56	0.56
General Capital Facilities Fee	1,397	1,397	1,397	1,397	1,397	1,397	0.44	0.44	0.44	0.44	0.44	0.44
Citywide Park Fee	-	-	-	-	-	-	-	-	-	-	-	-
Park Equipment	-	-	-	-	-	-	-	-	-	-	-	-
Road Fee	-	-	-	-	-	-	-	-	-	-	-	-
City Sewer Fee	-	-	-	-	-	-	-	-	-	-	-	-
Drainage Fees	-	-	-	-	-	-	-	-	-	-	-	-
Water Connection Fee	-	-	-	-	-	-	-	-	-	-	-	-
Water Impact Fee	-	-	-	-	-	-	-	-	-	-	-	-
Transportation Management Fee	35	35	25	25	25	25	0.15	0.15	0.15	0.15	0.15	0.15
Solid Waste Capital Improvement Fee	326	326	213	99	99	99	0.18	0.30	0.36	0.36	0.36	0.32
Light Rail Fee	634	634	436	436	436	436	0.20	0.08	0.20	0.20	0.20	0.20
Housing Trust Fund	-	-	-	-	-	-	1.20	1.20	1.20	1.20	1.20	1.20
Subtotal City Fees	6,566	6,566	5,689	5,089	5,089	5,089	4.22	4.42	4.44	4.44	4.44	4.35
Other Agency Fees												
Measure A Development Impact Fee	1,000	1,000	700	700	700	700 #	2.91	1.20	2.55	2.55	2.55	3.71
SRCS D Sewer Fee	7,450	7,450	5,588	5,588	5,588	5,588 #	0.75	1.49	1.03	1.03	1.03	1.49
Folsom-Cordova USD School Facilities Fee	15,600	12,480	8,580	6,708	5,772	5,772 #	0.47	0.47	0.47	0.47	0.47	0.47
50 Corridor Mobility Study	4,889	4,889	2,982	2,982	2,982	2,982 #	3.98	2.81	3.74	3.74	3.74	3.98
Subtotal Other Agency Fees	28,939	25,819	17,850	15,978	15,042	15,042	8.11	5.97	7.79	7.79	7.79	9.65
FPASP Special Financing Fees												
Infrastructure Construction (Backbone)												
Roadway	74,247	74,247	70,872	60,748	50,623	47,248	92.81	82.64	112.17	112.09	99.17	88.54
Sewer	4,707	4,738	4,940	3,896	3,047	3,983	3.26	2.18	2.96	2.96	2.61	2.33
Storm Drainage	2,718	1,865	1,576	844	656	857	2.12	1.42	1.92	1.92	1.70	1.52
Water	32,981	21,987	19,239	13,742	10,994	10,994	12.99	10.22	11.78	11.77	10.41	7.76
Non-Potable Water	3,505	2,336	2,044	1,460	1,168	1,168	1.38	1.09	1.25	1.25	1.11	0.82
Subtotal Infrastructure Construction	118,158	105,175	98,672	80,690	66,488	64,250	112.57	97.54	130.08	129.99	115.00	100.98
Public Facilities												
Library	366	366	243	243	243	243	0.16	0.16	0.18	0.13	0.11	0.11
Corporation Yard	13	13	8	8	8	8	0.01	0.01	0.01	0.00	0.00	0.00
Municipal Services Center	-	-	-	-	-	-	-	-	-	-	-	-
Police Facilities	-	-	-	-	-	-	-	-	-	-	-	-
Fire Facilities	561	561	372	372	372	372	0	0	0	0	0	0
Parks	7,991	7,991	5,309	5,309	5,309	5,309	-	-	-	-	-	-
Trails	2,401	2,401	1,595	1,595	1,595	1,595	-	-	-	-	-	-
Transit	1,274	1,274	846	846	846	846	1	1	1	0	0	0
Habitat & Agricultural Mitigation	2,284	1,254	757	378	276	360	0.79	0.53	0.72	0.72	0.63	0.57
Financing Plan Administration & Updates	-	-	-	-	-	-	-	-	-	-	-	-
Subtotal Public Facilities	14,890	13,860	9,132	8,753	8,650	8,735	1.74	1.48	1.79	1.50	1.32	1.26
Total FPASP Special Financing District	133,048	119,035	107,803	89,443	75,139	72,985	114.31	99.01	131.87	131.48	116.33	102.23
TOTAL COST PER UNIT	168,553	151,420	131,342	110,510	95,270	93,116	126.64	109.40	144.10	143.71	128.56	116.23
Cost Burden as % of Unit Sales Price	32.1%	36.1%	36.4%	39.2%	39.2%	38.3%	65.0%	62.2%	71.3%	71.1%	63.6%	47.3%

Total Revenue Based on This Schedule 1,468,524,196



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**Folsom SOI
Developer Fee Burden
Centralized Development DF**

Land Use Description	RESIDENTIAL						COMMERCIAL					
	SF	SFHD	MLD	MMD	MHD	MU-R	MU-C	OP	GC-O	GC-C	CC	RC
	Single-Family	Single-Family High Density	Multifamily Low Density	Multifamily Medium Density	Multifamily High Density	Mixed Use - Residential	Mixed Use - Commercial	Office Park	General Commercial - Office	General Commercial - Comm	Community Commercial	Regional Commercial
Unit Value	500,000	400,000	343,750	268,750	231,250	231,250	195	176	202	202	202	246
Units	641	2,602	2,542	2,044	764	433	126,015	1,474,071	449,135	1,348,359	167,706	1,629,492
SF/Unit	2,500	2,000	1,375	1,075	925	925	1	1	1	1	1	1
% Of Project	8.5%	27.7%	18.6%	11.7%	3.8%	2.1%	0.7%	7.8%	2.4%	7.2%	0.9%	8.7%
% of Burden	7.6%	25.8%	20.0%	13.3%	4.4%	2.5%	0.7%	6.7%	2.6%	7.7%	0.9%	7.8%
Burden Ratio	89.3%	93.1%	107.7%	114.1%	118.1%	118.5%	103.2%	85.1%	107.1%	106.8%	97.5%	90.4%
City Fees												
Building Permit Processing Fee	2,697	2,697	2,103	1,617	1,617	1,617	0.60	0.80	0.64	0.64	0.64	0.59
Police Capital Facilities Fee	526	526	596	596	596	596	0.89	0.89	0.89	0.89	0.89	0.89
Fire Capital Facilities Fee	951	951	919	919	919	919	0.56	0.56	0.56	0.56	0.56	0.56
General Capital Facilities Fee	1,397	1,397	1,397	1,397	1,397	1,397	0.44	0.44	0.44	0.44	0.44	0.44
Citywide Park Fee	-	-	-	-	-	-	-	-	-	-	-	-
Park Equipment	-	-	-	-	-	-	-	-	-	-	-	-
Road Fee	-	-	-	-	-	-	-	-	-	-	-	-
City Sewer Fee	-	-	-	-	-	-	-	-	-	-	-	-
Drainage Fees	-	-	-	-	-	-	-	-	-	-	-	-
Water Connection Fee	-	-	-	-	-	-	-	-	-	-	-	-
Water Impact Fee	-	-	-	-	-	-	-	-	-	-	-	-
Transportation Management Fee	35	35	25	25	25	25	0.15	0.15	0.15	0.15	0.15	0.15
Solid Waste Capital Improvement Fee	326	326	213	99	99	99	0.18	0.30	0.36	0.36	0.36	0.32
Light Rail Fee	634	634	436	436	436	436	0.20	0.08	0.20	0.20	0.20	0.20
Housing Trust Fund	-	-	-	-	-	-	1.20	1.20	1.20	1.20	1.20	1.20
Subtotal City Fees	6,566	6,566	5,689	5,089	5,089	5,089	4.22	4.42	4.44	4.44	4.44	4.35
Other Agency Fees												
Measure A Development Impact Fee	1,000	1,000	700	700	700	700 #	2.91	1.20	2.55	2.55	2.55	3.71
SRCSO Sewer Fee	7,450	7,450	5,588	5,588	5,588	5,588 #	0.75	1.49	1.03	1.03	1.03	1.49
Folsom-Cordova USD School Facilities Fee	15,600	12,480	8,580	6,708	5,772	5,772 #	0.47	0.47	0.47	0.47	0.47	0.47
50 Corridor Mobility Study	4,889	4,889	2,982	2,982	2,982	2,982 #	3.98	2.81	3.74	3.74	3.74	3.98
Subtotal Other Agency Fees	28,939	25,819	17,850	15,978	15,042	15,042	8.11	5.97	7.79	7.79	7.79	9.65
FPASP Special Financing Fees												
Infrastructure Construction (Backbone)												
Roadway	13,866	13,866	13,236	11,345	9,454	8,824	17.33	15.43	20.95	20.93	18.52	16.54
Sewer	1,736	1,747	1,821	1,437	1,124	1,469	1.20	0.80	1.09	1.09	0.96	0.86
Storm Drainage	3,669	2,518	2,128	1,139	885	1,157	2.86	1.91	2.59	2.59	2.29	2.05
Water	29,096	19,398	16,973	12,123	9,699	9,699	11.46	9.01	10.39	10.38	9.19	6.84
Non-Potable Water	3,066	2,044	1,789	1,278	1,022	1,022	1.21	0.95	1.10	1.09	0.97	0.72
Subtotal Infrastructure Construction	51,433	39,573	35,946	27,322	22,184	22,170	34.07	28.11	36.12	36.09	31.93	27.01
Public Facilities												
Library	286	286	190	190	190	190	0.12	0.12	0.14	0.10	0.09	0.09
Corporation Yard	-	-	-	-	-	-	-	-	-	-	-	-
Municipal Services Center	-	-	-	-	-	-	-	-	-	-	-	-
Police Facilities	-	-	-	-	-	-	-	-	-	-	-	-
Fire Facilities	123	123	82	82	82	82	0	0	0	0	0	0
Parks	10,157	10,157	6,748	6,748	6,748	6,748	-	-	-	-	-	-
Trails	1,835	1,835	1,219	1,219	1,219	1,219	-	-	-	-	-	-
Transit	345	345	229	229	229	229	0	0	0	0	0	0
Habitat & Agricultural Mitigation	5,529	3,036	1,832	915	667	872	1.92	1.28	1.74	1.74	1.54	1.37
Financing Plan Administration & Updates	-	-	-	-	-	-	-	-	-	-	-	-
Subtotal Public Facilities	18,276	15,782	10,301	9,384	9,136	9,340	2.24	1.60	2.10	2.00	1.77	1.61
Total FPASP Special Financing District	69,709	55,356	46,247	36,705	31,319	31,510	36.31	29.71	38.22	38.09	33.70	28.61
TOTAL COST PER UNIT	105,214	87,741	69,786	57,772	51,450	51,641	48.64	40.10	50.45	50.32	45.93	42.61
Cost Burden as % of Unit Sales Price	21.0%	21.9%	20.3%	21.5%	22.2%	22.3%	25.0%	22.8%	25.0%	24.9%	22.7%	17.3%

Total Revenue Based on This Schedule 885,794,664



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Reduced Hillside Development DF**

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	SF	SFHD	MLD	MMD	MHD	MU-R	MU-C	OP	GC-O	GC-C	CC	RC
	Single-Family	Single-Family High Density	Multifamily Low Density	Multifamily Medium Density	Multifamily High Density	Mixed Use - Residential	Mixed Use - Commercial	Office Park	General Commercial - Office	General Commercial - Comm	Community Commercial	Regional Commercial
Unit Value	500,000	400,000	343,750	268,750	231,250	231,250	195	176	202	202	202	246
Units	989	1,619	3,866	2,314	2,380	385	126,015	1,461,003	505,698	1,518,168	167,706	1,629,492
SF/Unit	2,500	2,000	1,375	1,075	925	925	1	1	1	1	1	1
% Of Project	11.5%	15.1%	24.7%	11.6%	10.2%	1.7%	0.6%	6.8%	2.4%	7.1%	0.8%	7.6%
% of Burden	10.3%	14.1%	26.3%	13.1%	12.1%	2.0%	0.6%	5.3%	2.3%	6.9%	0.7%	6.3%
Burden Ratio	89.8%	93.8%	106.3%	113.2%	118.5%	119.1%	94.9%	77.6%	97.1%	96.9%	88.9%	83.3%
City Fees												
Building Permit Processing Fee	2,697	2,697	2,103	1,617	1,617	1,617	0.60	0.80	0.64	0.64	0.64	0.59
Police Capital Facilities Fee	526	526	596	596	596	596	0.89	0.89	0.89	0.89	0.89	0.89
Fire Capital Facilities Fee	951	951	919	919	919	919	0.56	0.56	0.56	0.56	0.56	0.56
General Capital Facilities Fee	1,397	1,397	1,397	1,397	1,397	1,397	0.44	0.44	0.44	0.44	0.44	0.44
Citywide Park Fee	-	-	-	-	-	-	-	-	-	-	-	-
Park Equipment	-	-	-	-	-	-	-	-	-	-	-	-
Road Fee	-	-	-	-	-	-	-	-	-	-	-	-
City Sewer Fee	-	-	-	-	-	-	-	-	-	-	-	-
Drainage Fees	-	-	-	-	-	-	-	-	-	-	-	-
Water Connection Fee	-	-	-	-	-	-	-	-	-	-	-	-
Water Impact Fee	-	-	-	-	-	-	-	-	-	-	-	-
Transportation Management Fee	35	35	25	25	25	25	0.15	0.15	0.15	0.15	0.15	0.15
Solid Waste Capital Improvement Fee	326	326	213	99	99	99	0.18	0.30	0.36	0.36	0.36	0.32
Light Rail Fee	634	634	436	436	436	436	0.20	0.08	0.20	0.20	0.20	0.20
Housing Trust Fund	-	-	-	-	-	-	1.20	1.20	1.20	1.20	1.20	1.20
Subtotal City Fees	6,566	6,566	5,689	5,089	5,089	5,089	4.22	4.42	4.44	4.44	4.44	4.35
Other Agency Fees												
Measure A Development Impact Fee	1,000	1,000	700	700	700	700 #	2.91	1.20	2.55	2.55	2.55	3.71
SRCSO Sewer Fee	7,450	7,450	5,588	5,588	5,588	5,588 #	0.75	1.49	1.03	1.03	1.03	1.49
Folsom-Cordova USD School Facilities Fee	15,600	12,480	8,580	6,708	5,772	5,772 #	0.47	0.47	0.47	0.47	0.47	0.47
50 Corridor Mobility Study	4,889	4,889	2,982	2,982	2,982	2,982 #	3.98	2.81	3.74	3.74	3.74	3.98
Subtotal Other Agency Fees	28,939	25,819	17,850	15,978	15,042	15,042	8.11	5.97	7.79	7.79	7.79	9.65
FPASP Special Financing Fees												
Infrastructure Construction (Backbone)												
Roadway	10,283	10,283	9,816	8,413	7,011	6,544	12.85	11.45	15.54	15.52	13.73	12.26
Sewer	905	911	950	749	586	766	0.63	0.42	0.57	0.57	0.50	0.45
Storm Drainage	4,523	3,104	2,623	1,404	1,091	1,426	3.53	2.36	3.20	3.19	2.83	2.52
Water	25,698	17,132	14,991	10,708	8,566	8,566	10.13	7.96	9.18	9.17	8.11	6.04
Non-Potable Water	2,608	1,739	1,521	1,087	869	869	1.03	0.81	0.93	0.93	0.82	0.61
Subtotal Infrastructure Construction	44,017	33,169	29,900	22,361	18,124	18,171	28.16	22.99	29.41	29.39	26.00	21.89
Public Facilities												
Library	244	244	162	162	162	162	0.10	0.10	0.12	0.09	0.08	0.08
Corporation Yard	-	-	-	-	-	-	-	-	-	-	-	-
Municipal Services Center	-	-	-	-	-	-	-	-	-	-	-	-
Police Facilities	-	-	-	-	-	-	-	-	-	-	-	-
Fire Facilities	-	-	-	-	-	-	-	-	-	-	-	-
Parks	13,690	13,690	9,095	9,095	9,095	9,095	-	-	-	-	-	-
Trails	1,520	1,520	1,010	1,010	1,010	1,010	-	-	-	-	-	-
Transit	-	-	-	-	-	-	-	-	-	-	-	-
Habitat & Agricultural Mitigation	5,842	3,208	1,936	967	705	921	2.02	1.35	1.84	1.83	1.62	1.45
Financing Plan Administration & Updates	-	-	-	-	-	-	-	-	-	-	-	-
Subtotal Public Facilities	21,296	18,662	12,204	11,235	10,972	11,189	2.13	1.46	1.95	1.92	1.70	1.52
Total FPASP Special Financing District	65,314	51,832	42,104	33,596	29,096	29,360	30.29	24.45	31.36	31.31	27.70	23.42
TOTAL COST PER UNIT	100,819	84,217	65,643	54,663	49,227	49,491	42.62	34.84	43.59	43.54	39.93	37.42
Cost Burden as % of Unit Sales Price	20.2%	21.1%	19.1%	20.3%	21.3%	21.4%	21.9%	19.8%	21.6%	21.6%	19.8%	15.2%

Total Revenue Based on This Schedule 964,612,413



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 materially from those expressed in this analysis.

865 South Figueroa Street, 35th Floor Los Angeles California 90017 ph 213.417.3300 fax 213.417.3311

**Folsom SOI
Developer Fee Burden
Resource Impact Minimization DF**

Land Use Description	RESIDENTIAL						COMMERCIAL					
	SF	SFHD	MLD	MMD	MHD	MU-R	MU-C	OP	GC-O	GC-C	CC	RC
	Single-Family	Single-Family High Density	Multifamily Low Density	Multifamily Medium Density	Multifamily High Density	Mixed Use - Residential	Mixed Use - Commercial	Office Park	General Commercial - Office	General Commercial - Comm	Community Commercial	Regional Commercial
Unit Value	525,000	420,000	360,938	282,188	242,813	242,813	195	176	202	202	202	246
Units	1,513	2,703	2,213	942	287	307	89,362	680,843	388,239	1,165,543	167,706	1,350,185
SF/Unit	2,500	2,000	1,375	1,075	925	925	1	1	1	1	1	1
% Of Project	21.4%	30.7%	17.3%	5.7%	1.5%	1.6%	0.5%	3.9%	2.2%	6.6%	1.0%	7.7%
% of Burden	17.1%	26.7%	18.4%	6.6%	1.7%	1.8%	0.7%	4.2%	3.2%	9.4%	1.2%	9.0%
Burden Ratio	79.8%	87.2%	106.5%	114.1%	115.6%	113.9%	128.6%	109.9%	143.2%	142.8%	128.4%	116.9%
City Fees												
Building Permit Processing Fee	2,697	2,697	2,103	1,617	1,617	1,617	0.60	0.80	0.64	0.64	0.64	0.59
Police Capital Facilities Fee	526	526	596	596	596	596	0.89	0.89	0.89	0.89	0.89	0.89
Fire Capital Facilities Fee	951	951	919	919	919	919	0.56	0.56	0.56	0.56	0.56	0.56
General Capital Facilities Fee	1,397	1,397	1,397	1,397	1,397	1,397	0.44	0.44	0.44	0.44	0.44	0.44
Citywide Park Fee	-	-	-	-	-	-	-	-	-	-	-	-
Park Equipment	-	-	-	-	-	-	-	-	-	-	-	-
Road Fee	-	-	-	-	-	-	-	-	-	-	-	-
City Sewer Fee	-	-	-	-	-	-	-	-	-	-	-	-
Drainage Fees	-	-	-	-	-	-	-	-	-	-	-	-
Water Connection Fee	-	-	-	-	-	-	-	-	-	-	-	-
Water Impact Fee	-	-	-	-	-	-	-	-	-	-	-	-
Transportation Management Fee	35	35	25	25	25	25	0.15	0.15	0.15	0.15	0.15	0.15
Solid Waste Capital Improvement Fee	326	326	213	99	99	99	0.18	0.30	0.36	0.36	0.36	0.32
Light Rail Fee	634	634	436	436	436	436	0.20	0.08	0.20	0.20	0.20	0.20
Housing Trust Fund	-	-	-	-	-	-	1.20	1.20	1.20	1.20	1.20	1.20
Subtotal City Fees	6,566	6,566	5,689	5,089	5,089	5,089	4.22	4.42	4.44	4.44	4.44	4.35
Other Agency Fees												
Measure A Development Impact Fee	1,000	1,000	700	700	700	700 #	2.91	1.20	2.55	2.55	2.55	3.71
SRCSO Sewer Fee	7,450	7,450	5,588	5,588	5,588	5,588 #	0.75	1.49	1.03	1.03	1.03	1.49
Folsom-Cordova USD School Facilities Fee	15,600	12,480	8,580	6,708	5,772	5,772 #	0.47	0.47	0.47	0.47	0.47	0.47
50 Corridor Mobility Study	4,889	4,889	2,982	2,982	2,982	2,982 #	3.98	2.81	3.74	3.74	3.74	3.98
Subtotal Other Agency Fees	28,939	25,819	17,850	15,978	15,042	15,042	8.11	5.97	7.79	7.79	7.79	9.65
FPASP Special Financing Fees												
Infrastructure Construction (Backbone)												
Roadway	45,737	45,737	43,658	37,421	31,184	29,105	57.17	50.91	69.10	69.05	61.09	54.54
Sewer	2,907	2,927	3,051	2,406	1,882	2,460	2.02	1.35	1.83	1.83	1.61	1.44
Storm Drainage	2,586	1,775	1,500	803	624	815	2.02	1.35	1.83	1.83	1.62	1.44
Water	29,783	19,855	17,374	12,410	9,928	9,928	11.73	9.23	10.64	10.63	9.40	7.00
Non-Potable Water	3,223	2,149	1,880	1,343	1,074	1,074	1.27	1.00	1.15	1.15	1.02	0.76
Subtotal Infrastructure Construction	84,236	72,442	67,462	54,383	44,692	43,382	74.21	63.82	84.54	84.48	74.74	65.19
Public Facilities												
Library	318	318	211	211	211	211	0.14	0.14	0.15	0.11	0.10	0.10
Corporation Yard	-	-	-	-	-	-	-	-	-	-	-	-
Municipal Services Center	-	-	-	-	-	-	-	-	-	-	-	-
Police Facilities	-	-	-	-	-	-	-	-	-	-	-	-
Fire Facilities	347	347	231	231	231	231	0	0	0	0	0	0
Parks	9,567	9,567	6,356	6,356	6,356	6,356	-	-	-	-	-	-
Trails	1,938	1,938	1,288	1,288	1,288	1,288	-	-	-	-	-	-
Transit	765	765	508	508	508	508	0	0	0	0	0	0
Habitat & Agricultural Mitigation	5,430	2,982	1,800	899	655	856	1.88	1.26	1.71	1.70	1.51	1.35
Financing Plan Administration & Updates	-	-	-	-	-	-	-	-	-	-	-	-
Subtotal Public Facilities	18,366	15,917	10,394	9,493	9,249	9,450	2.49	1.87	2.40	2.21	1.95	1.79
Total FPASP Special Financing District	102,602	88,360	77,856	63,876	53,942	52,833	76.70	65.69	86.94	86.69	76.69	66.98
TOTAL COST PER UNIT	138,107	120,745	101,395	84,943	74,073	72,964	89.03	76.08	99.17	98.92	88.92	80.98
Cost Burden as % of Unit Sales Price	26.3%	28.7%	28.1%	30.1%	30.5%	30.0%	45.7%	43.2%	49.1%	49.0%	44.0%	32.9%

Total Revenue Based on This Schedule 1,221,196,875



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