

Final Report

Commercial Linkage Fee Nexus Study

The Economics of Land Use



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1. INTRODUCTION

Background

The City of Roseville (City) is evaluating options to fund the construction of affordable housing products in response to recent Regional Housing Needs Allocation (RHNA) numbers that identify a significant need for affordable housing. As part of this evaluation, the City is interested in understanding what fee levels could be justified should they wish to pursue implementation of a development impact fee on commercial development by which development could fund affordable housing targets.

The City does not have an existing policy that seeks to mitigate for the impact of nonresidential development on the need for affordable housing. There are several tools available to the City to address this supply challenge, including the development of a commercial linkage fee. A commercial linkage fee, also known as a jobs-housing linkage fee, is a type of development impact fee charged to developers of new nonresidential properties to help support affordable housing for new workers. The conceptual underpinning of the fee is that new nonresidential development creates new jobs, and some of these jobs will pay wages below what is required for a worker to afford a market-rate housing unit in the city. If the cost to construct new housing units is higher than can be supported by the rents or home prices that workers can afford to pay, the difference is considered an "affordability gap." The nexus (or reasonable relationship) established between the projected number of lower-wage jobs created by new development, and the subsidy needed to fund this affordability gap and support the creation and maintenance of units that are affordable to workers in these jobs is the basis for the linkage fee.

The City is interested in evaluating what fee levels could be established to secure contributions for affordable construction based on the need generated by nonresidential uses and retained Economic & Planning Systems, Inc. (EPS) to evaluate the need and justified amounts for a commercial affordable housing linkage fee and complete the required nexus analysis for new commercial (i.e., nonresidential) development. The required nexus analysis quantifies the relationship between the growth in several nonresidential land uses, including commercial office including medical office, retail/restaurant, warehouse/industrial, lodging, nursing and residential care facilities, and hospitals (Commercial Land Uses) and the demand for and cost of affordable housing for the local workforce.

Assessing an impact fee, such as a linkage fee, based on an established nexus is allowed pursuant to the State of California's Mitigation Fee Act (AB 1600 or California Government Code sections 66000 et seq.) As a development impact fee, this linkage fee can only be charged to new development and must be based on the impact of new development on the need for resources to subsidize the development of new affordable housing. Fee revenue may be collected by the City and used to subsidize the production of new affordable units for lower-income households.

Key Findings

Table 1 summarizes the maximum justifiable linkage fee by Commercial Land Use category. The methodology used to establish the maximum justifiable fees is described in the subsequent chapters of this report.

Table 1 Summary of Maximum Allowable Fees

Land Use Category	Maximum Fee per sq. ft.
Commercial Office including Medical Office	\$32.99
Retail/Restaurant	\$98.97
Warehouse/Industrial	\$14.02
Lodging	\$80.83
Nursing and Residential Care Facilities	\$67.63
Hospitals	\$42.89

Source: City of Roseville; EPS.

Table 2 presents the income categories that are relevant for this fee program. This study uses incomes defined by the State of California’s Department of Housing and Community Development (HCD). The number of worker households that are generated as a result of commercial development are categorized on the basis of these income levels.

Table 2 Placer County Income Category Definitions (2020)

Affordability Category	Acronym	Maximum Percentage of County Median	Maximum Income Threshold 3-person household
Very Low Income	VLI	30 - 50%	\$38,850
Low Income	LI	50 - 80%	\$62,150
Median Income	Median	80 - 100%	\$77,650
Moderate Income	Moderate	100 - 120%	\$93,200

Source: Placer County 2020 Income Limits, California Housing and Community Development (HCD).

Sources

To estimate the fee, EPS relied on numerous sources of data, including the following:

- U.S. Bureau of Labor Statistics (BLS) "May 2019 National Industry-Specific Occupational Employment and Wage Estimates".
- State Department of Housing and Community Development (HCD) annual income limits for 2020.
- U.S. Census Bureau American Community Survey (ACS) 5-Year Estimates (2014-2018).
- Input from City staff regarding affordability levels, recently developed affordable housing projects, market assumptions, and nexus study methodology.

These and other data sources are identified on the tables provided throughout this report. In addition, data from recent CFD bond sales including land transactions have been combined with information collected from various third-party sources to estimate appropriate development cost assumptions for use in the City.

Organization of Report

Following this **Introduction and Executive Summary**, this study includes the following chapters:

- **Chapter 2** summarizes the required nexus findings of the Study.
- **Chapter 3** describes the methodology used to calculate the fee.

2. REQUIRED NEXUS FINDINGS FOR FEE PROGRAM

The following section confirms that this Nexus Study contains the findings required under the Mitigation Fee Act for the establishment of a development impact fee.

Background

The City of Roseville (City) is evaluating options to fund the construction of affordable housing products in response to recent Regional Housing Needs Allocation (RHNA) numbers that identify a significant need for affordable housing. As part of this evaluation, the City is interested in understanding what fee levels could be justified should they wish to pursue implementation of a development impact fee on commercial development by which development could fund affordable housing targets.

The City does not have an existing policy that seeks to mitigate for the impact of nonresidential development on the need for affordable housing. The City is interested in evaluating what fee levels could be established to secure contributions for affordable construction based on the need generated by nonresidential uses and retained Economic & Planning Systems, Inc. (EPS) to evaluate the need and justified amounts for a commercial affordable housing linkage fee for new commercial (i.e., nonresidential) development.

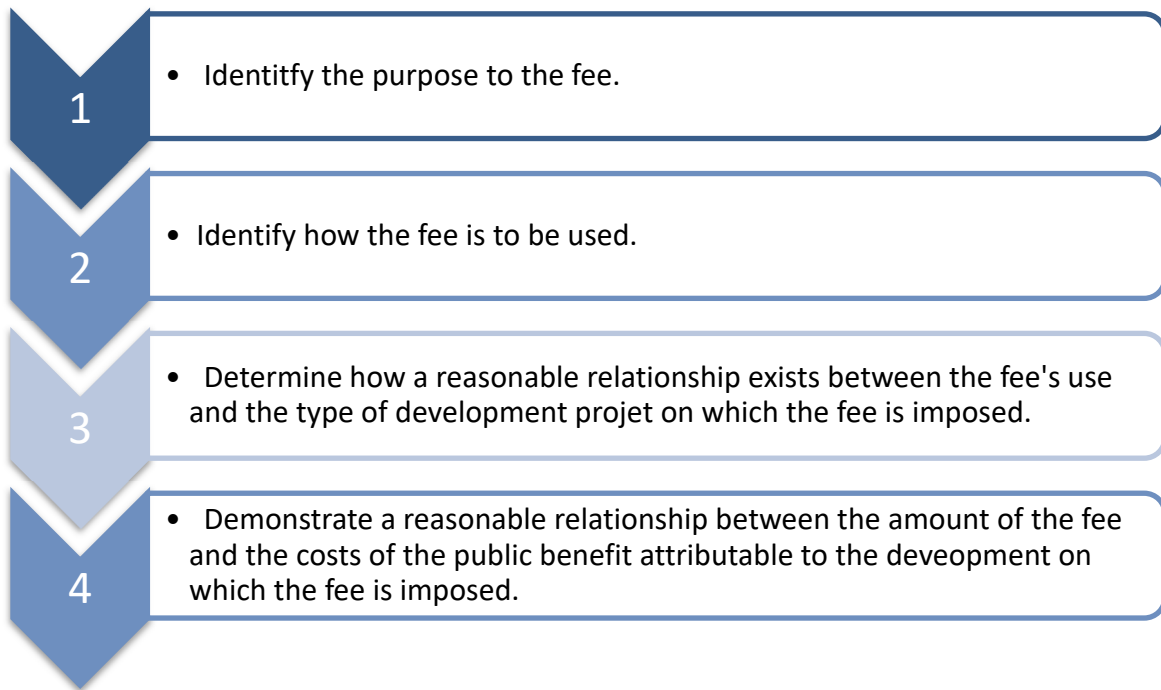
Authority

This study serves as the basis for requiring development impact fees under AB 1600 legislation, as codified by the Mitigation Fee Act (California Government Code sections 66000 *et seq.*). This section of the Mitigation Fee Act sets forth the procedural requirements for establishing and collecting development impact fees. These procedures require that a reasonable relationship, or nexus, must exist between a governmental exaction and the purpose of the condition.

In 1991, the Ninth Circuit U.S. Court of Appeals upheld the City of Sacramento's nonresidential linkage fee.¹ In that case, the court found that the City of Sacramento's fee program "substantially advanced a legitimate interest." EPS is using a similar methodology to the nexus study reviewed in that case to develop the City of Roseville's fee program.

¹ *Commercial Builders of Northern California v. City of Sacramento*, 941 F2d 872 (1991).

Required Nexus Findings



Purpose of Fee

The fee program established through this Nexus Study will fund the development and preservation of affordable housing projects in the City required by the increase in local, lower-wage workers employed by new nonresidential development. The businesses that occupy new nonresidential buildings will hire employees, many of whom will have difficulty finding suitable local housing they can afford.

Use of Fee

The fee will be collected by the City. The funds are used to assist in the production or rehabilitation of affordable housing units and/or the acquisition of existing at-risk units, in the City. The fee may also fund the studies and administration to support the fee program.

Relationship between Use of Fee and Type of Development

New commercial development in the City will generate new jobs. Some portion of the workers in those jobs will not earn wages high enough to afford rent prices necessary to support new residential development without subsidy. The linkage fee will be used to help fund this subsidy, resulting in the development of residential units affordable to the local workforce. In addition to the direct impacts of supporting the development of more affordable units, the fee will have indirect benefits on overall housing affordability in the City. An increase in housing supply will help alleviate the demand pressures that contribute to the increase in City housing prices, and an increase in affordable housing supply specifically will help address the challenges of housing insecurity and homelessness facing households in the community, including working households.

Relationship between Demand for Affordable Housing and Type of Project

The City and EPS have identified six Commercial Land Uses for which a separate fee has been calculated. The proportion of lower wage workers and the number of square feet per employee for each employment category has been assessed to ensure a proper nexus is established.

Relationship between Amount of Fee and Cost of Public Benefit Attributed to New Development

EPS estimated the difference between the cost of developing new rental housing and the value of the new rental units based on rents affordable to workers at wages typical of businesses in different commercial land uses. The affordable rents yielded unit values below the cost of construction, indicating an "affordability gap." To estimate the fee for each Commercial Land Use, this gap was multiplied by the anticipated number of lower wage workers generated by the new development projects and the number of households of various income categories those workers are likely to form.

3. METHODOLOGY AND FEE CALCULATION

Land Use Categories

The Commercial Land Uses analyzed in this study are presented in **Table 3**, along with a description of the types of businesses that are included in each category, the associated NAICS sectors, and respective employment density assumption. In general, each land use category is intended to be associated with a particular type of building or land use, to which the fees can be applied. The City has asked EPS to evaluate six distinct land use categories, but the City may choose not to adopt fees for all land use categories. While most land use categories are discretely associated with a particular type of building, others may be interchangeable as tenants may shift between building types (e.g., offices locating in retail space). This analysis bases its employment projections on the NAICS codes associated with the most typical tenants for each land use category, as defined in **Table 3** and **Appendix B**.

Table 3 Land Use Category Descriptions

Employment Category	Description and Examples	NAICS Sectors	Employment Density (SF per Employee) [1]
Commercial Office including Medical Office	Employers engaged in business activity with limited direct access from the general public; businesses focused on professional and financial services. Examples include finance, insurance, real estate, law, engineering, and science and technology. Also includes medical offices for physicians, dentists, and other health practitioners.	51 - Information; 52 - Finance and Insurance; 53 - Real Estate and Rental and Leasing; 54 - Professional, Scientific, and Technical Services (excluding 5417 - Scientific Research and Development Services); 55 - Management of Companies and Enterprises; 561 - Admin. and Support Services; and 621 - Offices of Physicians, Dentists, and Other Health Practitioners.	250
Retail/Restaurant	Businesses selling food, merchandise, entertainment, and personal services to the general public. Examples include eating and drinking establishments, grocery stores, drug stores, clothing stores, general merchandise stores, beauty salons, movie theaters, and gas stations.	44 and 45 - Retail Trade; 8114 - Personal and Household Goods Repair and Maintenance; 812 - Personal Care Services; and 722 - Food Services and Drinking Places.	400
Warehouse/Industrial	Employers engaged in business activity with limited direct access from the general public; businesses focused on assembling, distributing, or repairing products, and businesses focused on the testing and invention of new materials, products, or processes. Examples include warehouses, auto repair, and self-storage facilities.	22 - Utilities; 23 - Construction; 42 - Wholesale Trade; 484 - Truck Transportation; 493 - Warehousing & Storage; 5417 - Scientific R&D Services; and 811 - Repair and Maintenance.	600
Lodging	Lodging or short-term accommodations for travelers, vacationers, and others and comprises establishments primarily engaged in providing short-term lodging in facilities known as hotels, motor hotels, resort hotels, and motels.	721 - Accommodation	500
Nursing and Residential Care Facilities	Industries in the Nursing and Residential Care Facilities subsector provide residential care combined with either nursing, supervisory, or other types of care as required by the residents. In this subsector, the facilities are a significant part of the production process and the care provided is the mix of health and social services with the health services being largely some level of nursing services.	623 - Nursing and Residential Care Facilities	475
Hospitals	Healthcare-based facilities and campuses	622 - General Medical and Surgical Hospitals	430

Source: EPS.

[1] Based on typical industry employment densities.

Estimates of New Worker Households

The following section details the methodology for estimating the distribution of household income levels for new worker households in the City, and the number of these households that will be generated by new development in each Commercial Land Use category.

Occupational Category and Wage Distribution

The first step in determining the number of new worker households requiring affordable residential units is to associate each land use type with occupational categories and estimate the wage distribution within those categories. This estimate included the following analytical steps:

- EPS used Bureau of Labor Statistics (BLS) national data regarding industries and occupation categories to estimate the proportion of occupations likely to be represented under each land use category. For example, EPS evaluated the occupation categories for the lodging industry to determine the proportional distribution of occupations for the land use category “Lodging.” North American Industry Classification System (NAICS) sector 721000 (“Accommodation”) shows that 4.3 percent of the jobs in the lodging industry nationwide are taken by managers, while 27.3 percent are in the category of buildings and grounds cleaning and maintenance (see **Table B-4**). The occupational distribution for all designated employment categories is provided in **Appendix B**.
- EPS used the BLS’s *National Industry-Specific Occupational Employment and Wage Estimates* for 2019 (the most recent year available at the time the analysis was completed) to estimate the wages earned by employees in industry sectors related to the land use categories. This BLS data set includes wage data for occupations at both the national and Metropolitan Statistical Area (MSA) levels.² To account for regional wage disparities, EPS calculated wage adjustment factors, as displayed in **Table 4**, and applied these adjustment factors to the national income level for each occupation by industry sector to estimate the wages for workers in the City.
- The wages for each occupation were multiplied by 1.64, the average number of workers per working household in the City.³ The resulting figure represents estimated annual household income under the assumption that all workers in a household have similar earning potential. While certainly there will be some variation in wages per employee within a household, in the absence of more specific data, this analysis assumes comparable levels of education and training among all workers in a household.

Table 5 presents an example of how household income is calculated for each occupational category and the corresponding income category for that household.

² The City of Roseville is within the Sacramento-Roseville-Arden Arcade MSA. Wage data for the MSA are provided by occupations, aggregated for all industries, while national-level occupation wage data are broken out by industry sector (e.g., “management” workers in retail industries versus in industrial/R&D industries).

³ From the U.S. Census Bureau’s American Community Survey.

Table 4 Adjustment Factors—Converting National Wages to Sacramento MSA Wages

Occupation Category	US Average Wage	Sacramento MSA - Sacramento County Average Wage	Sacramento MSA - Sacramento County % of US Average
Management	\$122,480	\$119,310	97.4%
Business and Financial Operations	\$78,130	\$77,480	99.2%
Computer and Mathematical Science	\$93,760	\$96,190	102.6%
Architecture and Engineering	\$88,800	\$100,080	112.7%
Life, Physical, and Social Science	\$77,540	\$78,650	101.4%
Community and Social Services	\$50,480	\$59,190	117.3%
Legal Occupations	\$109,630	\$117,150	106.9%
Education, Training and Library	\$57,710	\$64,000	110.9%
Arts, Design, Entertainment, Sports, and Media	\$61,960	\$60,610	97.8%
Healthcare Practitioner and Technical	\$83,640	\$109,410	130.8%
Healthcare Support	\$31,010	\$33,370	107.6%
Protective Services	\$49,880	\$60,900	122.1%
Food Preparation and Serving	\$26,670	\$28,770	107.9%
Buildings and Grounds Cleaning and Maintenance	\$31,250	\$35,830	114.7%
Personal Care and Service	\$31,260	\$32,740	104.7%
Sales and Related Occupations	\$43,060	\$44,350	103.0%
Office and Administrative Support	\$41,040	\$44,270	107.9%
Farming, Fishing and Forestry	\$31,340	\$30,150	96.2%
Construction and Extraction	\$52,580	\$58,030	110.4%
Installation, Maintenance, and Repair	\$50,130	\$54,580	108.9%
Production	\$40,140	\$42,670	106.3%
Transportation and Material Moving	\$37,920	\$37,680	99.4%

Sources: Bureau of Labor Statistics *National Industry-Specific Occupational Employment and Wage Estimates*, May 2019; EPS.

Table 5 Illustration of Employees' Household Income Calculation

Item	Source	Example
Employment Category	City of Roseville and EPS	Lodging
Industry	Bureau of Labor Statistics (BLS)	Accommodation (NAICS Code 721000)
Occupation Category	BLS	Buildings and Grounds Cleaning and Maintenance
Nationwide Median Income for Occupation	BLS	\$28,000
Regional Wage Adjustment Factor for Occupation	BLS and EPS	114.7%
Median Wage Estimate for the Sacramento MSA	BLS and EPS	\$32,104
Workers per Household	ACS 20114 - 2018 est.	1.64
Median Income per Household	Workers per HH Multiplied by Med. Annual Wage	\$52,702
Income Category for 3-person Family	California Housing and Community Development (HCD)	Low Income - up to 80% AMI

Sources: Bureau of Labor Statistics; California Housing and Community Development; EPS.

Distribution of Workers by Land Use Type

After identifying income ranges for each occupation category, EPS summed the percentages of the households in each income bracket across all occupations represented in the land use categories. These estimates of the proportion of worker households in each income bracket by land use category are presented in **Table 6**.

As illustrated, Retail/Restaurant and Nursing and Lodging are expected to generate significant numbers of households at the low-income level, while jobs in the Industrial and Office uses are expected to yield more households with incomes at or above moderate-income levels.

Employment Densities

Different land use categories operate with varying levels of employment densities. Industrial uses, for example, often do not require a significant number of employees but do require a significant amount of building square footage. Office uses, on the other hand, may not require a significant amount of square footage, but often require a significant number of employees. The number of building square feet anticipated for an employee is termed the “employment density” of each land use category.

Based on input from City staff, independent research, and experience with other comparable cities, EPS estimated the employment density for each of the land use categories (detailed in **Table 3** and **Appendix Table A-1**). Using these employment density assumptions, EPS estimated the number of employees that would occupy a prototype 100,000-square-foot building for each land use category, as shown in **Table 7**.

Household Formation

After calculating the estimated number of new employees generated for each land use category, EPS estimated the number of households represented by these new employees, detailed in **Table 7**. To calculate new households, EPS first adjusted the number of workers expected to form new households, accounting for those workers who are typically too young (aged 16 to 19) to form their own households.⁴ The resulting adjusted estimate of new workers was divided by 1.64, which represents the average number of workers per households in the City.⁵ These assumptions suggest that approximately six households are formed for every ten new employees.

⁴ Data from the Bureau of Labor Statistics indicate this age cohort represents about 1.9 percent of the overall workforce. This proportion was applied to all industries except retail/restaurant industries, where the younger worker cohort represent 12.5 percent of the overall industry employment.

⁵ Based on the Census Bureau’s American Community Survey 2014-2018 data regarding the number of the City of Roseville’s residents who are defined as “workers” in households that have workers.

Table 6 Income Distribution of Worker Households by Employment Category

Employment Category	Income Category [1]				
	Very Low Income 50% AMI	Low Income 80% AMI	Median 100% AMI	Moderate 120% AMI	Above Moderate 150% AMI
Commercial Office including Medical Office	0.0%	16.6%	25.5%	4.2%	53.7%
Retail	0.0%	90.1%	4.2%	0.2%	5.5%
Warehouse/Industrial	0.0%	16.6%	25.5%	4.2%	53.7%
Lodging	0.0%	81.9%	10.7%	1.2%	6.2%
Nursing and Residential Care Facilities	0.0%	65.1%	6.9%	5.8%	22.2%
Hospitals	0.0%	37.2%	16.8%	6.5%	39.5%

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Sources: Bureau of Labor Statistics; California Housing and Community Development (HCD); EPS.

[1] Designation of household income is based on a 3-person household and 1.64 workers per household, based on American Community Survey data. See Appendix B Table B-1 through Table B-6.

Table 7 Household Generation Rates by Employment Category

Employment Category	Sq. Ft. per Worker [1]	Total Workers per 100k Sq. Ft.	% of Workers Forming Households [2]	Total Households per 100k Sq. Ft. [3] [4]	Households by Income Level [4]			
					Very Low Income	Low Income	Moderate	Above Moderate
Commercial Office including Medical Office	250	400	98.1%	239	0	40	10	128
Retail	400	250	87.5%	133	0	120	0	7
Warehouse/Industrial	600	167	98.1%	100	0	17	4	54
Lodging	500	200	98.1%	120	0	98	1	7
Nursing and Residential Care Facilities	475	211	98.1%	126	0	82	7	28
Hospitals	430	233	98.1%	139	0	52	9	55

Sources: US Census; California Housing and Community Development (HCD); EPS.

[1] See Appendix A Table A-1 for sources on employment densities in different land uses.

[2] National Retail Federation data indicates that 12.5% of retail/restaurant workers are age 16-19, but an average of only 1.9% of workers in other industries. EPS has assumed that workers of age 16-19 do not form their own households.

[3] Assumes 1.64 employees per household based on Census data; rounded.

[4] Figures are rounded to nearest whole number.

Housing Development Costs and Affordability Gap

In order to calculate the maximum justifiable fee for each land use category, EPS estimated the “affordability gap” related to developing residential units affordable to very-low and low-income households. The analysis assumed that the average type of housing for the City’s lower-income workers would be a two-bedroom apartment unit in a two to three-story building. The assumed prototype reflects multifamily construction at 32 dwelling units to the acre with surface and carport parking.⁶ This building prototype is generally cost-effective to construct, as it makes efficient use of land and does not involve overly expensive construction materials or techniques.

California State law (California Health and Safety Code Section 50052.5) assumes that a two-bedroom unit is occupied by a three-person household, and this assumption is used in this analysis.

Development Cost Assumptions

Affordable housing development costs include land costs, direct costs (e.g., labor and materials), and indirect or “soft” costs (e.g., architecture, entitlement, marketing, etc.). For rental projects, operating costs also must be incorporated into the analysis. These assumptions and sources are shown on **Table 8**.

Revenue Assumptions

Assumptions must be made regarding the applicable income level (very-low and low) and the percentage of household income spent on housing costs to calculate the values of the affordable units. In addition, translating these assumptions into unit prices and values requires estimates of operating expenses and capitalization rates. The following assumptions were used in these calculations:

- *Income Levels*—This analysis estimates the subsidy required to produce units for households falling into the very low- and low-income categories for a three-person household. These categories are generally defined as a percentage of area median income (AMI) by HCD, in Placer County. In 2020, AMI in Placer County for a three-person household is \$77,650 according to the HCD, the maximum income for the low-income category (typically defined as 51 to 80 percent of AMI) is \$62,150 and \$38,850 for the very low-income category (typically defined as 31 to 50 percent of AMI). See **Table 2**.
- *Percentage of Gross Household Income Available for Housing Costs*—HCD standards on overpaying for rent indicate that households should pay no more than 30 percent of their gross income on housing costs. For this analysis, EPS has assumed that all households shall spend 30 percent of their gross income on housing costs.
- *Operating Costs for Rental Units*—This analysis assumes that apartment operators incur annual operating costs of 30 percent of the revenue to the property owner per unit, which

⁶ The City of Roseville’s General Plan has a minimum density of 13 units per acre for high-density residential. This analysis assumes a density of 24 units per acre with the application of a density bonus of 30 percent. The City of Roseville’s density bonus varies based on the percentage of inclusionary units by income level per Municipal Code Chapter 19.28.050.

include the cost of utilities, for units affordable for those falling into the very low and low-income categories. This estimate is based on data reported by CoStar for Placer County.

- *Capitalization Rate*—This analysis assumes a 6 percent capitalization rate based on data from CBRE for multifamily developments in the Sacramento region.

Affordability Gap Results

Table 8 shows the costs and values for developing rental apartments in the City for households at the very low- and low-income levels. Across both categories, the cost of constructing the unit is higher than the supportable value of the unit. This is considered the “affordability gap,” and serves as the basis for calculating the subsidies required to provide housing for the lower-wage worker households generated by new nonresidential development. The results of the analysis illustrate that rental rates affordable to households earning a HCD-defined low income and below cannot support the costs of new construction without subsidy.

Table 8 Affordability Gap Analysis—Rental Product Type

Item	2 - 3 Stories Multifamily Apartment Building with Surface/Carport Parking	
	Very Low Income (50% AMI)	Low Income (80% AMI)
Development Program Assumptions		
Density/Acre [1]	32	32
Gross Unit Size	1,176	1,176
Net Unit Size [2]	1,000	1,000
Number of Bedrooms	2	2
Number of Persons per 2-Bedroom Unit [3]	3	3
Parking Spaces/Unit (Carport) [4]	1.00	1.00
Cost Assumptions per Unit		
Land/Acre [5]	\$415,000	\$415,000
Land/Unit	\$12,969	\$12,969
Direct Costs		
Direct Construction Costs/Net SF [6]	\$175	\$175
Direct Construction Costs/Unit	\$206,000	\$206,000
Parking Construction Costs/Space	\$6,500	\$6,500
Parking Construction Costs/Unit	\$6,500	\$6,500
Subtotal, Direct Costs/Unit	\$212,500	\$212,500
Indirect Costs as a % of Direct Costs [7]		
Indirect Costs/Unit	\$42,500	\$42,500
Profit Margin (% of all costs)	12%	12%
Profit (rounded)	\$32,000	\$32,000
Total Cost per Unit (rounded)	\$300,000	\$300,000
Maximum Supported Home Price per Unit		
Household Income [8]	\$38,850	\$62,150
Revenue to Property Owner/Year [9]	\$11,655	\$18,645
(less) Operating Expenses per Unit/Year [10]	(\$3,497)	(\$5,594)
Net Operating Income	\$8,159	\$13,052
Capitalization Rate [11]	6.0%	6.0%
Total Supportable Unit Value [12]	\$135,975	\$217,525
Affordability Gap per Unit	(\$164,025)	(\$82,475)

Sources: City of Roseville; California Housing and Community Development (HCD); RS Means; U.S. Dept. of Housing and Urban Development; RS Means; CoStar; CBRE; EPS.

- [1] Assumes 33% density bonus applies (base density of 24 units/acre). The City of Roseville's density bonus varies based on the percentage of inclusionary units by income level.
- [2] An efficiency ratio of 85% is applied to the gross unit size to calculate the net unit size.
- [3] For this analysis, EPS has assumed an average unit for income-qualified worker households would be 2-bedrooms. State law (Health and Safety Code Section 50052.5) indicates that a 2-bedroom unit should be assumed to be occupied by a 3-person household.
- [4] Assumption of 2 parking spaces/unit is consistent with the State's density bonus program requirements.
- [5] Estimated land per acre cost assumption is based on comparable appraisal and transaction data for recent CFD bond sales within the City of Roseville since 2018.
- [6] Direct construction costs reflect vertical construction cost estimates for a 3-story wood-frame apartment building assuming union labor rates.
- [7] Includes costs for architecture and engineering; entitlement and fees; project management; appraisal and market study; marketing, commissions, and general administration; and contingency.
- [8] Based on 2020 income limits for a three-person household in Placer County.
- [9] Assumes housing costs (e.g., rent and utilities) to be 30% of gross household income.
- [10] Operating expenses are generally based on data reported by CoStar and reflective of properties in Placer County.
- [11] Cap rates based on data for Sacramento from the CBRE U.S. North America Cap Rate Survey First Half 2019, the most recent available CBRE survey that includes information on multifamily in the Sacramento Region.
- [12] The total supportable unit value is determined by dividing the net operating income by the capitalization rate.

Fee Calculation

Tables 9 through **14** provide the maximum nonresidential housing fee calculations for each of the six land use categories.

The fee is calculated by the following steps:

1. Estimate the number of new households by income category generated by a prototype 100,000-square foot building in the land use category.
2. Multiply the number of households generated by the per-unit affordability gap (as calculated in **Table 8**) to determine the level of subsidy required to provide housing in Roseville for all new worker households.
3. Divide the total affordability gap by 100,000 square feet (the size of the prototype building) to determine a maximum fee per building square foot.

The fee calculated in the following tables represents the maximum justifiable linkage fee that the City can charge for each land use category based on the required nexus findings. The City may, however, decide to adopt fees below the maximum justifiable levels based on economic or policy considerations. Such fee reductions should be considered in conjunction with the availability of alternative sources of funding for developing affordable housing units.

Table 9 Fee Calculation—Commercial Office

Item	Worker Households per 100k sq. ft.	Affordability Gap per household	Total Gap
<i>Table References:</i>			
	<i>Table 7</i>	<i>Table 8</i>	
Aggregate Financing Gap per 100K Sq. Ft			
Affordability Level			
Very Low Income	0	\$164,025	\$0
Low Income	40	\$82,475	\$3,299,000
Total	40		\$3,299,000
Fee Calculation			
		<i>formula</i>	
Total Financing Gap		<i>a</i>	\$3,299,000
Total Building Sq. Ft.		<i>b</i>	100,000
Maximum Fee per Sq. Ft.		<i>c = a / b</i>	\$32.99

Source: EPS.

Table 10 Fee Calculation—Retail/Restaurant

Item	Worker Households per 100k sq. ft.	Affordability Gap per household	Total Gap
<i>Table References:</i>			
	<i>Table 7</i>	<i>Table 8</i>	
Aggregate Financing Gap per 100K Sq. Ft			
Affordability Level			
Very Low Income	0	\$164,025	\$0
Low Income	120	\$82,475	\$9,897,000
Total	120		\$9,897,000
Fee Calculation			
		<i>formula</i>	
Total Financing Gap		<i>a</i>	\$9,897,000
Total Building Sq. Ft.		<i>b</i>	100,000
Maximum Fee per Sq. Ft.		<i>c = a / b</i>	\$98.97

Source: EPS.

Table 11 Fee Calculation—Industrial

Item	Worker Households per 100k sq. ft.	Affordability Gap per household	Total Gap
<i>Table References:</i>	<i>Table 7</i>	<i>Table 8</i>	
Aggregate Financing Gap per 100K Sq. Ft			
Affordability Level			
Very Low Income	0	\$164,025	\$0
Low Income	17	\$82,475	\$1,402,075
Total	17		\$1,402,075
Fee Calculation			
		<i>formula</i>	
Total Financing Gap		<i>a</i>	\$1,402,075
Total Building Sq. Ft.		<i>b</i>	100,000
Maximum Fee per Sq. Ft.		<i>c = a / b</i>	\$14.02

Source: EPS.

Table 12 Fee Calculation—Lodging

Item	Worker Households per 100k sq. ft.	Affordability Gap per household	Total Gap
<i>Table References:</i>			
	<i>Table 7</i>	<i>Table 8</i>	
Aggregate Financing Gap per 100K Sq. Ft			
Affordability Level			
Very Low Income	0	\$164,025	\$0
Low Income	98	\$82,475	\$8,082,550
Total	98		\$8,082,550
Fee Calculation			
		<i>formula</i>	
Total Financing Gap		<i>a</i>	\$8,082,550
Total Building Sq. Ft.		<i>b</i>	100,000
Maximum Fee per Sq. Ft.		<i>c = a / b</i>	\$80.83

Source: EPS.

Table 13 Fee Calculation—Nursing and Residential Care Facilities

Item	Worker Households per 100k sq. ft.	Affordability Gap per household	Total Gap
<i>Table References:</i>			
	<i>Table 7</i>	<i>Table 8</i>	
Aggregate Financing Gap per 100K Sq. Ft			
Affordability Level			
Very Low Income	0	\$164,025	\$0
Low Income	82	\$82,475	\$6,762,950
Total	82		\$6,762,950
Fee Calculation			
		<i>formula</i>	
Total Financing Gap		<i>a</i>	\$6,762,950
Total Building Sq. Ft.		<i>b</i>	100,000
Maximum Fee per Sq. Ft.		<i>c = a / b</i>	\$67.63

Source: EPS.

Table 14 Fee Calculation—Hospitals

Item	Worker Households per 100k sq. ft.	Affordability Gap per household	Total Gap
<i>Table References:</i>			
	<i>Table 7</i>	<i>Table 8</i>	
Aggregate Financing Gap per 100K Sq. Ft			
Affordability Level			
Very Low Income	0	\$164,025	\$0
Low Income	52	\$82,475	\$4,288,700
Total	52		\$4,288,700
Fee Calculation			
		<i>formula</i>	
Total Financing Gap		<i>a</i>	\$4,288,700
Total Building Sq. Ft.		<i>b</i>	100,000
Maximum Fee per Sq. Ft.		<i>c = a / b</i>	\$42.89

Source: EPS.



APPENDICES:

Appendix A: Assumptions and Sources

Appendix B: Occupation Distribution by
Employment Category



APPENDIX A:
Assumptions and Sources

**Table A-1
City of Roseville
Commercial Affordable Housing Linkage Fee Analysis
Assumptions and Sources - Sacramento MSA**

Item	Total	Unit	Source
Demographic Assumptions			
Population	1,819,325	persons	American Community Survey Estimate 2014-2018
Total Employed	1,039,935	employed persons	American Community Survey Estimate 2014-2018
Households	819,372	households	American Community Survey Estimate 2014-2018
Persons per Household	2.220	persons per household	American Community Survey Estimate 2014-2018
Households with Earnings	633,478	households	American Community Survey Estimate 2014-2018
Workers per Household with Workers	1.64	persons	American Community Survey Estimate 2014-2018
Employment Density Assumptions			
Commercial Office including Medical Office	250	sq. ft. per employee	EPS; based on typical industry employment densities
Retail	400	sq. ft. per employee	EPS; based on typical industry employment densities
Warehouse/Industrial	600	sq. ft. per employee	EPS; based on typical industry employment densities
Lodging	500	sq. ft. per employee	EPS; based on typical industry employment densities
Nursing and Residential Care Facilities	475	sq. ft. per employee	EPS; derived from Keyser Marston Associates 2016 Nexus Study
Hospitals	430	sq. ft. per employee	EPS; based on typical industry employment densities

Sources: U.S. Census American Community Survey Estimate 2014-2018; EPS.



APPENDIX B:
Occupation Distribution by Employment Category

**Table B-1
City of Roseville
Commercial Affordable Housing Linkage Fee Analysis
Occupation and Wage Distribution - Commercial Office**

**Commercial Office
Including Medical Office**

Occupation Category	Commercial Office [1]					
	US Total Jobs by Occupation in Industry	US Average Wage by Occupation in Industry	Sacramento MSA Wage Est. [2]	% of Industry Jobs in Occupation Category	HH Income at 1.64 workers/HH	Income Category
Management	2,688,710	\$144,651	\$140,907	8.84%	\$231,317	Above Moderate
Business and Financial Operations	4,370,110	\$83,172	\$82,480	14.36%	\$135,402	Above Moderate
Computer and Mathematical Science	3,124,250	\$96,777	\$99,285	10.27%	\$162,989	Above Moderate
Architecture and Engineering	1,039,790	\$87,228	\$98,308	3.42%	\$161,385	Above Moderate
Life, Physical, and Social Science	223,250	\$75,320	\$76,398	0.73%	\$125,418	Above Moderate
Community and Social Services	64,270	\$51,621	\$60,528	0.21%	\$99,364	Above Moderate
Legal Occupations	830,940	\$112,276	\$119,978	2.73%	\$196,959	Above Moderate
Education, Training and Library	43,460	\$54,769	\$60,738	0.14%	\$99,710	Above Moderate
Arts, Design, Entertainment, Sports, and Media	966,150	\$69,965	\$68,441	3.17%	\$112,354	Above Moderate
Healthcare Practitioner and Technical	466,690	\$68,724	\$89,899	1.53%	\$147,580	Above Moderate
Healthcare Support	250,870	\$30,681	\$33,016	0.82%	\$54,200	Low Income
Protective Services	918,160	\$34,125	\$41,664	3.02%	\$68,397	Median
Food Preparation and Serving	179,260	\$28,287	\$30,515	0.59%	\$50,094	Low Income
Buildings and Grounds Cleaning and Maintenance	2,137,950	\$31,394	\$35,995	7.03%	\$59,090	Low Income
Personal Care and Service	204,680	\$29,271	\$30,657	0.67%	\$50,328	Low Income
Sales and Related Occupations	2,526,170	\$68,112	\$70,153	8.30%	\$115,165	Above Moderate
Office and Administrative Support	6,838,530	\$41,670	\$44,950	22.47%	\$73,791	Median
Farming, Fishing and Forestry	22,140	\$33,646	\$32,368	0.07%	\$53,136	Low Income
Construction and Extraction	313,960	\$50,189	\$55,391	1.03%	\$90,931	Moderate
Installation, Maintenance, and Repair	960,380	\$44,585	\$48,543	3.16%	\$79,689	Moderate
Production	941,850	\$34,493	\$36,667	3.09%	\$60,193	Low Income
Transportation and Material Moving	1,320,860	\$31,409	\$31,211	4.34%	\$51,236	Low Income
Total or Weighted Average	30,432,430		\$70,432	100.00%	\$115,623	

Percentage of Households by Income Category - Commercial Office Including Medical Office

Income Category	Percentage
Very Low Income	0.00%
Low Income	16.62%
Median	25.49%
Moderate Income	4.19%
Above Moderate	53.71%
Total	100.00%

Sources: US Bureau of Labor Statistics, May 2019 National Industry-Specific Occupational Employment and Wage Estimates; EPS.

[1] Includes NAICS Sectors: 51 - Information; 52 - Finance and Insurance; 53 - Real Estate and Rental and Leasing; 54 - Professional, Scientific, and Technical Services (excluding 5417 - Scientific Research and Development Services); 55 - Management of Companies and Enterprises; 561 - Admin. and Support Services; and 621 - Offices of Physicians, Dentists, and Other Health Practitioners.

[2] Adjusted using factors calculated in City of Roseville.

**Table B-2
City of Roseville
Commercial Affordable Housing Linkage Fee Analysis
Occupation and Wage Distribution - Retail**

Retail

Occupation Category	RETAIL [1]					
	US Total Jobs by Occupation in Industry	US Average Wage by Occupation in Industry	Sacramento MSA Sacramento County Wage Est. [2]	% of Industry Jobs in Occupation Category	HH Income at 1.64 workers/HH	Income Category
Management	810,250	\$86,507	\$84,268	2.71%	\$138,336	Above Moderate
Business and Financial Operations	238,590	\$62,910	\$62,386	0.80%	\$102,415	Above Moderate
Computer and Mathematical Science	57,560	\$80,127	\$82,203	0.19%	\$134,947	Above Moderate
Architecture and Engineering	5,230	\$75,994	\$85,648	0.02%	\$140,601	Above Moderate
Life, Physical, and Social Science	1,880	\$66,801	\$67,757	0.01%	\$111,232	Above Moderate
Community and Social Services	3,870	\$39,958	\$46,852	0.01%	\$76,914	Median
Legal Occupations	3,310	\$73,294	\$78,321	0.01%	\$128,574	Above Moderate
Education, Training and Library	11,980	\$38,277	\$42,449	0.04%	\$69,686	Median
Arts, Design, Entertainment, Sports, and Media	159,020	\$40,386	\$39,506	0.53%	\$64,854	Median
Healthcare Practitioner and Technical	546,430	\$66,905	\$87,518	1.83%	\$143,673	Above Moderate
Healthcare Support	98,170	\$38,509	\$41,440	0.33%	\$68,029	Median
Protective Services	98,610	\$34,734	\$42,408	0.33%	\$69,617	Median
Food Preparation and Serving	11,220,760	\$26,163	\$28,223	37.58%	\$46,332	Low Income
Buildings and Grounds Cleaning and Maintenance	183,410	\$28,004	\$32,108	0.61%	\$52,709	Low Income
Personal Care and Service	858,550	\$31,762	\$33,266	2.88%	\$54,610	Low Income
Sales and Related Occupations	9,284,790	\$30,408	\$31,319	31.09%	\$51,414	Low Income
Office and Administrative Support	1,704,040	\$35,095	\$37,857	5.71%	\$62,147	Low Income
Farming, Fishing and Forestry	21,100	\$30,534	\$29,375	0.07%	\$48,223	Low Income
Construction and Extraction	50,210	\$46,970	\$51,839	0.17%	\$85,100	Moderate
Installation, Maintenance, and Repair	873,110	\$43,361	\$47,210	2.92%	\$77,501	Median
Production	611,560	\$31,828	\$33,834	2.05%	\$55,543	Low Income
Transportation and Material Moving	3,019,450	\$28,756	\$28,574	10.11%	\$46,908	Low Income
Total or Weighted Average	29,861,880		\$33,810	100.00%	\$55,503	

Percentage of Households by Income Category - Retail

Income Category	
Very Low Income	0.00%
Low Income	90.09%
Median	4.17%
Moderate Income	0.17%
Above Moderate	5.57%
Total	100.00%

Sources: US Bureau of Labor Statistics, May 2019 National Industry-Specific Occupational Employment and Wage Estimates; EPS.

[1] Includes NAICS Sectors: 44 and 45 - Retail Trade; 8114 - Personal and Household Goods Repair and Maintenance; 812 - Personal Care Services; and 722 - Food Services and Drinking Places.

[2] Adjusted using factors calculated in City of Roseville.

**Table B-3
City of Roseville
Commercial Affordable Housing Linkage Fee Analysis
Occupation and Wage Distribution - Industrial**

Industrial

Occupation Category	Light Industrial/Service Commercial [1]					
	US Total Jobs by Occupation in Industry	US Average Wage by Occupation in Industry	Sacramento MSA Sacramento County Wage Est. [2]	% of Industry Jobs in Occupation Category	HH Income at 1.64 workers/HH	Income Category
Management	2,688,710	\$144,651	\$140,907	8.84%	\$231,317	Above Moderate
Business and Financial Operations	4,370,110	\$83,172	\$82,480	14.36%	\$135,402	Above Moderate
Computer and Mathematical Science	3,124,250	\$96,777	\$99,285	10.27%	\$162,989	Above Moderate
Architecture and Engineering	1,039,790	\$87,228	\$98,308	3.42%	\$161,385	Above Moderate
Life, Physical, and Social Science	223,250	\$75,320	\$76,398	0.73%	\$125,418	Above Moderate
Community and Social Services	64,270	\$51,621	\$60,528	0.21%	\$99,364	Above Moderate
Legal Occupations	830,940	\$112,276	\$119,978	2.73%	\$196,959	Above Moderate
Education, Training and Library	43,460	\$54,769	\$60,738	0.14%	\$99,710	Above Moderate
Arts, Design, Entertainment, Sports, and Media	966,150	\$69,965	\$68,441	3.17%	\$112,354	Above Moderate
Healthcare Practitioner and Technical	466,690	\$68,724	\$89,899	1.53%	\$147,580	Above Moderate
Healthcare Support	250,870	\$30,681	\$33,016	0.82%	\$54,200	Low Income
Protective Services	918,160	\$34,125	\$41,664	3.02%	\$68,397	Median
Food Preparation and Serving	179,260	\$28,287	\$30,515	0.59%	\$50,094	Low Income
Buildings and Grounds Cleaning and Maintenance	2,137,950	\$31,394	\$35,995	7.03%	\$59,090	Low Income
Personal Care and Service	204,680	\$29,271	\$30,657	0.67%	\$50,328	Low Income
Sales and Related Occupations	2,526,170	\$68,112	\$70,153	8.30%	\$115,165	Above Moderate
Office and Administrative Support	6,838,530	\$41,670	\$44,950	22.47%	\$73,791	Median
Farming, Fishing and Forestry	22,140	\$33,646	\$32,368	0.07%	\$53,136	Low Income
Construction and Extraction	313,960	\$50,189	\$55,391	1.03%	\$90,931	Moderate
Installation, Maintenance, and Repair	960,380	\$44,585	\$48,543	3.16%	\$79,689	Moderate
Production	941,850	\$34,493	\$36,667	3.09%	\$60,193	Low Income
Transportation and Material Moving	1,320,860	\$31,409	\$31,211	4.34%	\$51,236	Low Income
Total or Weighted Average	30,432,430		\$70,432	100.00%	\$115,623	

Percentage of Households by Income Category - Industrial

Income Category	
Very Low Income	0.00%
Low Income	16.62%
Median	25.49%
Moderate Income	4.19%
Above Moderate	53.71%
Total	100.00%

Sources: US Bureau of Labor Statistics, May 2019 National Industry-Specific Occupational Employment and Wage Estimates; EPS.

[1] Includes NAICS Sectors: 22 - Utilities; 23 - Construction; 42 - Wholesale Trade; 484 - Truck Transportation; 493 - Warehousing & Storage; 5417 - Scientific R&D Services; and 811 - Repair and Maintenance.

[2] Adjusted using factors calculated in City of Roseville.

**Table B-4
City of Roseville
Commercial Affordable Housing Linkage Fee Analysis
Occupation and Wage Distribution - Lodging**

Lodging

Occupation Category	Lodging [1]					
	US Total Jobs by Occupation in Industry	US Average Wage by Occupation in Industry	Sacramento MSA Sacramento County Wage Est. [2]	% of Industry Jobs in Occupation Category	HH Income at 1.64 workers/HH	Income Category
Management	91,380	\$83,380	\$81,222	4.31%	\$133,336	Above Moderate
Business and Financial Operations	35,440	\$57,260	\$56,784	1.67%	\$93,218	Above Moderate
Computer and Mathematical Science	4,140	\$64,130	\$65,792	0.20%	\$108,006	Above Moderate
Architecture and Engineering	790	\$65,820	\$74,181	0.04%	\$121,777	Above Moderate
Life, Physical, and Social Science	190	\$54,230	\$55,006	0.01%	\$90,300	Moderate
Community and Social Services	310	\$41,400	\$48,543	0.01%	\$79,690	Moderate
Legal Occupations	160	\$127,680	\$136,438	0.01%	\$223,981	Above Moderate
Education, Training and Library	0	\$0	\$0	0.00%	\$0	N/A
Arts, Design, Entertainment, Sports, and Media	7,760	\$50,060	\$48,969	0.37%	\$80,389	Moderate
Healthcare Practitioner and Technical	520	\$50,570	\$66,151	0.02%	\$108,595	Above Moderate
Healthcare Support	10,840	\$46,590	\$50,136	0.51%	\$82,304	Moderate
Protective Services	47,010	\$33,890	\$41,377	2.22%	\$67,926	Median
Food Preparation and Serving	532,780	\$31,820	\$34,326	25.12%	\$56,350	Low Income
Buildings and Grounds Cleaning and Maintenance	578,600	\$28,000	\$32,104	27.28%	\$52,702	Low Income
Personal Care and Service	171,560	\$30,510	\$31,954	8.09%	\$52,457	Low Income
Sales and Related Occupations	64,080	\$41,850	\$43,104	3.02%	\$70,760	Median
Office and Administrative Support	378,340	\$30,230	\$32,609	17.84%	\$53,532	Low Income
Farming, Fishing and Forestry	1,040	\$31,700	\$30,496	0.05%	\$50,064	Low Income
Construction and Extraction	5,320	\$51,440	\$56,772	0.25%	\$93,198	Moderate
Installation, Maintenance, and Repair	115,840	\$38,830	\$42,277	5.46%	\$69,403	Median
Production	46,130	\$28,150	\$29,924	2.17%	\$49,125	Low Income
Transportation and Material Moving	29,090	\$29,430	\$29,244	1.37%	\$48,007	Low Income
Total or Weighted Average	2,121,320		\$36,592	100.00%	\$60,070	

Percentage of Households by Income Category - Lodging

Income Category	
Very Low Income	0.00%
Low Income	81.91%
Median	10.70%
Moderate Income	1.15%
Above Moderate	6.24%
Total	100.00%

Sources: US Bureau of Labor Statistics, May 2019 National Industry-Specific Occupational Employment and Wage Estimates; EPS.

[1] Includes NAICS Sector: 721000 - Accommodation.

[2] Adjusted using factors calculated in City of Roseville.

Table B-5
City of Roseville
Commercial Affordable Housing Linkage Fee Analysis
Occupation and Wage Distribution - Assisted Living

Assisted Living

Occupation Category	ASSISTED LIVING [1]					
	US Total Jobs by Occupation in Industry	US Average Wage by Occupation in Industry	Sacramento MSA Sacramento County Wage Est. [2]	% of Industry Jobs in Occupation Category	HH Income at 1.64 workers/HH	Income Category
Management	113,570	\$89,240	\$86,930	3.39%	\$142,707	Above Moderate
Business and Financial Operations	40,350	\$58,110	\$57,627	1.20%	\$94,601	Above Moderate
Computer and Mathematical Science	3,660	\$62,480	\$64,099	0.11%	\$105,227	Above Moderate
Architecture and Engineering	N/A	N/A	N/A	N/A	N/A	N/A
Life, Physical, and Social Science	2,500	\$77,330	\$78,437	0.07%	\$128,764	Above Moderate
Community and Social Services	185,900	\$40,870	\$47,922	5.55%	\$78,670	Moderate
Legal Occupations	90	\$111,800	\$119,469	0.00%	\$196,123	Above Moderate
Education, Training and Library	13,130	\$41,580	\$46,112	0.39%	\$75,699	Median
Arts, Design, Entertainment, Sports, and Media	2,930	\$58,570	\$57,294	0.09%	\$94,055	Above Moderate
Healthcare Practitioner and Technical	582,230	\$59,210	\$77,453	17.37%	\$127,149	Above Moderate
Healthcare Support	1,440,550	\$28,730	\$30,916	42.99%	\$50,753	Low Income
Protective Services	11,950	\$30,960	\$37,800	0.36%	\$62,054	Low Income
Food Preparation and Serving	336,600	\$27,300	\$29,450	10.04%	\$48,345	Low Income
Buildings and Grounds Cleaning and Maintenance	153,560	\$26,780	\$30,705	4.58%	\$50,406	Low Income
Personal Care and Service	184,790	\$32,160	\$33,683	5.51%	\$55,294	Low Income
Sales and Related Occupations	7,140	\$51,200	\$52,734	0.21%	\$86,569	Moderate
Office and Administrative Support	158,750	\$37,540	\$40,495	4.74%	\$66,477	Median
Farming, Fishing and Forestry	310	\$28,730	\$27,639	0.01%	\$45,373	Low Income
Construction and Extraction	1,180	\$44,360	\$48,958	0.04%	\$80,371	Moderate
Installation, Maintenance, and Repair	59,690	\$39,960	\$43,507	1.78%	\$71,423	Median
Production	28,730	\$25,460	\$27,065	0.86%	\$44,430	Low Income
Transportation and Material Moving	23,430	\$30,110	\$29,919	0.70%	\$49,117	Low Income
Total or Weighted Average	3,351,040		\$43,033	100.00%	\$70,644	

Percentage of Households by Income Category - Assisted Living

Income Category	
Very Low Income	0.00%
Low Income	65.05%
Median	6.91%
Moderate Income	5.80%
Above Moderate	22.24%
Total	100.00%

Sources: US Bureau of Labor Statistics, May 2019 National Industry-Specific Occupational Employment and Wage Estimates; EPS.

[1] Includes NAICS Sector: 623000 - Nursing and Residential Care Facilities

[2] Adjusted using factors calculated in City of Roseville.

**Table B-6
City of Roseville
Commercial Affordable Housing Linkage Fee Analysis
Occupation and Wage Distribution - Hospitals**

Hospitals

Occupation Category	Hospital [1]					
	US Total Jobs by Occupation in Industry	US Average Wage by Occupation in Industry	Sacramento MSA Sacramento County Wage Est. [2]	% of Industry Jobs in Occupation Category	HH Income at 1.64 workers/HH	Income Category
Management	770,190	\$102,900	\$100,237	3.66%	\$164,551	Above Moderate
Business and Financial Operations	387,440	\$63,340	\$62,813	1.84%	\$103,116	Above Moderate
Computer and Mathematical Science	146,000	\$77,260	\$77,262	0.69%	\$130,119	Above Moderate
Architecture and Engineering	4,820	\$78,250	\$88,190	0.02%	\$144,775	Above Moderate
Life, Physical, and Social Science	125,390	\$86,030	\$87,262	0.60%	\$143,251	Above Moderate
Community and Social Services	1,174,890	\$45,880	\$53,796	5.59%	\$88,313	Moderate
Legal Occupations	7,230	\$100,300	\$107,180	0.03%	\$175,950	Above Moderate
Education, Training and Library	578,900	\$35,910	\$39,824	2.75%	\$65,376	Median
Arts, Design, Entertainment, Sports, and Media	39,010	\$55,470	\$54,261	0.19%	\$89,077	Moderate
Healthcare Practitioner and Technical	6,854,600	\$86,980	\$113,779	32.60%	\$186,783	Above Moderate
Healthcare Support	5,942,250	\$30,670	\$33,004	28.26%	\$54,180	Low Income
Protective Services	78,370	\$38,060	\$46,469	0.37%	\$76,284	Median
Food Preparation and Serving	534,820	\$28,460	\$30,701	2.54%	\$50,400	Low Income
Buildings and Grounds Cleaning and Maintenance	425,110	\$29,130	\$33,399	2.02%	\$54,829	Low Income
Personal Care and Service	659,490	\$29,130	\$30,509	3.14%	\$50,085	Low Income
Sales and Related Occupations	69,870	\$45,070	\$46,420	0.33%	\$76,205	Median
Office and Administrative Support	2,796,070	\$39,000	\$42,069	13.30%	\$69,062	Median
Farming, Fishing and Forestry	3,120	\$29,910	\$28,774	0.01%	\$47,237	Low Income
Construction and Extraction	19,460	\$56,530	\$62,389	0.09%	\$102,420	Above Moderate
Installation, Maintenance, and Repair	156,100	\$44,760	\$48,733	0.74%	\$80,002	Moderate
Production	84,090	\$33,200	\$35,293	0.40%	\$57,937	Low Income
Transportation and Material Moving	168,220	\$32,270	\$32,066	0.80%	\$52,640	Low Income
Total or Weighted Average	21,025,440		\$65,739	100.00%	\$107,918	

Percentage of Households by Income Category - Hospitals

Income Category	Percentage
Very Low Income	0.00%
Low Income	37.18%
Median	16.76%
Moderate Income	6.52%
Above Moderate	39.55%
Total	100.00%

Sources: US Bureau of Labor Statistics, May 2019 National Industry-Specific Occupational Employment and Wage Estimates; EPS.

[1] Includes NAICS Sector: 622 - General Medical and Surgical Hospitals

[2] Adjusted using factors calculated in City of Roseville.