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MEMORANDUM

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To: Elizabeth Klotz
City of Santa Clara

From: Keyser Marston Associates, Inc.

Date: June 26, 2025

Subject: Related Santa Clara Project Fiscal Impact Analysis

This memorandum presents the findings of a fiscal impact analysis evaluating annual recurring City of Santa Clara (City) General Fund fiscal impacts upon buildout of the Related Santa Clara Project (Project). The analysis was prepared by Keyser Marston Associates, Inc. (KMA) on behalf of the City.

Development Scenarios Evaluated

Fiscal impacts of the Project are evaluated under four land use scenarios, summarized in Table 1, and described below.

Scheme A is a mixed-use development scenario that includes residential, office, retail, and hotel uses. Development of Scheme A is permitted under existing land use approvals. Fiscal impacts of Scheme A are evaluated with development of the full 1.5 million square feet of included retail space and with development of the 800,000 square foot minimum retail improvements required by the Disposition and Development Agreement (DDA) for the Project.

Scheme C is a proposed new development scenario that adds industrial and/or data center uses to the mix of uses included in the Project. Fiscal impacts of Scheme C are evaluated with and without inclusion of a data center use.

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Table 1 - Development Scenarios Evaluated

	Scheme C		Scheme C with Data Center		Scheme A Minimum Retail		Scheme A Full Retail	
Residential	1,680,000	sq.ft.	1,680,000	sq.ft.	1,680,000	sq.ft.	1,680,000	sq.ft.
	1,680	units	1,680	units	1,680	units	1,680	units
Office	4,517,400	sq.ft.	4,517,400	sq.ft.	5,404,400	sq.ft.	5,404,400	sq.ft.
Light Industrial	1,600,000	sq.ft.	800,000	sq.ft.	0	sq.ft.	0	sq.ft.
Data Center	0	sq.ft.	800,000	sq.ft.	0	sq.ft.	0	sq.ft.
Retail / F&B / Ent.	800,000	sq.ft.	800,000	sq.ft.	800,000	sq.ft.	1,502,000	sq.ft.
Hotel	567,000	sq.ft.	567,000	sq.ft.	578,000	sq.ft.	578,000	sq.ft.
	700	rooms	700	rooms	700	rooms	700	rooms
Total								
Building Area	9,164,400	sq.ft.	9,164,400	sq.ft.	8,462,400	sq.ft.	9,164,400	sq.ft.
Residential Units	1,680	Units	1,680	Units	1,680	Units	1,680	Units
Hotel Rooms	700	rooms	700	rooms	700	rooms	700	rooms

The proposed City Park is treated as a separate project not included in this fiscal impact analysis because the nature of park improvements and timing of completion are at the City's discretion and the City Park is not a required element of the Related Santa Clara development project.

Annual City of Santa Clara General Fund Fiscal Impacts, Full Project

The projected annual City General Fund fiscal impacts upon buildout of each of the four land use scenarios are summarized in Table 2. Results are as follows:

- **Scheme C** – Scheme C generates a projected $20.6 million annual net positive fiscal impact to the City General Fund upon buildout, or $28.1 million annually with inclusion of ground rent.
- **Scheme C with Data Center** – The projected City General Fund fiscal impact with buildout of Scheme C, including a data center use, is a net positive $22.2 million annually, or $30.3 million with inclusion of ground rent. This is an increase of approximately $2 million annually compared with Scheme C without a data center. Higher assessed values, lower City service demands, and increased ground rent associated with data center uses contribute to an increase in the projected net positive City General Fund fiscal impact. The analysis assumes the data center uses would not be served by Silicon Valley Power (SVP). If SVP supplies power to the data center, the net positive fiscal impact would be greater due to the 5% share of gross SVP revenue transferred to the City General Fund in accordance with the City Charter.
- **Scheme A with Minimum Retail** – Scheme A, assuming development of the 800,000 square feet minimum retail uses permitted under the DDA, generates a projected $20.5 million annual net positive fiscal impact to the City General Fund

upon buildout or $28.0 million annually with inclusion of ground rent. Findings are similar to Scheme C without a data center.

- **Scheme A with Full Retail** – Scheme A with buildout of the full 1.5 million square feet of included retail uses generates a projected $25 million annual net positive fiscal impact to the City General Fund or $32.5 million annually with inclusion of ground rent. This is the largest net positive fiscal impact of the four scenarios, attributable to the sales tax revenues generated by the approximately 700,000 square feet in additional retail space.

Table 2 - Projected Annual Recurring General Fund Fiscal Impacts ($Millions)

	Scheme C	Scheme C with Data Center	Scheme A Minimum Retail	Scheme A Full Retail
General Fund Revenues	$29.0	$30.4	$28.9	$34.1
General Fund Service Costs	($8.4)	($8.2)	($8.4)	($9.1)
Net Annual Fiscal Impact, Without Ground Rent	$20.6	$22.2	$20.5	$25.0
Annual Ground Rent (1)	$7.5	$8.1	$7.5	$7.5
Net Fiscal Impact With Inclusion of Ground Rent	$28.1	$30.3	$28.0	$32.5

(1) Amounts reflect initial stabilized year figures from the DDA without escalation or adjustment. Ground rent is proposed to increase by a factor of two for any land used for a data center. Scenario incorporating a data center use assumes 50% of Parcel 1 and 2 building area and 25% of Parcel 1 and 2 site area is utilized by the data center.

Fiscal Impacts - Parcel 1 and 2

Table 3 presents fiscal impact findings specific to Parcels 1 and 2 of the Project. Parcels 1 and 2 would include approximately 1.6 million square feet of industrial or data center uses under Scheme C and approximately 3.3 million square feet of office space under Scheme A. Annual net positive fiscal impacts to the City General Fund total $3.3 million under Scheme C, $5.6 million under Scheme C with a data center use, and $5.5 million under Scheme A, inclusive of ground rent.

Table 3 - Projected Annual Recurring General Fund Fiscal Impacts - Parcels 1 and 2 ($Millions)			
	Scheme C	Scheme C with Data Center	Scheme A(1)
General Fund Revenues	$1.5	$2.9	$5.2
General Fund Service Costs	($0.7)	($0.4)	($2.2)
Net Annual Fiscal Impact, Without Ground Rent	$0.8	$2.5	$3.0
Annual Ground Rent (2)	$2.5	$3.1	$2.5
Net Fiscal Impact With Inclusion of Ground Rent	$3.3	$5.6	$5.5

(1) Parcel 1 and 2 land uses are the same for the Scheme A minimum retail and Scheme A full retail scenarios.
(2) Amounts reflect initial stabilized year figures from the DDA without escalation or adjustment. Ground rent is proposed to increase by a factor of two for any land used for a data center. Scenario incorporating a data center use assumes 50% of Parcel 1 and 2 building area and 25% of Parcel 1 and 2 site area is utilized by the data center.

Fiscal Impacts - Parcel 4

Parcel 4 includes a mix of residential, office, retail, and hotel uses, that varies by scenario as shown in Table 4.

Table 4 - Development Program - Parcel 4						
	Scheme C		Scheme A Minimum Retail		Scheme A Full Retail	
Residential	1,488,399	sq.ft.	1,488,399	sq.ft.	1,488,399	sq.ft.
	1,480	units	1,480	units	1,480	units
Office	4,102,181	sq.ft.	1,659,181	sq.ft.	1,659,181	sq.ft.
Retail / F&B / Ent.	749,000	sq.ft.	749,000	sq.ft.	1,451,000	sq.ft.
Hotel	191,689	sq.ft.	191,689	sq.ft.	191,689	sq.ft.
	220	rooms	220	rooms	220	rooms

Table 5 presents fiscal impact findings specific to Parcel 4 of the Project. Annual net positive fiscal impacts to the City General Fund total $15.7 million under Scheme C, $13.3 million under the Scheme A Minimum Retail scenario, and $17.6 million under the Scheme A Full Retail scenario, inclusive of ground rent.

Table 5 - Projected Annual Recurring General Fund Fiscal Impacts - Parcel 4 ($Millions)			
	Scheme C	Scheme A Minimum Retail	Scheme A Full Retail
General Fund Revenues	$19.0	$15.2	$20.4
General Fund Service Costs	($6.8)	($5.4)	($6.3)
Net Annual Fiscal Impact, Without Ground Rent	$12.2	$9.8	$14.1
Annual Ground Rent (1)	$3.5	$3.5	$3.5
Net Fiscal Impact With Inclusion of Ground Rent	$15.7	$13.3	$17.6
(1) Amounts reflect initial stabilized year figures from the DDA without escalation or adjustment.			

Fiscal Impacts - Parcel 5

Proposed land uses for Parcel 5 are the same in all the scenarios evaluated. The projected net City General Fund fiscal impact upon buildout of Parcel 5 is approximately $9.2 million, inclusive of ground rent.

Attachments

The technical analysis tables that support these findings are presented in the attached appendices:

- Appendix A presents the analysis of Scheme A Minimum Retail scenario.
- Appendix B presents the analysis of Scheme A Full Retail scenario.
- Appendix C presents the analysis Scheme C analysis.
- Appendix D presents the Scheme C analysis with inclusion of a data center use.

Appendix A
Fiscal Impact Analysis Tables
Scheme A Minimum Retail

Summary

Projected Annual City General Fund Revenues and Service Costs Upon Buildout - Scheme A with Minimum Retail

Related Santa Clara Project - Scheme A With Minimum Retail

Projected Annual City General Fund Revenues and Service Costs Upon Buildout - Scheme A with Minimum Retail				
	Parcel 1 and 2	Parcel 5	Parcel 4	Total
General Fund Revenues	$5,197,000	$8,506,000	$15,231,000	$28,934,000
General Fund Service Costs	($2,197,000)	($839,000)	($5,401,000)	($8,438,000)
Net Annual Fiscal Impact, Without Ground Rent	$3,000,000	$7,667,000	$9,830,000	$20,496,000
Annual Ground Rent (3)	$2,500,000	$1,500,000	$3,500,000	$7,500,000
Net Fiscal Impact With Inclusion of Ground Rent	$5,500,000	$9,167,000	$13,330,000	$27,996,000

Notes:

(1) Presents Scheme A with development of the minimum retail (800,000sf).

(2) The proposed City Park is treated as a separate project not included in this fiscal impact analysis because the nature of park improvements and timing of completion are at the City's discretion and the City Park is not a required element of the Related Santa Clara development project.

(3) Amounts reflect initial stabilized year figures from the DDA without escalation or adjustment. Ground rent is proposed to increase by a factor of two for any land used for a data center.

Table 1
Projected Annual City General Fund Revenues and Service Costs Upon Buildout (Excludes Ground Rent)
Related Santa Clara Project - Scheme A With Minimum Retail

Projected Annual City General Fund Revenues and Service Costs Upon Buildout (Excludes Ground Rent)					
	Table Reference	**Parcel 1/2**	**Parcel 5**	**Parcel 4**	**Total**
General Fund Revenues					
Property Tax	Table 7	$3,012,000	$949,000	$3,396,000	$7,357,000
Sales Tax	Table 9	$0	$370,000	$4,370,000	$4,740,000
Transient Occupancy Tax	Table 8	$0	$6,600,000	$5,200,000	$11,800,000
Property Tax In Lieu of VLF	Table 7	$1,008,000	$318,000	$1,138,000	$2,464,000
Business License Tax	Table 11	$555,000	$98,000	$386,000	$1,039,000
SVP Transfers	Table 10	$321,000	$95,000	$372,000	$788,000
Franchise Fees	Table 11	$171,000	$43,000	$210,000	$424,000
Permits and Licenses	Table 11	$90,000	$23,000	$111,000	$224,000
Fines and Forfeitures	Table 11	$40,000	$10,000	$48,000	$98,000
Total Revenues		**$5,197,000**	**$8,506,000**	**$15,231,000**	**$28,934,000**
General Fund Service Costs					
Police	Table 14	$347,000	$275,000	$2,500,000	$3,123,000
Fire/EMS	Table 16	$919,000	$284,000	$1,406,000	$2,609,000
Public Works	Table 18	$574,000	$143,000	$706,000	$1,423,000
General Government (2)	Table 18	$270,000	$67,000	$333,000	$670,000
Park & Rec, except park maint (3)	Table 18	$0	$27,000	$197,000	$224,000
Community Development	Table 18	$87,000	$22,000	$107,000	$216,000
Library	Table 18	$0	$21,000	$152,000	$173,000
Total Expenditures		**$2,197,000**	**$839,000**	**$5,401,000**	**$8,438,000**
Net Annual Fiscal Impact		**$3,000,000**	**$7,667,000**	**$9,830,000**	**$20,496,000**

Notes:
(1) Includes City Council, City Attorney, City Clerk, Assistant City Clerk, Auditor, Finance, Human Resources, and City Manager departments.
(2) The proposed City Park is treated as a separate project not included in this fiscal impact analysis because the nature of park improvements and timing of completion are at the City's discretion and the City Park is not a required element of the Related Santa Clara development project. Related to provide for maintenance of the neighborhood parks, or reimburse the City for maintenance costs, through a Master Owner's Association or similar mechanism, thus there is no City General Fund maintenance cost for neighborhood parks.
(3) Figures do not include ground rent. Ground rent is proposed to increase by a factor of two for any land used for a data center.
(4) Assumes buildout of Scheme A with the exception of retail, evaluated at the 800,000 square foot DDA minimum.

Table 2
Development Program - Scheme A with Minimum Retail
Related Santa Clara Project - Scheme A With Minimum Retail

Development Program - Scheme A with Minimum Retail							
	Parcel 1 & 2	**Parcel 5**		**Parcel 4**		**Total**	
	Building Area	Building Area	Units/Rooms	Building Area	Units/Rooms	Building Area	Units/Rooms
Residential	0 sq.ft.	191,601 sq.ft.	200 units	1,488,399 sq.ft.	1,480 units	1,680,000 sq.ft.	1,680 units
Office	3,330,000 sq.ft.	415,219 sq.ft.		1,659,181 sq.ft.		5,404,400 sq.ft.	
Light Industrial	0 sq.ft.	0 sq.ft.		0 sq.ft.		0 sq.ft.	
Retail / F&B / Ent.	0 sq.ft.	51,000 sq.ft.		749,000 sq.ft.		800,000 sq.ft.	
Hotel	0 sq.ft.	386,311 sq.ft.	480 rooms	191,689 sq.ft.	220 rooms	578,000 sq.ft.	700 rooms
Total	3,330,000 sq.ft.	1,044,131 sq.ft.		4,088,269 sq.ft.		8,462,400 sq.ft.	

Note: the proposed City Park is treated as a separate project not included in this fiscal impact analysis because the nature of park improvements and timing of completion are at the City's discretion and the City Park is not a required element of the Related Santa Clara development project.

Table 3
Existing City of Santa Clara Population and Employment
Related Santa Clara Project - Scheme A With Minimum Retail

Existing City of Santa Clara Population and Employment			
Population [1]			132,048
Employment [2]			118,384
Resident Equivalents [3]	0.5 per worker	1.0 per resident	191,240

(1) California Department of Finance. Table E-5 Population and Housing Estimates for Cities, Counties, and the State, 2020-2024.

(2) U.S. Census Longitudinal Employer-Household Dynamics, 2022 Work Area Profile Analysis for City of Santa Clara.

(3) Resident equivalents is a measure that combines residents and jobs, with a weight of 1 per resident and 0.5 per job.

Table 4
Project Population and Employment Estimate
Related Santa Clara Project - Scheme A With Minimum Retail

Project Population and Employment Estimate							
	Proposed Uses		Population / Employment Factor [1]		Population	Employees	Resident Equivalents[2]
Parcel 1 and 2							
Residential	0	units	2.40	population per unit	-	-	-
			32	units/employee			
Office	3,330,000	sq.ft.	270	sq.ft./employee	-	12,333	6,167
Light Industrial	0	sq.ft.	331	sq.ft./employee	-	-	-
Retail / F&B / Ent.	0	sq.ft.	450	sq.ft./employee	-	-	-
Hotel	0	sq.ft.	840	sq.ft./employee	-	-	-
Subtotal					**0**	**12,333**	**6,167**
Parcel 5							
Residential	200	units	2.40	population per unit	480	6	483
			32	units/employee			
Office	415,219	sq.ft.	270	sq.ft./employee	-	1,538	769
Light Industrial	0	sq.ft.	331	sq.ft./employee	-	-	-
Retail / F&B / Ent.	51,000	sq.ft.	450	sq.ft./employee	-	113	57
Hotel	386,311	sq.ft.	840	sq.ft./employee	-	460	230
Subtotal					**480**	**2,117**	**1,539**
Parcel 4							
Residential	1,480	units	2.40	population per unit	3,550	46	3,573
			32	units/employee			
Office	1,659,181	sq.ft.	270	sq.ft./employee	-	6,145	3,073
Light Industrial	0	sq.ft.	331	sq.ft./employee	-	-	-
Retail / F&B / Ent.	749,000	sq.ft.	450	sq.ft./employee	-	1,664	832
Hotel	191,689	sq.ft.	840	sq.ft./employee	-	228	114
Subtotal					**3,550**	**8,084**	**7,592**
Total					**4,030**	**22,535**	**15,297**

(1) Factors based on the Draft CEQA checklist.

(2) Resident equivalents is a measure that combines residents and jobs, with a weight of 1 per resident and 0.5 per job.

(3) As a conservative assumption existing (primarily off-site) employees are not deducted, as in the CEQA checklist.

Table 5
City of Santa Clara FY 2024-25 General Fund Revenues by Source
Related Santa Clara Project - Scheme A With Minimum Retail

City of Santa Clara FY 2024-25 General Fund Revenues by Source		
Revenue Source	**FY 24-25 Budget**	**Basis for Estimating Revenue to be Generated by Project**
Revenue Categories with a Projected Increase from Project		
Property Tax	$89,545,000	10.05% x 1% basic levy x estimated Assessed Value
Sales Tax	$62,352,000	1% of estimated taxable sales
Transient Occupancy Tax	$23,650,000	13.5% of estimated room sales
Franchise Tax	$5,300,000	$27.71 per resident equivalent (=$5,300,000 / 191,240 existing resident equivalents)
Business Licenses	$6,000,000	$45 per employee and $15 per resident
Other Licenses and Permits	$2,806,000	$14.67 per resident equivalent (=$2,806,000 / 191,240 existing resident equivalents)
Other Services Fees	$39,253,418	estimated as an offset to departmental expenses, where applicable
Fines and Penalties	$1,230,000	$6.43 per resident equivalent (=$1,230,000 / 191,240 existing resident equivalents)
SVP Transfer	$34,000,000	proportionate to increase in SVP electricity demand from Project
Subtotal	$264,136,418	
Revenue Categories with No Projected Increase from Project		
Documentary Transfer Tax	$1,632,000	Not estimated due to long hold periods for commercial property
Rents and Leases	$15,150,269	ground rent provided as consideration for City land is not included in projection
State/Other Agencies	$520,000	not estimated
Interest	$3,708,000	not estimated
Other Revenue	$180,000	not estimated
Transfers In	$2,015,294	not estimated
Subtotal	$23,205,563	
Total Revenues	**$287,341,981**	

Source: City of Santa Clara; FY 2023-24 and FY 2024-25 Adopted Operating Budget.

Table 6
Assessed Value Estimate
Related Santa Clara Project - Scheme A With Minimum Retail

Assessed Value Estimate Upon Buildout										
	Development					AV Factor[1]	Estimated Assessed Value			
	Parcel 1/2	Parcel 5	Parcel 4	Total			Parcel 1/2	Parcel 5	Parcel 4	Total
Residential	0	200	1,480	1,680	units	$700,000 /unit	$0	$140,000,000	$1,036,000,000	$1,176,000,000
Office	3,330,000	415,219	1,659,181	5,404,400	sq.ft.	$900 /sq.ft.	$2,997,000,000	$373,697,100	$1,493,262,900	$4,863,960,000
Light Industrial	0	0	0	0	sq.ft.	$400 /sq.ft.	$0	$0	$0	$0
Retail / F&B / Ent.	0	51,000	749,000	800,000	sq.ft.	$900 /sq.ft.	$0	$45,900,000	$674,100,000	$720,000,000
Hotel	0	480	220	700	Rooms	$800,000 /room	$0	$384,000,000	$176,000,000	$560,000,000
Total							**$2,997,000,000**	**$943,597,100**	**$3,379,362,900**	**$7,319,960,000**

(1) Assessed value estimates are based upon review of assessed values for other recently built projects, estimates provided by the developer, and recent industrial building sales data.

Table 7
Property Tax and Property Tax In-Lieu of VLF Estimate
Related Santa Clara Project - Scheme A With Minimum Retail

Property Tax and Property Tax In-Lieu of VLF Estimate			Parcel 1 & 2	Parcel 5	Parcel 4	Total
Assessed Value			$2,997,000,000	$943,597,100	$3,379,362,900	$7,319,960,000
Property Taxes						
1% Property Tax			$29,970,000	$9,435,971	$33,793,629	$73,199,600
City Share of Property Taxes	10.1%	of 1% tax (2)	**$3,012,000**	**$949,000**	**$3,396,000**	**$7,357,000**
Property Tax In Lieu of VLF	$0.337	per $1,000 AV(1)	**$1,008,000**	**$318,000**	**$1,138,000**	**$2,464,000**

(1) Property tax in-lieu of VLF is proportionate to increases in citywide assessed value. Based on the VLF revenue and assessed values for the City of Santa Clara, this results in a ratio of approximately $0.337 in revenue for each $1,000 in AV added.

(2) City General Fund share of property for applicable TRA per the Santa Clara County Controller.

Table 8
Hotel Transient Occupancy Taxes
Related Santa Clara Project - Scheme A With Minimum Retail

Hotel Transient Occupancy Taxes												
	Rooms		Occupancy[1]		Average Daily Rate[1]					**Room Rev**	**General Fund Transient Occupancy Tax**
											13.50%
Parcel 5 Hotel	480	x	80%	x	$350	x	365	days/yr	=	$49,060,000	$6,600,000
Parcel 4 Hotel	220	x	80%	x	$600	x	365	days/yr	=	$38,540,000	$5,200,000
Hotel Tax Total											**$11,800,000**

[1] Reflects Related expectations regarding average room rate and occupancy assuming luxury class hotels. Actual performance will vary substantially depending on hotel scale and future market conditions.

Table 9
Retail Sales Tax
Related Santa Clara Project - Scheme A With Minimum Retail

Retail Sales Tax			
	Parcel 5	**Parcel 4**	**Total**
Retail /F&B Sq.Ft. (3)	51,000	749,000	800,000
Percent Leasable	100%	90%	
Occupancy	90%	90%	
Sales Per Square Foot (1)	$900	$800	
Percent Taxable Sales (2)	90%	90%	90%
Taxable Sales	$37,000,000	$437,000,000	$474,000,000
City share of sales tax rate	1%	1%	1%
City Sales Tax Estimate	**$370,000**	**$4,370,000**	**$4,740,000**

(1) Sales per square foot will vary depending on the retail type and sales performance of the store. Sales performance based on information provided by Related, rounded.

(2) Assumes some grocery / non-taxable food sales as a component of overall retail mix. Actual will vary depending on type of retail/entertainment.

(3) Assumes DDA minimum for retail (800,000 sq.ft.).

Table 10
Projected Electricity Use and SVP Transfers to City General Fund
Related Santa Clara Project - Scheme A With Minimum Retail

Projected Electricity Use

	Development					Electric Use Per Unit or SF [2]		Electricity Use (Gigawatt-Hours)			
	Parcel 1/2	Parcel 5	Parcel 4	Total				Parcel 1/2	Parcel 5	Parcel 4	Total
Residential	-	200	1,480	1,680	Units	5,088	kWh/Unit	0.0	1.0	7.5	8.5
Office	3,330,000	415,219	1,659,181	5,404,400	Sq.Ft.	12.70	kWh/SF	42.3	5.3	21.1	68.6
Light Industrial [2]	-	-	-	-	Sq.Ft.	25.40	kWh/SF	0.0	0.0	0.0	0.0
Retail / F&B / Ent.	-	51,000	749,000	800,000	Sq.Ft.	23.85	kWh/SF	0.0	1.2	17.9	19.1
Hotel	-	386,311	191,689	578,000	Sq.Ft.	13.10	kWh/SF	0.0	5.1	2.5	7.6
Total								42.3	12.6	49.0	103.8

(1) U.S. Department of Energy, 2018 Commercial Buildings Energy Consumption Survey (CBECS), Pacific Region and 2020 and Residential Energy Consumption Survey (RECS) data for apartments with five or more units.

(2) Energy use may vary widely by type of activity. Data on industrial uses not provided by square foot in USDOE survey. Assumption is 2x office energy use per sq.ft..

Projected Silicon Valley Power Transfers to General Fund

			Parcel 1/2	Parcel 5	Parcel 4	Total
Electricity Use (Gigawatt-Hours)			42.3	12.6	49.0	103.8
Percent of SVP Systemwide Use [1]	4,479.6	GW Hr/Yr	0.94%	0.28%	1.09%	2.32%
Estimated SVP Transfer Revenue [2]	$34,000,000	24-25 Budgeted SVP Transfers x % systemwide use =	**$321,000**	**$95,000**	**$372,000**	**$788,000**

(1) Silicon Valley Power 2023 Fact Sheet

(2) 5% of Silicon Valley Power gross revenue is transferred to the City General Fund in accordance with the City Charter. Does not assume on-site power generation.

Table 11
Other Revenues Estimated on Per Capita Basis
Related Santa Clara Project - Scheme A With Minimum Retail

Other Revenues Estimated on Per Capita Basis											
	Basis					Revenue Factor[1]		Revenue Estimate			
	Parcel 1/2	Parcel 5	Parcel 4	Total				Parcel 1/2	Parcel 5	Parcel 4	Total
Franchise Fees	6,167	1,539	7,592	15,297	resident equiv.	$27.71	per resident equiv.	$171,000	$43,000	$210,000	$424,000
Fines and Penalties	6,167	1,539	7,592	15,297	resident equiv.	$6.43	per resident equiv.	$40,000	$10,000	$48,000	$98,000
Permits and Licenses	6,167	1,539	7,592	15,297	resident equiv.	$14.67	per resident equiv.	$90,000	$23,000	$111,000	$224,000
Business License Tax	12,333	2,117	8,084	22,535	employees	$45.00	per employee	$555,000	$95,000	$364,000	$1,014,000
	0	200	1,480	1,680	res units	$15.00	per Unit	$0	$3,000	$22,000	$25,000
								$555,000	$98,000	$386,000	$1,039,000
Total Revenues								**$856,000**	**$174,000**	**$755,000**	**$1,785,000**

(1) See Table 5

Table 12
City of Santa Clara FY 2024-25 General Fund Service Costs
Related Santa Clara Project - Scheme A With Minimum Retail

City of Santa Clara FY 2024-25 General Fund Service Costs		
Expense Item	**FY 24-25 Budget**	**Basis for Estimating Service Cost of Project (2)**
General Government		
City Council	$1,176,723	
City Attorney	$3,205,702	
City Clerk	$493,346	
Assistant City Clerk	$1,573,722	
Auditor	$985,489	
Finance	$19,012,771	
Human Resources	$4,439,328	
City Manager	$5,175,582	
Subtotal General Government	$36,062,663	$43.82 per resident equivalent added by Project
Police	$90,185,180	based on 8 FTEs consistent with DDA
Fire	$63,324,867	based on estimated number of calls for service to the Project
Parks and Recreation	$22,809,299	$55.56 per resident plus estimated maint. cost for City park.
Community Development	$5,392,464	$14.1 per resident equivalent added by Project
Public Works	$26,728,107	$93.01 per resident equivalent added by Project
Library	$11,317,625	$42.83 per resident
Non-Departmental	$31,638,763	no cost impact from Project
Total Revenues/Transfers	**$287,458,968**	

Source: City of Santa Clara; FY 2023-24 and FY 2024-25 Adopted Operating Budget.
(1) See Table 17 for calculation of per capita variable cost factors.

Table 13
Estimated Police Service Call Generation Rates and Estimated Cost at Buildout
Related Santa Clara Project - Scheme A With Minimum Retail

Estimated Police Service Cost At Buildout	
	24-25 Budget
Administrative Services	$21,108,931
Field Operations	$47,981,178
Investigations	$16,934,752
Special Operations	$4,160,319
Total	$90,185,180
Number of FTEs FY 24-25	231
Cost Per FTE	$390,412
Number of FTEs funded by City (1)	8
Police Service Cost Estimate at Buildout	**$3,123,000**

(1) Per the DDA, developer to fund costs in excess of 8 FTEs, if additional staffing is required.

Police Calls for Service Generation Rate Estimate				
	Annual Police Calls for Service (1)	No. of Units, Rooms or Square Feet	Adjustment Factor(2)	Service Call Generation Rate Per Unit/Room or 1,000 Square Feet
Element Hotel Santa Clara	11	175	1	0.06
Existing Industrial Area (3)	57	641,235	1	0.0889
Santa Clara Square: Office	36	1,700,000	2	0.0424
Santa Clara Gateway: Office	27	900,000	2	0.0600
Santa Clara Square: Retail	248	166,313	n/a	1.4912
Santa Clara Square: Multifamily	209	1,482	n/a	0.1410

Sources: KMA analysis of data provided by City of Santa Clara Police Department, CoStar.

(1) Represents calls for service with Police Beat and location, excluding traffic-related.

(2) A comparison to pre-pandemic call generation rates indicates call volume to office uses dropped by approximately half. Estimate based on double the 2023 call generation rate for Santa Clara Gateway.

(3) Areas is bounded by Leonard Ct, Bassett Street and adjacent properties and encompasses the following addresses: 3301, 3311, 3401, 3501 Leonard Ct; and 3500, 3508, 3510, 3526, 3530, 3540, 3542, 3580 Bassett.

Table 14
Police Service Cost Estimate
Related Santa Clara Project - Scheme A With Minimum Retail

Police Service Cost Estimate												
	Development							Estimated Police Calls for Service				
Estimated Calls for Service	Parcel 1 & 2	Parcel 5	Parcel 4	Total		Call Generation Rate[1]		Existing Approvals	Parcel 1 & 2	Parcel 5	Parcel 4	Total
Residential	0	200	1,480	1,680	units	0.1410	Per Unit	237	0	28	209	237
Office	3,330,000	415,219	1,659,181	5,404,400	sq.ft.	0.0600	Per 1,000 SF[2]	324	200	25	100	324
Light Industrial	0	0	0	0	sq.ft.	0.0889	Per 1,000 SF	0	0	0	0	0
Retail / F&B / Ent.	0	51,000	749,000	800,000	sq.ft.	1.4912	Per 1,000 SF	1,193	0	76	1,117	1,193
Hotel	0	480	220	700	rooms	0.0600	Per Room	42	0	29	13	42
Estimated Total Calls for Service								1,796	200	158	1,438	1,796
Percent of Estimated Calls for Service								100%	11.1%	8.8%	80.1%	100.0%
Allocaton of Total Police Service Cost (Table 13) by Parcel, Based on Estimated Calls for Service								**$3,123,000**	**$347,000**	**$275,000**	**$2,500,000**	**$3,123,000**

(1) See Table 13

(2) Uses Santa Clara Gateway call generation rate.

Table 15
Estimated Fire/EMS Service Call Generation Rates and Cost Per Call
Related Santa Clara Project - Scheme A With Minimum Retail

Fire/EMS Calls for Service Generation Rate Estimate				
	Annual Fire/EMS Calls for Service	Data Year [1]	No. of Units, Rooms or Square Feet	Service Call Generation Rate Per Unit/Room or 1,000 Square Feet
Element Hotel Santa Clara	6	2023	175	0.0343
Existing Industrial Area [2]	8	2023	641,235	0.0125
Santa Clara Square: Office	18	2019	1,700,000	0.0106
Santa Clara Gateway: Office	46	2019	900,000	0.0511
Santa Clara Square: Retail	26	2023	166,313	0.1563
Santa Clara Square: Multifamily	51	2023	1,482	0.0344

Sources: City of Santa Clara Fire Department, CoStar, Realquest.

(1) Calls for service to office uses dropped during the pandemic and are currently affected by high vacancies. For office, 2019 data is used to establish call rates.

(2) Areas is bounded by Leonard Ct, Bassett Street and adjacent properties and encompasses the following addresses: 3301, 3311, 3401, 3501 Leonard Ct; and 3500, 3508, 3510, 3526, 3530, 3540, 3542, 3580 Bassett.

Estimated Average Fire/EMS Service Cost Per Service Call					
	24-25 General Fund Budget[1]	Departmental Revenue (1)	Net Expense	Percent Variable	Variable Cost
Administrative	$5,124,943	$0	$5,124,943	25%	$1,281,000
Field Operations	$54,076,635	($5,000)	$54,071,635	100%	$54,072,000
Community Risk Reduction	$3,912,419	($3,246,000)	$666,419	50%	$333,000
Training	$1,520,632	$0	$1,520,632	50%	$760,000
Office of Emergency Services	$284,485	$0	$284,485	0%	$0
Emergency Medical Services	$1,373,117	($425,000)	$948,117	100%	$948,000
Total	$66,292,231	($3,676,000)	$62,616,231		$57,394,000
Fire/EMS Calls For Service, 2023					10,586
Variable Cost Per Fire/EMS Service Call					**$5,400**

(1) Based on Santa Clara Open Budget data

Table 16
Fire/EMS Service Cost Estimate
Related Santa Clara Project - Scheme A With Minimum Retail

Fire/EMS Service Cost Estimate												
	Development							Estimated Fire/EMS Calls for Service			
Estimated Calls for Service	Parcel 1 & 2	Parcel 5	Parcel 4	Total		Call Generation Rate[2]		**Parcel 1 & 2**	**Parcel 5**	**Parcel 4**	**Total**
Residential	0	200	1,480	1,680	units	0.0344	Per Unit	0	7	51	58
Office	3,330,000	415,219	1,659,181	5,404,400	sq.ft.	0.0511	Per 1,000 SF [1]	170	21	85	276
Light Industrial	0	0	0	0	sq.ft.	0.0125	Per 1,000 SF	0	0	0	0
Retail / F&B / Ent.	0	51,000	749,000	800,000	sq.ft.	0.1563	Per 1,000 SF	0	8	117	125
Hotel	0	480	220	700	rooms	0.0343	Per Room	0	16	8	24
Estimated Total Calls for Service								170	53	260	483
Estimated Fire/EMS Service Expense				= no. of calls x $5,400 average cost per call (2)				**$919,000**	**$284,000**	**$1,406,000**	**$2,609,000**

(1) Uses Santa Clara Gateway call generation rate.

(2) See Table 15

(3) Per the DDA, Related to fund extraordinary expenses associated with location on a landfill/hazardous materials, up to 4.5 FTEs, thus these extraordinary costs are not included as an expense of the City.

Table 17
Calculation of Per Capita Variable Cost Factors
Related Santa Clara Project - Scheme A With Minimum Retail

Calculation of Per Capita Variable Cost Factors								
Item	General Fund Expense	Offsetting Revenue	Net Expense	Percent Variable Cost	Existing Service Population		Variable Cost Factor	
Public Works	$26,728,107	$3,010,698	$23,717,409	75%	191,240	resident equiv.	$93.01	per resident equiv.
Park and Rec, excl. park maint. (1)	$14,024,678	$4,242,557	$9,782,121	75%	132,048	residents	$55.56	per resident
General Government	$36,062,663	$2,540,435	$33,522,228	25%	191,240	resident equiv.	$43.82	per resident equiv.
Library	$11,317,625	$7,000	$11,310,625	50%	132,048	residents	$42.83	per resident
Community Development	$5,392,464	$0	$5,392,464	50%	191,240	resident equiv.	$14.10	per resident equiv.

(1) Excludes Parks budget unit (Fund 1132) expenses because Related is required to provide for maintenance of the neighborhood parks, or reimburse the City for maintenance costs, through a Master Owner's Association or similar mechanism and maintenance of the City Park is not included in the analysis.

Table 18
Other Expenses Estimated on Per Capita Basis
Related Santa Clara Project - Scheme A With Minimum Retail

Other Expenses Estimated on Per Capita Basis											
	New Service Population					Variable Cost Factor [1]		Expense Estimate			
	Parcel 1/2	Parcel 5	Parcel 4	Total				Parcel 1/2	Parcel 5	Parcel 4	Total
Public Works	6,167	1,539	7,592	15,297	resident equiv.	$93.01	per resident equiv	$574,000	$143,000	$706,000	$1,423,000
Park & Rec, excl. park maint. [2]	0	480	3,550	4,030	resident equiv.	$55.56	per resident	$0	$27,000	$197,000	$224,000
General Government	6,167	1,539	7,592	15,297	resident equiv.	$43.82	per resident equiv	$270,000	$67,000	$333,000	$670,000
Library	0	480	3,550	4,030	resident equiv.	$42.83	per resident	$0	$21,000	$152,000	$173,000
Community Development	6,167	1,539	7,592	15,297	employees	$14.10	per resident equiv	$87,000	$22,000	$107,000	$216,000
Total Expense								**$931,000**	**$280,000**	**$1,495,000**	**$2,706,000**

(1) See Table 17

(2) Related to provide for maintenance of the neighborhood parks, or reimburse the City for maintenance costs, through a Master Owner's Association or similar mechanism. Maintenance of the City Park is not included in the analysis.

Appendix B
Fiscal Impact Analysis Tables
Scheme A Full Retail

Summary

Projected Annual City General Fund Revenues and Service Costs Upon Buildout - Scheme A with Full Retail

Related Santa Clara Project - Scheme A With Full Retail

Projected Annual City General Fund Revenues and Service Costs Upon Buildout - Scheme A with Full Retail				
	Parcel 1 and 2	Parcel 5	Parcel 4	Total
General Fund Revenues	$5,198,000	$8,506,000	$20,404,000	$34,108,000
General Fund Service Costs	($2,069,000)	($738,000)	($6,341,000)	($9,148,000)
Net Annual Fiscal Impact, Without Ground Rent	$3,129,000	$7,768,000	$14,063,000	$24,960,000
Annual Ground Rent (3)	$2,500,000	$1,500,000	$3,500,000	$7,500,000
Net Fiscal Impact With Inclusion of Ground Rent	$5,629,000	$9,268,000	$17,563,000	$32,460,000

Notes:

(1) Assumes buildout of Scheme A inclusive of 1.5 Million SF of retail.

(2) The proposed City Park is treated as a separate project not included in this fiscal impact analysis because the nature of park improvements and timing of completion are at the City's discretion and the City Park is not a required element of the Related Santa Clara development project.

(3) Amounts reflect initial stabilized year figures from the DDA without escalation or adjustment. Ground rent is proposed to increase by a factor of two for any land used for a data center.

Table 1
Projected Annual City General Fund Revenues and Service Costs Upon Buildout (Excludes Ground Rent)
Related Santa Clara Project - Scheme A With Full Retail

Projected Annual City General Fund Revenues and Service Costs Upon Buildout (Excludes Ground Rent)					
	Table Reference	**Parcel 1/2**	**Parcel 5**	**Parcel 4**	**Total**
General Fund Revenues					
Property Tax	Table 7	$3,012,000	$949,000	$4,031,000	$7,992,000
Sales Tax	Table 9	$0	$370,000	$8,460,000	$8,830,000
Transient Occupancy Tax	Table 8	$0	$6,600,000	$5,200,000	$11,800,000
Property Tax In Lieu of VLF	Table 7	$1,009,000	$318,000	$1,350,000	$2,677,000
Business License Tax	Table 11	$555,000	$98,000	$456,000	$1,109,000
SVP Transfers	Table 10	$321,000	$95,000	$499,000	$915,000
Franchise Fees	Table 11	$171,000	$43,000	$232,000	$446,000
Permits and Licenses	Table 11	$90,000	$23,000	$123,000	$236,000
Fines and Forfeitures	Table 11	$40,000	$10,000	$53,000	$103,000
Total Revenues		**$5,198,000**	**$8,506,000**	**$20,404,000**	**$34,108,000**
General Fund Service Costs					
Police	Table 14	$219,000	$174,000	$2,729,000	$3,123,000
Fire/EMS	Table 16	$919,000	$284,000	$1,999,000	$3,201,000
Public Works	Table 18	$574,000	$143,000	$779,000	$1,496,000
General Government (2)	Table 18	$270,000	$67,000	$367,000	$704,000
Park & Rec, except park maint (3)	Table 18	$0	$27,000	$197,000	$224,000
Community Development	Table 18	$87,000	$22,000	$118,000	$227,000
Library	Table 18	$0	$21,000	$152,000	$173,000
Total Expenditures		**$2,069,000**	**$738,000**	**$6,341,000**	**$9,148,000**
Net Annual Fiscal Impact		**$3,129,000**	**$7,768,000**	**$14,063,000**	**$24,960,000**

Notes:
(1) Includes City Council, City Attorney, City Clerk, Assistant City Clerk, Auditor, Finance, Human Resources, and City Manager departments.
(2) The proposed City Park is treated as a separate project not included in this fiscal impact analysis because the nature of park improvements and timing of completion are at the City's discretion and the City Park is not a required element of the Related Santa Clara development project. Related to provide for maintenance of the neighborhood parks, or reimburse the City for maintenance costs, through a Master Owner's Association or similar mechanism, thus there is no City General Fund maintenance cost for neighborhood parks.
(3) Figures do not include ground rent. Ground rent is proposed to increase by a factor of two for any land used for a data center.
(4) Assumes buildout of Scheme A, inclusive of 1.5 Million square feet of retail.

Table 2
Development Program - Scheme A with Full Retail
Related Santa Clara Project - Scheme A With Full Retail

Development Program - Scheme A with Full Retail							
	Parcel 1 & 2	**Parcel 5**		**Parcel 4**		**Total**	
	Building Area	Building Area	Units/Rooms	Building Area	Units/Rooms	Building Area	Units/Rooms
Residential	0 sq.ft.	191,601 sq.ft.	200 units	1,488,399 sq.ft.	1,480 units	1,680,000 sq.ft.	1,680 units
Office	3,330,000 sq.ft.	415,219 sq.ft.		1,659,181 sq.ft.		5,404,400 sq.ft.	
Light Industrial	0 sq.ft.	0 sq.ft.		0 sq.ft.		0 sq.ft.	
Retail / F&B / Ent.	0 sq.ft.	51,000 sq.ft.		1,451,000 sq.ft.		1,502,000 sq.ft.	
Hotel	0 sq.ft.	386,311 sq.ft.	480 rooms	191,689 sq.ft.	220 rooms	578,000 sq.ft.	700 rooms
Total	3,330,000 sq.ft.	1,044,131 sq.ft.		4,790,269 sq.ft.		9,164,400 sq.ft.	

Note: the proposed City Park is treated as a separate project not included in this fiscal impact analysis because the nature of park improvements and timing of completion are at the City's discretion and the City Park is not a required element of the Related Santa Clara development project.

Table 3
Existing City of Santa Clara Population and Employment
Related Santa Clara Project - Scheme A With Full Retail

Existing City of Santa Clara Population and Employment			
Population [1]			132,048
Employment [2]			118,384
Resident Equivalents [3]	0.5 per worker	1.0 per resident	191,240

(1) California Department of Finance. Table E-5 Population and Housing Estimates for Cities, Counties, and the State, 2020-2024.

(2) U.S. Census Longitudinal Employer-Household Dynamics, 2022 Work Area Profile Analysis for City of Santa Clara.

(3) Resident equivalents is a measure that combines residents and jobs, with a weight of 1 per resident and 0.5 per job.

Table 4
Project Population and Employment Estimate
Related Santa Clara Project - Scheme A With Full Retail

Project Population and Employment Estimate							
	Proposed Uses		Population / Employment Factor [1]		Population	Employees	Resident Equivalents[2]
Parcel 1 and 2							
Residential	0	units	2.40	population per unit	-	-	-
			32	units/employee			
Office	3,330,000	sq.ft.	270	sq.ft./employee	-	12,333	6,167
Light Industrial	0	sq.ft.	331	sq.ft./employee	-	-	-
Retail / F&B / Ent.	0	sq.ft.	450	sq.ft./employee	-	-	-
Hotel	0	sq.ft.	840	sq.ft./employee	-	-	-
Subtotal					**0**	**12,333**	**6,167**
Parcel 5							
Residential	200	units	2.40	population per unit	480	6	483
			32	units/employee			
Office	415,219	sq.ft.	270	sq.ft./employee	-	1,538	769
Light Industrial	0	sq.ft.	331	sq.ft./employee	-	-	-
Retail / F&B / Ent.	51,000	sq.ft.	450	sq.ft./employee	-	113	57
Hotel	386,311	sq.ft.	840	sq.ft./employee	-	460	230
Subtotal					**480**	**2,117**	**1,539**
Parcel 4							
Residential	1,480	units	2.40	population per unit	3,550	46	3,573
			32	units/employee			
Office	1,659,181	sq.ft.	270	sq.ft./employee	-	6,145	3,073
Light Industrial	0	sq.ft.	331	sq.ft./employee	-	-	-
Retail / F&B / Ent.	1,451,000	sq.ft.	450	sq.ft./employee	-	3,224	1,612
Hotel	191,689	sq.ft.	840	sq.ft./employee	-	228	114
Subtotal					**3,550**	**9,644**	**8,372**
Total					**4,030**	**24,095**	**16,077**

(1) Factors based on the Draft CEQA checklist.

(2) Resident equivalents is a measure that combines residents and jobs, with a weight of 1 per resident and 0.5 per job.

(3) As a conservative assumption existing (primarily off-site) employees are not deducted, as in the CEQA checklist.

Table 5
City of Santa Clara FY 2024-25 General Fund Revenues by Source
Related Santa Clara Project - Scheme A With Full Retail

City of Santa Clara FY 2024-25 General Fund Revenues by Source		
Revenue Source	**FY 24-25 Budget**	**Basis for Estimating Revenue to be Generated by Project**
Revenue Categories with a Projected Increase from Project		
Property Tax	$89,545,000	10.05% x 1% basic levy x estimated Assessed Value
Sales Tax	$62,352,000	1% of estimated taxable sales
Transient Occupancy Tax	$23,650,000	13.5% of estimated room sales
Franchise Tax	$5,300,000	$27.71 per resident equivalent (=$5,300,000 / 191,240 existing resident equivalents)
Business Licenses	$6,000,000	$45 per employee and $15 per resident
Other Licenses and Permits	$2,806,000	$14.67 per resident equivalent (=$2,806,000 / 191,240 existing resident equivalents)
Other Services Fees	$39,253,418	estimated as an offset to departmental expenses, where applicable
Fines and Penalties	$1,230,000	$6.43 per resident equivalent (=$1,230,000 / 191,240 existing resident equivalents)
SVP Transfer	$34,000,000	proportionate to increase in SVP electricity demand from Project
Subtotal	$264,136,418	
Revenue Categories with No Projected Increase from Project		
Documentary Transfer Tax	$1,632,000	Not estimated due to long hold periods for commercial property
Rents and Leases	$15,150,269	ground rent provided as consideration for City land is not included in projection
State/Other Agencies	$520,000	not estimated
Interest	$3,708,000	not estimated
Other Revenue	$180,000	not estimated
Transfers In	$2,015,294	not estimated
Subtotal	$23,205,563	
Total Revenues	**$287,341,981**	

Source: City of Santa Clara; FY 2023-24 and FY 2024-25 Adopted Operating Budget.

Table 6
Assessed Value Estimate
Related Santa Clara Project - Scheme A With Full Retail

Assessed Value Estimate Upon Buildout										
	Development					AV Factor[1]	Estimated Assessed Value			
	Parcel 1/2	Parcel 5	Parcel 4	Total			Parcel 1/2	Parcel 5	Parcel 4	Total
Residential	0	200	1,480	1,680	units	$700,000 /unit	$0	$140,000,000	$1,036,000,000	$1,176,000,000
Office	3,330,000	415,219	1,659,181	5,404,400	sq.ft.	$900 /sq.ft.	$2,997,000,000	$373,697,100	$1,493,262,900	$4,863,960,000
Light Industrial	0	0	0	0	sq.ft.	$400 /sq.ft.	$0	$0	$0	$0
Retail / F&B / Ent.	0	51,000	1,451,000	1,502,000	sq.ft.	$900 /sq.ft.	$0	$45,900,000	$1,305,900,000	$1,351,800,000
Hotel	0	480	220	700	Rooms	$800,000 /room	$0	$384,000,000	$176,000,000	$560,000,000
Total							**$2,997,000,000**	**$943,597,100**	**$4,011,162,900**	**$7,951,760,000**

(1) Assessed value estimates are based upon review of assessed values for other recently built projects, estimates provided by the developer, and recent industrial building sales data.

Table 7
Property Tax and Property Tax In-Lieu of VLF Estimate
Related Santa Clara Project - Scheme A With Full Retail

Property Tax and Property Tax In-Lieu of VLF Estimate			Parcel 1 & 2	Parcel 5	Parcel 4	Total
Assessed Value			$2,997,000,000	$943,597,100	$4,011,162,900	$7,951,760,000
Property Taxes						
1% Property Tax			$29,970,000	$9,435,971	$40,111,629	$79,517,600
City Share of Property Taxes	10.1%	of 1% tax (2)	**$3,012,000**	**$949,000**	**$4,031,000**	**$7,992,000**
Property Tax In Lieu of VLF	$0.337	per $1,000 AV(1)	**$1,009,000**	**$318,000**	**$1,350,000**	**$2,677,000**

(1) Property tax in-lieu of VLF is proportionate to increases in citywide assessed value. Based on the VLF revenue and assessed values for the City of Santa Clara, this results in a ratio of approximately $0.337 in revenue for each $1,000 in AV added.

(2) City General Fund share of property for applicable TRA per the Santa Clara County Controller.

Table 8
Hotel Transient Occupancy Taxes
Related Santa Clara Project - Scheme A With Full Retail

Hotel Transient Occupancy Taxes											
	Rooms		Occupancy[1]		Average Daily Rate[1]					Room Rev	General Fund Transient Occupancy Tax
											13.50%
Parcel 5 Hotel	480	x	80%	x	$350	x	365	days/yr	=	$49,060,000	$6,600,000
Parcel 4 Hotel	220	x	80%	x	$600	x	365	days/yr	=	$38,540,000	$5,200,000
Hotel Tax Total											**$11,800,000**

[1] Reflects Related expectations regarding average room rate and occupancy assuming luxury class hotels. Actual performance will vary substantially depending on hotel scale and future market conditions.

Table 9
Retail Sales Tax
Related Santa Clara Project - Scheme A With Full Retail

Retail Sales Tax			
	Parcel 5	**Parcel 4**	**Total**
Retail /F&B Sq.Ft.	51,000	1,451,000	1,502,000
Percent Leasable	100%	90%	
Occupancy	90%	90%	
Sales Per Square Foot (1)	$900	$800	
Percent Taxable Sales (2)	90%	90%	90%
Taxable Sales	$37,000,000	$846,000,000	$883,000,000
City share of sales tax rate	1%	1%	1%
City Sales Tax Estimate	**$370,000**	**$8,460,000**	**$8,830,000**

(1) Sales per square foot will vary depending on the retail type and sales performance of the store. Sales performance based on information provided by Related, rounded.

(2) Assumes some grocery / non-taxable food sales as a component of overall retail mix. Actual will vary depending on type of retail/entertainment.

Table 10
Projected Electricity Use and SVP Transfers to City General Fund
Related Santa Clara Project - Scheme A With Full Retail

Projected Electricity Use

	Development					Electric Use Per Unit or SF [2]		Electricity Use (Gigawatt-Hours)			
	Parcel 1/2	Parcel 5	Parcel 4	Total				Parcel 1/2	Parcel 5	Parcel 4	Total
Residential	-	200	1,480	1,680	Units	5,088	kWh/Unit	0.0	1.0	7.5	8.5
Office	3,330,000	415,219	1,659,181	5,404,400	Sq.Ft.	12.70	kWh/SF	42.3	5.3	21.1	68.6
Light Industrial [2]	-	-	-	-	Sq.Ft.	25.40	kWh/SF	0.0	0.0	0.0	0.0
Retail / F&B / Ent.	-	51,000	1,451,000	1,502,000	Sq.Ft.	23.85	kWh/SF	0.0	1.2	34.6	35.8
Hotel	-	386,311	191,689	578,000	Sq.Ft.	13.10	kWh/SF	0.0	5.1	2.5	7.6
Total								42.3	12.6	65.7	120.6

(1) U.S. Department of Energy, 2018 Commercial Buildings Energy Consumption Survey (CBECS), Pacific Region and 2020 and Residential Energy Consumption Survey (RECS) data for apartments with five or more units.

(2) Energy use may vary widely by type of activity. Data on industrial uses not provided by square foot in USDOE survey. Assumption is 2x office energy use per sq.ft..

Projected Silicon Valley Power Transfers to General Fund

			Parcel 1/2	Parcel 5	Parcel 4	Total
Electricity Use (Gigawatt-Hours)			42.3	12.6	65.7	120.6
Percent of SVP Systemwide Use [1]	4,479.6	GW Hr/Yr	0.94%	0.28%	1.47%	2.69%
Estimated SVP Transfer Revenue [2]	$34,000,000	24-25 Budgeted SVP Transfers x % systemwide use =	**$321,000**	**$95,000**	**$499,000**	**$915,000**

(1) Silicon Valley Power 2023 Fact Sheet

(2) 5% of Silicon Valley Power gross revenue is transferred to the City General Fund in accordance with the City Charter. Does not assume on-site power generation.

Table 11
Other Revenues Estimated on Per Capita Basis
Related Santa Clara Project - Scheme A With Full Retail

Other Revenues Estimated on Per Capita Basis											
	Basis					Revenue Factor[1]		Revenue Estimate			
	Parcel 1/2	Parcel 5	Parcel 4	Total				Parcel 1/2	Parcel 5	Parcel 4	Total
Franchise Fees	6,167	1,539	8,372	16,077	resident equiv.	$27.71	per resident equiv.	$171,000	$43,000	$232,000	$446,000
Fines and Penalties	6,167	1,539	8,372	16,077	resident equiv.	$6.43	per resident equiv.	$40,000	$10,000	$53,000	$103,000
Permits and Licenses	6,167	1,539	8,372	16,077	resident equiv.	$14.67	per resident equiv.	$90,000	$23,000	$123,000	$236,000
Business License Tax	12,333	2,117	9,644	24,095	employees	$45.00	per employee	$555,000	$95,000	$434,000	$1,084,000
	0	200	1,480	1,680	res units	$15.00	per Unit	$0	$3,000	$22,000	$25,000
								$555,000	$98,000	$456,000	$1,109,000
Total Revenues								**$856,000**	**$174,000**	**$864,000**	**$1,894,000**

(1) See Table 5

Table 12
City of Santa Clara FY 2024-25 General Fund Service Costs
Related Santa Clara Project - Scheme A With Full Retail

City of Santa Clara FY 2024-25 General Fund Service Costs		
Expense Item	**FY 24-25 Budget**	**Basis for Estimating Service Cost of Project (2)**
General Government		
City Council	$1,176,723	
City Attorney	$3,205,702	
City Clerk	$493,346	
Assistant City Clerk	$1,573,722	
Auditor	$985,489	
Finance	$19,012,771	
Human Resources	$4,439,328	
City Manager	$5,175,582	
Subtotal General Government	$36,062,663	$43.82 per resident equivalent added by Project
Police	$90,185,180	based on 8 FTEs consistent with DDA
Fire	$63,324,867	based on estimated number of calls for service to the Project
Parks and Recreation	$22,809,299	$55.56 per resident plus estimated maint. cost for City park.
Community Development	$5,392,464	$14.1 per resident equivalent added by Project
Public Works	$26,728,107	$93.01 per resident equivalent added by Project
Library	$11,317,625	$42.83 per resident
Non-Departmental	$31,638,763	no cost impact from Project
Total Revenues/Transfers	**$287,458,968**	

Source: City of Santa Clara; FY 2023-24 and FY 2024-25 Adopted Operating Budget.
(1) See Table 17 for calculation of per capita variable cost factors.

Table 13
Estimated Police Service Call Generation Rates and Estimated Cost at Buildout
Related Santa Clara Project - Scheme A With Full Retail

Estimated Police Service Cost At Buildout	
	24-25 Budget
Administrative Services	$21,108,931
Field Operations	$47,981,178
Investigations	$16,934,752
Special Operations	$4,160,319
Total	$90,185,180
Number of FTEs FY 24-25	231
Cost Per FTE	$390,412
Number of FTEs funded by City (1)	8
Police Service Cost Estimate at Buildout	**$3,123,000**

(1) Per the DDA, developer to fund costs in excess of 8 FTEs, if additional staffing is required.

Police Calls for Service Generation Rate Estimate				
	Annual Police Calls for Service (1)	No. of Units, Rooms or Square Feet	Adjustment Factor(2)	Service Call Generation Rate Per Unit/Room or 1,000 Square Feet
Element Hotel Santa Clara	11	175	1	0.06
Existing Industrial Area (3)	57	641,235	1	0.0889
Santa Clara Square: Office	36	1,700,000	2	0.0424
Santa Clara Gateway: Office	27	900,000	2	0.0600
Santa Clara Square: Retail	248	166,313	n/a	1.4912
Santa Clara Square: Multifamily	209	1,482	n/a	0.1410

Sources: KMA analysis of data provided by City of Santa Clara Police Department, CoStar.

(1) Represents calls for service with Police Beat and location, excluding traffic-related.

(2) A comparison to pre-pandemic call generation rates indicates call volume to office uses dropped by approximately half. Estimate based on double the 2023 call generation rate for Santa Clara Gateway.

(3) Areas is bounded by Leonard Ct, Bassett Street and adjacent properties and encompasses the following addresses: 3301, 3311, 3401, 3501 Leonard Ct; and 3500, 3508, 3510, 3526, 3530, 3540, 3542, 3580 Bassett.

Table 14
Police Service Cost Estimate
Related Santa Clara Project - Scheme A With Full Retail

Police Service Cost Estimate												
	Development							Estimated Police Calls for Service				
Estimated Calls for Service	Parcel 1 & 2	Parcel 5	Parcel 4	Total		Call Generation Rate[1]		Existing Approvals	Parcel 1 & 2	Parcel 5	Parcel 4	Total
Residential	0	200	1,480	1,680	units	0.1410	Per Unit	237	0	28	209	237
Office	3,330,000	415,219	1,659,181	5,404,400	sq.ft.	0.0600	Per 1,000 SF[2]	324	200	25	100	324
Light Industrial	0	0	0	0	sq.ft.	0.0889	Per 1,000 SF	0	0	0	0	0
Retail / F&B / Ent.	0	51,000	1,451,000	1,502,000	sq.ft.	1.4912	Per 1,000 SF	1,193	0	76	2,164	2,240
Hotel	0	480	220	700	rooms	0.0600	Per Room	42	0	29	13	42
Estimated Total Calls for Service								1,796	200	158	2,485	2,843
Percent of Estimated Calls for Service								100%	7.0%	5.6%	87.4%	100.0%
Allocaton of Total Police Service Cost (Table 13) by Parcel, Based on Estimated Calls for Service								**$3,123,000**	**$219,000**	**$174,000**	**$2,729,000**	**$3,123,000**

(1) See Table 13

(2) Uses Santa Clara Gateway call generation rate.

Table 15
Estimated Fire/EMS Service Call Generation Rates and Cost Per Call
Related Santa Clara Project - Scheme A With Full Retail

Fire/EMS Calls for Service Generation Rate Estimate				
	Annual Fire/EMS Calls for Service	Data Year [1]	No. of Units, Rooms or Square Feet	Service Call Generation Rate Per Unit/Room or 1,000 Square Feet
Element Hotel Santa Clara	6	2023	175	0.0343
Existing Industrial Area [2]	8	2023	641,235	0.0125
Santa Clara Square: Office	18	2019	1,700,000	0.0106
Santa Clara Gateway: Office	46	2019	900,000	0.0511
Santa Clara Square: Retail	26	2023	166,313	0.1563
Santa Clara Square: Multifamily	51	2023	1,482	0.0344

Sources: City of Santa Clara Fire Department, CoStar, Realquest.

(1) Calls for service to office uses dropped during the pandemic and are currently affected by high vacancies. For office, 2019 data is used to establish call rates.

(2) Areas is bounded by Leonard Ct, Bassett Street and adjacent properties and encompasses the following addresses: 3301, 3311, 3401, 3501 Leonard Ct; and 3500, 3508, 3510, 3526, 3530, 3540, 3542, 3580 Bassett.

Estimated Average Fire/EMS Service Cost Per Service Call					
	24-25 General Fund Budget[1]	Departmental Revenue (1)	Net Expense	Percent Variable	Variable Cost
Administrative	$5,124,943	$0	$5,124,943	25%	$1,281,000
Field Operations	$54,076,635	($5,000)	$54,071,635	100%	$54,072,000
Community Risk Reduction	$3,912,419	($3,246,000)	$666,419	50%	$333,000
Training	$1,520,632	$0	$1,520,632	50%	$760,000
Office of Emergency Services	$284,485	$0	$284,485	0%	$0
Emergency Medical Services	$1,373,117	($425,000)	$948,117	100%	$948,000
Total	$66,292,231	($3,676,000)	$62,616,231		$57,394,000
Fire/EMS Calls For Service, 2023					10,586
Variable Cost Per Fire/EMS Service Call					**$5,400**

(1) Based on Santa Clara Open Budget data

Table 16
Fire/EMS Service Cost Estimate
Related Santa Clara Project - Scheme A With Full Retail

Fire/EMS Service Cost Estimate												
	Development							Estimated Fire/EMS Calls for Service			
Estimated Calls for Service	Parcel 1 & 2	Parcel 5	Parcel 4	Total		Call Generation Rate[2]		**Parcel 1 & 2**	**Parcel 5**	**Parcel 4**	**Total**
Residential	0	200	1,480	1,680	units	0.0344	Per Unit	0	7	51	58
Office	3,330,000	415,219	1,659,181	5,404,400	sq.ft.	0.0511	Per 1,000 SF [1]	170	21	85	276
Light Industrial	0	0	0	0	sq.ft.	0.0125	Per 1,000 SF	0	0	0	0
Retail / F&B / Ent.	0	51,000	1,451,000	1,502,000	sq.ft.	0.1563	Per 1,000 SF	0	8	227	235
Hotel	0	480	220	700	rooms	0.0343	Per Room	0	16	8	24
Estimated Total Calls for Service								170	53	370	593
Estimated Fire/EMS Service Expense				= no. of calls x $5,400 average cost per call (2)				**$919,000**	**$284,000**	**$1,999,000**	**$3,201,000**

(1) Uses Santa Clara Gateway call generation rate.

(2) See Table 15

(3) Per the DDA, Related to fund extraordinary expenses associated with location on a landfill/hazardous materials, up to 4.5 FTEs, thus these extraordinary costs are not included as an expense of the City.

Table 17
Calculation of Per Capita Variable Cost Factors
Related Santa Clara Project - Scheme A With Full Retail

Calculation of Per Capita Variable Cost Factors								
Item	General Fund Expense	Offsetting Revenue	Net Expense	Percent Variable Cost	Existing Service Population		Variable Cost Factor	
Public Works	$26,728,107	$3,010,698	$23,717,409	75%	191,240	resident equiv.	$93.01	per resident equiv.
Park and Rec, excl. park maint. (1)	$14,024,678	$4,242,557	$9,782,121	75%	132,048	residents	$55.56	per resident
General Government	$36,062,663	$2,540,435	$33,522,228	25%	191,240	resident equiv.	$43.82	per resident equiv.
Library	$11,317,625	$7,000	$11,310,625	50%	132,048	residents	$42.83	per resident
Community Development	$5,392,464	$0	$5,392,464	50%	191,240	resident equiv.	$14.10	per resident equiv.

(1) Excludes Parks budget unit (Fund 1132) expenses because Related is required to provide for maintenance of the neighborhood parks, or reimburse the City for maintenance costs, through a Master Owner's Association or similar mechanism and maintenance of the City Park is not included in the analysis.

Table 18
Other Expenses Estimated on Per Capita Basis
Related Santa Clara Project - Scheme A With Full Retail

Other Expenses Estimated on Per Capita Basis											
	New Service Population					Variable Cost Factor [1]		Expense Estimate			
	Parcel 1/2	Parcel 5	Parcel 4	Total				Parcel 1/2	Parcel 5	Parcel 4	Total
Public Works	6,167	1,539	8,372	16,077	resident equiv.	$93.01	per resident equiv	$574,000	$143,000	$779,000	$1,496,000
Park & Rec, excl. park maint. [2]	0	480	3,550	4,030	resident equiv.	$55.56	per resident	$0	$27,000	$197,000	$224,000
General Government	6,167	1,539	8,372	16,077	resident equiv.	$43.82	per resident equiv	$270,000	$67,000	$367,000	$704,000
Library	0	480	3,550	4,030	resident equiv.	$42.83	per resident	$0	$21,000	$152,000	$173,000
Community Development	6,167	1,539	8,372	16,077	employees	$14.10	per resident equiv	$87,000	$22,000	$118,000	$227,000
Total Expense								**$931,000**	**$280,000**	**$1,613,000**	**$2,824,000**

(1) See Table 17

(2) Related to provide for maintenance of the neighborhood parks, or reimburse the City for maintenance costs, through a Master Owner's Association or similar mechanism. Maintenance of the City Park is not included in the analysis.

Appendix C
Fiscal Impact Analysis Tables
Scheme C

Summary
Projected Annual City General Fund Revenues and Service Costs Upon Buildout - Scheme C
Related Santa Clara Project - Scheme C

Projected Annual City General Fund Revenues and Service Costs Upon Buildout - Scheme C				
	Parcel 1 and 2	Parcel 5	Parcel 4	Total
General Fund Revenues	$1,502,000	$8,505,000	$19,044,000	$29,051,000
General Fund Service Costs	($709,000)	($826,000)	($6,882,000)	($8,417,000)
Net Annual Fiscal Impact, Without Ground Rent	$793,000	$7,679,000	$12,162,000	$20,634,000
Annual Ground Rent (2)	$2,500,000	$1,500,000	$3,500,000	$7,500,000
Net Fiscal Impact With Inclusion of Ground Rent	$3,293,000	$9,179,000	$15,662,000	$28,134,000

Notes:
(1) The proposed City Park is treated as a separate project not included in this fiscal impact analysis because the nature of park improvements and timing of completion are at the City's discretion and the City Park is not a required element of the Related Santa Clara development project.
(2) Amounts reflect initial stabilized year figures from the DDA without escalation or adjustment. Ground rent is proposed to increase by a factor of two for any land used for a data center.

Table 1
Projected Annual City General Fund Revenues and Service Costs Upon Buildout (Excludes Ground Rent)
Related Santa Clara Project - Scheme C

Projected Annual City General Fund Revenues and Service Costs Upon Buildout (Excludes Ground Rent)					
	Table Reference	**Parcel 1/2**	**Parcel 5**	**Parcel 4**	**Total**
General Fund Revenues					
Property Tax	Table 7	$643,000	$948,000	$5,606,000	$7,197,000
Sales Tax	Table 9	$0	$370,000	$4,370,000	$4,740,000
Transient Occupancy Tax	Table 8	$0	$6,600,000	$5,200,000	$11,800,000
Property Tax In Lieu of VLF	Table 7	$215,000	$318,000	$1,878,000	$2,411,000
Business License Tax	Table 11	$218,000	$98,000	$792,000	$1,108,000
SVP Transfers	Table 10	$308,000	$95,000	$606,000	$1,009,000
Franchise Fees	Table 11	$67,000	$43,000	$336,000	$446,000
Permits and Licenses	Table 11	$35,000	$23,000	$178,000	$236,000
Fines and Forfeitures	Table 11	$16,000	$10,000	$78,000	$104,000
Total Revenues		**$1,502,000**	**$8,505,000**	**$19,044,000**	**$29,051,000**
General Fund Service Costs					
Police	Table 14	$236,000	$262,000	$2,625,000	$3,123,000
Fire/EMS	Table 16	$108,000	$284,000	$2,080,000	$2,472,000
Public Works	Table 18	$225,000	$143,000	$1,126,000	$1,494,000
General Government (2)	Table 18	$106,000	$67,000	$531,000	$704,000
Park & Rec, except park maint (3)	Table 18	$0	$27,000	$197,000	$224,000
Community Development	Table 18	$34,000	$22,000	$171,000	$227,000
Library	Table 18	$0	$21,000	$152,000	$173,000
Total Expenditures		**$709,000**	**$826,000**	**$6,882,000**	**$8,417,000**
Net Annual Fiscal Impact		**$793,000**	**$7,679,000**	**$12,162,000**	**$20,634,000**

Notes:
(1) Includes City Council, City Attorney, City Clerk, Assistant City Clerk, Auditor, Finance, Human Resources, and City Manager departments.
(2) The proposed City Park is treated as a separate project not included in this fiscal impact analysis because the nature of park improvements and timing of completion are at the City's discretion and the City Park is not a required element of the Related Santa Clara development project. Related to provide for maintenance of the neighborhood parks, or reimburse the City for maintenance costs, through a Master Owner's Association or similar mechanism, thus there is no City General Fund maintenance cost for neighborhood parks.
(3) Figures do not include ground rent. Ground rent is proposed to increase by a factor of two for any land used for a data center.
(4) Assumes buildout of Scheme C.

Table 2
Development Program - Scheme C
Related Santa Clara Project - Scheme C

Development Program - Scheme C							
	Parcel 1 & 2	**Parcel 5**		**Parcel 4**		**Total**	
	Building Area	Building Area	Units/Rooms	Building Area	Units/Rooms	Building Area	Units/Rooms
Residential	0 sq.ft.	191,601 sq.ft.	200 units	1,488,399 sq.ft.	1,480 units	1,680,000 sq.ft.	1,680 units
Office	0 sq.ft.	415,219 sq.ft.		4,102,181 sq.ft.		4,517,400 sq.ft.	
Light Industrial	1,600,000 sq.ft.	0 sq.ft.		0 sq.ft.		1,600,000 sq.ft.	
Retail / F&B / Ent.	0 sq.ft.	51,000 sq.ft.		749,000 sq.ft.		800,000 sq.ft.	
Hotel	0 sq.ft.	386,311 sq.ft.	480 rooms	180,689 sq.ft.	220 rooms	567,000 sq.ft.	700 rooms
Total	1,600,000 sq.ft.	1,044,131 sq.ft.		6,520,269 sq.ft.		9,164,400 sq.ft.	

Note: the proposed City Park is treated as a separate project not included in this fiscal impact analysis because the nature of park improvements and timing of completion are at the City's discretion and the City Park is not a required element of the Related Santa Clara development project.

Table 3
Existing City of Santa Clara Population and Employment
Related Santa Clara Project - Scheme C

Existing City of Santa Clara Population and Employment			
Population [1]			132,048
Employment [2]			118,384
Resident Equivalents [3]	0.5 per worker	1.0 per resident	191,240

(1) California Department of Finance. Table E-5 Population and Housing Estimates for Cities, Counties, and the State, 2020-2024.

(2) U.S. Census Longitudinal Employer-Household Dynamics, 2022 Work Area Profile Analysis for City of Santa Clara.

(3) Resident equivalents is a measure that combines residents and jobs, with a weight of 1 per resident and 0.5 per job.

Table 4
Project Population and Employment Estimate
Related Santa Clara Project - Scheme C

Project Population and Employment Estimate							
	Proposed Uses		Population / Employment Factor [1]		Population	Employees	Resident Equivalents[2]
Parcel 1 and 2							
Residential	0	units	2.40	population per unit	-	-	-
			32	units/employee			
Office	0	sq.ft.	270	sq.ft./employee	-	-	-
Light Industrial	1,600,000	sq.ft.	331	sq.ft./employee	-	4,834	2,417
Retail / F&B / Ent.	0	sq.ft.	450	sq.ft./employee	-	-	-
Hotel	0	sq.ft.	840	sq.ft./employee	-	-	-
Subtotal					**0**	**4,834**	**2,417**
Parcel 5							
Residential	200	units	2.40	population per unit	480	6	483
			32	units/employee			
Office	415,219	sq.ft.	270	sq.ft./employee	-	1,538	769
Light Industrial	0	sq.ft.	331	sq.ft./employee	-	-	-
Retail / F&B / Ent.	51,000	sq.ft.	450	sq.ft./employee	-	113	57
Hotel	386,311	sq.ft.	840	sq.ft./employee	-	460	230
Subtotal					**480**	**2,117**	**1,539**
Parcel 4							
Residential	1,480	units	2.40	population per unit	3,550	46	3,573
			32	units/employee			
Office	4,102,181	sq.ft.	270	sq.ft./employee	-	15,193	7,597
Light Industrial	0	sq.ft.	331	sq.ft./employee	-	-	-
Retail / F&B / Ent.	749,000	sq.ft.	450	sq.ft./employee	-	1,664	832
Hotel	180,689	sq.ft.	840	sq.ft./employee	-	215	108
Subtotal					**3,550**	**17,119**	**12,110**
Total					**4,030**	**24,070**	**16,065**

(1) Factors based on the Draft CEQA checklist.

(2) Resident equivalents is a measure that combines residents and jobs, with a weight of 1 per resident and 0.5 per job.

(3) As a conservative assumption existing (primarily off-site) employees are not deducted, as in the CEQA checklist.

Table 5
City of Santa Clara FY 2024-25 General Fund Revenues by Source
Related Santa Clara Project - Scheme C

City of Santa Clara FY 2024-25 General Fund Revenues by Source		
Revenue Source	**FY 24-25 Budget**	**Basis for Estimating Revenue to be Generated by Project**
Revenue Categories with a Projected Increase from Project		
Property Tax	$89,545,000	10.05% x 1% basic levy x estimated Assessed Value
Sales Tax	$62,352,000	1% of estimated taxable sales
Transient Occupancy Tax	$23,650,000	13.5% of estimated room sales
Franchise Tax	$5,300,000	$27.71 per resident equivalent (=$5,300,000 / 191,240 existing resident equivalents)
Business Licenses	$6,000,000	$45 per employee and $15 per resident
Other Licenses and Permits	$2,806,000	$14.67 per resident equivalent (=$2,806,000 / 191,240 existing resident equivalents)
Other Services Fees	$39,253,418	estimated as an offset to departmental expenses, where applicable
Fines and Penalties	$1,230,000	$6.43 per resident equivalent (=$1,230,000 / 191,240 existing resident equivalents)
SVP Transfer	$34,000,000	proportionate to increase in SVP electricity demand from Project
Subtotal	$264,136,418	
Revenue Categories with No Projected Increase from Project		
Documentary Transfer Tax	$1,632,000	Not estimated due to long hold periods for commercial property
Rents and Leases	$15,150,269	ground rent provided as consideration for City land is not included in projection
State/Other Agencies	$520,000	not estimated
Interest	$3,708,000	not estimated
Other Revenue	$180,000	not estimated
Transfers In	$2,015,294	not estimated
Subtotal	$23,205,563	
Total Revenues	**$287,341,981**	

Source: City of Santa Clara; FY 2023-24 and FY 2024-25 Adopted Operating Budget.

Table 6
Assessed Value Estimate
Related Santa Clara Project - Scheme C

Assessed Value Estimate Upon Buildout										
	Development					AV Factor[1]	Estimated Assessed Value			
	Parcel 1/2	Parcel 5	Parcel 4	Total			Parcel 1/2	Parcel 5	Parcel 4	Total
Residential	0	200	1,480	1,680	units	$700,000 /unit	$0	$140,000,000	$1,036,000,000	$1,176,000,000
Office	0	415,219	4,102,181	4,517,400	sq.ft.	$900 /sq.ft.	$0	$373,697,100	$3,691,962,900	$4,065,660,000
Light Industrial	1,600,000	0	0	1,600,000	sq.ft.	$400 /sq.ft.	$640,000,000	$0	$0	$640,000,000
Retail / F&B / Ent.	0	51,000	749,000	800,000	sq.ft.	$900 /sq.ft.	$0	$45,900,000	$674,100,000	$720,000,000
Hotel	0	480	220	700	Rooms	$800,000 /room	$0	$384,000,000	$176,000,000	$560,000,000
Total							**$640,000,000**	**$943,597,100**	**$5,578,062,900**	**$7,161,660,000**

(1) Assessed value estimates are based upon review of assessed values for other recently built projects, estimates provided by the developer, and recent industrial building sales data.

Table 7
Property Tax and Property Tax In-Lieu of VLF Estimate
Related Santa Clara Project - Scheme C

Property Tax and Property Tax In-Lieu of VLF Estimate			Parcel 1 & 2	Parcel 5	Parcel 4	Total
Assessed Value			$640,000,000	$943,597,100	$5,578,062,900	$7,161,660,000
Property Taxes						
1% Property Tax			$6,400,000	$9,435,971	$55,780,629	$71,616,600
City Share of Property Taxes	10.1%	of 1% tax (2)	**$643,000**	**$948,000**	**$5,606,000**	**$7,197,000**
Property Tax In Lieu of VLF	$0.337	per $1,000 AV(1)	**$215,000**	**$318,000**	**$1,878,000**	**$2,411,000**

(1) Property tax in-lieu of VLF is proportionate to increases in citywide assessed value. Based on the VLF revenue and assessed values for the City of Santa Clara, this results in a ratio of approximately $0.337 in revenue for each $1,000 in AV added.

(2) City General Fund share of property for applicable TRA per the Santa Clara County Controller.

Table 8
Hotel Transient Occupancy Taxes
Related Santa Clara Project - Scheme C

Hotel Transient Occupancy Taxes											
	Rooms		Occupancy[1]		Average Daily Rate[1]					Room Rev	General Fund Transient Occupancy Tax
											13.50%
Parcel 5 Hotel	480	x	80%	x	$350	x	365	days/yr	=	$49,060,000	$6,600,000
Parcel 4 Hotel	220	x	80%	x	$600	x	365	days/yr	=	$38,540,000	$5,200,000
Hotel Tax Total											**$11,800,000**

[1] Reflects Related expectations regarding average room rate and occupancy assuming luxury class hotels. Actual performance will vary substantially depending on hotel scale and future market conditions.

Table 9
Retail Sales Tax
Related Santa Clara Project - Scheme C

Retail Sales Tax			
	Parcel 5	**Parcel 4**	**Total**
Retail /F&B Sq.Ft.	51,000	749,000	800,000
Percent Leasable	100%	90%	
Occupancy	90%	90%	
Sales Per Square Foot (1)	$900	$800	
Percent Taxable Sales (2)	90%	90%	90%
Taxable Sales	$37,000,000	$437,000,000	$474,000,000
City share of sales tax rate	1%	1%	1%
City Sales Tax Estimate	**$370,000**	**$4,370,000**	**$4,740,000**

(1) Sales per square foot will vary depending on the retail type and sales performance of the store. Sales performance based on information provided by Related, rounded.

(2) Assumes some grocery / non-taxable food sales as a component of overall retail mix. Actual will vary depending on type of retail/entertainment.

Table 10
Projected Electricity Use and SVP Transfers to City General Fund
Related Santa Clara Project - Scheme C

Projected Electricity Use

	Development					Electric Use Per Unit or SF [2]		Electricity Use (Gigawatt-Hours)			
	Parcel 1/2	Parcel 5	Parcel 4	Total				Parcel 1/2	Parcel 5	Parcel 4	Total
Residential	-	200	1,480	1,680	Units	5,088	kWh/Unit	0.0	1.0	7.5	8.5
Office	-	415,219	4,102,181	4,517,400	Sq.Ft.	12.70	kWh/SF	0.0	5.3	52.1	57.4
Light Industrial [2]	1,600,000	-	-	1,600,000	Sq.Ft.	25.40	kWh/SF	40.6	0.0	0.0	40.6
Retail / F&B / Ent.	-	51,000	749,000	800,000	Sq.Ft.	23.85	kWh/SF	0.0	1.2	17.9	19.1
Hotel	-	386,311	180,689	567,000	Sq.Ft.	13.10	kWh/SF	0.0	5.1	2.4	7.4
Total								40.6	12.6	79.9	133.1

(1) U.S. Department of Energy, 2018 Commercial Buildings Energy Consumption Survey (CBECS), Pacific Region and 2020 and Residential Energy Consumption Survey (RECS) data for apartments with five or more units.

(2) Energy use may vary widely by type of activity. Data on industrial uses not provided by square foot in USDOE survey. Assumption is 2x office energy use per sq.ft..

Projected Silicon Valley Power Transfers to General Fund

			Parcel 1/2	Parcel 5	Parcel 4	Total
Electricity Use (Gigawatt-Hours)			40.6	12.6	79.9	133.1
Percent of SVP Systemwide Use [1]	4,479.6	GW Hr/Yr	0.91%	0.28%	1.78%	2.97%
Estimated SVP Transfer Revenue [2]	$34,000,000	24-25 Budgeted SVP Transfers x % systemwide use =	**$308,000**	**$95,000**	**$606,000**	**$1,009,000**

(1) Silicon Valley Power 2023 Fact Sheet

(2) 5% of Silicon Valley Power gross revenue is transferred to the City General Fund in accordance with the City Charter. Does not assume on-site power generation.

Table 11
Other Revenues Estimated on Per Capita Basis
Related Santa Clara Project - Scheme C

Other Revenues Estimated on Per Capita Basis											
	Basis					Revenue Factor[1]		Revenue Estimate			
	Parcel 1/2	Parcel 5	Parcel 4	Total				Parcel 1/2	Parcel 5	Parcel 4	Total
Franchise Fees	2,417	1,539	12,110	16,065	resident equiv.	$27.71	per resident equiv.	$67,000	$43,000	$336,000	$446,000
Fines and Penalties	2,417	1,539	12,110	16,065	resident equiv.	$6.43	per resident equiv.	$16,000	$10,000	$78,000	$104,000
Permits and Licenses	2,417	1,539	12,110	16,065	resident equiv.	$14.67	per resident equiv.	$35,000	$23,000	$178,000	$236,000
Business License Tax	4,834	2,117	17,119	24,070	employees	$45.00	per employee	$218,000	$95,000	$770,000	$1,083,000
	0	200	1,480	1,680	res units	$15.00	per Unit	$0	$3,000	$22,000	$25,000
								$218,000	$98,000	$792,000	$1,108,000
Total Revenues								**$336,000**	**$174,000**	**$1,384,000**	**$1,894,000**

(1) See Table 5

Table 12
City of Santa Clara FY 2024-25 General Fund Service Costs
Related Santa Clara Project - Scheme C

City of Santa Clara FY 2024-25 General Fund Service Costs		
Expense Item	**FY 24-25 Budget**	**Basis for Estimating Service Cost of Project (2)**
General Government		
City Council	$1,176,723	
City Attorney	$3,205,702	
City Clerk	$493,346	
Assistant City Clerk	$1,573,722	
Auditor	$985,489	
Finance	$19,012,771	
Human Resources	$4,439,328	
City Manager	$5,175,582	
Subtotal General Government	$36,062,663	$43.82 per resident equivalent added by Project
Police	$90,185,180	based on 8 FTEs consistent with DDA
Fire	$63,324,867	based on estimated number of calls for service to the Project
Parks and Recreation	$22,809,299	$55.56 per resident plus estimated maint. cost for City park.
Community Development	$5,392,464	$14.1 per resident equivalent added by Project
Public Works	$26,728,107	$93.01 per resident equivalent added by Project
Library	$11,317,625	$42.83 per resident
Non-Departmental	$31,638,763	no cost impact from Project
Total Revenues/Transfers	**$287,458,968**	

Source: City of Santa Clara; FY 2023-24 and FY 2024-25 Adopted Operating Budget.
(1) See Table 17 for calculation of per capita variable cost factors.

Table 13
Estimated Police Service Call Generation Rates and Estimated Cost at Buildout
Related Santa Clara Project - Scheme C

Estimated Police Service Cost At Buildout	
	24-25 Budget
Administrative Services	$21,108,931
Field Operations	$47,981,178
Investigations	$16,934,752
Special Operations	$4,160,319
Total	$90,185,180
Number of FTEs FY 24-25	231
Cost Per FTE	$390,412
Number of FTEs funded by City (1)	8
Police Service Cost Estimate at Buildout	**$3,123,000**

(1) Per the DDA, developer to fund costs in excess of 8 FTEs, if additional staffing is required.

Police Calls for Service Generation Rate Estimate				
	Annual Police Calls for Service (1)	No. of Units, Rooms or Square Feet	Adjustment Factor(2)	Service Call Generation Rate Per Unit/Room or 1,000 Square Feet
Element Hotel Santa Clara	11	175	1	0.06
Existing Industrial Area (3)	57	641,235	1	0.0889
Santa Clara Square: Office	36	1,700,000	2	0.0424
Santa Clara Gateway: Office	27	900,000	2	0.0600
Santa Clara Square: Retail	248	166,313	n/a	1.4912
Santa Clara Square: Multifamily	209	1,482	n/a	0.1410

Sources: KMA analysis of data provided by City of Santa Clara Police Department, CoStar.

(1) Represents calls for service with Police Beat and location, excluding traffic-related.

(2) A comparison to pre-pandemic call generation rates indicates call volume to office uses dropped by approximately half. Estimate based on double the 2023 call generation rate for Santa Clara Gateway.

(3) Areas is bounded by Leonard Ct, Bassett Street and adjacent properties and encompasses the following addresses: 3301, 3311, 3401, 3501 Leonard Ct; and 3500, 3508, 3510, 3526, 3530, 3540, 3542, 3580 Bassett.

Table 14
Police Service Cost Estimate
Related Santa Clara Project - Scheme C

Police Service Cost Estimate												
	Development							Estimated Police Calls for Service				
Estimated Calls for Service	Parcel 1 & 2	Parcel 5	Parcel 4	Total		Call Generation Rate[1]		Existing Approvals	Parcel 1 & 2	Parcel 5	Parcel 4	Total
Residential	0	200	1,480	1,680	units	0.1410	Per Unit	237	0	28	209	237
Office	0	415,219	4,102,181	4,517,400	sq.ft.	0.0600	Per 1,000 SF[2]	324	0	25	246	271
Light Industrial	1,600,000	0	0	1,600,000	sq.ft.	0.0889	Per 1,000 SF	0	142	0	0	142
Retail / F&B / Ent.	0	51,000	749,000	800,000	sq.ft.	1.4912	Per 1,000 SF	1,193	0	76	1,117	1,193
Hotel	0	480	220	700	rooms	0.0600	Per Room	42	0	29	13	42
Estimated Total Calls for Service								1,796	142	158	1,585	1,885
Percent of Estimated Calls for Service								100%	7.5%	8.4%	84.1%	100.0%
Allocaton of Total Police Service Cost (Table 13) by Parcel, Based on Estimated Calls for Service								**$3,123,000**	**$236,000**	**$262,000**	**$2,625,000**	**$3,123,000**

(1) See Table 13

(2) Uses Santa Clara Gateway call generation rate.

Table 15
Estimated Fire/EMS Service Call Generation Rates and Cost Per Call
Related Santa Clara Project - Scheme C

Fire/EMS Calls for Service Generation Rate Estimate				
	Annual Fire/EMS Calls for Service	Data Year [1]	No. of Units, Rooms or Square Feet	Service Call Generation Rate Per Unit/Room or 1,000 Square Feet
Element Hotel Santa Clara	6	2023	175	0.0343
Existing Industrial Area [2]	8	2023	641,235	0.0125
Santa Clara Square: Office	18	2019	1,700,000	0.0106
Santa Clara Gateway: Office	46	2019	900,000	0.0511
Santa Clara Square: Retail	26	2023	166,313	0.1563
Santa Clara Square: Multifamily	51	2023	1,482	0.0344

Sources: City of Santa Clara Fire Department, CoStar, Realquest.

(1) Calls for service to office uses dropped during the pandemic and are currently affected by high vacancies. For office, 2019 data is used to establish call rates.

(2) Areas is bounded by Leonard Ct, Bassett Street and adjacent properties and encompasses the following addresses: 3301, 3311, 3401, 3501 Leonard Ct; and 3500, 3508, 3510, 3526, 3530, 3540, 3542, 3580 Bassett.

Estimated Average Fire/EMS Service Cost Per Service Call					
	24-25 General Fund Budget[1]	Departmental Revenue (1)	Net Expense	Percent Variable	Variable Cost
Administrative	$5,124,943	$0	$5,124,943	25%	$1,281,000
Field Operations	$54,076,635	($5,000)	$54,071,635	100%	$54,072,000
Community Risk Reduction	$3,912,419	($3,246,000)	$666,419	50%	$333,000
Training	$1,520,632	$0	$1,520,632	50%	$760,000
Office of Emergency Services	$284,485	$0	$284,485	0%	$0
Emergency Medical Services	$1,373,117	($425,000)	$948,117	100%	$948,000
Total	$66,292,231	($3,676,000)	$62,616,231		$57,394,000
Fire/EMS Calls For Service, 2023					10,586
Variable Cost Per Fire/EMS Service Call					**$5,400**

(1) Based on Santa Clara Open Budget data

Table 16
Fire/EMS Service Cost Estimate
Related Santa Clara Project - Scheme C

Fire/EMS Service Cost Estimate												
	Development							Estimated Fire/EMS Calls for Service			
Estimated Calls for Service	Parcel 1 & 2	Parcel 5	Parcel 4	Total		Call Generation Rate[2]		Parcel 1 & 2	Parcel 5	Parcel 4	Total
Residential	0	200	1,480	1,680	units	0.0344	Per Unit	0	7	51	58
Office	0	415,219	4,102,181	4,517,400	sq.ft.	0.0511	Per 1,000 SF [1]	0	21	210	231
Light Industrial	1,600,000	0	0	1,600,000	sq.ft.	0.0125	Per 1,000 SF	20	0	0	20
Retail / F&B / Ent.	0	51,000	749,000	800,000	sq.ft.	0.1563	Per 1,000 SF	0	8	117	125
Hotel	0	480	220	700	rooms	0.0343	Per Room	0	16	8	24
Estimated Total Calls for Service								20	53	385	458
Estimated Fire/EMS Service Expense				= no. of calls x $5,400 average cost per call (2)				**$108,000**	**$284,000**	**$2,080,000**	**$2,472,000**

(1) Uses Santa Clara Gateway call generation rate.

(2) See Table 15

(3) Per the DDA, Related to fund extraordinary expenses associated with location on a landfill/hazardous materials, up to 4.5 FTEs, thus these extraordinary costs are not included as an expense of the City.

Table 17
Calculation of Per Capita Variable Cost Factors
Related Santa Clara Project - Scheme C

Calculation of Per Capita Variable Cost Factors								
Item	**General Fund Expense**	**Offsetting Revenue**	**Net Expense**	**Percent Variable Cost**	**Existing Service Population**		**Variable Cost Factor**	
Public Works	$26,728,107	$3,010,698	$23,717,409	75%	191,240	resident equiv.	$93.01	per resident equiv.
Park and Rec, excl. park maint. (1)	$14,024,678	$4,242,557	$9,782,121	75%	132,048	residents	$55.56	per resident
General Government	$36,062,663	$2,540,435	$33,522,228	25%	191,240	resident equiv.	$43.82	per resident equiv.
Library	$11,317,625	$7,000	$11,310,625	50%	132,048	residents	$42.83	per resident
Community Development	$5,392,464	$0	$5,392,464	50%	191,240	resident equiv.	$14.10	per resident equiv.

(1) Excludes Parks budget unit (Fund 1132) expenses because Related is required to provide for maintenance of the neighborhood parks, or reimburse the City for maintenance costs, through a Master Owner's Association or similar mechanism and maintenance of the City Park is not included in the analysis.

Table 18
Other Expenses Estimated on Per Capita Basis
Related Santa Clara Project - Scheme C

Other Expenses Estimated on Per Capita Basis											
	New Service Population					Variable Cost Factor [1]		Expense Estimate			
	Parcel 1/2	Parcel 5	Parcel 4	Total				Parcel 1/2	Parcel 5	Parcel 4	Total
Public Works	2,417	1,539	12,110	16,065	resident equiv.	$93.01	per resident equiv	$225,000	$143,000	$1,126,000	$1,494,000
Park & Rec, excl. park maint. [2]	0	480	3,550	4,030	resident equiv.	$55.56	per resident	$0	$27,000	$197,000	$224,000
General Government	2,417	1,539	12,110	16,065	resident equiv.	$43.82	per resident equiv	$106,000	$67,000	$531,000	$704,000
Library	0	480	3,550	4,030	resident equiv.	$42.83	per resident	$0	$21,000	$152,000	$173,000
Community Development	2,417	1,539	12,110	16,065	employees	$14.10	per resident equiv	$34,000	$22,000	$171,000	$227,000
Total Expense								**$365,000**	**$280,000**	**$2,177,000**	**$2,822,000**

(1) See Table 17

(2) Related to provide for maintenance of the neighborhood parks, or reimburse the City for maintenance costs, through a Master Owner's Association or similar mechanism. Maintenance of the City Park is not included in the analysis.

Appendix D
Fiscal Impact Analysis Tables
Scheme C With Data Center

Summary
Projected Annual City General Fund Revenues and Service Costs Upon Buildout
Related Santa Clara Project - Scheme C with 50% Data Center

Projected Annual City General Fund Revenues and Service Costs Upon Buildout				
	Parcel 1 and 2	Parcel 5	Parcel 4	Total
General Fund Revenues	$2,900,000	$8,505,000	$19,044,000	$30,449,000
General Fund Service Costs	($411,000)	($835,000)	($6,979,000)	($8,226,000)
Net Annual Fiscal Impact, Without Ground Rent	$2,489,000	$7,670,000	$12,065,000	$22,223,000
Annual Ground Rent (2)	$3,125,000	$1,500,000	$3,500,000	$8,125,000
Net Fiscal Impact With Inclusion of Ground Rent	$5,614,000	$9,170,000	$15,565,000	$30,348,000

Notes:
(1) The proposed City Park is treated as a separate project not included in this fiscal impact analysis because the nature of park improvements and timing of completion are at the City's discretion and the City Park is not a required element of the Related Santa Clara development project.
(2) Amounts reflect initial stabilized year figures from the DDA without escalation or adjustment. Ground rent is proposed to increase by a factor of two for any land used for a data center. Estimate assumes data center use represents 50% of Parcel 1 and 2 building area and 25% of site area due to anticipated higher FAR for a data center use.

Table 1
Projected Annual City General Fund Revenues and Service Costs Upon Buildout (Excludes Ground Rent)
Related Santa Clara Project - Scheme C with 50% Data Center

Projected Annual City General Fund Revenues and Service Costs Upon Buildout (Excludes Ground Rent)					
	Table Reference	Parcel 1/2	Parcel 5	Parcel 4	Total
General Fund Revenues					
Property Tax	Table 7	$1,930,000	$948,000	$5,606,000	$8,484,000
Sales Tax	Table 9	$0	$370,000	$4,370,000	$4,740,000
Transient Occupancy Tax	Table 8	$0	$6,600,000	$5,200,000	$11,800,000
Property Tax In Lieu of VLF	Table 7	$646,000	$318,000	$1,878,000	$2,842,000
Business License Tax	Table 11	$110,000	$98,000	$792,000	$1,000,000
SVP Transfers	Table 10	$154,000	$95,000	$606,000	$855,000
Franchise Fees	Table 11	$34,000	$43,000	$336,000	$413,000
Permits and Licenses	Table 11	$18,000	$23,000	$178,000	$219,000
Fines and Forfeitures	Table 11	$8,000	$10,000	$78,000	$96,000
Total Revenues		**$2,900,000**	**$8,505,000**	**$19,044,000**	**$30,449,000**
General Fund Service Costs					
Police	Table 14	$129,000	$271,000	$2,722,000	$3,123,000
Fire/EMS	Table 16	$97,000	$284,000	$2,080,000	$2,461,000
Public Works	Table 18	$114,000	$143,000	$1,126,000	$1,383,000
General Government (1)	Table 18	$54,000	$67,000	$531,000	$652,000
Park & Rec, except park maint (2)	Table 18	$0	$27,000	$197,000	$224,000
Community Development	Table 18	$17,000	$22,000	$171,000	$210,000
Library	Table 18	$0	$21,000	$152,000	$173,000
Total Expenditures		**$411,000**	**$835,000**	**$6,979,000**	**$8,226,000**
Net Annual Fiscal Impact		**$2,489,000**	**$7,670,000**	**$12,065,000**	**$22,223,000**

Notes:
(1) Includes City Council, City Attorney, City Clerk, Assistant City Clerk, Auditor, Finance, Human Resources, and City Manager departments.
(2) The proposed City Park is treated as a separate project not included in this fiscal impact analysis because the nature of park improvements and timing of completion are at the City's discretion and the City Park is not a required element of the Related Santa Clara development project. Related to provide for maintenance of the neighborhood parks, or reimburse the City for maintenance costs, through a Master Owner's Association or similar mechanism, thus there is no City General Fund maintenance cost for neighborhood parks.

Table 2
Development Program - Scheme C with 50% Data Center
Related Santa Clara Project - Scheme C with 50% Data Center

Development Program - Scheme C with 50% Data Center							
	Parcel 1 & 2	**Parcel 5**		**Parcel 4**		**Total**	
	Building Area	Building Area	Units/Rooms	Building Area	Units/Rooms	Building Area	Units/Rooms
Residential	0 sq.ft.	191,601 sq.ft.	200 units	1,488,399 sq.ft.	1,480 units	1,680,000 sq.ft.	1,680 units
Office	0 sq.ft.	415,219 sq.ft.		4,102,181 sq.ft.		4,517,400 sq.ft.	
Light Industrial	800,000 sq.ft.	0 sq.ft.		0 sq.ft.		800,000 sq.ft.	
Data Center	800,000 sq.ft.	0 sq.ft.		0 sq.ft.		800,000 sq.ft.	
Retail / F&B / Ent.	0 sq.ft.	51,000 sq.ft.		749,000 sq.ft.		800,000 sq.ft.	
Hotel	0 sq.ft.	386,311 sq.ft.	480 rooms	180,689 sq.ft.	220 rooms	567,000 sq.ft.	700 rooms
Total	1,600,000 sq.ft.	1,044,131 sq.ft.		6,520,269 sq.ft.		9,164,400 sq.ft.	

Note: The proposed City Park is treated as a separate project not included in this fiscal impact analysis because the nature of park improvements and timing of completion are at the City's discretion and the City Park is not a required element of the Related Santa Clara development project.

Table 3
Existing City of Santa Clara Population and Employment
Related Santa Clara Project - Scheme C with 50% Data Center

Existing City of Santa Clara Population and Employment			
Population [1]			132,048
Employment [2]			118,384
Resident Equivalents [3]	0.5 per worker	1.0 per resident	191,240

(1) California Department of Finance. Table E-5 Population and Housing Estimates for Cities, Counties, and the State, 2020-2024.

(2) U.S. Census Longitudinal Employer-Household Dynamics, 2022 Work Area Profile Analysis for City of Santa Clara.

(3) Resident equivalents is a measure that combines residents and jobs, with a weight of 1 per resident and 0.5 per job.

Table 4
Project Population and Employment Estimate
Related Santa Clara Project - Scheme C with 50% Data Center

Project Population and Employment Estimate							
	Proposed Uses		Population / Employment Factor [1]		Population	Employees	Resident Equivalents[2]
Existing Approvals (Scheme A)							
Residential	1,680	units	2.40	population per unit	4,030	53	4,056
			32	units/employee			
Office	5,404,400	sq.ft.	270	sq.ft./employee	-	20,016	10,008
Light Industrial	0	sq.ft.	331	sq.ft./employee	-	-	-
Data Center	0	sq.ft.	25,000	sq.ft./employee	-	-	-
Retail / F&B / Ent.	800,000	sq.ft.	450	sq.ft./employee	-	1,780	890
Hotel	578,000	sq.ft.	840	sq.ft./employee	-	688	344
Total: Existing Approvals					**4,030**	**22,537**	**15,298**
Proposed (Scheme C)							
Parcel 1 and 2							
Residential	0	units	2.40	population per unit	-	-	-
			32	units/employee			
Office	0	sq.ft.	270	sq.ft./employee	-	-	-
Light Industrial	800,000	sq.ft.	331	sq.ft./employee	-	2,417	1,208
Data Center	800,000	sq.ft.	25,000	sq.ft./employee	-	32	16
Retail / F&B / Ent.	0	sq.ft.	450	sq.ft./employee	-	-	-
Hotel	0	sq.ft.	840	sq.ft./employee	-	-	-
Subtotal					**0**	**2,449**	**1,224**
Parcel 5							
Residential	200	units	2.40	population per unit	480	6	483
			32	units/employee			
Office	415,219	sq.ft.	270	sq.ft./employee	-	1,538	769
Light Industrial	0	sq.ft.	331	sq.ft./employee	-	-	-
Data Center	0	sq.ft.	25,000	sq.ft./employee	-	-	-
Retail / F&B / Ent.	51,000	sq.ft.	450	sq.ft./employee	-	113	57
Hotel	386,311	sq.ft.	840	sq.ft./employee	-	460	230
Subtotal					**480**	**2,117**	**1,539**
Parcel 4							
Residential	1,480	units	2.40	population per unit	3,550	46	3,573
			32	units/employee			
Office	4,102,181	sq.ft.	270	sq.ft./employee	-	15,193	7,597
Light Industrial	0	sq.ft.	331	sq.ft./employee	-	-	-
Data Center	0	sq.ft.	25,000	sq.ft./employee	-	-	-
Retail / F&B / Ent.	749,000	sq.ft.	450	sq.ft./employee	-	1,664	832
Hotel	180,689	sq.ft.	840	sq.ft./employee	-	215	108
Subtotal					**3,550**	**17,119**	**12,110**
Total Scheme C					**4,030**	**21,685**	**14,873**

(1) Factors based on the Draft CEQA checklist for Scheme C.

(2) Resident equivalents is a measure that combines residents and jobs, with a weight of 1 per resident and 0.5 per job.

(3) As a conservative assumption existing (primarily off-site) employees are not deducted, as in the CEQA checklist.

Table 5
City of Santa Clara FY 2024-25 General Fund Revenues by Source
Related Santa Clara Project - Scheme C with 50% Data Center

City of Santa Clara FY 2024-25 General Fund Revenues by Source		
Revenue Source	**FY 24-25 Budget**	**Basis for Estimating Revenue to be Generated by Project**
Revenue Categories with a Projected Increase from Project		
Property Tax	$89,545,000	10.05% x 1% basic levy x estimated Assessed Value
Sales Tax	$62,352,000	1% of estimated taxable sales
Transient Occupancy Tax	$23,650,000	13.5% of estimated room sales
Franchise Tax	$5,300,000	$27.71 per resident equivalent (=$5,300,000 / 191,240 existing resident equivalents)
Business Licenses	$6,000,000	$45 per employee and $15 per resident
Other Licenses and Permits	$2,806,000	$14.67 per resident equivalent (=$2,806,000 / 191,240 existing resident equivalents)
Other Services Fees	$39,253,418	estimated as an offset to departmental expenses, where applicable
Fines and Penalties	$1,230,000	$6.43 per resident equivalent (=$1,230,000 / 191,240 existing resident equivalents)
SVP Transfer	$34,000,000	proportionate to increase in SVP electricity demand from Project
Subtotal	$264,136,418	
Revenue Categories with No Projected Increase from Project		
Documentary Transfer Tax	$1,632,000	Not estimated due to long hold periods for commercial property
Rents and Leases	$15,150,269	ground rent provided as consideration for City land is not included in projection
State/Other Agencies	$520,000	not estimated
Interest	$3,708,000	not estimated
Other Revenue	$180,000	not estimated
Transfers In	$2,015,294	not estimated
Subtotal	$23,205,563	
Total Revenues	**$287,341,981**	

Source: City of Santa Clara; FY 2023-24 and FY 2024-25 Adopted Operating Budget.

Table 6
Assessed Value Estimate
Related Santa Clara Project - Scheme C with 50% Data Center

Assessed Value Estimate Upon Buildout									
	Development				AV Factor[1]	Estimated Assessed Value			
	Parcel 1/2	Parcel 5	Parcel 4	Total		Parcel 1/2	Parcel 5	Parcel 4	Total
Residential	0	200	1,480	1,680 units	$700,000 /unit	$0	$140,000,000	$1,036,000,000	$1,176,000,000
Office	0	415,219	4,102,181	4,517,400 sq.ft.	$900 /sq.ft.	$0	$373,697,100	$3,691,962,900	$4,065,660,000
Light Industrial	800,000	0	0	800,000 sq.ft.	$400 /sq.ft.	$320,000,000	$0	$0	$320,000,000
Data Center	800,000	0	0	800,000 sq.ft.	$2,000 /sq.ft.	$1,600,000,000	$0	$0	$1,600,000,000
Retail / F&B / Ent.	0	51,000	749,000	800,000 sq.ft.	$900 /sq.ft.	$0	$45,900,000	$674,100,000	$720,000,000
Hotel	0	480	220	700 Rooms	$800,000 /room	$0	$384,000,000	$176,000,000	$560,000,000
Total						**$1,920,000,000**	**$943,597,100**	**$5,578,062,900**	**$8,441,660,000**

(1) Assessed value estimates are based upon review of assessed values for other recently built projects, estimates provided by the developer, and recent industrial building sales data.

Table 7
Property Tax and Property Tax In-Lieu of VLF Estimate
Related Santa Clara Project - Scheme C with 50% Data Center

Property Tax and Property Tax In-Lieu of VLF Estimate			Parcel 1 & 2	Parcel 5	Parcel 4	Total
Assessed Value			$1,920,000,000	$943,597,100	$5,578,062,900	$8,441,660,000
Property Taxes						
1% Property Tax			$19,200,000	$9,435,971	$55,780,629	$84,416,600
City Share of Property Taxes	10.1%	of 1% tax (2)	**$1,930,000**	**$948,000**	**$5,606,000**	**$8,484,000**
Property Tax In Lieu of VLF	$0.337	per $1,000 AV(1)	**$646,000**	**$318,000**	**$1,878,000**	**$2,842,000**

(1) Property tax in-lieu of VLF is proportionate to increases in citywide assessed value. Based on the VLF revenue and assessed values for the City of Santa Clara, this results in a ratio of approximately $0.337 in revenue for each $1,000 in AV added.

(2) City General Fund share of property for applicable TRA per the Santa Clara County Controller.

Table 8
Hotel Transient Occupancy Taxes, (Existing Approvals and Proposed Scheme C)
Related Santa Clara Project - Scheme C with 50% Data Center

Hotel Transient Occupancy Taxes, (Existing Approvals and Proposed Scheme C)											
	Rooms		Occupancy[1]		Average Daily Rate[1]					Room Rev	General Fund Transient Occupancy Tax
											13.50%
Parcel 5 Hotel	480	x	80%	x	$350	x	365	days/yr	=	$49,060,000	$6,600,000
Parcel 4 Hotel	220	x	80%	x	$600	x	365	days/yr	=	$38,540,000	$5,200,000
Hotel Tax Total											**$11,800,000**

[1] Reflects Related expectations regarding average room rate and occupancy assuming luxury class hotels. Actual performance will vary substantially depending on hotel scale and future market conditions.

Table 9
Retail Sales Tax
Related Santa Clara Project - Scheme C with 50% Data Center

Retail Sales Tax			
	Parcel 5	**Parcel 4**	**Total**
Retail /F&B Sq.Ft.	51,000	749,000	800,000
Percent Leasable	100%	90%	
Occupancy	90%	90%	
Sales Per Square Foot (1)	$900	$800	
Percent Taxable Sales (2)	90%	90%	90%
Taxable Sales	$37,000,000	$437,000,000	$474,000,000
City share of sales tax rate	1%	1%	1%
City Sales Tax Estimate	**$370,000**	**$4,370,000**	**$4,740,000**

(1) Sales per square foot will vary depending on the retail type and sales performance of the store. Sales performance based on information provided by Related, rounded.

(2) Assumes some grocery / non-taxable food sales as a component of overall retail mix. Actual will vary depending on type of retail/entertainment.

Table 10
Projected Electricity Use and SVP Transfers to City General Fund
Related Santa Clara Project - Scheme C with 50% Data Center

Projected Electricity Use

	Development						Electric Use Per	Electricity Use (Gigawatt-Hours)			
	Parcel 1/2	Parcel 5	Parcel 4	Total				Parcel 1/2	Parcel 5	Parcel 4	Total
Residential	-	200	1,480	1,680	Units	5,088	kWh/Unit	0.0	1.0	7.5	8.5
Office	-	415,219	4,102,181	4,517,400	Sq.Ft.	12.70	kWh/SF	0.0	5.3	52.1	57.4
Light Industrial (2)	800,000	-	-	800,000	Sq.Ft.	25.40	kWh/SF	20.3	0.0	0.0	20.3
Data center	800,000	-	-	800,000	Sq.Ft.	no SVP Pwr		0.0	0.0	0.0	0.0
Retail / F&B / Ent.	-	51,000	749,000	800,000	Sq.Ft.	23.85	kWh/SF	0.0	1.2	17.9	19.1
Hotel	-	386,311	180,689	567,000	Sq.Ft.	13.10	kWh/SF	0.0	5.1	2.4	7.4
Total								20.3	12.6	79.9	112.7

(1) U.S. Department of Energy, 2018 Commercial Buildings Energy Consumption Survey (CBECS), Pacific Region and 2020 and Residential Energy Consumption Survey (RECS) data for apartments with five or more units.

(2) Energy use may vary widely by type of activity. Data on industrial uses not provided by square foot in USDOE survey. Assumption is 2x office energy use per sq.ft..

Projected Silicon Valley Power Transfers to General Fund

			Parcel 1/2	Parcel 5	Parcel 4	Total
Electricity Use (Gigawatt-Hours)			20.3	12.6	79.9	112.7
Percent of SVP Systemwide Use (1)	4,479.6	GW Hr/Yr	0.45%	0.28%	1.78%	2.52%
Estimated SVP Transfer Revenue (2)	$34,000,000	24-25 Budgeted SVP Transfers x % systemwide use =	**$154,000**	**$95,000**	**$606,000**	**$855,000**

(1) Silicon Valley Power 2023 Fact Sheet

(2) 5% of Silicon Valley Power gross revenue is transferred to the City General Fund in accordance with the City Charter. Does not assume on-site power generation.

Table 11
Other Revenues Estimated on Per Capita Basis
Related Santa Clara Project - Scheme C with 50% Data Center

Other Revenues Estimated on Per Capita Basis											
	Basis					Revenue Factor[1]		Revenue Estimate			
	Parcel 1/2	Parcel 5	Parcel 4	Total				Parcel 1/2	Parcel 5	Parcel 4	Total
Franchise Fees	1,224	1,539	12,110	14,873	resident equiv.	$27.71	per resident equiv.	$34,000	$43,000	$336,000	$413,000
Fines and Penalties	1,224	1,539	12,110	14,873	resident equiv.	$6.43	per resident equiv.	$8,000	$10,000	$78,000	$96,000
Permits and Licenses	1,224	1,539	12,110	14,873	resident equiv.	$14.67	per resident equiv.	$18,000	$23,000	$178,000	$219,000
Business License Tax	2,449	2,117	17,119	21,685	employees	$45.00	per employee	$110,000	$95,000	$770,000	$975,000
	0	200	1,480	1,680	res units	$15.00	per Unit	$0	$3,000	$22,000	$25,000
								$110,000	$98,000	$792,000	$1,000,000
Total Revenues								**$170,000**	**$174,000**	**$1,384,000**	**$1,728,000**

(1) See Table 5

Table 12
City of Santa Clara FY 2024-25 General Fund Service Costs
Related Santa Clara Project - Scheme C with 50% Data Center

City of Santa Clara FY 2024-25 General Fund Service Costs		
Expense Item	**FY 24-25 Budget**	**Basis for Estimating Service Cost of Project (2)**
General Government		
City Council	$1,176,723	
City Attorney	$3,205,702	
City Clerk	$493,346	
Assistant City Clerk	$1,573,722	
Auditor	$985,489	
Finance	$19,012,771	
Human Resources	$4,439,328	
City Manager	$5,175,582	
Subtotal General Government	$36,062,663	$43.82 per resident equivalent added by Project
Police	$90,185,180	based on 8 FTEs consistent with DDA
Fire	$63,324,867	based on estimated number of calls for service to the Project
Parks and Recreation	$22,809,299	$55.56 per resident plus estimated maint. cost for City park.
Community Development	$5,392,464	$14.1 per resident equivalent added by Project
Public Works	$26,728,107	$93.01 per resident equivalent added by Project
Library	$11,317,625	$42.83 per resident
Non-Departmental	$31,638,763	no cost impact from Project
Total Revenues/Transfers	**$287,458,968**	

Source: City of Santa Clara; FY 2023-24 and FY 2024-25 Adopted Operating Budget.
(1) See Table 17 for calculation of per capita variable cost factors.

Table 13
Estimated Police Service Call Generation Rates and Estimated Cost at Buildout
Related Santa Clara Project - Scheme C with 50% Data Center

Estimated Police Service Cost At Buildout	
	24-25 Budget
Administrative Services	$21,108,931
Field Operations	$47,981,178
Investigations	$16,934,752
Special Operations	$4,160,319
Total	$90,185,180
Number of FTEs FY 24-25	231
Cost Per FTE	$390,412
Number of FTEs funded by City (1)	8
Police Service Cost Estimate at Buildout	**$3,123,000**

(1) Per the DDA, developer to fund costs in excess of 8 FTEs, if additional staffing is required.

Police Calls for Service Generation Rate Estimate				
	Annual Police Calls for Service (1)	No. of Units, Rooms or Square Feet	Adjustment Factor(2)	Service Call Generation Rate Per Unit/Room or 1,000 Square Feet
Element Hotel Santa Clara	11	175	1	0.06
Existing Industrial Area (3)	57	641,235	1	0.0889
Existing Data Centers (4)	3	600,000	1	0.0050
Santa Clara Square: Office	36	1,700,000	2	0.0424
Santa Clara Gateway: Office	27	900,000	2	0.0600
Santa Clara Square: Retail	248	166,313	n/a	1.4912
Santa Clara Square: Multifamily	209	1,482	n/a	0.1410

Sources: KMA analysis of data provided by City of Santa Clara Police Department, CoStar.

(1) Represents calls for service with Police Beat and location, excluding traffic-related.

(2) A comparison to pre-pandemic call generation rates indicates call volume to office uses dropped by approximately half. Estimate based on double the 2023 call generation rate for Santa Clara Gateway.

(3) Areas is bounded by Leonard Ct, Bassett Street and adjacent properties and encompasses the following addresses: 3301, 3311, 3401, 3501 Leonard Ct; and 3500, 3508, 3510, 3526, 3530, 3540, 3542, 3580 Bassett.

(4) Based on two existing data centers at 2820 and 2880 Northwestern Parkway and 2220 De La Cruz Blvd.

Table 14
Police Service Cost Estimate
Related Santa Clara Project - Scheme C with 50% Data Center

Police Service Cost Estimate											
	Development							Estimated Police Calls for Service			
Estimated Calls for Service	Parcel 1 & 2	Parcel 5	Parcel 4	Total		Call Generation Rate[1]		Parcel 1 & 2	Parcel 5	Parcel 4	Total
Residential	0	200	1,480	1,680	units	0.1410	Per Unit	0	28	209	237
Office	0	415,219	4,102,181	4,517,400	sq.ft.	0.0600	Per 1,000 SF[2]	0	25	246	271
Light Industrial	800,000	0	0	800,000	sq.ft.	0.0889	Per 1,000 SF	71	0	0	71
Data Center	800,000	0	0	800,000	sq.ft.	0.0050	Per 1,000 SF	4	0	0	4
Retail / F&B / Ent.	0	51,000	749,000	800,000	sq.ft.	1.4912	Per 1,000 SF	0	76	1,117	1,193
Hotel	0	480	220	700	rooms	0.0600	Per Room	0	29	13	42
Estimated Total Calls for Service								75	158	1,585	1,818
Percent of Estimated Calls for Service								4.1%	8.7%	87.2%	100.0%
Allocaton of Total Police Service Cost (Table 13) by Parcel, Based on Estimated Calls for Service								**$129,000**	**$271,000**	**$2,722,000**	**$3,123,000**

(1) See Table 13

(2) Uses Santa Clara Gateway call generation rate.

Table 15
Estimated Fire/EMS Service Call Generation Rates and Cost Per Call
Related Santa Clara Project - Scheme C with 50% Data Center

Fire/EMS Calls for Service Generation Rate Estimate				
	Annual Fire/EMS Calls for Service	Data Year [1]	No. of Units, Rooms or Square Feet	Service Call Generation Rate Per Unit/Room or 1,000 Square Feet
Element Hotel Santa Clara	6	2023	175	0.0343
Existing Industrial Area [2]	8	2023	641,235	0.0125
Existing Data Centers[3]	6	2023	600,000	0.0100
Santa Clara Square: Office	18	2019	1,700,000	0.0106
Santa Clara Gateway: Office	46	2019	900,000	0.0511
Santa Clara Square: Retail	26	2023	166,313	0.1563
Santa Clara Square: Multifamily	51	2023	1,482	0.0344

Sources: City of Santa Clara Fire Department, CoStar, Realquest.

(1) Calls for service to office uses dropped during the pandemic and are currently affected by high vacancies. For office, 2019 data is used to establish call rates.

(2) Areas is bounded by Leonard Ct, Bassett Street and adjacent properties and encompasses the following addresses: 3301, 3311, 3401, 3501 Leonard Ct; and 3500, 3508, 3510, 3526, 3530, 3540, 3542, 3580 Bassett.

(3) Based on two existing data centers at 2820 and 2880 Northwestern Parkway and 2220 De La Cruz Blvd.

Estimated Average Fire/EMS Service Cost Per Service Call					
	24-25 General Fund Budget[1]	Departmental Revenue (1)	Net Expense	Percent Variable	Variable Cost
Administrative	$5,124,943	$0	$5,124,943	25%	$1,281,000
Field Operations	$54,076,635	($5,000)	$54,071,635	100%	$54,072,000
Community Risk Reduction	$3,912,419	($3,246,000)	$666,419	50%	$333,000
Training	$1,520,632	$0	$1,520,632	50%	$760,000
Office of Emergency Services	$284,485	$0	$284,485	0%	$0
Emergency Medical Services	$1,373,117	($425,000)	$948,117	100%	$948,000
Total	$66,292,231	($3,676,000)	$62,616,231		$57,394,000
Fire/EMS Calls For Service, 2023					10,586
Variable Cost Per Fire/EMS Service Call					**$5,400**

(1) Based on Santa Clara Open Budget data

Table 16
Fire/EMS Service Cost Estimate
Related Santa Clara Project - Scheme C with 50% Data Center

Fire/EMS Service Cost Estimate											
	Development							Estimated Fire/EMS Calls for Service			
Estimated Calls for Service	Parcel 1 & 2	Parcel 5	Parcel 4	Total		Call Generation Rate[2]		**Parcel 1 & 2**	**Parcel 5**	**Parcel 4**	**Total**
Residential	0	200	1,480	1,680	units	0.0344	Per Unit	0	7	51	58
Office	0	415,219	4,102,181	4,517,400	sq.ft.	0.0511	Per 1,000 SF [1]	0	21	210	231
Light Industrial	800,000	0	0	800,000	sq.ft.	0.0125	Per 1,000 SF	10	0	0	10
Data Center	800,000	0	0	800,000	sq.ft.	0.0100	Per 1,000 SF	8	0	0	8
Retail / F&B / Ent.	0	51,000	749,000	800,000	sq.ft.	0.1563	Per 1,000 SF	0	8	117	125
Hotel	0	480	220	700	rooms	0.0343	Per Room	0	16	8	24
Estimated Total Calls for Service								18	53	385	456
Estimated Fire/EMS Service Expense				= no. of calls x $5,400 average cost per call (2)				**$97,000**	**$284,000**	**$2,080,000**	**$2,461,000**

(1) Uses Santa Clara Gateway call generation rate.

(2) See Table 15

(3) Per the DDA, Related to fund extraordinary expenses associated with location on a landfill/hazardous materials, up to 4.5 FTEs, thus these extraordinary costs are not included as an expense of the City.

Table 17
Calculation of Per Capita Variable Cost Factors
Related Santa Clara Project - Scheme C with 50% Data Center

Calculation of Per Capita Variable Cost Factors								
Item	General Fund Expense	Offsetting Revenue	Net Expense	Percent Variable Cost	Existing Service Population		Variable Cost Factor	
Public Works	$26,728,107	$3,010,698	$23,717,409	75%	191,240	resident equiv.	$93.01	per resident equiv.
Park and Rec, excl. park maint. (1)	$14,024,678	$4,242,557	$9,782,121	75%	132,048	residents	$55.56	per resident
General Government	$36,062,663	$2,540,435	$33,522,228	25%	191,240	resident equiv.	$43.82	per resident equiv.
Library	$11,317,625	$7,000	$11,310,625	50%	132,048	residents	$42.83	per resident
Community Development	$5,392,464	$0	$5,392,464	50%	191,240	resident equiv.	$14.10	per resident equiv.

(1) Excludes Parks budget unit (Fund 1132) expenses because Related is required to provide for maintenance of the neighborhood parks, or reimburse the City for maintenance costs, through a Master Owner's Association or similar mechanism and maintenance of the City Park is not included in the analysis.

Table 18
Other Expenses Estimated on Per Capita Basis
Related Santa Clara Project - Scheme C with 50% Data Center

Other Expenses Estimated on Per Capita Basis											
	New Service Population					Variable Cost Factor [1]		Expense Estimate			
	Parcel 1/2	Parcel 5	Parcel 4	Total				Parcel 1/2	Parcel 5	Parcel 4	Total
Public Works	1,224	1,539	12,110	14,873	resident equiv.	$93.01	per resident equiv	$114,000	$143,000	$1,126,000	$1,383,000
Park & Rec, excl. park maint. [2]	0	480	3,550	4,030	resident equiv.	$55.56	per resident	$0	$27,000	$197,000	$224,000
General Government	1,224	1,539	12,110	14,873	resident equiv.	$43.82	per resident equiv	$54,000	$67,000	$531,000	$652,000
Library	0	480	3,550	4,030	resident equiv.	$42.83	per resident	$0	$21,000	$152,000	$173,000
Community Development	1,224	1,539	12,110	14,873	employees	$14.10	per resident equiv	$17,000	$22,000	$171,000	$210,000
Total Expense								**$185,000**	**$280,000**	**$2,177,000**	**$2,642,000**

(1) See Table 17

(2) Related to provide for maintenance of the neighborhood parks, or reimburse the City for maintenance costs, through a Master Owner's Association or similar mechanism. Maintenance of the City Park is not included in the analysis.