

RESOLUTION NO. 2019-086

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF ROHNERT PARK ESTABLISHING A RENTAL AFFORDABLE HOUSING FEE FOR DEVELOPMENT OF RENTAL RESIDENTIAL PROJECTS

WHEREAS, the City of Rohnert Park's General Plan Housing Element (Chapter 9 of the General Plan) sets goals and policies to adequately address the housing needs of all economic segments of the existing and future residents, with high priority for lower-income households; and

WHEREAS, the Rohnert Park Municipal Code Chapter 17.07.020.N "Inclusionary Housing," as amended and adopted on June 25, 2019 (Ordinance 936, hereinafter "Inclusionary Housing Ordinance"), requires that 15% of all dwelling units of for-sale residential development be set-aside as deed-restricted affordable units, and those; and

WHEREAS, the "Inclusionary Housing Ordinance establishes a "rental affordable housing fee" which is a fee established for rental residential development projects that is paid to offset the impacts of a rental residential development project; and,

WHEREAS, the City contracted with Economic and Planning Systems ("EPS") to complete studies to identify funds the City could lawfully recover from inclusionary housing in-lieu fees and to provide information and analysis in support of potential updates to the City's affordable housing fees; and,

WHEREAS, EPS's Nexus-Based Affordable Housing Fee Analysis for Rental Housing Report ("Report") dated June 15, 2018, detailed a gap between market prices of housing in the City and prices affordable to very low, low, and moderate-income households, and included a proposed per square-foot rental affordable housing fee for rental residential projects based on the affordability gap; and

WHEREAS, in 2009, the decision in *Palmer/Sixth Street Properties, L. P. v. City of Los Angeles*, 175 CA 4th 1396, held that the Costa-Hawkins Act, Civil Code section 1954.53(a), prohibits local agencies from requiring on-site inclusionary housing in rental housing developments, thus invalidating the City's inclusionary housing requirements as they related to new rental residential developments; and

WHEREAS, recent amendments to the state Planning and Zoning Law, which is codified in Government Code section 65000 and following ("Planning Law") pursuant to AB-1505, which took effect January 1, 2018 and is codified in Government Code sections 65850 and 65850.1, permit cities to adopt ordinances requiring inclusion of affordable residential units for moderate, low, very low, and extremely low income households in rental housing developments, and require that such ordinances provide alternate means of compliance that may include, but are not limited to, in-lieu fees, land dedication, off-site construction, or acquisition and rehabilitation of existing units, and grant HCD the authority to review certain such ordinances that require more than 15 percent of the total number of units in a residential rental development to be affordable to households earning 80 percent or less of area median income; and

WHEREAS, the City Council approved an amendment to the inclusionary housing ordinance on June 25, 2019, to require developers of new rental residential projects to pay a fee instead of building on-site inclusionary housing units, in order to mitigate the effect of new market rate housing on the City's stock of affordable housing, and to ensure the provision of affordable housing to help address the City's Regional Housing Need Allocation; and

WHEREAS, it is the desire of the City Council to establish the City's Rental Affordable Housing Fee of \$3.23 per square foot, with an annual escalator, in accordance with the Report, to apply to developers of new residential rental housing projects instead of providing affordable housing on site to more closely approach developers' fair-share responsibility toward contributing to implementing the City's Housing Element policies and programs; and

WHEREAS, in accordance with the holding of the California Supreme Court in *California Building Association v. City of San Jose*, (2015) 61 Cal. 4th 435, where a city adopts an inclusionary ordinance to mitigate the effect of new market rate housing on the City's stock of affordable housing, to increase the number of affordable units in the city, and to distribute the affordable units throughout the city to obtain the benefits of economically diverse communities, such an ordinance is not an exaction, if it imposes lawful, non-confiscatory land use restrictions in the form of price limits; and

WHEREAS, under *California Building Association*, inclusionary ordinances, to be valid, need only be reasonably related to the broad general welfare purposes for which they are enacted, and such inclusionary housing ordinances that require residential projects to provide a reasonable amount of on-site affordable units, and offer reasonable alternative means of satisfying the ordinance's inclusionary objectives, such as payment of in-lieu fees, land dedication, and off-site construction are valid local land use regulations and not takings; and

WHEREAS, following staff presentation and a public hearing at a duly noticed public meeting on June 11, 2019, the City Council considered the rental affordable housing fee.

NOW, THEREFORE, THE CITY COUNCIL OF THE CITY OF ROHNERT PARK DOES RESOLVE, DETERMINE AND ORDER AS FOLLOWS:

Section 1. Recitals. That the above recitations are true and correct and material to this Resolution and are incorporated herein as if set forth herein in full and each is relied upon independently by the City Council for its adoption of this Resolution.

Section 2. Environmental Review. The adoption of this Resolution is exempt from the California Environmental Quality Act as this action is not considered a "project" as defined in Title 14 California Code of Regulations, Section 15378(a) & (b)(4), and additionally is exempt pursuant to CEQA Guidelines Section 15061(b)(3), as it can be seen with certainty that there is no possibility that the activity in question would have a significant effect on the environment.

Section 3. Approval of Report. The City Council hereby approves the Report, which is by this reference hereby made a part of this resolution (Exhibit A), and finds that the

fee set forth therein represents a reasonable relationship between new development and impacts to the City's affordable housing stock, as set forth in detail in the Report.

Section 4. Adoption of Fee. The rental affordable housing fee as set forth in Exhibit A is hereby approved and adopted for construction of new rental residential projects. The fee shall be in full force and effective 60 days after adoption. The City Council may review and amend the rental affordable housing fee for construction of new for-sale residential projects from time to time. Fees authorized pursuant to this resolution shall be paid and collected on behalf of the City prior to the issuance of each building permit and shall be used in accordance with the Inclusionary Housing Ordinance. For any annual period during which the City Council does not review these fees, the fee amounts shall be automatically adjusted once annually on July 1st, based on the Engineering News Record (ENR) Construction Cost Index – San Francisco.

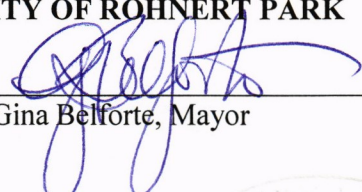
Section 5. Judicial Action to Challenge Resolution. Any judicial action or proceeding to attack, review, set aside, void or annul this resolution shall be brought within 120 days of the date of adoption of this resolution.

Section 6. Severability. If any action, subsection, sentence, clause or phrase of this Resolution or the fees levied by this Resolution shall be held invalid or unconstitutional by a court of competent jurisdiction, such invalidity shall not affect the validity of the remaining portions of this Resolution or the fees levied by this Resolution that can be given effect without the invalid provisions.

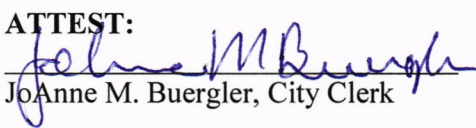
Section 7. Adjustment or Waiver of Fee. The fee outlined in this resolution may be adjusted or waived pursuant to the provisions in the Inclusionary Housing Ordinance.

DULY AND REGULARLY ADOPTED this 9th day of July, 2019.

CITY OF ROHNERT PARK


Gina Belforte, Mayor

ATTEST:


JoAnne M. Buerger, City Clerk

Attachment: Exhibit A

ADAMS: Aye MACKENZIE: Absent STAFFORD: Aye CALLINAN: Aye BELFORTE: Aye

AYES: (4) NOES: (0) ABSENT: (1) ABSTAIN: (0)

Final Report

Nexus-Based Affordable Housing Fee Analysis for Rental Housing

The Economics of Land Use



Prepared for:

City of Rohnert Park

Prepared by:

Economic & Planning Systems, Inc.

June 15, 2018

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EXECUTIVE SUMMARY

Economic & Planning Systems, Inc. (EPS) was retained by the City of Rohnert Park to conduct a nexus study analyzing the impact that development of market-rate rental housing has on demand for below-market-rate housing and, based on the results, to determine the defensible nexus-based fee that could be charged to market-rate rental residential development.

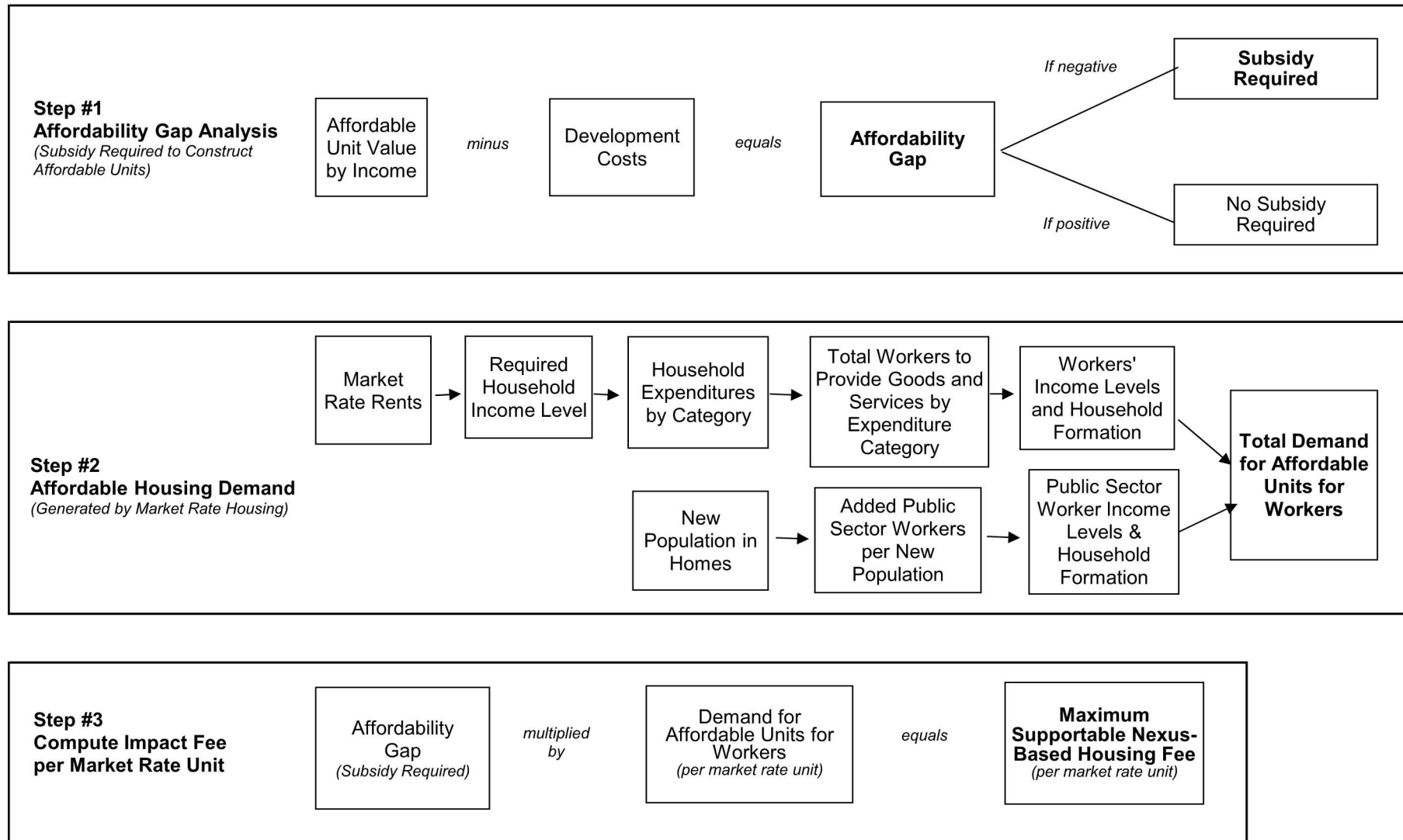
The technical approach used herein quantifies the impacts that the introduction of market-rate rental apartments have on the local economy and the demand for additional affordable housing. As new households occupying market rate housing are added to the community, local employment expands to provide the goods and services required by the new households. To the extent that these new jobs do not pay adequate wages for the employees to afford market-rate housing in the community, the new households' spending is creating a need for affordable housing. A nexus-based affordable housing fee is, therefore, based on the impact of the new market-rate homes on the demand for affordable housing. The fee calculated in this study represents the maximum fee that may be charged to new market-rate rental housing units to mitigate their impacts on the affordable housing supply. Fee revenue may be collected by the City and used to subsidize the production of new affordable units for lower-income households not accommodated by market-rate projects.

Calculating the impact of market-rate development in the City on affordable housing needs and the fees needed to mitigate those impacts, involves three main analytical steps:

- **Step #1.** Estimate the typical subsidy required to construct units affordable at various income levels (the "affordability gap").
- **Step #2.** Determine the market-rate households' demand for goods and services, the jobs created by that demand, and the affordable housing needs of workers in those jobs.
- **Step #3.** Combine the affordability gap with the affordable housing demand projections to compute the maximum supportable nexus-based affordable housing fees per market-rate unit.

These technical steps are illustrated in **Figure 1** and detailed in the body of this Report and the attached appendices. The findings regarding each of these steps are presented below.

Figure 1 Illustration of Nexus-Based Housing Fee Methodology



Step #1. The cost to construct housing units affordable to many households exceeds the value of those units based on the rents the households can afford to pay. The estimated subsidy required to construct affordable housing units in Rohnert Park ranges from roughly \$250,800 for Very Low Income households earning up to 50 percent of AMI to \$45,350 for Moderate Income households earning up to 120 percent of AMI.

An “affordability gap analysis” evaluates whether or not the cost to construct affordable units exceeds the value of units that are affordable to lower- and moderate-income households. For each affordable housing income level—households with incomes at 50, 80, and 120 percent of Area Median Income (AMI)—this analysis estimates the subsidy required to construct affordable housing units.

The affordability gap analysis assumes that the average affordable unit for all income levels will be a 2-bedroom unit in a multifamily development in a two- to three-story building, which is assumed to be occupied by three people on average. The average base density assumed in the City is 24 dwelling units per acre, but applying the state’s 30 percent density bonus results in a density of 32 dwelling units per acre. The estimated costs to acquire land and construct the prototypical affordable unit are based on recent City of Rohnert Park development projects and transactions, as well as other development cost data sources.

A household’s ability to pay is estimated based on standard percentages of income available for housing costs at each household income level. Income available for housing costs is then converted into a monthly affordable rent and a capitalized unit value. This unit value is then compared to the costs of development to determine the subsidy required to make the unit affordable to each income level.

Step #2. The demand for affordable housing created by the expenditures of new households in Rohnert Park increases along with the market-rate rent price (and related renter income). For example, a studio unit that rents for \$1,050 per month is estimated to create demand for 0.074 affordable housing units, while a 3-bedroom unit that rents for \$3,250 per month creates demand for 0.2 affordable units.

Any justified nexus-based fee is based on the total demand for affordable housing units generated by construction of market-rate units. The link (or nexus) between market-rate housing and increased demand for affordable housing is that residents of market-rate units demand goods and services that rely on wage earners (for example, retail sales clerks) some of whom cannot afford market-rate housing and thus require affordable housing.

Because more expensive housing units require renters to have higher incomes, and higher income households create more jobs through their spending, the nexus impacts and thus the justified fees for rental units vary according to the rental price range of the market-rate units. Typically, larger apartments (i.e., more bedrooms) command higher rents, so their occupants are required to have higher household incomes than renters of smaller units. Thus, larger units create and/or support more jobs as a result of their occupants’ spending patterns. Consequently, nexus impacts and the justified fees for market-rate rental apartments vary by unit size.

This analysis evaluates the demand for affordable housing generated by a range of for-rent unit sizes. For each unit size, the demand-based nexus fee calculation involves the following steps:

- A. Market-Rate Household Income Levels.** The expected rental price of the unit is based on market data regarding the actual asking rents of apartments of various sizes. The required income levels of households occupying new market-rate housing are derived based on the rental rate, assuming standard housing cost expenses as a proportion of overall household income. For example, a typical household renting a market-rate one-bedroom unit for around \$2,200 per month would have an income of roughly \$96,300, if it spends 30 percent of its income on housing costs (rent and utilities).
- B. Household Expenditures.** Based on the household income computed in Step A, Consumer Expenditure Survey data is used to evaluate the typical spending patterns of the household. This analysis provides an estimate of how much the household spends on specific categories of expenditures, such as "Food at Home." As the households' income increases along with the price and size of the market-rate units, the total spending on goods and services also increases. The Consumer Expenditure Survey also indicates that these relationships are not linear (e.g., a household with twice the income does not necessarily spend twice as much on food).
- C. Job Creation and Worker Households.** Having estimated the households' spending on various items, that spending is then converted into an estimation of jobs created. For each expenditure category, data regarding average worker wages and the ratio between gross business receipts and wages are used to translate these household expenditures into the total number of private-sector workers. For selected public-sector jobs that typically grow in proportion to the local population size (e.g., teachers, protective service workers), the demand for new workers is estimated by relating current levels of employment in such categories to the current population and applying this ratio to future development.

Because each new worker does not represent an independent household (Rohnert Park has an average of 1.78 workers per working household), the total number of new households created is somewhat less than the number of new jobs created. This analysis assumes that workers form households with others earning similar wages. EPS has further adjusted the household formation rates to reflect the fact that a certain proportion of workers will *not* form their own households, particularly those of younger ages.¹
- D. Worker Households by Income Category.** Each worker household generated is assigned to an income category—represented as a proportion of AMI ranging from 50 to 120 percent—based on its estimated gross wages. This provides the total number of households generated at each income level by construction of market-rate units at various sizes and price points. The results indicate that residents of smaller, lower-priced units generate fewer worker households requiring affordable housing than do residents of larger, higher-priced units.

¹ BLS data indicates that 12.5 percent of retail/restaurant workers are age 16-19, but an average of only 1.9 percent of workers overall (this factor is applied to other industries). EPS has assumed that such young workers do not form their own households.

These steps of the nexus-based fee calculation provide the total number of income-qualified workers required to meet the needs for goods and services generated by market-rate rental housing. The number of workers servicing market-rate housing (at each apartment unit size) is then converted to total income qualified households and each household is assumed to require one housing unit.

Step #3. This analysis calculates the fees that could be charged to fully mitigate the impact that new market-rate rental housing has on Rohnert Park's affordable housing demand at various representative unit sizes. These fees could range from \$11,938 for studio apartments to \$33,010 for 3-bedroom apartments.

The nexus fee is calculated by applying the number of affordable units needed by income qualified households to the affordability gap for each housing income category. This calculation is made for several different apartment sizes based on bedroom counts. **Table 1** summarizes the maximum nexus-based fees calculated for representative rental unit sizes. The City may also consider whether to allow developers to provide affordable apartment units within their projects, rather than paying the nexus-based fee. **Table 1** illustrates the proportions of affordable units that correspond to the fee calculation and demands created by the market-rate units. For instance, a project offering two-bedroom units would effectively mitigate the demand being created by the market-rate units if it provided 0.164 affordable units for each market-rate unit.

It is understood that a lower fee level below the maximum fee may be appropriate given a range of development feasibility and economic development considerations. The lower fee may also be appropriate due to the fact that affordable housing development is not the sole responsibility of rental housing developers, as the City, State, and federal government have other programs and resources that can offset some affordable housing production costs. Feasibility considerations are evaluated by EPS in a separate memorandum.

Table 1 Summary of Maximum Supportable Nexus-Based Housing Fees or Unit Requirements In Lieu of Fees

Rental Apartments	Maximum Nexus-Based Fees		Unit Requirements by Income Level			Total
	Fee per Unit	Fee/Sq.Ft. [1]	Very Low (<50% of AMI)	Low (<80% of AMI)	Moderate (<120% of AMI)	
Studio (500 sq.ft.)	\$11,938	\$23.88	2.6%	4.3%	0.5%	7.4%
1 Bedroom (800 sq.ft.)	\$23,410	\$29.26	5.5%	7.6%	0.9%	14.0%
2 Bedroom (1,100 sq.ft.)	\$27,379	\$24.89	6.4%	9.0%	1.0%	16.4%
3 Bedroom (1,500 sq.ft.)	\$33,010	\$22.01	7.5%	11.3%	1.2%	20.0%

[1] Fee/Sq.Ft. is calculated by dividing the maximum fee per unit by the average square footage of various unit types, assumed at 500 sq.ft., 800 sq.ft., 1,100 sq.ft., and 1,500 sq.ft. per unit based on square footage of Avram House, Fiori, and The Reserve apartments.

Source: Economic & Planning Systems, Inc.

1. AFFORDABILITY GAP ANALYSIS

For any nexus-based affordable housing fee calculation, it is necessary to estimate the subsidy required to construct affordable housing units. **Table 2** shows the subsidy needed to produce multifamily rental housing that is affordable to very low- through moderate-income households (50 through 120 percent of AMI).

Product Type

While the nexus fees calculated herein are based on demands created by market-rate rental housing that may be single family or multifamily, the analysis assumes that new lower-income worker households would actually be housed in affordable units similar to the type of multifamily construction currently observed in the City. The assumed prototype reflects multifamily construction at 32 dwelling units to the acre with surface/carport parking. This building prototype is generally cost-effective to construct, as it makes efficient use of land and does not involve overly expensive construction materials or techniques.

California State law (California Health and Safety Code Section 50052.5) assumes that a 2-bedroom unit is occupied by a 3-person household, and this assumption is used in this analysis. Consistent with input from the City, EPS assumes that the typical gross square footage of a 2-bedroom rental unit in Rohnert Park will be approximately 1,150 square feet. Applying an efficiency ratio of 85 percent to account for shared lobbies, hallways, etc., results in net square footage of 978 square feet. This analysis estimates the subsidy that would be required to build for-rent housing for the lower-income worker households.

Table 2 Affordability Gap Analysis -- Rental Product Type

	2 - 3 Stories Multifamily Building with Surface/Carport Parking		
	Very Low Income (50% AMI)	Low Income (80% AMI)	Moderate Income (120% AMI)
Development Program Assumptions			
Density/Acre [1]	32	32	32
Gross Unit Size	1,150	1,150	1,150
Net Unit Size [2]	978	978	978
Number of Bedrooms	2	2	2
Number of Persons per 2-Bedroom Unit [3]	3	3	3
Parking Spaces/Unit (Carport) [4]	2.00	2.00	2.00
Cost Assumptions			
Land/Acre [5]	\$590,000	\$590,000	\$590,000
Land/Unit	\$18,438	\$18,438	\$18,438
Direct Costs			
Direct Construction Costs/Net SF [6]	\$175	\$175	\$175
Direct Construction Costs/Unit	\$201,000	\$201,000	\$201,000
Parking Construction Costs/Space	\$5,000	\$5,000	\$5,000
Parking Construction Costs/Unit	\$10,000	\$10,000	\$10,000
Subtotal, Direct Costs/Unit	\$211,000	\$211,000	\$211,000
Indirect Costs as a % of Direct Costs [7]			
Indirect Costs/Unit	\$84,400	\$84,400	\$84,400
Profit Margin (% of all costs)			
Profit (rounded)	\$44,000	\$44,000	\$44,000
Total Cost/Unit (rounded)	\$358,000	\$358,000	\$358,000
Maximum Supported Home Price			
Household Income [8]	\$39,650	\$63,450	\$90,650
Revenue to Property Owner/Year [9]	\$11,895	\$19,035	\$27,195
(less) Operating Expenses per Unit/Year [10]	(\$6,000)	(\$6,000)	(\$10,000)
Net Operating Income	\$5,895	\$13,035	\$17,195
Capitalization Rate [11]	5.5%	5.5%	5.5%
Total Supportable Unit Value [12]	\$107,182	\$237,000	\$312,636
Affordability Gap	(\$250,818)	(\$121,000)	(\$45,364)

[1] Assumes 30% density bonus applies (base density of 24 units/acre).

[2] An efficiency ratio of 85% is applied to the gross unit size to calculate the net unit size.

[3] For this analysis, EPS has assumed an average unit for income-qualified worker households would be 2-bedrooms. State law (Health and Safety Code Section 50052.5) indicates that a 2-bedroom unit should be assumed to be occupied by a 3-person household.

[4] Assumption of 2 parking spaces/unit is consistent with the State's density bonus program requirements.

[5] Based on two recent land sale transactions in the City: Stadium Lands and Avram House.

[6] Includes on-site work, offsite work, vertical construction, general requirements, overhead and builder fees. The cost estimate reflects wood-frame construction, carport-style parking, no basement, and union labor.

[7] Includes costs for architecture and engineering; entitlement and fees; project management; appraisal and market study; marketing, commissions, and general administration; financing and charges; insurance; developer fee and contingency.

[8] Based on 2017 income limits for a three-person household in Sonoma County.

[9] Assumes housing costs (e.g., rent and utilities) to be 30% of gross household income.

Estimates are inclusive of utility costs and property taxes, except Very Low and Low properties which are exempt from [11] The capitalization rate is used to determine the current value of a property based on estimated future operating income, and is typically a measure of estimated operating risk. The capitalization rate used in this analysis is based on CoStar reported transaction data for a December 2016 transaction in Rohnert Park.

[12] The total supportable unit value is determined by dividing the net operating income by the capitalization rate.

Sources: City of Rohnert Park; California Housing and Community Development (HCD); RS Means; IRR Monitor Investor Survey; and Economic & Planning Systems, Inc.

Development Cost Assumptions

Affordable housing development costs include land costs, direct costs (e.g., labor and materials), and indirect or “soft” costs (e.g., architecture, entitlement, marketing, etc.). For rental projects, operating costs also must be incorporated into the analysis. Data from recent Rohnert Park developments and recent Rohnert Park land transactions have been combined with EPS’s information from various market-rate and affordable housing developers to estimate appropriate development cost assumptions for use in Rohnert Park. These assumptions are shown on **Table 2** and demonstrate that the total cost per unit for rental apartments is about \$358,000.

Revenue Assumptions

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

- *Income Levels*—This analysis estimates the subsidy required to produce units for households earning up to 50, 80, and 120 percent of AMI for a three-person household. In 2017, AMI in Sonoma County for these households is \$75,500, as shown in the California Department of Housing and Community Development’s (HCD’s) income limits chart (see **Table 3**).
- *Percentage of Gross Household Income Available for Housing Costs*—HCD standards on overpaying for rent indicate that households should pay no more than 30 percent of their gross income on housing costs. For this analysis, EPS has assumed that all households spend 30 percent of their gross income on rent costs.
- *Operating Costs for Rental Units*—This analysis assumes that apartment operators incur annual operating costs of \$6,000 per unit, which include the cost of utilities, for units affordable at 80 percent of AMI or below. EPS has assumed the units for moderate income households would have similar operating costs but would be built by for-profit builders and thus also subject to property taxes, increasing their annual operating cost to \$10,000 per unit.

Table 3 Income Limits for Affordable Housing

Income Group and Definition		2017 Maximum Income 3-Person Household
Very Low	>30% to ≤50% AMI	\$39,650
Low	>50% to ≤80% AMI	\$63,450
Median (Base)	>80% to ≤100% AMI	\$75,500
Moderate	>100% AMI to ≤120% AMI	\$90,650

Source: Sonoma County 2017 Income Limits, California Housing and Community Development (HCD).

Affordability Gap Results

Table 2 shows the subsidies required for construction of rental apartments for households at very- low, low, and moderate-income levels. As shown, a unit affordable to a household earning 50 percent of AMI is expected to require a subsidy of roughly \$250,800, while a unit affordable to a household at 120 percent of AMI is expected to require a subsidy of about \$45,350. A household at 80 percent of AMI falls in between with a required subsidy of \$121,000.

These rental housing affordability gaps then were used to calculate the justified nexus-based fees by multiplying the required subsidy by the number of units required to house workers providing goods and services to new market-rate housing development. This methodology is discussed in more detail in the following chapter.

It is worth noting that the affordability gaps estimated in this analysis are not as large as they might be using other also-valid assumptions. For example, the funding gaps for low income units assume that prices are set at 80 percent of median income, while State law indicates low-income unit prices may be set at 70 percent of median income. This methodology used by EPS yields higher unit values and thus results in lower maximum fees than would result from less conservative assumptions.

2. DEMAND-BASED NEXUS FEE CALCULATION

The maximum supportable nexus-based fees are based on both the affordability gap and the estimated impact that new market-rate rental units have on the need for affordable units, as reflected in the number of income-qualified local workers required to support the residents of market-rate apartments and the total subsidy required to construct housing for those workers.

This approach is based on the following logic: (a) residents of market-rate housing have disposable incomes and require a variety of goods and services (including private sector goods and services and government services); (b) the provision of those goods and services will create employment demand for some workers who make moderate or lower incomes and cannot afford market-rate housing; and (c) fees charged to market-rate projects can mitigate the impact of those projects on the increased need for affordable housing.

Market-Rate Household Income Levels

Households with larger incomes typically spend more on goods and services, thereby creating additional lower income jobs, which in turn generate a greater demand for affordable housing. To assess the impact that market-rate rental units have on the need for affordable housing, EPS estimated the typical income required to rent a market-rate apartment at various bedroom sizes in Rohnert Park, as shown in **Table 4**.

Average rents for various 1-, 2-, and 3-bedrooms are based on rental rates for Rohnert Park's newly built apartments, The Fiori and The Reserve (which do not contain studios). This information was gathered both from Trulia and current listings on each development's website. For studio apartments, rental data was gathered using CoStar Group's estimates of average monthly rents. Because less data was available on studio apartments, EPS looked at the 2017 monthly rents for all studios. Generally, new apartment rents are significantly higher than rental rates for existing rental housing stock, both because the newer units are of better-than-average quality and because the higher rents are required to cover the costs of construction. The 1-, 2-, and 3- bedroom rents for the most recent apartment projects were used, rather than average rents for all apartments, because these newer apartments best represent the rents that can be expected with new market-rate apartment development.

Assuming utility costs for each unit size based on the Sonoma County Community Development Commission allowances, the minimum household income needed to rent each unit is then calculated, predicated on the assumption that a household will spend 30 percent of their income on housing costs (rent and utility payments combined). As shown, required household incomes range from approximately \$48,500 for a studio apartment to roughly \$142,900 for a 3-bedroom apartment. Changes in housing market and financing conditions can have a significant effect on the calculations in this study.

Table 4 Required Income by Unit Type - Market-Rate Rental Apartments

Apartment Size	Average Monthly Rent [1]	Required Income by Unit Type			Minimum Annual Household Income Required [3]
		Monthly Utility Cost [2]	Monthly Rent and Utilities	Annual Rent and Utilities	
<i>Formula</i>	<i>A</i>	<i>B</i>	<i>C = A + B</i>	<i>D = C * 12</i>	<i>E = D / 30%</i>
Studio	\$1,050	\$163	\$1,213	\$14,556	\$48,520
1-Bedroom	\$2,200	\$208	\$2,408	\$28,896	\$96,320
2-Bedroom	\$2,800	\$241	\$3,041	\$36,492	\$121,640
3-Bedroom	\$3,250	\$322	\$3,572	\$42,864	\$142,880

[1] Average monthly rent for studio apartments is based on data reported by CoStar in 2017 for all studios. Average monthly rent for 1, 2, and 3-bedroom units reflects the average rents at two newly built apartments, Fiori and The Reserve, gathered from Trulia's 2017 listings.

[2] Assumes annual utility expenditures consistent with the 2016 Sonoma County CDC limits (assumes use of electricity for heating and cooking).

[3] Assumes a housing costs to income ratio of 30 percent.

Source: City of Rohnert Park; Trulia; CoStar; Sonoma County Community Development Commission; Economic & Planning Systems, Inc.

Household Expenditures and Job Creation by Income Level

Having established the income requirements for renting apartments of various sizes, the fee calculation then requires an analysis of the household spending patterns at those required income levels. Consistent with nexus fee calculations and impact analysis for schools, parks, roads, etc., this analysis also assumes that all households renting new market-rate units in Rohnert Park are "net new" households to the City. To assume otherwise—for instance, that only those buyers or renters of new housing units relocating from outside Rohnert Park should be counted in the impact analysis—would require assuming that the homes left by those households relocating *within* Rohnert Park would be demolished or left vacant in perpetuity. This would only be the case were the City experiencing a significant loss of population and housing inventory, as has occurred, for instance, in Detroit. Although Rohnert Park has experienced a slight population decrease, it has not experienced such drastic declines.

The Consumer Expenditure Survey from the United States Bureau of Labor Statistics provides data for households at a variety of income levels, detailing the amounts that typical households spend on things like Food at Home, Apparel and Services, and Vehicle Maintenance and Repairs. Interestingly, household expenditures by category are not uniformly proportional to household income levels. For example, households earning around \$48,500 (adequate to rent a studio apartment) spend roughly 12.2 percent of their income on food and drink (at home and eating out), while households earning \$142,900 who can afford to rent a three-bedroom apartment spend only about 10.1 percent of their income on food and drink. Because of these and other differences in proportionate spending, the expenditure profile varies at different income levels; however, the two- and three-bedroom apartments are in the same household expenditure group and thus contain the same percentages.

The renter household's typical expenditures were converted to the number of jobs created by its spending. The first step in this process is to determine how much of an industry's gross receipts are used to pay wages and employee compensation. EPS relied on data from the Economic Census,² which provides employment, gross sales, and payroll data by industry for Sonoma County. In certain instances, where local data was not available for a specific industry, EPS relied on statewide Economic Census data for that industry.

To link the Economic Census data and the Consumer Expenditure Survey data, EPS made determinations as to the industries involved with expenditures in various categories. For example, purchases in the Consumer Expenditure Survey's "Food at Home" category would likely involve the Economic Census's "Food & Beverage Stores" industry, where gross receipts were more than eight times the employees' wages. By contrast, purchases in the Consumer Expenditure Survey's "Entertainment Fees and Admissions" category were attributed to the Economic Census' "Arts, Entertainment, and Recreation" industry, where gross receipts are only four times the employees' wages. Where more than one Economic Census category was attributable to a Consumer Expenditure Survey category, EPS estimated the proportion of expenditures associated with each Economic Census category.

After determining the amount of the household's expenditures that were used for employee wages, EPS estimated the number of employees those aggregate wages represent. EPS calculated the number of workers supported by that spending using the average wage per worker (also from the 2015 Economic Census). After accounting for CPI adjustments, these wages ranged from a low of roughly \$17,500 per year for workers in the Clothing and Clothing Accessories Stores industry to a high of almost \$103,700 in Legal Services.

A range of occupations and incomes exist in a given industry sector. For instance, the methodology used to generate **Tables B-1 to B-4 in Appendix B** distinguishes between the typical incomes of workers in different types of retail stores (e.g., "food and beverage stores" versus "general merchandise stores"), rather than assuming all retail sector workers earn the same income. However, the average wage is used for each sub-category of industry employment and represents a reasonable proxy for the range of incomes in that group. While some employees will have higher wages and require lower subsidies, others will have lower incomes and require higher subsidies. Using the average approximates the total housing subsidy needed by workers in that industry.

To calculate the number of *households* supported by the expenditures of market-rate housing units, EPS estimated the employees' household formation rates. Importantly, employees generated from the increase in housing units do not all form households; some employees, in the retail and food services industries in particular, are young workers and do not form households. Data from the Bureau of Labor Statistics indicates that 12.5 percent of retail/restaurant workers are age 16 to 19, but an average of only 1.9 percent of workers in the workforce overall. EPS applied these discounts to household formation by type of business to get a more accurate

² The Economic Census and Consumer Expenditure Survey and were published in 2012 and 2015, respectively, but are current as of 2016. EPS converted all numbers to 2017 dollars using the Consumer Price Index (CPI) for the San Francisco Metropolitan Statistical Area (MSA) from the Bureau of Labor Statistics.

calculation of households formed by the employees and the average total incomes of those households.

To get the overall households' income rather than the individual workers', the wages of workers forming households were multiplied by the average of approximately 1.78 workers per working household in Rohnert Park.³ This assumption implies the workers in a given household will have roughly equivalent pay per hour. While certainly there will often be some variation in wages per employee within a household, on average this assumption is reasonable because it implies comparable levels of education and training among all workers in a household. The average household incomes then are allocated to various income categories to estimate the number of affordable housing units demanded in each income category (50 through 120 percent of AMI).

A simplified example of these calculations follows:

A.	Number of Households (prototype project)	1,000
B.	Average Household Income (in the project)	\$125,000
C.	Aggregate Household Income (A x B)	\$125 million
D.	Average Income Spent on Retail (Consumer Expenditure Survey)	\$40,000
E.	Aggregate Retail Spending (A x D)	\$40 million
F.	Retail Gross Receipts: Payroll Ratio (Economic Census)	9:1
G.	Estimated Retail Payroll (E ÷ F)	\$4.44 million
H.	Average Retail Wage (Economic Census)	\$28,500
I.	Estimated Total Retail Jobs (G ÷ H)	156
J.	Percent Age 20+ (Bureau of Labor Statistics)	87.5%
K.	Total Retail Workers Forming Households	136
L.	Average Workers/Household (Census Data)	1.78
M.	Estimated Households Created (K ÷ L)	76
N.	Average Household Income (H x L)	\$50,730
O.	Income Category	Low-Income (up to 80% of AMI)

In this simplified example, 1,000 new market-rate apartments rented to households earning \$125,000 per year would create demand for 76 housing units for retail workers with household incomes typically between 50 and 80 percent of AMI. Actual calculations and impact distinctions by type of household expenditure for various rental unit sizes are shown in the series of tables presented in **Appendix B**.

Demand for Public-Sector Workers

In addition to the jobs created by the spending of the new market-rate households, this analysis also aims to evaluate the number of public-sector employees generated by the public service demands of new market-rate households. Rather than a comprehensive computation of public-sector employment, the analysis aims to be conservative by sampling only certain public-sector jobs (e.g., teachers, transportation providers, and public safety providers) that are expected to grow in proportionate measure to household growth.

³ Workers per working household based on American Community Survey (ACS) Census data as of 2015. Although ACS data reported is based on historical figures, these figures can vary somewhat based on ongoing revisions to the ACS data.

Data from the 2015 Occupational Employment Survey for the Santa Rosa MSA was used to determine the number of these public-sector employees needed to serve new market-rate development. This data was generated by the California Employment Development Department (EDD) and provides employment and wage information for a variety of occupational categories. EPS reviewed the data and sampled occupations that were public sector-related.

Based on the ratio of the selected public-sector jobs to the total households in the MSA, EPS estimates that approximately 43 government jobs or 24 households with a government employee are required per 1,000 total households. These figures are conservative (i.e., low) because numerous types of public-sector jobs are *not* included in this analysis (such as federal postal workers, County health and human services workers, etc.). Also, please note that EPS has no basis to distinguish differences in the number of public-sector workers demanded by households based on different income levels or in different sizes of units, so the same numbers of public-sector jobs are assumed to be generated by units of all sizes and prices.

Combined Demand for Income-Qualified Workers

The total number of income-qualified households required to support the expenditure and public-sector service needs of new market-rate units were determined based on the affordable housing income limits from HCD for a 3-person household. **Table 3** summarizes the HCD income limits used to compute the total number of income-qualified households generated by construction of market-rate units.⁴ The number of income-qualified households required to provide goods and services to new housing units is detailed in **Appendix B**.

The nexus methodology used herein computes the total number of income-qualified households generated by market-rate units (as shown in **Table 5**) and calculates the impact fee based on the estimated cost to subsidize the production of units to meet that affordable housing demand.

This analysis assumes that the fees on residential development will fund required affordable housing for all new workers generated. In practice, only a portion of Rohnert Park's workers resides in the City as many workers commute *in* to the City from other areas for a variety of reasons, one of which is the relative cost of housing among different communities. However, if every jurisdiction were to adopt a policy that it would only fund housing for the fraction of its locally generated workers that chooses to live within the City, in aggregate the region's affordable housing demand would be grossly underrepresented and underfunded.

⁴ To correspond to the available data regarding employee wages, the 2017 Sonoma County affordable housing income limits from HCD were used to determine the number of income-qualified households based on household expenditures.

Table 5 Summary of Worker and Household Generation per 100 Market-Rate Units

For-Rent Apartments	Minimum Household Income Requirement	Total Workers Generated [1]	Total Worker Households [2]	Total Income Qualified Households [3]	Worker Households by Income Category		
					Very Low Income Households	Low Income Households	Moderate Income Households
Studio	\$48,520	19.8	10.3	7.4	2.6	4.3	0.5
1-Bedroom	\$96,320	33.6	17.3	14.0	5.5	7.6	0.9
2-Bedroom	\$121,640	40.0	20.6	16.4	6.4	9.0	1.0
3-Bedroom	\$142,880	46.2	23.8	20.0	7.5	11.3	1.2

[1] Total workers generated detailed by rental apartment size in Tables B-1 through B-4.

[2] Total worker households derived assuming 1.78 workers per household. Includes a 12.5% discount for retail and 1.9% discount for other industries to account for workers under age 20.

[3] Total income qualified households reflects the very low-, low-, and moderate-income households eligible for affordable housing based on total household income. See Tables B-1 through B-4 for detail.

Source: Economic & Planning Systems, Inc.

Fee Calculation

The affordability gap analysis quantifies the subsidy required to construct affordable housing at various income levels. Analysis of consumer expenditures that rely on lower wage workers provides an estimate of the total number of income-qualified households generated by new for-rent units. Then for each category of market-rate rental units, the nexus-based fee is calculated by applying the total number of income-qualified households generated to the affordability gap computed for each affordable household income level. The analysis provides the maximum supportable nexus-based fees for new rental housing development in Rohnert Park.

Tables 6 through 9 show the impact fee calculation for market-rate rental units by number of bedrooms. The total impact fees required for a representative project of 100 units is calculated by multiplying the number of affordable units required per income level by the cost of subsidizing such housing. All income-qualified households are assumed to be housed in multifamily units and the subsidies needed are calculated as the affordability gaps shown in **Table 2**. The resulting maximum impact fee for market-rate rental units ranges from \$11,938 for a studio apartment to \$33,010 for a 3-bedroom apartment (**Table 1**).

These fee estimates result in the maximum fee range between \$22 and nearly \$30 per square foot. While the City has the option of adopting fees up to the maximum levels calculated, there may be a variety of reasons to adopt the fee level below the maximum, including insufficient wages relative to development costs. Market forces, land use regulations, construction costs, and entitlement costs also affect housing affordability. In addition, revenue generated through this fee program is just one source of potential subsidy funds to help finance affordable housing projects. Imposing a maximum fee on the residential and commercial linkage fee would also result in the double-counting of impacts attributed to new housing and new commercial uses. Finally, adoption of the maximum fees for certain employment categories would represent a very large addition to the costs of development, and could hamper the City's economic development and competitiveness objectives. Other California communities—including Sunnyvale, Mountain View, Santa Rosa, and Walnut Creek, among others—have made reductions to the maximum allowable fee when adopting their fee program, for reasons such as those cited above. The notion of the appropriate fee level will be further explored by EPS in subsequent analyses.

Table 6 Nexus-Based Housing Fee Calculations (For-Rent Studio Apartment)

Item	Affordable Units Required Per 100 Market-Rate Units [1]	Affordability Gap per Affordable Unit [2]	Total Nexus-Based Fee Supported	
			Per 100 Market-Rate Units	Per Market-Rate Unit
	(A)	(B)	(C = A * B)	(D = C / 100)
Affordable Units - Very Low Income	2.6	\$250,818	\$651,385	
Affordable Units - Low Income	4.3	\$121,000	\$519,001	
Affordable Units - Moderate Income	<u>0.5</u>	\$45,364	<u>\$23,433</u>	
<i>Total</i>	7.4		\$1,193,819	\$11,938

[1] See Table 5.

[2] See Table 2. EPS has assumed units across all affordabilities will be rental apartments.

Source: Economic & Planning Systems, Inc.

Table 7 Nexus-Based Housing Fee Calculations (For-Rent 1-Bedroom Apartment)

Item	Affordable Units Required Per 100 Market-Rate Units [1]	Affordability Gap per Affordable Unit [2]	Total Nexus-Based Fee Supported	
			Per 100 Market-Rate Units	Per Market-Rate Unit
	(A)	(B)	(C = A * B)	(D = C / 100)
Affordable Units - Very Low Income	5.5	\$250,818	\$1,375,964	
Affordable Units - Low Income	7.6	\$121,000	\$925,143	
Affordable Units - Moderate Income	<u>0.9</u>	\$45,364	<u>\$39,910</u>	
<i>Total</i>	<i>14.0</i>		<i>\$2,341,017</i>	\$23,410

[1] See Table 5.

[2] See Table 2. EPS has assumed units across all affordabilities will be rental apartments.

Source: Economic & Planning Systems, Inc.

Table 8 Nexus-Based Housing Fee Calculations (For-Rent 2-Bedroom Apartment)

Item	Affordable Units Required Per 100 Market-Rate Units [1]	Affordability Gap per Affordable Unit [2]	Total Nexus-Based Fee Supported	
			Per 100 Market-Rate Units	Per Market-Rate Unit
	(A)	(B)	(C = A * B)	(D = C / 100)
Affordable Units - Very Low Income	6.4	\$250,818	\$1,598,792	
Affordable Units - Low Income	9.0	\$121,000	\$1,092,475	
Affordable Units - Moderate Income	<u>1.0</u>	\$45,364	<u>\$46,643</u>	
<i>Total</i>	<i>16.4</i>		<i>\$2,737,910</i>	\$27,379

[1] See Table 5.

[2] See Table 2. EPS has assumed units across all affordabilities will be rental apartments.

Source: Economic & Planning Systems, Inc.

Table 9 Nexus-Based Housing Fee Calculations (For-Rent 3-Bedroom Apartment)

Item	Affordable Units Required Per 100 Market-Rate Units [1]	Affordability Gap per Affordable Unit [2]	Total Nexus-Based Fee Supported	
			Per 100 Market-Rate Units	Per Market-Rate Unit
	(A)	(B)	(C = A * B)	(D = C / 100)
Affordable Units - Very Low Income	7.5	\$250,818	\$1,877,963	
Affordable Units - Low Income	11.3	\$121,000	\$1,368,296	
Affordable Units - Moderate Income	<u>1.2</u>	\$45,364	<u>\$54,788</u>	
<i>Total</i>	<i>20.0</i>		<i>\$3,301,046</i>	\$33,010

[1] See Table 5.

[2] See Table 2. EPS has assumed units across all affordabilities will be rental apartments.

Source: Economic & Planning Systems, Inc.



APPENDICES:

Appendix A: Household Expenditures and
Employment Generation

Appendix B: Income Levels for Worker Households

APPENDIX A:

Household Expenditures and Employment Generation



Table A-1
Household Expenditures and Employment Generation - For Rent Studio Apartment
City of Rohnert Park Rental Residential Nexus Study; EPS #161158

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	Expenditures [3]	Expenditures per 1,000 HHs	Gross Receipts to Wages	Total Wages per 1,000 Households	2017 Avg. Wages [4]	# of New Workers	% Forming HH [5]	Workers/ HH [6]	Total Worker HH	Avg. Worker HH Income	Income Category
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d = c * 1,000</i>	<i>e</i>	<i>f = d / e</i>	<i>g</i>	<i>h = f / g</i>	<i>i</i>	<i>j</i>	<i>k = h * i / j</i>	<i>l = g * j</i>	
Food at Home	7.4%	100%	\$3,585										
Food & Beverage Stores		100%	\$3,585	\$3,585,059	8.26	\$434,055	\$31,480	13.8	87.5%	1.78	6.8	\$56,132	LI Households
Food Away From Home	4.8%	100%	\$2,351										
Food Services and Drinking Places		100%	\$2,351	\$2,350,989	3.52	\$668,288	\$17,804	37.5	87.5%	1.78	18.4	\$31,747	VLI Households
Alcoholic Beverages	0.9%	100%	\$420										
Food & Beverage Stores		50%	\$209.85	\$209,849	8.26	\$25,407	\$31,480	0.8	87.5%	1.78	0.4	\$56,132	LI Households
Food Services and Drinking Places		50%	\$209.85	\$209,849	3.52	\$59,651	\$17,804	3.4	87.5%	1.78	1.6	\$31,747	VLI Households
Housing Maintenance, Repairs, Insurance, Other expenses	2.4%	100%	\$1,181										
Personal and Household Goods Repair and Maintenance		45%	\$531	\$531,276	2.85	\$186,713	\$26,219	7.1	98.1%	1.78	3.9	\$46,751	LI Households
Building Material and Garden Equipment and Supplies Dealer		45%	\$531	\$531,276	7.06	\$75,253	\$40,016	1.9	87.5%	1.78	0.9	\$71,351	Moderate Income
Real Estate and Rental and Leasing		10%	\$118	\$118,061	6.10	\$19,345	\$41,505	0.5	98.1%	1.78	0.3	\$74,006	Moderate Income
Fuel oil and Other fuels [8]	0.2%	100%	\$110										
Nonstore Retailers		100%	\$110	\$110,327	6.83	\$16,154	\$42,111	0.4	87.5%	1.78	0.2	\$75,087	Moderate Income
Water and Other Public Services [8]	1.1%	100%	\$557										
Waste Management and Remediation Services		100%	\$557	\$557,322	4.79	\$116,439	\$43,275	2.7	98.1%	1.78	1.5	\$77,163	Moderate Income
Household Operations Personal Services	0.5%	100%	\$240										
Nursing and Residential Care Facilities [7]		40%	\$96	\$95,996	2.48	\$38,777	\$33,548	1.2	98.1%	1.78	0.6	\$59,820	LI Households
Social Assistance [7]		60%	\$144	\$143,994	2.84	\$50,785	\$27,519	1.8	98.1%	1.78	1.0	\$49,068	LI Households
Household Operations Other Household Expenses	1.7%	100%	\$801										
Services to Buildings and Dwellings [7]		100%	\$801	\$800,724	2.54	\$314,897	\$29,210	10.8	98.1%	1.78	5.9	\$52,083	LI Households
Housekeeping Supplies	1.2%	100%	\$586										
Building Materials and Garden Equipment and Supplies Dealers		10%	\$59	\$58,576	7.06	\$8,297	\$40,016	0.2	87.5%	1.78	0.1	\$71,351	Moderate Income
Food & Beverage Stores		35%	\$205	\$205,015	8.26	\$24,822	\$31,480	0.8	87.5%	1.78	0.4	\$56,132	LI Households
General Merchandise		35%	\$205	\$205,015	12.80	\$16,018	\$27,181	0.6	87.5%	1.78	0.3	\$48,467	LI Households
Miscellaneous Store Retailers		20%	\$117	\$117,151	6.10	\$19,205	\$24,557	0.8	87.5%	1.78	0.4	\$43,787	LI Households

[1] Percent of income spent per category is based on the nationwide 2015 Consumer Expenditure Survey data for households at this income level. Note that the sum of the categories included in this analysis is well below the total expenditures of households at this income level, and thus represents a conservative estimate of job creation and housing impacts. Expenditure categories not incorporated due to data constraints include taxes, housing and lodging, most utilities, tobacco, health insurance, personal/ life insurance, cash contributions, and financing charges.

[2] Where multiple business types are likely to provide goods and services in the expenditure category, EPS has estimated the proportion accruing to each business type.

[3] 2015 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2015 U.S. Consumer Expenditure Survey. Per Table 4 the rental of a typical new Studio Apartment requires a household income of \$48,520.

[4] 2015 expenditures converted to 2017 dollars using the CPI for San Francisco-Oakland-San Jose from the BLS.

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

[6] Based on US Census, ACS Data (2011-2015) for Rohnert Park.

[7] Santa Rosa MSA data not available from 2012 Economic Census (published September 2016). Gross receipts to wages and 2012 average wage thus based on statewide data.

[8] Part of the Utilities, Fuels, and Public Services category (includes natural gas, electricity, and telephone services). Natural gas, electricity, and telephone services not estimated because data was not available in the 2012 Economic Census.

[9] Note that average salary reported for architecture, engineering and related industries reflects the full range of employees within the industry, not solely professional and technical staff.

Source: 2015 Consumer Expenditure Survey, U.S. Bureau of Labor Statistics; 2015 Economic Census, American Community Survey 2011-2015; Economic & Planning Systems, Inc.

Table A-1
Household Expenditures and Employment Generation - For Rent Studio Apartment
City of Rohnert Park Rental Residential Nexus Study; EPS #161158

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	Expenditures [3]	Expenditures per 1,000 HHs	Gross Receipts to Wages	Total Wages per 1,000 Households	2017 Avg. Wages [4]	# of New Workers	% Forming HH [5]	Workers/ HH [6]	Total Worker HH	Avg. Worker HH Income	Income Category
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d = c * 1,000</i>	<i>e</i>	<i>f = d / e</i>	<i>g</i>	<i>h = f / g</i>	<i>i</i>	<i>j</i>	<i>k = h * i / j</i>	<i>l = g * j</i>	
Household Furnishings and Equipment	3.4%	100%	\$1,629										
Furniture and Home Furnishings Stores		40%	\$651	\$651,498	7.10	\$91,729	\$32,873	2.8	87.5%	1.78	1.4	\$58,615 LI Households	
Electronics and Appliance Stores		40%	\$651	\$651,498	10.18	\$63,978	\$30,747	2.1	87.5%	1.78	1.0	\$54,825 LI Households	
General Merchandise Stores		10%	\$163	\$162,875	12.80	\$12,725	\$27,181	0.5	87.5%	1.78	0.2	\$48,467 LI Households	
Miscellaneous Store Retailers		10%	\$163	\$162,875	6.10	\$26,701	\$24,557	1.1	87.5%	1.78	0.5	\$43,787 LI Households	
Apparel and Services	2.7%	100%	\$1,316										
Clothing and Clothing Accessories Stores		40%	\$526	\$526,385	8.45	\$62,301	\$17,539	3.6	87.5%	1.78	1.7	\$31,274 VLI Households	
General Merchandise		40%	\$526	\$526,385	12.80	\$41,126	\$27,181	1.5	87.5%	1.78	0.7	\$48,467 LI Households	
Miscellaneous Store Retailers		10%	\$132	\$131,596	6.10	\$21,573	\$24,557	0.9	87.5%	1.78	0.4	\$43,787 LI Households	
Personal and Household Goods Repair and Maintenance		5%	\$66	\$65,798	2.85	\$23,124	\$26,219	0.9	87.5%	1.78	0.4	\$46,751 LI Households	
Drycleaning and Laundry Services		5%	\$66	\$65,798	2.85	\$23,124	\$26,219	0.9	87.5%	1.78	0.4	\$46,751 LI Households	
Vehicle Purchases (net outlay)	8.6%	100%	\$4,154										
Motor Vehicle and Parts Dealers		100%	\$4,154	\$4,153,755	9.51	\$436,883	\$51,929	8.4	87.5%	1.78	4.1	\$92,593 Above Mod	
Gasoline and motor oil	4.7%	100%	\$2,278										
Gasoline Stations		100%	\$2,278	\$2,278,196	37.36	\$60,981	\$22,273	2.7	87.5%	1.78	1.3	\$39,715 LI Households	
Vehicle Maintenance and Repairs	1.8%	100%	\$853										
Repair and Maintenance		100%	\$853	\$853,044	3.36	\$253,557	\$34,356	7.4	98.1%	1.78	4.1	\$61,259 LI Households	
Medical Services	1.4%	100%	\$663										
Ambulatory Health Care Services		40%	\$265	\$265,240	2.42	\$109,400	\$73,431	1.5	98.1%	1.78	0.8	\$130,934 Above Mod	
General Medical and Surgical Hospitals [7]		30%	\$199	\$198,930	2.91	\$68,387	\$78,031	0.9	98.1%	1.78	0.5	\$139,136 Above Mod	
Nursing and Residential Care Facilities		30%	\$199	\$198,930	2.48	\$80,358	\$33,548	2.4	98.1%	1.78	1.3	\$59,820 LI Households	
Drugs	0.9%	100%	\$447										
Health and Personal Care Stores		100%	\$447	\$446,995	6.75	\$66,213	\$41,903	1.6	87.5%	1.78	0.8	\$74,718 Moderate Income	
Medical Supplies	0.3%	100%	\$136										
Health and Personal Care Stores		100%	\$136	\$136,487	6.75	\$20,218	\$41,903	0.5	87.5%	1.78	0.2	\$74,718 Moderate Income	
Entertainment Fees and Admissions	0.8%	100%	\$390										
Arts, Entertainment, & Recreation [7]		100%	\$390	\$390,125	4.00	\$97,572	\$26,372	3.7	87.5%	1.78	1.8	\$47,024 LI Households	

[1] Percent of income spent per category is based on the nationwide 2015 Consumer Expenditure Survey data for households at this income level. Note that the sum of the categories included in this analysis is well below the total expenditures of households at this income level, and thus represents a conservative estimate of job creation and housing impacts. Expenditure categories not incorporated due to data constraints include taxes, housing and lodging, most utilities, tobacco, health insurance, personal/ life insurance, cash contributions, and financing charges.

[2] Where multiple business types are likely to provide goods and services in the expenditure category, EPS has estimated the proportion accruing to each business type.

[3] 2015 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2015 U.S. Consumer Expenditure Survey. Per Table 4 the rental of a typical new Studio Apartment requires a household income of \$48,520.

[4] 2015 expenditures converted to 2017 dollars using the CPI for San Francisco-Oakland-San Jose from the BLS.

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

[6] Based on US Census, ACS Data (2011-2015) for Rohnert Park.

[7] Santa Rosa MSA data not available from 2012 Economic Census (published September 2016). Gross receipts to wages and 2012 average wage thus based on statewide data.

[8] Part of the Utilities, Fuels, and Public Services category (includes natural gas, electricity, and telephone services). Natural gas, electricity, and telephone services not estimated because data was not available in the 2012 Economic Census.

[9] Note that average salary reported for architecture, engineering and related industries reflects the full range of employees within the industry, not solely professional and technical staff.

Source: 2015 Consumer Expenditure Survey, U.S. Bureau of Labor Statistics; 2015 Economic Census, American Community Survey 2011-2015; Economic & Planning Systems, Inc.

Table A-1
Household Expenditures and Employment Generation - For Rent Studio Apartment
City of Rohnert Park Rental Residential Nexus Study; EPS #161158

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	Expenditures [3]	Expenditures per 1,000 HHs	Gross Receipts to Wages	Total Wages per 1,000 Households	2017 Avg. Wages [4]	# of New Workers	% Forming HH [5]	Workers/ HH [6]	Total Worker HH	Avg. Worker HH Income	Income Category
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d = c * 1,000</i>	<i>e</i>	<i>f = d / e</i>	<i>g</i>	<i>h = f / g</i>	<i>i</i>	<i>j</i>	<i>k = h * i / j</i>	<i>l = g * j</i>	
Entertainment Audio and Visual Equipment and Services	2.4%	100%	\$1,160										
Electronics and Appliance Stores		100%	\$1,160	\$1,160,140	10.18	\$113,928	\$30,747	3.7	87.5%	1.78	1.8	\$54,825	LI Households
Entertainment Pets, Toys, Hobbies, and Playground Equip.	1.2%	100%	\$596										
Sporting Goods, Hobby, and Musical Instrument Stores		40%	\$238	\$238,397	8.16	\$29,209	\$20,030	1.5	87.5%	1.78	0.7	\$35,715	VLI Households
Miscellaneous Store Retailers [7]		40%	\$238	\$238,397	6.10	\$39,081	\$24,557	1.6	87.5%	1.78	0.8	\$43,787	LI Households
Veterinary Services		20%	\$119	\$119,199	2.94	\$40,592	\$39,569	1.0	98.1%	1.78	0.6	\$70,555	Moderate Income
Other Entertainment Supplies, Equipment, and Services	0.5%	100%	\$232										
Sporting Goods, Hobby, and Musical Instrument Stores		85%	\$197	\$197,224	8.16	\$24,165	\$20,030	1.2	87.5%	1.78	0.6	\$35,715	VLI Households
Photographic Services		15%	\$35	\$34,804	4.40	\$7,909	\$28,004	0.3	98.1%	1.78	0.2	\$49,933	LI Households
Personal Care Products and Services	1.0%	100%	\$504										
Unspecified Retail [7]		50%	\$252	\$251,932	6.10	\$41,300	\$24,557	1.7	87.5%	1.78	0.8	\$43,787	LI Households
Personal Care Services		50%	\$252	\$251,932	2.93	\$86,030	\$19,264	4.5	98.1%	1.78	2.5	\$34,349	VLI Households
Reading	0.3%	100%	\$133										
Sporting Goods, Hobby, and Musical Instrument Stores		100%	\$133	\$133,075	8.16	\$16,305	\$20,030	0.8	87.5%	1.78	0.4	\$35,715	VLI Households
Education	1.4%	100%	\$667										
Educational Services		100%	\$667	\$666,512	3.28	\$203,350	\$31,411	6.5	98.1%	1.78	3.6	\$56,008	LI Households
Tobacco Products and Smoking Supplies	0.9%	100%	\$437										
Unspecified Retail [7]		100%	\$437	\$436,758	6.10	\$71,600	\$24,557	0.1	87.5%	1.78	0.0	\$43,787	LI Households
Miscellaneous	1.5%	100%	\$737										
Accounting		20%	\$147	\$147,406	1.95	\$75,549	\$37,166	2.0	98.1%	1.78	1.1	\$66,271	Moderate Income
Architectural, Engineering, and Related [9]		20%	\$147	\$147,406	2.95	\$49,955	\$92,777	0.5	98.1%	1.78	0.3	\$165,430	Above Mod
Specialized Design Services [7]		20%	\$147	\$147,406	3.29	\$44,872	\$68,559	0.7	98.1%	1.78	0.4	\$122,247	Above Mod
Death Care Services [7]		20%	\$147	\$147,406	3.41	\$43,269	\$44,643	1.0	98.1%	1.78	0.5	\$79,602	Moderate Income
Legal Services [7]		20%	\$147	\$147,406	2.99	\$49,279	\$103,695	0.5	98.1%	1.78	0.3	\$184,898	Above Mod
Total per 1,000 Market Rate Households								154.8			79.1		

[1] Percent of income spent per category is based on the nationwide 2015 Consumer Expenditure Survey data for households at this income level. Note that the sum of the categories included in this analysis is well below the total expenditures of households at this income level, and thus represents a conservative estimate of job creation and housing impacts. Expenditure categories not incorporated due to data constraints include taxes, housing and lodging, most utilities, tobacco, health insurance, personal/ life insurance, cash contributions, and financing charges.

[2] Where multiple business types are likely to provide goods and services in the expenditure category, EPS has estimated the proportion accruing to each business type.

[3] 2015 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2015 U.S. Consumer Expenditure Survey. Per Table 4 the rental of a typical new Studio Apartment requires a household income of \$48,520.

[4] 2015 expenditures converted to 2017 dollars using the CPI for San Francisco-Oakland-San Jose from the BLS.

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

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[8] Part of the Utilities, Fuels, and Public Services category (includes natural gas, electricity, and telephone services). Natural gas, electricity, and telephone services not estimated because data was not available in the 2012 Economic Census.

[9] Note that average salary reported for architecture, engineering and related industries reflects the full range of employees within the industry, not solely professional and technical staff.

Source: 2015 Consumer Expenditure Survey, U.S. Bureau of Labor Statistics; 2015 Economic Census, American Community Survey 2011-2015; Economic & Planning Systems, Inc.

Table A-2
Household Expenditures and Employment Generation - For Rent 1-Bedroom Apartment
City of Rohnert Park Rental Residential Nexus Study; EPS #161158

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	Expenditures [3]	Expenditures per 1,000 HHs	Gross Receipts to Wages [4]	Total Wages per 1,000 Households	2017 Avg. Wages [4]	# of New Workers	% Forming HH [5]	Workers/ HH [6]	Total Worker HH	Avg. Worker HH Income	Income Category
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d = c * 1,000</i>	<i>e</i>	<i>f = d / e</i>	<i>g</i>	<i>h = f / g</i>	<i>i</i>	<i>j</i>	<i>k = h * i / j</i>	<i>l = g * j</i>	
Food at Home	6.2%	100%	\$5,966										
Food & Beverage Stores		100%	\$5,966	\$5,966,222	8.26	\$722,351	\$31,480	22.9	87.5%	1.78	11.3	\$56,132	LI Households
Food Away From Home	5.2%	100%	\$5,040										
Food Services and Drinking Places		100%	\$5,040	\$5,039,782	3.52	\$1,432,599	\$17,804	80.5	87.5%	1.78	39.5	\$31,747	VLI Households
Alcoholic Beverages	0.8%	100%	\$783										
Food & Beverage Stores		50%	\$391	\$391,408	8.26	\$47,389	\$31,480	1.5	87.5%	1.78	0.7	\$56,132	LI Households
Food Services and Drinking Places		50%	\$391	\$391,408	3.52	\$111,261	\$17,804	6.2	87.5%	1.78	3.1	\$31,747	VLI Households
Housing Maintenance, Repairs, Insurance, Other expenses	2.3%	100%	\$2,253										
Personal and Household Goods Repair and Maintenance		45%	\$1,014	\$1,013,714	2.85	\$356,263	\$26,219	13.6	98.1%	1.78	7.5	\$46,751	LI Households
Building Material and Garden Equipment and Supplies Dealer		45%	\$1,014	\$1,013,714	7.06	\$143,588	\$40,016	3.6	87.5%	1.78	1.8	\$71,351	Moderate Income
Real Estate and Rental and Leasing		10%	\$225	\$225,270	6.10	\$36,912	\$41,505	0.9	98.1%	1.78	0.5	\$74,006	Moderate Income
Fuel oil and Other fuels [8]	0.1%	100%	\$131										
Nonstore Retailers		100%	\$131	\$130,685	6.83	\$19,134	\$42,111	0.5	87.5%	1.78	0.2	\$75,087	Moderate Income
Water and Other Public Services [8]	0.9%	100%	\$850										
Waste Management and Remediation Services		100%	\$850	\$850,099	4.79	\$177,607	\$43,275	4.1	98.1%	1.78	2.3	\$77,163	Moderate Income
Household Operations Personal Services	0.6%	100%	\$565										
Nursing and Residential Care Facilities [7]		40%	\$226	\$226,176	2.48	\$91,363	\$33,548	2.7	98.1%	1.78	1.5	\$59,820	LI Households
Social Assistance [7]		60%	\$339	\$339,263	2.84	\$119,654	\$27,519	4.3	98.1%	1.78	2.4	\$49,068	LI Households
Household Operations Other Household Expenses	1.3%	100%	\$1,209										
Services to Buildings and Dwellings [7]		100%	\$1,209	\$1,208,513	2.54	\$475,266	\$29,210	16.3	98.1%	1.78	9.0	\$52,083	LI Households
Housekeeping Supplies	1.0%	100%	\$987										
Building Materials and Garden Equipment and Supplies Dealers		10%	\$99	\$98,725	7.06	\$13,984	\$40,016	0.3	87.5%	1.78	0.2	\$71,351	Moderate Income
Food & Beverage Stores		35%	\$346	\$345,539	8.26	\$41,836	\$31,480	1.3	87.5%	1.78	0.7	\$56,132	LI Households
General Merchandise		35%	\$346	\$345,539	12.80	\$26,997	\$27,181	1.0	87.5%	1.78	0.5	\$48,467	LI Households
Miscellaneous Store Retailers		20%	\$197	\$197,451	6.10	\$32,369	\$24,557	1.3	87.5%	1.78	0.6	\$43,787	LI Households

[1] Percent of income spent per category is based on the nationwide 2015 Consumer Expenditure Survey data for households at this income level. Note that the sum of the categories included in this analysis is well below the total expenditures of households at this income level, and thus represents a conservative estimate of job creation and housing impacts. Expenditure categories not incorporated due to data constraints include taxes, housing and lodging, most utilities, tobacco, health insurance, personal/ life insurance, cash contributions, and financing charges.

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[3] 2015 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2015 U.S. Consumer Expenditure Survey. Per Table 4 the rental of a typical new 1 Bedroom Apartment requires a household income of \$96,320.

[4] 2015 expenditures converted to 2017 dollars using the CPI for San Francisco-Oakland-San Jose from the BLS.

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

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[8] Part of the Utilities, Fuels, and Public Services category (includes natural gas, electricity, and telephone services). Natural gas, electricity, and telephone services not estimated because data was not available in the 2012 Economic Census.

[9] Note that average salary reported for architecture, engineering and related industries reflects the full range of employees within the industry, not solely professional and technical staff.

Source: 2015 Consumer Expenditure Survey, U.S. Bureau of Labor Statistics; 2015 Economic Census, American Community Survey 2011-2015; Economic & Planning Systems, Inc.

Table A-2
Household Expenditures and Employment Generation - For Rent 1-Bedroom Apartment
City of Rohnert Park Rental Residential Nexus Study; EPS #161158

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	Expenditures [3]	Expenditures per 1,000 HHs	Gross Receipts to Wages	Total Wages per 1,000 Households	2017 Avg. Wages [4]	# of New Workers	% Forming HH [5]	Workers/ HH [6]	Total Worker HH	Avg. Worker HH Income	Income Category
Calculation	a	b	c	d = c * 1,000	e	f = d / e	g	h = f / g	i	j	k = h * i / j	l = g * j	
Household Furnishings and Equipment	2.9%	100%	\$2,773										
Furniture and Home Furnishings Stores		40%	\$1,109	\$1,109,140	7.10	\$156,163	\$32,873	4.8	87.5%	1.78	2.3	\$58,615	LI Households
Electronics and Appliance Stores		40%	\$1,109	\$1,109,140	10.18	\$108,919	\$30,747	3.5	87.5%	1.78	1.7	\$54,825	LI Households
General Merchandise Stores		10%	\$277	\$277,285	12.80	\$21,664	\$27,181	0.8	87.5%	1.78	0.4	\$48,467	LI Households
Miscellaneous Store Retailers		10%	\$277	\$277,285	6.10	\$45,456	\$24,557	1.9	87.5%	1.78	0.9	\$43,787	LI Households
Apparel and Services	2.9%	100%	\$2,759										
Clothing and Clothing Accessories Stores		40%	\$1,103	\$1,103,447	8.45	\$130,599	\$17,539	7.4	87.5%	1.78	3.7	\$31,274	VLI Households
General Merchandise		40%	\$1,103	\$1,103,447	12.80	\$86,212	\$27,181	3.2	87.5%	1.78	1.6	\$48,467	LI Households
Miscellaneous Store Retailers		10%	\$276	\$275,862	6.10	\$45,223	\$24,557	1.8	87.5%	1.78	0.9	\$43,787	LI Households
Personal and Household Goods Repair and Maintenance		5%	\$138	\$137,931	2.85	\$48,475	\$26,219	1.8	87.5%	1.78	0.9	\$46,751	LI Households
Drycleaning and Laundry Services		5%	\$138	\$137,931	2.85	\$48,475	\$26,219	1.8	87.5%	1.78	0.9	\$46,751	LI Households
Vehicle Purchases (net outlay)	7.1%	100%	\$6,843										
Motor Vehicle and Parts Dealers		100%	\$6,843	\$6,843,493	9.51	\$719,784	\$51,929	13.9	87.5%	1.78	6.8	\$92,593	Above Mod
Gasoline and motor oil	3.6%	100%	\$3,443										
Gasoline Stations		100%	\$3,443	\$3,443,096	37.36	\$92,162	\$22,273	4.1	87.5%	1.78	2.0	\$39,715	LI Households
Vehicle Maintenance and Repairs	1.4%	100%	\$1,306										
Repair and Maintenance		100%	\$1,306	\$1,305,556	3.36	\$388,060	\$34,356	11.3	98.1%	1.78	6.2	\$61,259	LI Households
Medical Services	1.3%	100%	\$1,272										
Ambulatory Health Care Services		40%	\$509	\$508,766	2.42	\$209,845	\$73,431	2.9	98.1%	1.78	1.6	\$130,934	Above Mod
General Medical and Surgical Hospitals [7]		30%	\$382	\$381,574	2.91	\$131,176	\$78,031	1.7	98.1%	1.78	0.9	\$139,136	Above Mod
Nursing and Residential Care Facilities		30%	\$382	\$381,574	2.48	\$154,137	\$33,548	4.6	98.1%	1.78	2.5	\$59,820	LI Households
Drugs	0.7%	100%	\$626										
Health and Personal Care Stores		100%	\$626	\$626,253	6.75	\$92,766	\$41,903	2.2	87.5%	1.78	1.1	\$74,718	Moderate Income
Medical Supplies	0.2%	100%	\$229										
Health and Personal Care Stores		100%	\$229	\$229,022	6.75	\$33,925	\$41,903	0.8	87.5%	1.78	0.4	\$74,718	Moderate Income
Entertainment Fees and Admissions	1.0%	100%	\$945										
Arts, Entertainment, & Recreation [7]		100%	\$945	\$944,555	4.00	\$236,236	\$26,372	9.0	87.5%	1.78	4.4	\$47,024	LI Households

[1] Percent of income spent per category is based on the nationwide 2015 Consumer Expenditure Survey data for households at this income level. Note that the sum of the categories included in this analysis is well below the total expenditures of households at this income level, and thus represents a conservative estimate of job creation and housing impacts. Expenditure categories not incorporated due to data constraints include taxes, housing and lodging, most utilities, tobacco, health insurance, personal/ life insurance, cash contributions, and financing charges.

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[3] 2015 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2015 U.S. Consumer Expenditure Survey. Per Table 4 the rental of a typical new 1 Bedroom Apartment requires a household income of \$96,320.

[4] 2015 expenditures converted to 2017 dollars using the CPI for San Francisco-Oakland-San Jose from the BLS.

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

[6] Based on US Census, ACS Data (2011-2015) for Rohnert Park.

[7] Santa Rosa MSA data not available from 2012 Economic Census (published September 2016). Gross receipts to wages and 2012 average wage thus based on statewide data.

[8] Part of the Utilities, Fuels, and Public Services category (includes natural gas, electricity, and telephone services). Natural gas, electricity, and telephone services not estimated because data was not available in the 2012 Economic Census.

[9] Note that average salary reported for architecture, engineering and related industries reflects the full range of employees within the industry, not solely professional and technical staff.

Source: 2015 Consumer Expenditure Survey, U.S. Bureau of Labor Statistics; 2015 Economic Census, American Community Survey 2011-2015; Economic & Planning Systems, Inc.

Table A-2
Household Expenditures and Employment Generation - For Rent 1-Bedroom Apartment
City of Rohnert Park Rental Residential Nexus Study; EPS #161158

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	Expenditures [3]	Expenditures per 1,000 HHs	Gross Receipts to Wages	Total Wages per 1,000 Households	2017 Avg. Wages [4]	# of New Workers	% Forming HH [5]	Workers/ HH [6]	Total Worker HH	Avg. Worker HH Income	Income Category
Calculation	a	b	c	d = c * 1,000	e	f = d / e	g	h = f / g	i	j	k = h * i / j	l = g * j	
Entertainment Audio and Visual Equipment and Services	1.6%	100%	\$1,579										
Electronics and Appliance Stores		100%	\$1,579	\$1,578,571	10.18	\$155,018	\$30,747	5.0	87.5%	1.78	2.5	\$54,825	LI Households
Entertainment Pets, Toys, Hobbies, and Playground Equip.	1.0%	100%	\$996										
Sporting Goods, Hobby, and Musical Instrument Stores		40%	\$399	\$398,524	8.16	\$48,829	\$20,030	2.4	87.5%	1.78	1.2	\$35,715	VLI Households
Miscellaneous Store Retailers [7]		40%	\$399	\$398,524	6.10	\$65,332	\$24,557	2.7	87.5%	1.78	1.3	\$43,787	LI Households
Veterinary Services		20%	\$199	\$199,262	2.94	\$67,857	\$39,569	1.7	98.1%	1.78	0.9	\$70,555	Moderate Income
Other Entertainment Supplies, Equipment, and Services	0.7%	100%	\$637										
Sporting Goods, Hobby, and Musical Instrument Stores		85%	\$541	\$541,113	8.16	\$66,299	\$20,030	3.3	87.5%	1.78	1.6	\$35,715	VLI Households
Photographic Services		15%	\$95	\$95,491	4.40	\$21,700	\$28,004	0.8	98.1%	1.78	0.4	\$49,933	LI Households
Personal Care Products and Services	1.1%	100%	\$1,089										
Unspecified Retail [7]		50%	\$545	\$544,736	6.10	\$89,301	\$24,557	3.6	87.5%	1.78	1.8	\$43,787	LI Households
Personal Care Services		50%	\$545	\$544,736	2.93	\$186,017	\$19,264	9.7	98.1%	1.78	5.3	\$34,349	VLI Households
Reading	0.2%	100%	\$173										
Sporting Goods, Hobby, and Musical Instrument Stores		100%	\$173	\$173,384	8.16	\$21,244	\$20,030	1.1	87.5%	1.78	0.5	\$35,715	VLI Households
Education	1.4%	100%	\$1,368										
Educational Services		100%	\$1,368	\$1,367,664	3.28	\$417,269	\$31,411	13.3	98.1%	1.78	7.3	\$56,008	LI Households
Tobacco Products and Smoking Supplies	0.5%	100%	\$458										
Unspecified Retail [7]		100%	\$458	\$458,044	6.10	\$75,089	\$24,557	3.1	87.5%	1.78	1.5	\$43,787	LI Households
Miscellaneous	1.4%	100%	\$1,317										
Accounting		20%	\$263	\$263,440	1.95	\$135,020	\$37,166	3.6	98.1%	1.78	2.0	\$66,271	Moderate Income
Architectural, Engineering, and Related [9]		20%	\$263	\$263,440	2.95	\$89,278	\$92,777	1.0	98.1%	1.78	0.5	\$165,430	Above Mod
Specialized Design Services [7]		20%	\$263	\$263,440	3.29	\$80,195	\$68,559	1.2	98.1%	1.78	0.6	\$122,247	Above Mod
Death Care Services [7]		20%	\$263	\$263,440	3.41	\$77,330	\$44,643	1.7	98.1%	1.78	1.0	\$79,602	Moderate Income
Legal Services [7]		20%	\$263	\$263,440	2.99	\$88,070	\$103,695	0.8	98.1%	1.78	0.5	\$184,898	Above Mod
Total per 1,000 Market Rate Households								293.6			149.8		

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[4] 2015 expenditures converted to 2017 dollars using the CPI for San Francisco-Oakland-San Jose from the BLS.

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

[6] Based on US Census, ACS Data (2011-2015) for Rohnert Park.

[7] Santa Rosa MSA data not available from 2012 Economic Census (published September 2016). Gross receipts to wages and 2012 average wage thus based on statewide data.

[8] Part of the Utilities, Fuels, and Public Services category (includes natural gas, electricity, and telephone services). Natural gas, electricity, and telephone services not estimated because data was not available in the 2012 Economic Census.

[9] Note that average salary reported for architecture, engineering and related industries reflects the full range of employees within the industry, not solely professional and technical staff.

Source: 2015 Consumer Expenditure Survey, U.S. Bureau of Labor Statistics; 2015 Economic Census, American Community Survey 2011-2015; Economic & Planning Systems, Inc.

Table A-3
Household Expenditures and Employment Generation - For Rent 2-Bedroom Apartment
City of Rohnert Park Rental Residential Nexus Study; EPS #161158

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	Expenditures [3]	Expenditures per 1,000 HHs	Gross Receipts to Wages	Total Wages per 1,000 Households	2017 Avg. Wages [4]	# of New Workers	% Forming HH [5]	Workers/ HH [6]	Total Worker HH	Avg. Worker HH Income	Income Category
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d = c * 1,000</i>	<i>e</i>	<i>f = d / e</i>	<i>g</i>	<i>h = f / g</i>	<i>i</i>	<i>j</i>	<i>k = h * i / j</i>	<i>l = g * j</i>	
Food at Home	5.4%	100%	\$6,571										
Food & Beverage Stores		100%	\$6,571	\$6,570,615	8.26	\$795,526	\$31,480	25.3	87.5%	1.78	12.4	\$56,132	LI Households
Food Away From Home	4.7%	100%	\$5,706										
Food Services and Drinking Places		100%	\$5,706	\$5,705,842	3.52	\$1,621,932	\$17,804	91.1	87.5%	1.78	44.7	\$31,747	VLI Households
Alcoholic Beverages	0.9%	100%	\$1,059										
Food & Beverage Stores		50%	\$530	\$529,659	8.26	\$64,128	\$31,480	2.0	87.5%	1.78	1.0	\$56,132	LI Households
Food Services and Drinking Places		50%	\$530	\$529,659	3.52	\$150,560	\$17,804	8.5	87.5%	1.78	4.1	\$31,747	VLI Households
Housing Maintenance, Repairs, Insurance, Other expenses	2.1%	100%	\$2,614										
Personal and Household Goods Repair and Maintenance		45%	\$1,177	\$1,176,518	2.85	\$413,480	\$26,219	15.8	98.1%	1.78	8.7	\$46,751	LI Households
Building Material and Garden Equipment and Supplies Dealer		45%	\$1,177	\$1,176,518	7.06	\$166,648	\$40,016	4.2	87.5%	1.78	2.0	\$71,351	Moderate Income
Real Estate and Rental and Leasing		10%	\$261	\$261,449	6.10	\$42,840	\$41,505	1.0	98.1%	1.78	0.6	\$74,006	Moderate Income
Fuel oil and Other fuels [8]	0.1%	100%	\$176										
Nonstore Retailers		100%	\$176	\$175,564	6.83	\$25,706	\$42,111	0.6	87.5%	1.78	0.3	\$75,087	Moderate Income
Water and Other Public Services [8]	0.7%	100%	\$890										
Waste Management and Remediation Services		100%	\$890	\$889,684	4.79	\$185,878	\$43,275	4.3	98.1%	1.78	2.4	\$77,163	Moderate Income
Household Operations Personal Services	0.8%	100%	\$1,021										
Nursing and Residential Care Facilities [7]		40%	\$409	\$408,543	2.48	\$165,031	\$33,548	4.9	98.1%	1.78	2.7	\$59,820	LI Households
Social Assistance [7]		60%	\$613	\$612,814	2.84	\$216,133	\$27,519	7.9	98.1%	1.78	4.3	\$49,068	LI Households
Household Operations Other Household Expenses	1.2%	100%	\$1,479										
Services to Buildings and Dwellings [7]		100%	\$1,479	\$1,479,248	2.54	\$581,737	\$29,210	19.9	98.1%	1.78	11.0	\$52,083	LI Households
Housekeeping Supplies	0.9%	100%	\$1,135										
Building Materials and Garden Equipment and Supplies Dealers		10%	\$114	\$113,524	7.06	\$16,080	\$40,016	0.4	87.5%	1.78	0.2	\$71,351	Moderate Income
Food & Beverage Stores		35%	\$397	\$397,333	8.26	\$48,106	\$31,480	1.5	87.5%	1.78	0.7	\$56,132	LI Households
General Merchandise		35%	\$397	\$397,333	12.80	\$31,043	\$27,181	1.1	87.5%	1.78	0.6	\$48,467	LI Households
Miscellaneous Store Retailers		20%	\$227	\$227,047	6.10	\$37,221	\$24,557	1.5	87.5%	1.78	0.7	\$43,787	LI Households

[1] Percent of income spent per category is based on the nationwide 2015 Consumer Expenditure Survey data for households at this income level. Note that the sum of the categories included in this analysis is well below the total expenditures of households at this income level, and thus represents a conservative estimate of job creation and housing impacts. Expenditure categories not incorporated due to data constraints include taxes, housing and lodging, most utilities, tobacco, health insurance, personal/ life insurance, cash contributions, and financing charges.

[2] Where multiple business types are likely to provide goods and services in the expenditure category, EPS has estimated the proportion accruing to each business type.

[3] 2015 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2015 U.S. Consumer Expenditure Survey. Per Table 4 the rental of a typical new 2-Bedroom Apartment requires a household income of \$121,640.

[4] 2015 expenditures converted to 2017 dollars using the CPI for San Francisco-Oakland-San Jose from the BLS.

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

[6] Based on US Census, ACS Data (2011-2015) for Rohnert Park.

[7] Santa Rosa MSA data not available from 2012 Economic Census (published September 2016). Gross receipts to wages and 2012 average wage thus based on statewide data.

[8] Part of the Utilities, Fuels, and Public Services category (includes natural gas, electricity, and telephone services). Natural gas, electricity, and telephone services not estimated because data was not available in the 2012 Economic Census.

[9] Note that average salary reported for architecture, engineering and related industries reflects the full range of employees within the industry, not solely professional and technical staff.

Source: 2015 Consumer Expenditure Survey, U.S. Bureau of Labor Statistics; 2015 Economic Census, American Community Survey 2011-2015; Economic & Planning Systems, Inc.

Table A-3
Household Expenditures and Employment Generation - For Rent 2-Bedroom Apartment
City of Rohnert Park Rental Residential Nexus Study; EPS #161158

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	Expenditures [3]	Expenditures per 1,000 HHs	Gross Receipts to Wages	Total Wages per 1,000 Households	2017 Avg. Wages [4]	# of New Workers	% Forming HH [5]	Workers/ HH [6]	Total Worker HH	Avg. Worker HH Income	Income Category
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d = c * 1,000</i>	<i>e</i>	<i>f = d / e</i>	<i>g</i>	<i>h = f / g</i>	<i>i</i>	<i>j</i>	<i>k = h * i / j</i>	<i>l = g * j</i>	
Household Furnishings and Equipment	2.7%	100%	\$3,325										
Furniture and Home Furnishings Stores		40%	\$1,330	\$1,330,019	7.10	\$187,262	\$32,873	5.7	87.5%	1.78	2.8	\$58,615 LI Households	
Electronics and Appliance Stores		40%	\$1,330	\$1,330,019	10.18	\$130,610	\$30,747	4.2	87.5%	1.78	2.1	\$54,825 LI Households	
General Merchandise Stores		10%	\$333	\$332,505	12.80	\$25,978	\$27,181	1.0	87.5%	1.78	0.5	\$48,467 LI Households	
Miscellaneous Store Retailers		10%	\$333	\$332,505	6.10	\$54,509	\$24,557	2.2	87.5%	1.78	1.1	\$43,787 LI Households	
Apparel and Services	2.5%	100%	\$3,026										
Clothing and Clothing Accessories Stores		40%	\$1,210	\$1,210,445	8.45	\$143,263	\$17,539	8.2	87.5%	1.78	4.0	\$31,274 VLI Households	
General Merchandise		40%	\$1,210	\$1,210,445	12.80	\$94,571	\$27,181	3.5	87.5%	1.78	1.7	\$48,467 LI Households	
Miscellaneous Store Retailers		10%	\$303	\$302,611	6.10	\$49,608	\$24,557	2.0	87.5%	1.78	1.0	\$43,787 LI Households	
Personal and Household Goods Repair and Maintenance		5%	\$151	\$151,306	2.85	\$53,175	\$26,219	2.0	87.5%	1.78	1.0	\$46,751 LI Households	
Drycleaning and Laundry Services		5%	\$151	\$151,306	2.85	\$53,175	\$26,219	2.0	87.5%	1.78	1.0	\$46,751 LI Households	
Vehicle Purchases (net outlay)	7.0%	100%	\$8,561										
Motor Vehicle and Parts Dealers		100%	\$8,561	\$8,561,135	9.51	\$900,442	\$51,929	17.3	87.5%	1.78	8.5	\$92,593 Above Mod	
Gasoline and motor oil	3.0%	100%	\$3,708										
Gasoline Stations		100%	\$3,708	\$3,708,204	37.36	\$99,258	\$22,273	4.5	87.5%	1.78	2.2	\$39,715 LI Households	
Vehicle Maintenance and Repairs	1.3%	100%	\$1,541										
Repair and Maintenance		100%	\$1,541	\$1,540,933	3.36	\$458,023	\$34,356	13.3	98.1%	1.78	7.3	\$61,259 LI Households	
Medical Services	1.2%	100%	\$1,435										
Ambulatory Health Care Services		40%	\$574	\$574,143	2.42	\$236,810	\$73,431	3.2	98.1%	1.78	1.8	\$130,934 Above Mod	
General Medical and Surgical Hospitals [7]		30%	\$430.61	\$430,607	2.91	\$148,032	\$78,031	1.9	98.1%	1.78	1.0	\$139,136 Above Mod	
Nursing and Residential Care Facilities		30%	\$431	\$430,607	2.48	\$173,943	\$33,548	5.2	98.1%	1.78	2.9	\$59,820 LI Households	
Drugs	0.6%	100%	\$696										
Health and Personal Care Stores		100%	\$696	\$696,326	6.75	\$103,146	\$41,903	2.5	87.5%	1.78	1.2	\$74,718 Moderate Income	
Medical Supplies	0.2%	100%	\$261										
Health and Personal Care Stores		100%	\$261	\$260,974	6.75	\$38,658	\$41,903	0.9	87.5%	1.78	0.5	\$74,718 Moderate Income	
Entertainment Fees and Admissions	1.1%	100%	\$1,326										
Arts, Entertainment, & Recreation [7]		100%	\$1,326	\$1,326,223	4.00	\$331,693	\$26,372	12.6	87.5%	1.78	6.2	\$47,024 LI Households	

[1] Percent of income spent per category is based on the nationwide 2015 Consumer Expenditure Survey data for households at this income level. Note that the sum of the categories included in this analysis is well below the total expenditures of households at this income level, and thus represents a conservative estimate of job creation and housing impacts. Expenditure categories not incorporated due to data constraints include taxes, housing and lodging, most utilities, tobacco, health insurance, personal/ life insurance, cash contributions, and financing charges.

[2] Where multiple business types are likely to provide goods and services in the expenditure category, EPS has estimated the proportion accruing to each business type.

[3] 2015 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2015 U.S. Consumer Expenditure Survey. Per Table 4 the rental of a typical new 2-Bedroom Apartment requires a household income of \$121,640.

[4] 2015 expenditures converted to 2017 dollars using the CPI for San Francisco-Oakland-San Jose from the BLS.

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

[6] Based on US Census, ACS Data (2011-2015) for Rohnert Park.

[7] Santa Rosa MSA data not available from 2012 Economic Census (published September 2016). Gross receipts to wages and 2012 average wage thus based on statewide data.

[8] Part of the Utilities, Fuels, and Public Services category (includes natural gas, electricity, and telephone services). Natural gas, electricity, and telephone services not estimated because data was not available in the 2012 Economic Census.

[9] Note that average salary reported for architecture, engineering and related industries reflects the full range of employees within the industry, not solely professional and technical staff.

Source: 2015 Consumer Expenditure Survey, U.S. Bureau of Labor Statistics; 2015 Economic Census, American Community Survey 2011-2015; Economic & Planning Systems, Inc.

Table A-3
Household Expenditures and Employment Generation - For Rent 2-Bedroom Apartment
City of Rohnert Park Rental Residential Nexus Study; EPS #161158

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	Expenditures [3]	Expenditures per 1,000 HHs	Gross Receipts to Wages	Total Wages per 1,000 Households	2017 Avg. Wages [4]	# of New Workers	% Forming HH [5]	Workers/ HH [6]	Total Worker HH	Avg. Worker HH Income	Income Category
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d = c * 1,000</i>	<i>e</i>	<i>f = d / e</i>	<i>g</i>	<i>h = f / g</i>	<i>i</i>	<i>j</i>	<i>k = h * i / j</i>	<i>l = g * j</i>	
Entertainment Audio and Visual Equipment and Services	1.4%	100%	\$1,705										
Electronics and Appliance Stores		100%	\$1,705	\$1,704,635	10.18	\$167,398	\$30,747	5.4	87.5%	1.78	2.7	\$54,825	LI Households
Entertainment Pets, Toys, Hobbies, and Playground Equip.	1.0%	100%	\$1,246										
Sporting Goods, Hobby, and Musical Instrument Stores		40%	\$498	\$498,223	8.16	\$61,044	\$20,030	3.0	87.5%	1.78	1.5	\$35,715	VLI Households
Miscellaneous Store Retailers [7]		40%	\$498	\$498,223	6.10	\$81,676	\$24,557	3.3	87.5%	1.78	1.6	\$43,787	LI Households
Veterinary Services		20%	\$249	\$249,112	2.94	\$84,832	\$39,569	2.1	98.1%	1.78	1.2	\$70,555	Moderate Income
Other Entertainment Supplies, Equipment, and Services	0.8%	100%	\$994										
Sporting Goods, Hobby, and Musical Instrument Stores		85%	\$845	\$844,963	8.16	\$103,528	\$20,030	5.2	87.5%	1.78	2.5	\$35,715	VLI Households
Photographic Services		15%	\$149	\$149,111	4.40	\$33,885	\$28,004	1.2	98.1%	1.78	0.7	\$49,933	LI Households
Personal Care Products and Services	1.1%	100%	\$1,284										
Unspecified Retail [7]		50%	\$642	\$641,759	6.10	\$105,206	\$24,557	4.3	87.5%	1.78	2.1	\$43,787	LI Households
Personal Care Services		50%	\$642	\$641,759	2.93	\$219,148	\$19,264	11.4	98.1%	1.78	6.3	\$34,349	VLI Households
Reading	0.2%	100%	\$197										
Sporting Goods, Hobby, and Musical Instrument Stores		100%	\$197	\$196,917	8.16	\$24,127	\$20,030	1.2	87.5%	1.78	0.6	\$35,715	VLI Households
Education	2.0%	100%	\$2,464										
Educational Services		100%	\$2,464	\$2,463,832	3.28	\$751,705	\$31,411	23.9	98.1%	1.78	13.2	\$56,008	LI Households
Tobacco Products and Smoking Supplies	0.4%	100%	\$461										
Unspecified Retail [7]		100%	\$461	\$461,450	6.10	\$75,647	\$24,557	3.1	87.5%	1.78	1.5	\$43,787	LI Households
Miscellaneous	1.3%	100%	\$1,620										
Accounting		20%	\$324	\$324,082	1.95	\$166,100	\$37,166	4.5	98.1%	1.78	2.5	\$66,271	Moderate Income
Architectural, Engineering, and Related [9]		20%	\$324	\$324,082	2.95	\$109,829	\$92,777	1.2	98.1%	1.78	0.7	\$165,430	Above Mod
Specialized Design Services [7]		20%	\$324	\$324,082	3.29	\$98,655	\$68,559	1.4	98.1%	1.78	0.8	\$122,247	Above Mod
Death Care Services [7]		20%	\$324	\$324,082	3.41	\$95,131	\$44,643	2.1	98.1%	1.78	1.2	\$79,602	Moderate Income
Legal Services [7]		20%	\$324	\$324,082	2.99	\$108,343	\$103,695	1.0	98.1%	1.78	0.6	\$184,898	Above Mod
Total per 1,000 Market Rate Households								356.7			182.6		

[1] Percent of income spent per category is based on the nationwide 2015 Consumer Expenditure Survey data for households at this income level. Note that the sum of the categories included in this analysis is well below the total expenditures of households at this income level, and thus represents a conservative estimate of job creation and housing impacts. Expenditure categories not incorporated due to data constraints include taxes, housing and lodging, most utilities, tobacco, health insurance, personal/ life insurance, cash contributions, and financing charges.

[2] Where multiple business types are likely to provide goods and services in the expenditure category, EPS has estimated the proportion accruing to each business type.

[3] 2015 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2015 U.S. Consumer Expenditure Survey. Per Table 4 the rental of a typical new 2 Bedroom Apartment requires a household income of \$121,640.

[4] 2015 expenditures converted to 2017 dollars using the CPI for San Francisco-Oakland-San Jose from the BLS.

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

[6] Based on US Census, ACS Data (2011-2015) for Rohnert Park.

[7] Santa Rosa MSA data not available from 2012 Economic Census (published September 2016). Gross receipts to wages and 2012 average wage thus based on statewide data.

[8] Part of the Utilities, Fuels, and Public Services category (includes natural gas, electricity, and telephone services). Natural gas, electricity, and telephone services not estimated because data was not available in the 2012 Economic Census.

[9] Note that average salary reported for architecture, engineering and related industries reflects the full range of employees within the industry, not solely professional and technical staff.

Source: 2015 Consumer Expenditure Survey, U.S. Bureau of Labor Statistics; 2015 Economic Census, American Community Survey 2011-2015; Economic & Planning Systems, Inc.

Table A-4
Household Expenditures and Employment Generation - For Rent 3-Bedroom Apartment
City of Rohnert Park Rental Residential Nexus Study; EPS #161158

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	Expenditures [3]	Expenditures per 1,000 HHs	Gross Receipts to Wages	Total Wages per 1,000 Households	2017 Avg. Wages [4]	# of New Workers	% Forming HH [5]	Workers/ HH [6]	Total Worker HH	Avg. Worker HH Income	Income Category
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d = c * 1,000</i>	<i>e</i>	<i>f = d / e</i>	<i>g</i>	<i>h = f / g</i>	<i>i</i>	<i>j</i>	<i>k = h * i / j</i>	<i>l = g * j</i>	
Food at Home	5.4%	100%	\$7,718										
Food & Beverage Stores		100%	\$7,718	\$7,717,933	8.26	\$934,436	\$31,480	29.7	87.5%	1.78	14.6	\$49,524	LI Households
Food Away From Home	4.7%	100%	\$6,702										
Food Services and Drinking Places		100%	\$6,702	\$6,702,159	3.52	\$1,905,144	\$17,804	107.0	87.5%	1.78	52.5	\$28,010	VLI Households
Alcoholic Beverages	0.9%	100%	\$1,244										
Food & Beverage Stores		50%	\$622	\$622,144	8.26	\$75,325	\$31,480	2.4	87.5%	1.78	1.2	\$49,524	LI Households
Food Services and Drinking Places		50%	\$622	\$622,144	3.52	\$176,850	\$17,804	9.9	87.5%	1.78	4.9	\$28,010	VLI Households
Housing Maintenance, Repairs, Insurance, Other expenses	2.1%	100%	\$3,071										
Personal and Household Goods Repair and Maintenance		45%	\$1,382	\$1,381,955	2.85	\$485,679	\$26,219	18.5	98.1%	1.78	10.2	\$41,247	LI Households
Building Material and Garden Equipment and Supplies Dealer		45%	\$1,382	\$1,381,955	7.06	\$195,747	\$40,016	4.9	87.5%	1.78	2.4	\$62,952	LI Households
Real Estate and Rental and Leasing		10%	\$307	\$307,101	6.10	\$50,320	\$41,505	1.2	98.1%	1.78	0.7	\$65,294	Moderate Income
Fuel oil and Other fuels [8]	0.1%		\$206										
Nonstore Retailers		100%	\$206	\$206,220	6.83	\$30,194	\$42,111	0.7	87.5%	1.78	0.4	\$66,248	Moderate Income
Water and Other Public Services [8]	0.7%	100%	\$1,045										
Waste Management and Remediation Services		100%	\$1,045	\$1,045,035	4.79	\$218,335	\$43,275	5.0	98.1%	1.78	2.8	\$68,079	Moderate Income
Household Operations Personal Services	0.8%	100%	\$1,200										
Nursing and Residential Care Facilities [7]		40%	\$480	\$479,880	2.48	\$193,847	\$33,548	5.8	98.1%	1.78	3.2	\$52,778	LI Households
Social Assistance [7]		60%	\$720	\$719,820	2.84	\$253,873	\$27,519	9.2	98.1%	1.78	5.1	\$43,292	LI Households
Household Operations Other Household Expenses	1.2%	100%	\$1,738										
Services to Buildings and Dwellings [7]		100%	\$1,738	\$1,737,545	2.54	\$683,316	\$29,210	23.4	98.1%	1.78	12.9	\$45,952	LI Households
Housekeeping Supplies	0.9%	100%	\$1,333										
Building Materials and Garden Equipment and Supplies Dealers		10%	\$133	\$133,346	7.06	\$18,888	\$40,016	0.5	87.5%	1.78	0.2	\$62,952	LI Households
Food & Beverage Stores		35%	\$467	\$466,713	8.26	\$56,506	\$31,480	1.8	87.5%	1.78	0.9	\$49,524	LI Households
General Merchandise		35%	\$467	\$466,713	12.80	\$36,464	\$27,181	1.3	87.5%	1.78	0.7	\$42,761	LI Households
Miscellaneous Store Retailers		20%	\$267	\$266,693	6.10	\$43,720	\$24,557	1.8	87.5%	1.78	0.9	\$38,632	VLI Households

- [1] Percent of income spent per category is based on the nationwide 2015 Consumer Expenditure Survey data for households at this income level. Note that the sum of the categories included in this analysis is well below the total expenditures of households at this income level, and thus represents a conservative estimate of job creation and housing impacts. Expenditure categories not incorporated due to data constraints include taxes, housing and lodging, most utilities, tobacco, health insurance, personal/ life
- [2] Where multiple business types are likely to provide goods and services in the expenditure category, EPS has estimated the proportion accruing to each business type.
- [3] 2015 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2015 U.S. Consumer Expenditure Survey. Per Table 4 the rental of a typical new 3-Bedroom requires a household income of \$142,880.
- [4] 2015 expenditures converted to 2017 dollars using the CPI for San Francisco-Oakland-San Jose from the BLS.
- [5] BLS data indicates that 12.5% of retail/restaurant workers are age 16-19, but an average of only 1.9% of workers are 16-19 in other industries. EPS has assumed that such young workers do not form their own households.
- [6] Based on US Census, ACS Data (2011-2015) for Rohnert Park.
- [7] Santa Rosa MSA data not available from 2012 Economic Census (published September 2016). Gross receipts to wages and 2012 average wage thus based on statewide data.
- [8] Part of the Utilities, Fuels, and Public Services category (includes natural gas, electricity, and telephone services). Natural gas, electricity, and telephone services not estimated because data was not available in the 2012 Economic Census.
- [9] Note that average salary reported for architecture, engineering and related industries reflects the full range of employees within the industry, not solely professional and technical staff.

Source: 2015 Consumer Expenditure Survey, U.S. Bureau of Labor Statistics; 2015 Economic Census, American Community Survey 2011-2015; Economic & Planning Systems, Inc.

Table A-4
Household Expenditures and Employment Generation - For Rent 3-Bedroom Apartment
City of Rohnert Park Rental Residential Nexus Study; EPS #161158

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	Expenditures [3]	Expenditures per 1,000 HHs	Gross Receipts to Wages	Total Wages per 1,000 Households	2017 Avg. Wages [4]	# of New Workers	% Forming HH [5]	Workers/ HH [6]	Total Worker HH	Avg. Worker HH Income	Income Category
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d = c * 1,000</i>	<i>e</i>	<i>f = d / e</i>	<i>g</i>	<i>h = f / g</i>	<i>i</i>	<i>j</i>	<i>k = h * i / j</i>	<i>l = g * j</i>	
Household Furnishings and Equipment	2.7%	100%	\$3,906										
Furniture and Home Furnishings Stores		40%	\$1,562	\$1,562,258	7.10	\$219,960	\$32,873	6.7	87.5%	1.78	3.3	\$51,715 LI Households	
Electronics and Appliance Stores		40%	\$1,562	\$1,562,258	10.18	\$153,416	\$30,747	5.0	87.5%	1.78	2.4	\$48,371 LI Households	
General Merchandise Stores		10%	\$391	\$390,564	12.80	\$30,515	\$27,181	1.1	87.5%	1.78	0.6	\$42,761 LI Households	
Miscellaneous Store Retailers		10%	\$391	\$390,564	6.10	\$64,027	\$24,557	2.6	87.5%	1.78	1.3	\$38,632 VLI Households	
Apparel and Services	2.5%	100%	\$3,555										
Clothing and Clothing Accessories Stores		40%	\$1,422	\$1,421,805	8.45	\$168,279	\$17,539	9.6	87.5%	1.78	4.7	\$27,592 VLI Households	
General Merchandise		40%	\$1,422	\$1,421,805	12.80	\$111,085	\$27,181	4.1	87.5%	1.78	2.0	\$42,761 LI Households	
Miscellaneous Store Retailers		10%	\$355	\$355,451	6.10	\$58,271	\$24,557	2.4	87.5%	1.78	1.2	\$38,632 VLI Households	
Personal and Household Goods Repair and Maintenance		5%	\$178	\$177,726	2.85	\$62,461	\$26,219	2.4	87.5%	1.78	1.2	\$41,247 LI Households	
Drycleaning and Laundry Services		5%	\$178	\$177,726	2.85	\$62,461	\$26,219	2.4	87.5%	1.78	1.2	\$41,247 LI Households	
Vehicle Purchases (net outlay)	7.0%	100%	\$10,056										
Motor Vehicle and Parts Dealers		100%	\$10,056	\$10,056,025	9.51	\$1,057,671	\$51,929	20.4	87.5%	1.78	10.0	\$81,693 Moderate Income	
Gasoline and motor oil	3.0%	100%	\$4,356										
Gasoline Stations		100%	\$4,356	\$4,355,707	37.36	\$116,590	\$22,273	5.2	87.5%	1.78	2.6	\$35,040 VLI Households	
Vehicle Maintenance and Repairs	1.3%	100%	\$1,810										
Repair and Maintenance		100%	\$1,810	\$1,810,001	3.36	\$538,000	\$34,356	15.7	98.1%	1.78	8.6	\$54,048 LI Households	
Medical Services	1.2%	100%	\$1,686										
Ambulatory Health Care Services		40%	\$674	\$674,396	2.42	\$278,160	\$73,431	3.8	98.1%	1.78	2.1	\$115,520 Above Mod	
General Medical and Surgical Hospitals [7]		30%	\$506	\$505,797	2.91	\$173,880	\$78,031	2.2	98.1%	1.78	1.2	\$122,757 Above Mod	
Nursing and Residential Care Facilities		30%	\$506	\$505,797	2.48	\$204,316	\$33,548	6.1	98.1%	1.78	3.4	\$52,778 LI Households	
Drugs	0.6%	100%	\$818										
Health and Personal Care Stores		100%	\$818	\$817,914	6.75	\$121,156	\$41,903	2.9	87.5%	1.78	1.4	\$65,922 Moderate Income	
Medical Supplies	0.2%	100%	\$307										
Health and Personal Care Stores		100%	\$307	\$306,544	6.75	\$45,408	\$41,903	1.1	87.5%	1.78	0.5	\$65,922 Moderate Income	
Entertainment Fees and Admissions	1.1%	100%	\$1,558										
Arts, Entertainment, & Recreation [7]		100%	\$1,558	\$1,557,799	4.00	\$389,611	\$26,372	14.8	87.5%	1.78	7.2	\$41,488 LI Households	

[1] Percent of income spent per category is based on the nationwide 2015 Consumer Expenditure Survey data for households at this income level. Note that the sum of the categories included in this analysis is well below the total expenditures of households at this income level, and thus represents a conservative estimate of job creation and housing impacts. Expenditure categories not incorporated due to data constraints include taxes, housing and lodging, most utilities, tobacco, health insurance, personal/ life insurance, cash contributions, and financing charges.

[2] Where multiple business types are likely to provide goods and services in the expenditure category, EPS has estimated the proportion accruing to each business type.

[3] 2015 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2015 U.S. Consumer Expenditure Survey. Per Table 4 the rental of a typical new 3-Bedroom requires a household income of \$142,880.

[4] 2015 expenditures converted to 2017 dollars using the CPI for San Francisco-Oakland-San Jose from the BLS.

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

[6] Based on US Census, ACS Data (2011-2015) for Rohnert Park.

[7] Santa Rosa MSA data not available from 2012 Economic Census (published September 2016). Gross receipts to wages and 2012 average wage thus based on statewide data.

[8] Part of the Utilities, Fuels, and Public Services category (includes natural gas, electricity, and telephone services). Natural gas, electricity, and telephone services not estimated because data was not available in the 2012 Economic Census.

[9] Note that average salary reported for architecture, engineering and related industries reflects the full range of employees within the industry, not solely professional and technical staff.

Source: 2015 Consumer Expenditure Survey, U.S. Bureau of Labor Statistics; 2015 Economic Census, American Community Survey 2011-2015; Economic & Planning Systems, Inc.

Table A-4
Household Expenditures and Employment Generation - For Rent 3-Bedroom Apartment
City of Rohnert Park Rental Residential Nexus Study; EPS #161158

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	Expenditures [3]	Expenditures per 1,000 HHs	Gross Receipts to Wages	Total Wages per 1,000 Households	2017 Avg. Wages [4]	# of New Workers	% Forming HH [5]	Workers/ HH [6]	Total Worker HH	Avg. Worker HH Income	Income Category
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d = c * 1,000</i>	<i>e</i>	<i>f = d / e</i>	<i>g</i>	<i>h = f / g</i>	<i>i</i>	<i>j</i>	<i>k = h * i / j</i>	<i>l = g * j</i>	
Entertainment Audio and Visual Equipment and Services	1.4%	100%	\$2,002										
Electronics and Appliance Stores		100%	\$2,002	\$2,002,287	10.18	\$196,628	\$30,747	6.4	87.5%	1.78	3.1	\$48,371	LI Households
Entertainment Pets, Toys, Hobbies, and Playground Equip.	1.0%	100%	\$1,463										
Sporting Goods, Hobby, and Musical Instrument Stores		40%	\$585	\$585,220	8.16	\$71,703	\$20,030	3.6	87.5%	1.78	1.8	\$31,510	VLI Households
Miscellaneous Store Retailers [7]		40%	\$585	\$585,220	6.10	\$95,937	\$24,557	3.9	87.5%	1.78	1.9	\$38,632	VLI Households
Veterinary Services		20%	\$293	\$292,610	2.94	\$99,645	\$39,569	2.5	98.1%	1.78	1.4	\$62,249	LI Households
Other Entertainment Supplies, Equipment, and Services	0.8%	100%	\$1,168										
Sporting Goods, Hobby, and Musical Instrument Stores		85%	\$993	\$992,505	8.16	\$121,605	\$20,030	6.1	87.5%	1.78	3.0	\$31,510	VLI Households
Photographic Services		15%	\$175	\$175,148	4.40	\$39,802	\$28,004	1.4	98.1%	1.78	0.8	\$44,055	LI Households
Personal Care Products and Services	1.1%	100%	\$1,508										
Unspecified Retail [7]		50%	\$754	\$753,819	6.10	\$123,576	\$24,557	5.0	87.5%	1.78	2.5	\$38,632	VLI Households
Personal Care Services		50%	\$754	\$753,819	2.93	\$257,414	\$19,264	13.4	98.1%	1.78	7.4	\$30,305	VLI Households
Reading	0.2%	100%	\$231										
Sporting Goods, Hobby, and Musical Instrument Stores		100%	\$231	\$231,301	8.16	\$28,340	\$20,030	1.4	87.5%	1.78	0.7	\$31,510	VLI Households
Education	2.0%	100%	\$2,894										
Educational Services		100%	\$2,894	\$2,894,051	3.28	\$882,963	\$31,411	28.1	98.1%	1.78	15.5	\$49,415	LI Households
Tobacco Products and Smoking Supplies	0.4%	100%	\$542										
Unspecified Retail [7]		100%	\$542	\$542,025	6.10	\$88,856	\$24,557	3.6	87.5%	1.78	1.8	\$38,632	VLI Households
Miscellaneous	1.3%	100%	\$1,903										
Accounting		20%	\$381	\$380,671	1.95	\$195,104	\$37,166	5.2	98.1%	1.78	2.9	\$58,469	LI Households
Architectural, Engineering, and Related [9]		20%	\$381	\$380,671	2.95	\$129,007	\$92,777	1.4	98.1%	1.78	0.8	\$145,955	Above Mod
Specialized Design Services [7]		20%	\$381	\$380,671	3.29	\$115,881	\$68,559	1.7	98.1%	1.78	0.9	\$107,856	Above Mod
Death Care Services [7]		20%	\$381	\$380,671	3.41	\$111,742	\$44,643	2.5	98.1%	1.78	1.4	\$70,232	Moderate Income
Legal Services [7]		20%	\$381	\$380,671	2.99	\$127,261	\$103,695	1.2	98.1%	1.78	0.7	\$163,131	Above Mod
Total per 1,000 Market Rate Households								419.0			214.4		

[1] Percent of income spent per category is based on the nationwide 2015 Consumer Expenditure Survey data for households at this income level. Note that the sum of the categories included in this analysis is well below the total expenditures of households at this income level, and thus represents a conservative estimate of job creation and housing impacts. Expenditure categories not incorporated due to data constraints include taxes, housing and lodging, most utilities, tobacco, health insurance, personal/ life insurance, cash contributions, and financing charges.

[2] Where multiple business types are likely to provide goods and services in the expenditure category, EPS has estimated the proportion accruing to each business type.

[3] 2015 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2015 U.S. Consumer Expenditure Survey. Per Table 4 the rental of a typical new 3-Bedroom requires a household income of \$142,880.

[4] 2015 expenditures converted to 2017 dollars using the CPI for San Francisco-Oakland-San Jose from the BLS.

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

[6] Based on US Census, ACS Data (2011-2015) for Rohnert Park.

[7] Santa Rosa MSA data not available from 2012 Economic Census (published September 2016). Gross receipts to wages and 2012 average wage thus based on statewide data.

[8] Part of the Utilities, Fuels, and Public Services category (includes natural gas, electricity, and telephone services). Natural gas, electricity, and telephone services not estimated because data was not available in the 2012 Economic Census.

[9] Note that average salary reported for architecture, engineering and related industries reflects the full range of employees within the industry, not solely professional and technical staff.

Source: 2015 Consumer Expenditure Survey, U.S. Bureau of Labor Statistics; 2015 Economic Census, American Community Survey 2011-2015; Economic & Planning Systems, Inc.

Table A-5
Representative Public Sector Employment and Wages, 2017 [1]
City of Rohnert Park Rental Residential Nexus Study; EPS #161158

Item	Estimated Public Sector Empl.	2015 Sonoma County HH	Public Sector Empl/ 1,000 Sonoma County HH	Public Sector Employee HH [2]	2017 Avg. Wage [3]	Public Sector Employee HH Income [2]	Income Category [4]
Protective Service Occupations [5]	2,830	187,782	15.1	8.3	\$62,995	\$112,326	Above Moderate
Preschool Teachers, Except Special Education	650	187,782	3.5	1.9	\$38,784	\$69,156	Above Moderate
Kindergarten Teachers, Except Special Education	240	187,782	1.3	0.7	\$70,542	\$125,782	Above Moderate
Elementary School Teachers, Except Special Education	2,210	187,782	11.8	6.5	\$70,705	\$126,073	Above Moderate
Secondary School Teachers, Except Special and Vocational Education	1,170	187,782	6.2	3.4	\$72,785	\$129,783	Above Moderate
Special Education Teachers, Kindergarten and Elementary School	240	187,782	1.3	0.7	\$72,010	\$128,401	Above Moderate
Special Education Teachers, Secondary School	100	187,782	0.5	0.3	\$67,900	\$121,072	Above Moderate
Teachers and Instructors, All Other, Except Substitute Teachers	180	187,782	1.0	0.5	\$50,492	\$90,032	Above Moderate
Bus Drivers, School or Special Client	430	187,782	<u>2.3</u>	<u>1.3</u>	\$33,440	\$59,627	Low Income
Total			42.9	23.6			

[1] Not a comprehensive list of public sector employment. Rather a sampling of public sector jobs for which employment and wage data was available for the Santa Rosa Metropolitan Division (MD), comprised of Sonoma County, from BLS.

[2] Total worker households derived assuming 1.78 workers per household based on the American Community Survey 2011-2015 estimates for the City of Rohnert Park; 98.1% of workers assumed to be forming households.

[3] 2017 Average Wage for Special Education Teachers, Secondary School not available. Assumed wage equals average between Special Education Teachers Kindergarten and Elementary School and Secondary School. BLS wages are from 2016 but adjusted to 2017 dollars using CPI for San Francisco-Oakland-San Jose.

[4] See Table 3.

[5] Protective Service Occupations includes firefighters and police officers.

Sources: Bureau of Labor Statistics; Occupational Employment Statistics; CA Employment Development Department; California Department of Finance; and Economic & Planning Systems, Inc.

APPENDIX B:

Income Levels for Worker Households



Table B-1
Income Levels for Worker Households
Worker Household Generation per 1,000 Market Rate Units - For Rent Studio Apartment
City of Rohnert Park Rental Residential Nexus Study; EPS #161158

Industry	Total Workers	Total Worker Households [1]	Very Low Income Households	Low Income Households	Moderate Income Households	Above Moderate Income Households
Retail						
Unspecified Retail	1.7	0.9	0.0	0.9	0.0	0.0
Food & Beverage Stores	15.4	7.5	0.0	7.5	0.0	0.0
Food Services and Drinking Places	40.9	20.1	20.1	0.0	0.0	0.0
Health and Personal Care Stores	2.1	1.0	0.0	1.0	0.0	0.0
General Merchandise	2.6	1.3	0.0	1.3	0.0	0.0
Furniture and Home Furnishings Stores	2.8	1.4	0.0	1.4	0.0	0.0
Building Material and Garden Equipment and Supplies Dealer	2.1	1.0	0.0	0.0	1.0	0.0
Electronics and Appliance Stores	5.8	2.8	0.0	2.8	0.0	0.0
Clothing and Clothing Accessories Stores	3.6	1.7	1.7	0.0	0.0	0.0
Motor Vehicle and Parts Dealers	8.4	4.1	0.0	0.0	0.0	4.1
Gasoline Stations	2.7	1.3	0.0	1.3	0.0	0.0
Sporting Goods, Hobby, and Musical Instrument Stores	3.5	1.7	1.7	0.0	0.0	0.0
Miscellaneous Store Retailers	4.3	2.1	0.0	2.1	0.0	0.0
Nonstore Retailers	0.4	0.2	0.0	0.0	0.2	0.0
Arts, Entertainment, & Recreation	3.7	1.8	0.0	1.8	0.0	0.0
Medical/Health						
Ambulatory Health Care Services	1.5	0.8	0.0	0.0	0.0	0.8
General Medical and Surgical Hospitals	0.9	0.5	0.0	0.0	0.0	0.5
Nursing and Residential Care Facilities	3.6	2.0	0.0	2.0	0.0	0.0
Social Assistance	1.8	1.0	0.0	1.0	0.0	0.0
Services						
Personal and Household Goods Repair and Maintenance	8.0	4.4	0.0	4.4	0.0	0.0
Services to Buildings and Dwellings	10.8	5.9	0.0	5.9	0.0	0.0
Waste Management and Remediation Services	2.7	1.5	0.0	0.0	1.5	0.0
Real Estate and Rental and Leasing	0.5	0.3	0.0	0.0	0.3	0.0
Personal Care Services	4.5	2.5	2.5	0.0	0.0	0.0
Dry Cleaning and Laundry Services	0.9	0.4	0.0	0.4	0.0	0.0
Auto Repair and Maintenance	7.4	4.1	0.0	4.1	0.0	0.0
Veterinary Services	1.0	0.6	0.0	0.0	0.6	0.0
Photographic Services	0.3	0.2	0.0	0.2	0.0	0.0
Educational Services	6.5	3.6	0.0	3.6	0.0	0.0
Accounting	2.0	1.1	0.0	0.0	1.1	0.0
Architectural, Engineering, and Related	0.5	0.3	0.0	0.0	0.0	0.3
Specialized Design Services	0.7	0.4	0.0	0.0	0.0	0.4
Death Care Services	1.0	0.5	0.0	0.0	0.5	0.0
Legal Services	0.5	0.3	0.0	0.0	0.0	0.3
Government	<u>42.9</u>	<u>23.6</u>	<u>0.0</u>	<u>1.3</u>	<u>0.0</u>	<u>14.0</u>
Total Workers and Households	197.7	102.7	26.0	42.9	5.2	20.4
Total Income-Qualified HH Generated Per 1,000 Market-Rate Units		74.0	26.0	42.9	5.2	
Total Income-Qualified HH Generated Per 100 Market-Rate Units		7.4	2.6	4.3	0.5	

[1] Assumes 1.78 workers per worker household in the City of Rohnert Park based on data from the US Census, ACS 2011-2015. Includes a 12.5% discount for retail and 1.9% discount for other industries to account for workers under age 20.

Source: Economic & Planning Systems, Inc.

Table B-2
Income Levels for Worker Households
Worker Household Generation per 1,000 Market Rate Units - For Rent 1-Bedroom Apartment
City of Rohnert Park Rental Residential Nexus Study; EPS #161158

Industry	Total Workers	Total Worker Households [1]	Very Low Income Households	Low Income Households	Moderate Income Households	Above Moderate Income Households
Retail						
Unspecified Retail	6.7	3.3	0.0	3.3	0.0	0.0
Food & Beverage Stores	25.8	12.7	0.0	12.7	0.0	0.0
Food Services and Drinking Places	86.7	42.6	42.6	0.0	0.0	0.0
Health and Personal Care Stores	3.0	1.5	0.0	1.5	0.0	0.0
General Merchandise	5.0	2.4	0.0	2.4	0.0	0.0
Furniture and Home Furnishings Stores	4.8	2.3	0.0	2.3	0.0	0.0
Building Material and Garden Equipment and Supplies Dealer	3.9	1.9	0.0	0.0	1.9	0.0
Electronics and Appliance Stores	8.6	4.2	0.0	4.2	0.0	0.0
Clothing and Clothing Accessories Stores	7.4	3.7	3.7	0.0	0.0	0.0
Motor Vehicle and Parts Dealers	13.9	6.8	0.0	0.0	0.0	6.8
Gasoline Stations	4.1	2.0	0.0	2.0	0.0	0.0
Sporting Goods, Hobby, and Musical Instrument Stores	6.8	3.3	3.3	0.0	0.0	0.0
Miscellaneous Store Retailers	7.7	3.8	0.0	3.8	0.0	0.0
Nonstore Retailers	0.5	0.2	0.0	0.0	0.2	0.0
Arts, Entertainment, & Recreation	9.0	4.4	0.0	4.4	0.0	0.0
Medical/Health						
Ambulatory Health Care Services	2.9	1.6	0.0	0.0	0.0	1.6
General Medical and Surgical Hospitals	1.7	0.9	0.0	0.0	0.0	0.9
Nursing and Residential Care Facilities	7.3	4.0	0.0	4.0	0.0	0.0
Social Assistance	4.3	2.4	0.0	2.4	0.0	0.0
Services						
Personal and Household Goods Repair and Maintenance	15.4	8.4	0.0	8.4	0.0	0.0
Services to Buildings and Dwellings	16.3	9.0	0.0	9.0	0.0	0.0
Waste Management and Remediation Services	4.1	2.3	0.0	0.0	2.3	0.0
Real Estate and Rental and Leasing	0.9	0.5	0.0	0.0	0.5	0.0
Personal Care Services	9.7	5.3	5.3	0.0	0.0	0.0
Dry Cleaning and Laundry Services	1.8	0.9	0.0	0.9	0.0	0.0
Auto Repair and Maintenance	11.3	6.2	0.0	6.2	0.0	0.0
Veterinary Services	1.7	0.9	0.0	0.0	0.9	0.0
Photographic Services	0.8	0.4	0.0	0.4	0.0	0.0
Educational Services	13.3	7.3	0.0	7.3	0.0	0.0
Accounting	3.6	2.0	0.0	0.0	2.0	0.0
Architectural, Engineering, and Related	1.0	0.5	0.0	0.0	0.0	0.5
Specialized Design Services	1.2	0.6	0.0	0.0	0.0	0.6
Death Care Services	1.7	1.0	0.0	0.0	1.0	0.0
Legal Services	0.8	0.5	0.0	0.0	0.0	0.5
Government	<u>42.9</u>	<u>23.6</u>	<u>0.0</u>	<u>1.3</u>	<u>0.0</u>	<u>14.0</u>
Total Workers and Households	336.5	173.4	54.9	76.5	8.8	25.0
Total Income-Qualified HH Generated Per 1,000 Market-Rate Units [2]		140.1	54.9	76.5	8.8	
Total Income-Qualified HH Generated Per 100 Market-Rate Units [2]		14.0	5.5	7.6	0.9	

[1] Assumes 1.78 workers per worker household in the City of Rohnert Park based on data from the US Census, ACS 2011-2015. Includes a 12.5% discount for retail and 1.9% discount for other industries to account for workers under age 20.

Source: Economic & Planning Systems, Inc.

Table B-3
Income Levels for Worker Households
Worker Household Generation per 1,000 Market Rate Units - For Rent 2-Bedroom Apartment
City of Rohnert Park Rental Residential Nexus Study; EPS #161158

Industry	Total Workers	Total Worker Households [1]	Very Low Income Households	Low Income Households	Moderate Income Households	Above Moderate Income Households
Retail						
Unspecified Retail	7.4	3.6	0.0	3.6	0.0	0.0
Food & Beverage Stores	28.8	14.2	0.0	14.2	0.0	0.0
Food Services and Drinking Places	99.6	48.9	48.9	0.0	0.0	0.0
Health and Personal Care Stores	3.4	1.7	0.0	1.7	0.0	0.0
General Merchandise	5.6	2.7	0.0	2.7	0.0	0.0
Furniture and Home Furnishings Stores	5.7	2.8	0.0	2.8	0.0	0.0
Building Material and Garden Equipment and Supplies Dealer	4.6	2.2	0.0	0.0	2.2	0.0
Electronics and Appliance Stores	9.7	4.8	0.0	4.8	0.0	0.0
Clothing and Clothing Accessories Stores	8.2	4.0	4.0	0.0	0.0	0.0
Motor Vehicle and Parts Dealers	17.3	8.5	0.0	0.0	0.0	8.5
Gasoline Stations	4.5	2.2	0.0	2.2	0.0	0.0
Sporting Goods, Hobby, and Musical Instrument Stores	9.4	4.6	4.6	0.0	0.0	0.0
Miscellaneous Store Retailers	9.1	4.5	0.0	4.5	0.0	0.0
Nonstore Retailers	0.6	0.3	0.0	0.0	0.3	0.0
Arts, Entertainment, & Recreation	12.6	6.2	0.0	0.0	0.0	6.2
Medical/Health						
Ambulatory Health Care Services	3.2	1.8	0.0	0.0	0.0	1.8
General Medical and Surgical Hospitals	1.9	1.0	0.0	0.0	0.0	1.0
Nursing and Residential Care Facilities	10.1	5.6	0.0	5.6	0.0	0.0
Social Assistance	7.9	4.3	0.0	4.3	0.0	0.0
Services						
Personal and Household Goods Repair and Maintenance	17.8	9.7	0.0	9.7	0.0	0.0
Services to Buildings and Dwellings	19.9	11.0	0.0	11.0	0.0	0.0
Waste Management and Remediation Services	4.3	2.4	0.0	0.0	2.4	0.0
Real Estate and Rental and Leasing	1.0	0.6	0.0	0.0	0.6	0.0
Personal Care Services	11.4	6.3	6.3	0.0	0.0	0.0
Dry Cleaning and Laundry Services	2.0	1.0	0.0	1.0	0.0	0.0
Auto Repair and Maintenance	13.3	7.3	0.0	7.3	0.0	0.0
Veterinary Services	2.1	1.2	0.0	0.0	1.2	0.0
Photographic Services	1.2	0.7	0.0	0.7	0.0	0.0
Educational Services	23.9	13.2	0.0	13.2	0.0	0.0
Accounting	4.5	2.5	0.0	0.0	2.5	0.0
Architectural, Engineering, and Related	1.2	0.7	0.0	0.0	0.0	0.7
Specialized Design Services	1.4	0.8	0.0	0.0	0.0	0.8
Death Care Services	2.1	1.2	0.0	0.0	1.2	0.0
Legal Services	1.0	0.6	0.0	0.0	0.0	0.6
Government	<u>42.9</u>	<u>23.6</u>	<u>0.0</u>	<u>1.3</u>	<u>0.0</u>	<u>14.0</u>
Total Workers and Households	399.6	206.2	63.7	90.3	10.3	33.6
Total Income-Qualified HH Generated Per 1,000 Market-Rate Units [2]		164.3	63.7	90.3	10.3	
Total Income-Qualified HH Generated Per 100 Market-Rate Units [2]		16.4	6.4	9.0	1.0	

[1] Assumes 1.78 workers per worker household in the City of Rohnert Park based on data from the US Census, ACS 2011-2015. Includes a 12.5% discount for retail and 1.9% discount for other industries to account for workers under age 20.

Source: Economic & Planning Systems, Inc.

Table B-4
Income Levels for Worker Households
Worker Household Generation per 1,000 Market Rate Units - For Rent 3-Bedroom Apartment
City of Rohnert Park Rental Residential Nexus Study; EPS #161158

Industry	Total Workers	Total Worker Households [1]	Very Low Income Households	Low Income Households	Moderate Income Households	Above Moderate Income Households
Retail						
Unspecified Retail	8.7	4.2	0.0	4.2	0.0	0.0
Food & Beverage Stores	33.9	16.6	0.0	16.6	0.0	0.0
Food Services and Drinking Places	116.9	57.4	57.4	0.0	0.0	0.0
Health and Personal Care Stores	4.0	2.0	0.0	2.0	0.0	0.0
General Merchandise	6.6	3.2	0.0	3.2	0.0	0.0
Furniture and Home Furnishings Stores	6.7	3.3	0.0	3.3	0.0	0.0
Building Material and Garden Equipment and Supplies Dealer	5.4	2.6	0.0	0.0	2.6	0.0
Electronics and Appliance Stores	11.4	5.6	0.0	5.6	0.0	0.0
Clothing and Clothing Accessories Stores	9.6	4.7	4.7	0.0	0.0	0.0
Motor Vehicle and Parts Dealers	20.4	10.0	0.0	0.0	0.0	10.0
Gasoline Stations	5.2	2.6	0.0	2.6	0.0	0.0
Sporting Goods, Hobby, and Musical Instrument Stores	11.1	5.4	5.4	0.0	0.0	0.0
Miscellaneous Store Retailers	10.7	5.2	0.0	5.2	0.0	0.0
Nonstore Retailers	0.7	0.4	0.0	0.0	0.4	0.0
Arts, Entertainment, & Recreation	14.8	7.2	0.0	7.2	0.0	0.0
Medical/Health						
Ambulatory Health Care Services	3.8	2.1	0.0	0.0	0.0	2.1
General Medical and Surgical Hospitals	2.2	1.2	0.0	0.0	0.0	1.2
Nursing and Residential Care Facilities	11.9	6.5	0.0	6.5	0.0	0.0
Social Assistance	9.2	5.1	0.0	5.1	0.0	0.0
Services						
Personal and Household Goods Repair and Maintenance	20.9	11.4	0.0	11.4	0.0	0.0
Services to Buildings and Dwellings	23.4	12.9	0.0	12.9	0.0	0.0
Waste Management and Remediation Services	5.0	2.8	0.0	0.0	2.8	0.0
Real Estate and Rental and Leasing	1.2	0.7	0.0	0.0	0.7	0.0
Personal Care Services	13.4	7.4	7.4	0.0	0.0	0.0
Dry Cleaning and Laundry Services	2.4	1.2	0.0	1.2	0.0	0.0
Auto Repair and Maintenance	15.7	8.6	0.0	8.6	0.0	0.0
Veterinary Services	2.5	1.4	0.0	0.0	1.4	0.0
Photographic Services	1.4	0.8	0.0	0.8	0.0	0.0
Educational Services	28.1	15.5	0.0	15.5	0.0	0.0
Accounting	5.2	2.9	0.0	0.0	2.9	0.0
Architectural, Engineering, and Related	1.4	0.8	0.0	0.0	0.0	0.8
Specialized Design Services	1.7	0.9	0.0	0.0	0.0	0.9
Death Care Services	2.5	1.4	0.0	0.0	1.4	0.0
Legal Services	1.2	0.7	0.0	0.0	0.0	0.7
Government	<u>42.9</u>	<u>23.6</u>	<u>0.0</u>	<u>1.3</u>	<u>0.0</u>	<u>14.0</u>
Total Workers and Households	461.9	238.0	74.9	113.1	12.1	29.7
Total Income-Qualified HH Generated Per 1,000 Market-Rate Units [2]		200.0	74.9	113.1	12.1	
Total Income-Qualified HH Generated Per 100 Market-Rate Units [2]		20.0	7.5	11.3	1.2	

[1] Assumes 1.78 workers per worker household in the City of Rohnert Park based on data from the US Census, ACS 2011-2015. Includes a 12.5% discount for retail and 1.9% discount for other industries to account for workers under age 20.

Source: Economic & Planning Systems, Inc.