

*The Economics of Land Use*



## Revised Draft Report

# Nexus-Based Affordable Housing Fee Analysis

Prepared for:

City of Mountain View

Prepared by:

Economic & Planning Systems, Inc.

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*Economic & Planning Systems, Inc.  
2501 Ninth Street, Suite 200  
Berkeley, CA 94710-2257  
510 841 9190 tel  
510 841 9208 fax*

*Berkeley  
Sacramento  
Denver  
Los Angeles*

**[www.epsys.com](http://www.epsys.com)**

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## EXECUTIVE SUMMARY

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Economic & Planning Systems, Inc. (EPS) was retained by the City of Mountain View (City) to conduct a nexus study analyzing the impact that development of market-rate rental and for-sale housing has on the 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 development.

The City of Mountain View's Below Market Rate (BMR) Housing Program was established by an ordinance adopted on January 12, 1999 and the subsequently adopted BMR Housing Program Administrative Guidelines. Mountain View's BMR Housing Program requires that new housing development over a certain minimum size provide at least 10 percent of the units at prices affordable to low- and moderate-income households.

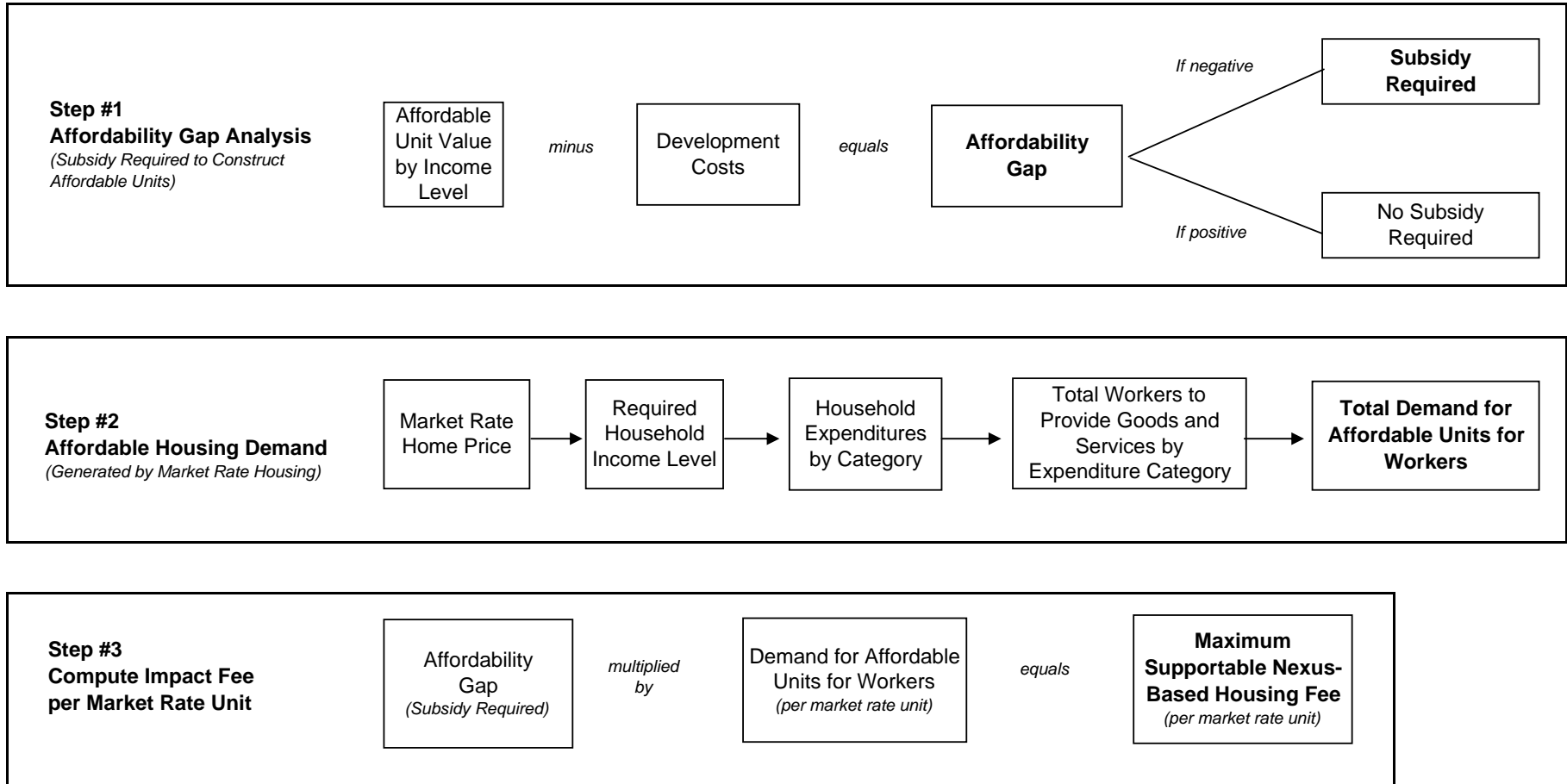
The technical approach used herein quantifies the impacts that the introduction of market-rate for-sale homes and rental apartments have on the local economy and the demand for additional affordable housing. As new households are added to the community, local employment also must grow to provide the 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 are 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 housing units to mitigate their impacts on the affordable housing supply. Such fees are then used by the City to subsidize the production of new affordable units for moderate- and 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 Technical Appendices. The findings regarding each of these steps are presented below.

**Figure 1**  
**Illustration of Nexus-Based Housing Fee Methodology**



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- 1. With the exception of housing for moderate-income households, the costs to construct affordable housing units exceed those units' values based on the amount that lower-income households can afford to pay. The subsidy required to construct affordable housing units in Mountain View range from \$130,000 for a Low Income (LI) household to \$367,000 for an Extremely Low Income (ELI) household.**

An "affordability gap analysis" evaluates whether or not the costs to construct affordable units exceed the values of units that are affordable to lower- and moderate-income households. For each affordable housing income level (Extremely Low Income [ELI], Very Low Income [VLI], Low Income [LI], and Moderate Income) 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 apartment in a high-density multifamily development. The estimated costs to construct the prototypical affordable unit are based on recent Mountain View development projects, as well as other development cost data sources. The costs of land acquisition—very high in Mountain View—are included in these development cost calculations.

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, for rentals, and an affordable ownership price, for for-sale units. This unit value is then compared to the costs of development to determine the subsidy, if any, required to make the unit affordable to each income level.

- 2. The demand for affordable housing generated by the expenditures of new households in Mountain View increases along with the market-rate house price (and related buyer income). For example, a home priced at \$500,000 is estimated to create demand for 0.22 affordable housing units, while a home priced at \$1,500,000 creates demand for 0.46 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) who typically cannot afford market-rate housing and thus require affordable housing.

Because more expensive housing units require buyers to have higher incomes, and higher income households create more jobs through their spending, the nexus impacts and thus the justified fees for for-sale units vary according to the sales price range of the market-rate units. Similarly, renters of larger apartments (i.e., more bedrooms) with higher rents are required to have higher household incomes than renters of smaller units and create more jobs as a result of their spending. Nexus impacts and the justified fees for market-rate rental apartments, therefore, vary based on unit size.

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

- A. Market-Rate Household Income Levels.** The required income levels of households occupying new market-rate housing are derived based on the unit value or rental rate, assuming standard mortgage underwriting criteria and housing cost expenses as a proportion of overall household income. For example, a typical household purchasing a \$1.0 million home would have an income of roughly \$215,000, if they spent 35 percent of their income on housing costs (mortgage principal and interest, taxes, Homeowners' Association dues, etc.).
- B. Household Expenditures.** Based on the household income computed in Step A, Consumer Expenditure Survey data was used to evaluate the 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 of the market-rate homes, 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 were 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), the demand for new workers was 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 (many younger workers will not form their own households, and Mountain View has an average of 1.57 workers per working household), the total number of new households created is somewhat less than the number of new jobs created.
- D. Worker Households by Income Category.** Each worker household generated is assigned to an income category (VLI, LI, Moderate, and Above Moderate) 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 price points. The results indicate that residents of lower-priced homes generate fewer worker households requiring affordable housing than do residents of higher-priced homes.

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 housing. The number of workers servicing market-rate housing (at each price point) is then converted to total income qualified households and each household is assumed to require one housing unit.

3. ***This analysis concludes that a fee charged to fully mitigate the impact that new market-rate for-sale housing has on Mountain View’s affordable housing demand could range from 7.7 to 12.5 percent of the market-rate units’ sale price. For rental units, fees to fully mitigate the affordable housing impact range from approximately 11.9 to approximately 15.0 percent of the market-rate rental units’ value, depending on unit size.***

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 market-rate ownership price points and apartment sizes. The City of Mountain View may consider whether to apply a nexus-based fee in this “maximum supportable” fee range or, consistent with existing policy, maintain the lower fee levels.

**Table 1** summarizes the maximum nexus-based fees calculated by for-sale unit price point and rental unit size. Note that as the value of the for-sale unit increases, the nexus-based fee as a percentage of the calculated unit value declines. This occurs because the fees are calculated based on consumer expenditures at each income level corresponding to the unit value. As income levels rise, consumer spending on many goods and services does not rise proportionately. For example, a household earning \$50,000 will spend a certain amount on basic items such as groceries; a 25 percent rise in income would not necessarily translate into a 25 percent increase in spending on these basic items.

**Table 1**  
**Summary of Maximum Supportable Nexus-Based Fees**

<b>Item</b>	<b>Fee per Unit</b>	<b>% of Value</b>
<b><u>For-Sale Unit Price</u></b>		
\$250,000 [1]	\$31,204	12.5%
\$500,000	\$50,491	10.1%
\$750,000	\$60,454	8.1%
\$1,000,000	\$78,812	7.9%
\$1,250,000	\$97,171	7.8%
\$1,500,000	\$115,529	7.7%
\$1,750,000	\$133,887	7.7%
<b><u>For-Rent Apartments</u></b>		
Studio	\$31,881	15.0%
1 Bedroom	\$40,633	13.0%
2 Bedroom	\$48,664	11.4%
3 Bedroom	\$60,804	11.9%

Source: Economic & Planning Systems, Inc.

[1] The nexus study evaluates a wide range of market-rate home prices and develops the maximum justifiable fee at each home price level. Although market-rate products in the \$250,000 price range are not currently offered in the City of Mountain View, this price point has been included to capture the maximum justifiable impact fee for units priced between \$250,000 and \$500,000.



# 1. CITY OF MOUNTAIN VIEW AFFORDABLE HOUSING POLICY

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The City of Mountain View's Below Market Rate (BMR) Housing Program Ordinance was originally adopted on January 12, 1999 and the BMR Housing Program Administrative Guidelines were subsequently adopted on January 26, 1999. Mountain View's BMR Housing Program requires that new housing development over a certain minimum size provide at least 10 percent of the units at prices affordable to low- and moderate-income households. In adopting the BMR Housing Program, the City Council made findings regarding the need for affordable housing, describing conditions that continue to exist today:

- High housing prices and rents in Mountain View force many residents to pay a high proportion of their incomes for housing or to commute long distances, which adds to traffic congestion and poor regional air quality.
- The lack of housing affordable for moderate- and low-wage workers makes it more difficult to recruit workers for Mountain View businesses, potentially affecting the City's economic vitality and the commercial services needed by City residents. New market-rate housing development in Mountain View generally does not provide housing for low- and moderate-income households, particularly very low and extremely low income households. At the same time, new development aggravates the shortage of affordable housing by reducing the limited remaining supply of undeveloped land where new low-income subsidized housing projects could be built.

Implementation of the City's BMR Housing Program addresses these detrimental impacts. The BMR Housing Program also implements the City's Housing Element goals and policies to increase the supply of affordable housing and provide a variety of affordable housing opportunities to low- and moderate-income households. Finally, the City's BMR Housing Program also serves to implement state law and to meet the City's fair share of the regional housing needs.

It is also worth noting that a jobs-housing nexus analysis was prepared for non-residential uses and a Housing Impact Fee was adopted on January 8, 2002. The Housing Impact Fee charged to non-residential development provides another source of funding and reflects a shared responsibility for affordable housing in Mountain View.

## 2. AFFORDABILITY GAP ANALYSIS

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For any nexus-based affordable housing fee calculation, it is necessary to estimate the subsidy required to construct affordable housing units. **Tables 2** and **3** show the subsidy needed to produce multifamily ownership and rental housing that is affordable to low- and moderate-income households.

### Product Type

A high-density multifamily development is the product type most feasible for new affordable housing projects in Mountain View. Developable residential land in Mountain View is very expensive, at over \$3 million per acre. Constructing single-family detached or even attached housing would require land costs of several hundred thousand dollars per unit, in addition to the costs of actually building the housing units. Multifamily affordable housing is more financially feasible in this market context because the high land costs can be spread over more units per acre, and the overall prices to develop the affordable units can be closer to the prices that income-qualified households can afford. It is assumed that these projects will have an average density of 40 units per acre based on densities in the City's existing subsidized housing and maximum densities in the R3 and CRA zoning districts.

The average unit in a multifamily project is assumed to have 2 bedrooms, which can accommodate a 2- to 5-person household. 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.<sup>1</sup> Typically, a 2-bedroom unit in the Bay Area has a gross size of about 1,100 square feet (accounting for shared lobbies, hallways, etc.) and a net size of 950 square feet.

The City's parking standards require a multifamily development to provide 2.3 parking spaces per 2-bedroom unit, which are assumed to be in a podium beneath the buildings (though not fully underground). These assumptions are based on experience with comparable projects throughout the City and on data from the City.

### Revenue Assumptions

To calculate the values of the affordable units, assumptions must be made regarding the applicable income level (moderate, LI, VLI, and ELI) and the percentage of income spent on housing costs. In addition, translating these assumptions into unit prices and values requires estimates of operating expenses, capital reserves, capitalization rates, and for-sale financing factors (such as mortgage interest rates, repayment period, and down payments). The following assumptions were used in these calculations:

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<sup>1</sup> The Census Bureau's American Community Survey indicates that the average family size in Mountain View is 3.04 people.

**Table 2**  
**Affordability Gap Analysis -- For-Sale Product Type**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

	<b>3-4 Stories Multifamily Building With Podium Parking</b>	
	<b>Low Income (80% AMI)</b>	<b>Moderate Income (120% AMI)</b>
<b>Development Program Assumptions</b>		
Density/Acre	40	40
Gross Unit Size	1,100	1,100
Net Unit Size	950	950
Number of Bedrooms [1]	2	2
Number of Persons per 2-bedroom Unit [2]	3	3
Parking Spaces/Unit	2.30	2.30
<b>Cost Assumptions</b>		
Land/Acre [3]	\$3,484,800	\$3,484,800
Land/Unit	\$87,120	\$87,120
<b>Direct Costs</b>		
Direct Construction Costs/Net SF [4]	\$180	\$180
Direct Construction Costs/Unit	\$171,000	\$171,000
Parking Construction Costs/Space	\$15,084	\$15,084
Parking Construction Costs/Unit	\$34,692	\$34,692
Subtotal, Direct Costs/Unit	\$205,692	\$205,692
<b>Indirect Costs as a % of Direct Costs [5]</b>		
Indirect Costs/Unit	\$82,277	\$82,277
<b>Developer Profit Margin (% of all costs)</b>		
Developer Profit	\$37,509	\$37,509
<b>Total Cost/Unit</b>	<b>\$412,598</b>	<b>\$412,598</b>
<b>Maximum Supported Home Price</b>		
Household Income [6]	\$71,450	\$107,175
Income Available for Housing Costs/Year [7]	\$25,008	\$37,511
Less Annual HOA Fees and Insurance [8]	\$4,774	\$4,774
Less Property Taxes (1.12%) [9]	\$3,065	\$4,930
Less Private Mortgage Insurance	\$1,500	\$2,400
Income Available for Mortgage	\$15,668	\$25,407
Mortgage Interest Rate [10]	6.0%	6.0%
Mortgage Repayment Period (years)	30	30
Down Payment [11]	\$7,822	\$12,684
<b>Total Supportable Unit Value</b>	<b>\$223,496</b>	<b>\$362,412</b>
<b>Affordability Gap</b>	<b>\$189,102</b>	<b>\$50,186</b>

[1] 2-bedroom units are the most representative unit type in multifamily housing.

[2] A 2-bedroom unit can accommodate a 2-5 person household - an average of 3 persons is used for this analysis based on Census data indicating the average family size in Mountain View is approximately 3 persons, and 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.

[3] Estimate based on residential-zoned improved land sales in Mountain View, 2005-2010.

[4] Includes costs for labor and materials.

[5] Includes costs for architecture and engineering; entitlement and fees; project management, marketing, commissions, and general administration; financing and charges; insurance; and contingency.

[6] Based on 2011 State income limits for a three-person household in Santa Clara County.

[7] Assumes housing costs to be 35% of gross household income.

[8] Per the City of Mountain View, assumes annual HOA dues of \$4,320 (\$360 per month) and insurance costs of 0.11% of the unit value.

[9] Includes special assessment districts in addition to the base tax rate of 1.00%.

[10] Based on Freddie Mac primary mortgage market survey of conventional, conforming 30-year fixed rate mortgages over the last 10 years.

[11] Assumes a 3.5% down payment. Traditional lending standards suggest a 20% down payment, but FHA insurance is available for loans with as little as 3.5% down. Also, buyers of "affordable" homes often do not have wealth reserves comparable to buyers of market rate homes.

Source: City of Mountain View; HUD; Economic & Planning Systems, Inc.

**Table 3**  
**Affordability Gap Analysis -- Rental Product Type**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

	<b>3 - 4 Stories Multifamily Building With Podium Parking</b>				
	<b>Extremely Low Income (30% AMI)</b>	<b>Very Low Income (50% AMI)</b>	<b>Low Income (65% AMI)</b>	<b>Low Income (80% AMI)</b>	<b>Moderate Income (120% AMI)</b>
<b>Development Program Assumptions</b>					
Density/Acre	40	40	40	40	40
Gross Unit Size	1,100	1,100	1,100	1,100	1,100
Net Unit Size	950	950	950	950	950
Number of Bedrooms [1]	2	2	2	2	2
Number of Persons per 2-bedroom Unit [2]	3	3	3	3	3
Parking Spaces/Unit	2.30	2.30	2.30	2.30	2.30
<b>Cost Assumptions</b>					
Land/Acre [3]	\$3,484,800	\$3,484,800	\$3,484,800	\$3,484,800	\$3,484,800
Land/Unit	\$87,120	\$87,120	\$87,120	\$87,120	\$87,120
<b>Direct Costs</b>					
Direct Construction Costs/Net SF [4]	\$200	\$200	\$200	\$200	\$180
Direct Construction Costs/Unit	\$190,000	\$190,000	\$190,000	\$190,000	\$171,000
Parking Construction Costs/Space	\$15,084	\$15,084	\$15,084	\$15,084	\$15,084
Parking Construction Costs/Unit	\$34,692	\$34,692	\$34,692	\$34,692	\$34,692
Subtotal, Direct Costs/Unit	\$224,692	\$224,692	\$224,692	\$224,692	\$205,692
<b>Indirect Costs as a % of Direct Costs [5]</b>					
Indirect Costs/Unit	40%	40%	40%	40%	35%
	\$89,877	\$89,877	\$89,877	\$89,877	\$71,992
<b>Total Cost/Unit [6]</b>	<b>\$401,689</b>	<b>\$401,689</b>	<b>\$401,689</b>	<b>\$401,689</b>	<b>\$364,804</b>
<b>Maximum Supported Home Price</b>					
Household Income [7]	\$27,990	\$46,650	\$58,053	\$71,450	\$107,175
Income Available for Housing Costs/Year [8]	\$8,397	\$13,995	\$17,416	\$21,435	\$32,153
Less Utility Costs [9]	\$1,488	\$1,488	\$1,488	\$1,488	\$1,488
Income Available for Rent Payments	\$6,909	\$12,507	\$15,928	\$19,947	\$30,665
Operating Expenses per Unit/Year [8]	\$5,000	\$5,000	\$5,000	\$5,000	\$9,378
Net Operating Income	\$1,909	\$7,507	\$10,928	\$14,947	\$21,287
Capitalization Rate [9]	5.5%	5.5%	5.5%	5.5%	5.5%
<b>Total Supportable Unit Value [10]</b>	<b>\$34,709</b>	<b>\$136,491</b>	<b>\$198,690</b>	<b>\$271,764</b>	<b>\$387,034</b>
<b>Affordability Gap</b>	<b>\$366,980</b>	<b>\$265,198</b>	<b>\$202,999</b>	<b>\$129,925</b>	<b>\$0</b>

[1] 2-bedroom units are the most representative unit type in multifamily housing.

[2] A 2-bedroom unit can accommodate a 2-5 person household - an average of 3 persons is used for this analysis based on Census data indicating the average family size in Mountain View is approximately 3 persons, and 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.

[3] Estimate based on residential-zoned improved land sales in Mountain View, 2005-2010.

[4] Includes on-site work, offsite work, vertical construction, general requirements, overhead and developer fees. Assumes a for-profit builder of moderate-income homes can build a unit for 5% less per square foot than can a non-profit builder.

[5] 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. Assumes a for-profit builder of moderate-income homes can build a unit for lower indirect costs than can a non-profit builder.

[6] As is typical for rental projects, the developers' profit is received through the operation and eventual sale of the property rather than through a "profit margin" line item in the costs, as would be required in a for-sale project.

[7] Based on 2011 State income limits for a three-person household in Santa Clara County.

[8] Assumes housing costs to be 30% of gross household income.

[9] 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 development risk. Capitalization rates assumed herein are based on Korpacz Real Estate Investor Surveys from recent years.

[9] Based on Santa Clara County Housing Authority 2010 Utility Allowance Table assuming a low-rise garden apartment and natural gas for heating and cooking.

[10] Moderate income units generate rents similar to market-rate units, so EPS assumes that any moderate income units would be subject to property tax. Units for lower income levels are assumed to be produced by non-profit builders and thus not taxable.

[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 development risk. Capitalization rates assumed herein are based on Korpacz Real Estate Investor Surveys from recent years.

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

Source: City of Mountain View; HUD; Korpacz; Economic & Planning Systems, Inc.

- *Income Levels*—The maximum allowable incomes used in each affordable housing income category are consistent with those set forth by both the federal government (U.S. Department of Housing and Urban Development [HUD]) and State government (California Department of Housing and Community Development [HCD]): ELI = 30 percent of Area Median Income (AMI), VLI = 50 percent of AMI, LI = 80 percent of AMI, and Moderate Income = 120 percent of AMI.<sup>2</sup>
- *Percentage of Gross Household Income Available for Housing Costs*—The percentages used to calculate income available for housing are 30 percent for ELI, VLI, LI, and moderate-income rental households, and 35 percent for LI and moderate-income ownership units. HCD standards on overpaying for rent are no more than 30 percent for households earning less than 80 percent of AMI. In this analysis ownership housing costs are set at 35 percent reflecting the higher incomes of moderate-income households and tax write-offs for ownership housing.<sup>3</sup>
- *Housing Costs Included for For-Sale Units*—Ownership housing costs include mortgage principal and interest, plus annual Homeowners Association (HOA) fees and insurance costs,<sup>4</sup> estimated private mortgage insurance payments, and property taxes at 1.12 percent of unit price to reflect potential special assessment districts in addition to the base one percent property tax rate.
- *Mortgage Terms*—The analysis assumes a 30-year fixed mortgage, 6.0 percent interest rate,<sup>5</sup> and a 3.5 percent down payment, reflecting FHA standards allowing income-qualified buyers to make as little as 3.5 percent down payment to receive mortgage insurance.
- *Housing Costs Included for Rental Units*—In addition to rent payments, the analysis assumes approximately \$124 per month in utility costs based on the Santa Clara County Housing Authority 2010 utility allowance table. The combination of rent payments and utilities payments are assumed to equal 30 percent of household income.
- *Operating Costs for Rental Units*—The analysis assumes that affordable apartment operators incur costs of \$5,000 per unit, and not be subject to property taxes. In addition, because moderate-income households can essentially afford to pay market-rate rents, EPS has assumed those units would be built by for-profit builders and thus subject to property taxes.

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<sup>2</sup> The City's existing Ordinance uses slightly different definitions for income categories. For instance, the City defines "moderate income" as 100 percent of median rather than 120 percent of median. By using the State-defined 120 percent of median, this analysis takes a more conservative approach.

<sup>3</sup> The city's BMR ordinance uses 30 percent of income to determine ownership prices. By assuming higher housing expenditures (35 percent) for ownership housing in this study, the subsidies required for affordable housing production are reduced. This approach thus reflects more conservative assumptions regarding the nexus impacts.

<sup>4</sup> HOA dues are estimated based on average monthly HOA fees of \$360 per home sold in Mountain View in July 2010, and insurance costs assume 0.11 per cent of property development costs.

<sup>5</sup> Interest rate assumption based on the 10-year average interest rates for conventional, conforming 30-year mortgages published by Freddie Mac.

## Development Cost Assumptions

Affordable housing development costs include land costs, direct costs (e.g. labor and materials), indirect or “soft” costs (e.g., architecture, entitlement, marketing, etc.), and developer profit. For rental projects, operating costs also must be incorporated into the analysis. Data from a recent Mountain View development and recent land transactions have been combined with EPS’s information from various market-rate and affordable housing developers to determine appropriate development cost assumptions for use in Mountain View. Consistent with pro formas from other multifamily projects throughout the Bay Area, EPS also assumes that the builders of units for VLI and LI households (typically, nonprofit developers) will incur higher costs per unit than the builders of moderate-income or market-rate units, who may be able to avoid certain prevailing wage requirements or otherwise realize financial efficiencies in their projects. These assumptions are shown on **Tables 2 and 3**.

## Affordability Gap Results

As shown on **Tables 2 and 3**, the costs to construct multifamily housing units in the City generally exceed the values for which those units can be sold or rented to income-qualified households, with the exception of rental units for moderate-income households. **Table 2** shows for-sale condominiums for moderate-income households require a subsidy of roughly \$50,000, while LI households would require a subsidy of more than \$189,000 for a for-sale unit. Condominium financing gaps are not calculated for VLI and ELI households because such households earn less than \$50,000 per year, and the great majority of affordable housing for such households is provided in the form of rental housing rather than ownership units. **Table 3** shows the subsidies for construction of for-rent apartments for ELI through moderate-income households. The affordability gap ranges from \$0 for moderate-income households (i.e., moderate-income households can afford rents adequate to cover the costs of construction) to \$367,000 for ELI households. The affordability gap for ELI households is much higher because these households have significantly less income available for housing costs, while construction costs remain the same.

To provide a conservative calculation of the justified nexus-based fee, EPS used the rental affordability gaps for households at all income levels (including moderate-income) because they were lower than the gaps based on the ownership figures. These affordability gaps then were used to calculate the justified nexus-based fees by multiplying this 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 section.

### 3. DEMAND-BASED NEXUS FEE CALCULATION

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The maximum supportable nexus-based fees are based on both the affordability gap, calculated in the previous section, and the estimated impact that new market-rate 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 units and the total subsidy required to construct housing for those workers. This approach is based on: (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 require some workers who make 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, therefore creating additional lower income jobs, which in turn generate a greater demand for affordable housing. To assess the impact that market-rate homes have on the need for affordable housing, EPS determined the minimum income required to purchase a home at various price points or rent a market-rate apartment at various bedroom sizes. **Table 4** summarizes the standard assumptions regarding percentage of household income spent on ownership housing, annual HOA and property tax payments, and mortgage terms used to calculate minimum income levels required to purchase market-rate homes.<sup>6</sup> As shown, required household incomes range from approximately \$63,000 for a unit priced at \$250,000 (though few if any such low-priced units in new market-rate projects are likely to be offered in Mountain View) to as much as \$364,000 for a unit priced at \$1.75 million.

Minimum income levels required to afford rental units in the City are computed based on apartment size and shown in **Table 5**. Average rents for various apartment sizes (studio, and 1, 2, and 3 bedrooms) are based on a survey of rental rates for three of the most recently developed multifamily projects in Mountain View. New apartment rents are significantly higher, on average, 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 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 Santa Clara Housing Authority 2010 utility allowance table, the minimum

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<sup>6</sup> Note that the down payment assumption is higher for these market-rate home purchases than was assumed for the affordable unit purchases (20 percent vs. 3.5 percent). This adjustment reflects the fact that market-rate home buyers generally will have higher wealth reserves available for a home purchase, and represents a conservative lending assumption. As a result, the required income, nexus-based impact, and fee are lower than would be estimated using a 3.5 percent down payment assumption.

**Table 4**  
**Required Income by Unit Price - Market-Rate For-Sale Units**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

<b>Base Unit Price</b>	<b>Mortgage (Price less 20% Down)</b>	<b>Annual Mortgage Payment</b>	<b>Property Taxes</b>	<b>Estimated Annual HOA Dues</b>	<b>Home-owners Insurance</b>	<b>Minimum Required Income</b>
		[1]	[2]	[3]	[4]	[5]
\$250,000	\$200,000	\$14,530	\$2,800	\$4,320	\$275	\$62,642
\$500,000	\$400,000	\$29,060	\$5,600	\$4,320	\$550	\$112,942
\$750,000	\$600,000	\$43,589	\$8,400	\$4,320	\$825	\$163,241
\$1,000,000	\$800,000	\$58,119	\$11,200	\$4,320	\$1,100	\$213,540
\$1,250,000	\$1,000,000	\$72,649	\$14,000	\$4,320	\$1,375	\$263,840
\$1,500,000	\$1,200,000	\$87,179	\$16,800	\$4,320	\$1,650	\$314,139
\$1,750,000	\$1,400,000	\$101,708	\$19,600	\$4,320	\$1,925	\$364,439

[1] Based on mortgage terms of 20% down payment and 6.0% interest for 30 years.

[2] Per the City of Mountain View, assumes property tax rate of 1.12%.

[3] Mountain View staff reports that the average HOA requirements for homes sold in July 2010 was \$360/month.

[3] Assumes homeowners insurance costs of 0.11% of the assumed unit value.

[4] Assumes 35% of gross household income spent on housing costs,

Source: City of Mountain View; HUD; forsalebyowner.com; Economic & Planning Systems, Inc.



**Table 5**  
**Required Income by Unit Type and Estimated Unit Value - Market-Rate Rental Apartments**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Apartment Size	Required Income by Unit Type					Estimated Unit Value			
	Average Rent [1]	Utility Allowance [2]	Subtotal Rent and Utilities	Annual Rent and Utility Expenditures	Minimum Annual Household Income Required [3]	Gross Revenue/Year	Operating Expenses/Year	Property Taxes	Capitalized Value
<i>Formula</i>	<i>A</i>	<i>B</i>	<i>C = A + B</i>	<i>D = C * 12</i>	<i>E = D / 30%</i>	<i>F = A * 12</i>	<i>G</i>	<i>H = (F-G) / 5.5% * .009</i>	<i>I = H / 5.5%</i>
<b>Studio</b>	\$1,500	\$101	<b>\$1,601</b>	\$19,212	<b>\$64,040</b>	\$18,000	\$4,000	\$2,291	<b>\$212,893</b>
<b>1-Bedroom</b>	\$2,088	\$115	<b>\$2,203</b>	\$26,433	<b>\$88,109</b>	\$25,053	\$4,500	\$3,363	<b>\$312,535</b>
<b>2-Bedroom</b>	\$2,748	\$124	<b>\$2,872</b>	\$34,459	<b>\$114,862</b>	\$32,971	\$5,000	\$4,577	<b>\$425,337</b>
<b>3-Bedroom</b>	\$3,267	\$175	<b>\$3,442</b>	\$41,299	<b>\$137,664</b>	\$39,199	\$5,500	\$5,514	<b>\$512,451</b>

[1] Based on average rents for new rental project in each unit size category as determined by a survey of the City's most recently developed multifamily projects - Park Place South, Gemello Village Apartments, and Avalon Towers. As none of these projects had studio units, EPS estimated the price for new studio units to be 75 percent of the cost of new 1-bedroom units, consistent with the ratio of studio vs. 1-bedroom rents found in other, older Mountain View apartments.

[2] Based on Santa Clara County Housing Authority 2010 Utility Allowance Table assuming a low-rise garden apartment and natural gas for heating and cooking.

[3] Assumes that a maximum of 30% of annual household income is dedicated to utility and rent expenditures.

Source: City of Mountain View; Apartment rental agents; Santa Clara County Housing Authority; Economic & Planning Systems, Inc.

household income needed to rent each unit is then computed, predicated on the assumption that a household will spend 30 percent of their income on housing costs (rent and utility payments). As shown, required household incomes range from approximately \$64,000 for a studio apartment to nearly \$138,000 for a 3-bedroom apartment. These incomes reflect the rents expected in new market-rate apartments.

**Table 5** also estimated the capitalized values of new market-rate apartments based on achievable rents and estimated operating expenses. This information is important for understanding the ratio of maximum nexus-based fees versus the value of the units.

## Household Expenditures and Job Creation by Income Level

Having established the income requirements for purchasing new units of various price ranges or renting apartments of various sizes, the fee calculation then requires an analysis of the household spending patterns at those required income levels. The analysis also assumes, consistent with fee calculations and impact analysis, that all new households purchasing homes in Mountain View are “net new”, even if those households are moving within the City, because when they move vacancies are created that will be filled. To assume otherwise—for instance, that only those buyers or renters of new housing units relocating from outside of Mountain View should be counted in the impact analysis—would require assuming that the homes left by those households relocating within Mountain View 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. By contrast, Mountain View's population is growing.

The Consumer Expenditure Survey from the United States Bureau of Labor Statistics provides such 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 \$65,000 (adequate to purchase a \$250,000 home) spend roughly 11.5 percent of their income on food (at home and eating out), while households who can buy a \$1,000,000 home spend only about 6.0 percent of their income on food. However, the higher income households spend a higher proportion of their income on education services (2.1 percent) than do the households in the \$250,000 homes (1.0 percent). Because of these and other differences in proportionate spending, the expenditure profile varies at different income levels.

The household's typical expenditures were converted to the number of jobs created by their 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,<sup>7</sup> which provides employment, gross sales, and payroll data by industry for Santa Clara County. In certain instances, Santa Clara County data was not available for every Economic Census industry—in those cases, 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 8 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 about 3 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, an estimation of the number of employees those aggregate wages represent is required. EPS calculated the number of workers supported by that spending using the average wage per worker (also from the Economic Census). These wages ranged from a low of roughly \$14,000 per year for workers in the food services industry to a high of more than \$69,000 average salary for architectural and engineering services.<sup>8</sup>

This methodology recognizes that a range of occupations and incomes exist in a given industry sector. For instance, the methodology used to generate **Tables A-1 to A-12 in Appendix A** 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.

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<sup>7</sup> Note that the Consumer Expenditure Survey data is based on information current as of 2008. The latest data available for the Economic Census was published in 2002. Because the data sources were from different years, EPS converted the 2008 expenditures to 2002 dollars using the Consumer Price Index (CPI) for the San Francisco Metropolitan Statistical Area (MSA) from the Bureau of Labor Statistics.

<sup>8</sup> Note that the average salary reported for architectural and engineering services reflects the full range of workers employed by that industry sector, including administrative staff and entry-level employees, as well as the professional and technical architects and engineers.

To calculate the number of *households* supported by the expenditures of market-rate housing units, EPS estimated the employees' household formation rates. First, EPS estimates the number of workers who will be forming households, by eliminating a proportion of workers in each industry category who are under 20 years old, and thus more likely to be living at home with their parents than forming their own households. For those workers who likely *will* be forming their own households, EPS has applied the Census Bureau's average of approximately 1.57 workers per working household in Santa Clara County.<sup>9</sup> This factor was used to estimate the number of households formed by the employees and the average total incomes of those households. 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 (ELI, VLI, LI, and moderate-income).

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)	8:1
G.	Estimated Retail Payroll (E ÷ F)	\$5 million
H.	Average Retail Wage (Economic Census)	\$25,000
I.	Estimated Total Retail Jobs (G ÷ H)	200
J.	Percent Age 20+ (Bureau of Labor Statistics)	87.5%
K.	Retail Workers Forming Households (I x J)	175
L.	Average Workers/Household (Census Data)	1.57
M.	Estimated Households Created (K ÷ L)	111
N.	Average Household Income (H x L)	\$39,250
O.	Income Category (HCD Income Standards)	VLI

In this simplified example, 1,000 new market-rate housing units sold to households earning \$125,000 per year would create demand for 111 VLI housing units for retail workers. Actual calculations and impact distinctions by type of household expenditure for various unit prices and rental unit sizes are shown in the series of tables presented in **Appendix A**.

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<sup>9</sup> Workers per working household based on American Community Survey (ACS) Census data current as of August 2010. Although ACS data reported is based on historical figures, these figures can vary somewhat based on ongoing revisions to the ACS data.

## Demand for Public-Sector Workers

This analysis also evaluated the number of public-sector employees generated by the construction of new market-rate units. Rather than a comprehensive computation of public-sector employment, the analysis, to be conservative, samples only certain public-sector jobs (e.g., teachers and bus drivers) that are expected to grow in proportionate measure to household growth. Note that City employees are specifically excluded from this analysis. Because the number of City employees has actually declined over the last 20 years (while the population of the City continued to grow), a nexus relationship between construction of new residential units and the need for additional City employment cannot be established.

Data from the 2008 Occupational Employment Survey for the San Jose-Sunnyvale-Santa Clara MSA was used to determine the number of 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, as shown in **Table A-12** in **Appendix A**, which exclude government workers because the calculations are based on household expenditures.

Based on the ratio of the selected public-sector jobs to the total households in the MSA, EPS estimates that approximately 52 government jobs or 33 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.

## 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 6** summarizes the HCD income limits used to compute the total number of income-qualified households generated by construction of market-rate units.<sup>10</sup>

The number of income-qualified households required to provide goods and services to new housing units per income category and unit price is summarized in **Table 7** and detailed in **Appendix B**. **Table 7** summarizes the number of affordable units needed for every 100 new market-rate units in the City by for-sale unit price point and for-rent apartment size.

The City's housing policy requires that new development mitigate for the demand for affordable housing created by construction of new market-rate units. The nexus methodology used, therefore, computes the total income-qualified households generated by market-rate units

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<sup>10</sup> To correspond to the available data regarding employee wages, the 2002 Santa Clara County affordable housing income limits from HUD were used to determine the number of income-qualified households, based on household expenditures, while 2008 income limits were used for public-sector employment.

**Table 6**  
**HUD Income Limits**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

<b>Affordability Category</b>	<b>Percentage of County Median</b>	<b>2002 Max Income Threshold 3-person household</b>	<b>2008 Max Income Threshold 3-person household</b>
		[1]	[2]
Extremely Low Income (ELI)	0% - 30%	\$25,900	\$28,650
Very Low Income (VLI)	31% - 50%	\$43,200	\$47,750
Low Income (LI)	51% - 80%	\$66,800	\$76,400
Moderate Income (Mod)	81% - 120%	\$103,700	\$114,600

[1] 2002 HUD maximum income thresholds are used to relate 2002 economic census data regarding average worker wages and total worker household income to affordable housing categories.

[2] 2008 HUD maximum income thresholds are used to relate 2008 EDD data regarding public sector employment, wages and total worker household incomes to affordable housing categories and to compute supportable housing costs based on household income levels.

Source: U.S. Department of Housing and Urban Development; Economic & Planning Systems, Inc.

**Table 7**  
**Summary of Worker and Household Generation per 100 Market-Rate Units**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Unit Type	Minimum Household Income Requirement	Total Workers Generated	Total Worker Households	Total Income Qualified Households	<u>Income Qualified Households by Income Category</u>			
					ELI Households	VLI Households	LI Households	Moderate Income Households
		[1]	[2]	[3]				
<b>For-Sale Units</b>								
\$250,000	\$62,642	25.6	15.2	<b>15.1</b>	3.9	5.0	2.7	3.4
\$500,000	\$112,942	37.9	22.3	<b>22.2</b>	6.4	8.4	3.6	3.8
\$750,000	\$163,241	43.3	25.6	<b>25.5</b>	6.9	11.6	3.2	3.7
\$1,000,000	\$213,540	55.0	32.5	<b>32.3</b>	9.1	15.2	4.0	4.0
\$1,250,000	\$263,840	66.8	39.3	<b>39.1</b>	11.2	18.8	4.8	4.4
\$1,500,000	\$314,139	78.5	46.2	<b>46.0</b>	13.4	22.3	5.6	4.7
\$1,750,000	\$364,439	90.3	53.1	<b>52.8</b>	15.5	25.9	6.4	5.0
<b>For-Rent Apartments</b>								
Studio	\$64,040	26.1	15.4	<b>15.3</b>	4.0	5.1	2.8	3.5
1-Bedroom	\$88,109	31.5	18.6	<b>18.5</b>	5.1	6.7	3.1	3.5
2-Bedroom	\$114,862	38.4	22.6	<b>22.5</b>	6.5	7.5	3.6	4.8
3-Bedroom	\$137,664	44.5	26.1	<b>26.0</b>	7.6	10.5	3.9	4.0

Source: Economic & Planning Systems, Inc.

[1] Total workers generated detailed by unit price point and rental apartment size in Tables B-1 through B-11.

[2] Total worker households derived assuming 1.57 workers per household.

[3] Total income qualified households reflects those households eligible for affordable housing based on total household income. Income qualified households therefore exclude households earning above moderate income. See Tables B-1 through B-11 for detail.

and calculates the impact fee based on the estimated cost to meet that affordable housing demand. This methodology does not suggest that all lower income service workers serving City residents reside in the City, but it does assume that new development should mitigate for the new affordable housing demand it creates.

## Fee Calculation

The affordability gap analysis quantifies the subsidy required to construct affordable housing at various income levels (ELI, VLI, LI, etc.). 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-sale or for-rent units. Then for each category of market-rate 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 housing development in the City of Mountain View.

The above narrative and accompanying analysis detail the nexus-based fee methodology used to quantify the impact that the introduction of market-rate housing has on the demand for additional affordable housing units. The fee was computed for various for-sale market-rate unit price points, as well as a range of market-rate rental apartment sizes.

**Tables 8** through **18** show the impact fee calculation by price range for ownership units and by number of bedrooms for rental units. 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 rental units and the subsidies needed are calculated as the affordability gaps shown in **Table 3**. This assumption reflects the lower affordability gaps (and therefore lower fee amounts) associated with providing multifamily rental units and corresponds with the City's existing affordable housing stock, which is exclusively composed of rental units. The resulting maximum housing impact fees for market-rate for-sale units range from approximately \$31,000 to \$134,000 per market-rate unit, depending on the unit price range. The maximum impact fee for market-rate rental units ranges from approximately \$32,000 for a studio apartment to roughly \$61,000 for a 3-bedroom apartment.



**Table 8**  
**Nexus-Based Housing Fee Calculations (\$250,000 Unit)**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

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 - Extremely Low Income	3.9	\$366,980	\$1,449,063	
Affordable Units - Very Low Income	5.0	\$265,198	\$1,318,285	
Affordable Units - Low Income	2.7	\$129,925	\$353,086	
Affordable Units - Moderate Income [3]	<u>3.4</u>	\$0	<u>\$0</u>	
<i>Total</i>	15.1		\$3,120,434	<b>\$31,204</b>

[1] See Table 7.

[2] See Table 3. Assumes income qualified households are housed in multifamily rental housing.

[3] While market-rate development creates demand for affordable housing for moderate income levels, because there is no affordability gap (see Table 3), the impact fee computed does not include a subsidy for moderate-income affordable housing.

Source: Economic & Planning Systems, Inc.

**Table 9**  
**Nexus-Based Housing Fee Calculations (\$500,000 Unit)**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

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 - Extremely Low Income	6.4	\$366,980	\$2,362,591	
Affordable Units - Very Low Income	8.4	\$265,198	\$2,219,593	
Affordable Units - Low Income	3.6	\$129,925	\$466,895	
Affordable Units - Moderate Income [3]	<u>3.8</u>	\$0	<u>\$0</u>	
<i>Total</i>	22.2		\$5,049,079	<b>\$50,491</b>

[1] See Table 7.

[2] See Table 3. Assumes income qualified households are housed in multifamily rental housing.

[3] While market rate development creates demand for affordable housing for moderate income levels, because there is no affordability gap (see Table 3), the impact fee computed does not include a subsidy for moderate-income affordable housing.

Source: Economic & Planning Systems, Inc.

**Table 10**  
**Nexus-Based Housing Fee Calculations (\$750,000 Unit)**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

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 - Extremely Low Income	6.9	\$366,980	\$2,547,135	
Affordable Units - Very Low Income	11.6	\$265,198	\$3,078,137	
Affordable Units - Low Income	3.2	\$129,925	\$420,139	
Affordable Units - Moderate Income [3]	<u>3.7</u>	\$0	<u>\$0</u>	
<i>Total</i>	25.5		\$6,045,411	<b>\$60,454</b>

[1] See Table 7.

[2] See Table 3. Assumes income qualified households are housed in multifamily rental housing.

[3] While market-rate development creates demand for affordable housing for moderate income levels, because there is no affordability gap (see Table 3), the impact fee computed does not include a subsidy for moderate-income affordable housing.

Source: Economic & Planning Systems, Inc.

**Table 11**  
**Nexus-Based Housing Fee Calculations (\$1,000,000 Unit)**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

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 - Extremely Low Income	9.1	\$366,980	\$3,331,983	
Affordable Units - Very Low Income	15.2	\$265,198	\$4,026,602	
Affordable Units - Low Income	4.0	\$129,925	\$522,659	
Affordable Units - Moderate Income [3]	<u>4.0</u>	\$0	<u>\$0</u>	
<i>Total</i>	32.3		\$7,881,244	<b>\$78,812</b>

[1] See Table 7.

[2] See Table 3. Assumes income qualified households are housed in multifamily rental housing.

[3] While market-rate development creates demand for affordable housing for moderate income levels, because there is no affordability gap (see Table 3), the impact fee computed does not include a subsidy for moderate-income affordable housing.

Source: Economic & Planning Systems, Inc.

**Table 12**  
**Nexus-Based Housing Fee Calculations (\$1,250,000 Unit)**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

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 - Extremely Low Income	11.2	\$366,980	\$4,116,830	
Affordable Units - Very Low Income	18.8	\$265,198	\$4,975,067	
Affordable Units - Low Income	4.8	\$129,925	\$625,179	
Affordable Units - Moderate Income [3]	4.4	\$0	\$0	
<b>Total</b>	<b>39.1</b>		<b>\$9,717,076</b>	<b>\$97,171</b>

[1] See Table 7.

[2] See Table 3. Assumes income qualified households are housed in multifamily rental housing.

[3] While market-rate development creates demand for affordable housing for moderate income levels, because there is no affordability gap (see Table 3), the impact fee computed does not include a subsidy for moderate-income affordable housing.

Source: Economic & Planning Systems, Inc.

**Table 13**  
**Nexus-Based Housing Fee Calculations (\$1,500,000 Unit)**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

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 - Extremely Low Income	13.4	\$366,980	\$4,901,678	
Affordable Units - Very Low Income	22.3	\$265,198	\$5,923,532	
Affordable Units - Low Income	5.6	\$129,925	\$727,698	
Affordable Units - Moderate Income [3]	<u>4.7</u>	\$0	<u>\$0</u>	
<b>Total</b>	<b>46.0</b>		<b>\$11,552,908</b>	<b>\$115,529</b>

[1] See Table 7.

[2] See Table 3. Assumes income qualified households are housed in multifamily rental housing.

[3] While market-rate development creates demand for affordable housing for moderate income levels, because there is no affordability gap (see Table 3), the impact fee computed does not include a subsidy for moderate-income affordable housing.

Source: Economic & Planning Systems, Inc.

**Table 14**  
**Nexus-Based Housing Fee Calculations (\$1,750,000 Unit)**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

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 - Extremely Low Income	15.5	\$366,980	\$5,686,525	
Affordable Units - Very Low Income	25.9	\$265,198	\$6,871,997	
Affordable Units - Low Income	6.4	\$129,925	\$830,218	
Affordable Units - Moderate Income [3]	<u>5.0</u>	\$0	<u>\$0</u>	
<i>Total</i>	52.8		\$13,388,741	<b>\$133,887</b>

[1] See Table 7.

[2] See Table 3. Assumes income qualified households are housed in multifamily rental housing.

[3] While market-rate development creates demand for affordable housing for moderate income levels, because there is no affordability gap (see Table 3), the impact fee computed does not include a subsidy for moderate-income affordable housing.

Source: Economic & Planning Systems, Inc.

**Table 15**  
**Nexus-Based Housing Fee Calculations (For-Rent Studio Apartment)**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

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 - Extremely Low Income	4.0	\$366,980	\$1,481,397	
Affordable Units - Very Low Income	5.1	\$265,198	\$1,347,700	
Affordable Units - Low Income	2.8	\$129,925	\$359,014	
Affordable Units - Moderate Income [3]	<u>3.5</u>	<u>\$0</u>	<u>\$0</u>	
<i>Total</i>	15.3		\$3,188,111	<b>\$31,881</b>

[1] See Table 7.

[2] See Table 3. Assumes income qualified households are housed in multifamily rental housing.

[3] While market-rate development creates demand for affordable housing for moderate income levels, because there is no affordability gap (see Table 3), the impact fee computed does not include a subsidy for moderate-income affordable housing.

Source: Economic & Planning Systems, Inc.



**Table 16**  
**Nexus-Based Housing Fee Calculations (For-Rent 1-Bedroom Apartment)**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

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 - Extremely Low Income	5.1	\$366,980	\$1,878,120	
Affordable Units - Very Low Income	6.7	\$265,198	\$1,777,452	
Affordable Units - Low Income	3.1	\$129,925	\$407,711	
Affordable Units - Moderate Income [3]	<u>3.5</u>	<u>\$0</u>	\$0	
<b>Total</b>	<b>18.5</b>		<b>\$4,063,284</b>	<b>\$40,633</b>

[1] See Table 7.

[2] See Table 3. Assumes income qualified households are housed in multifamily rental housing.

[3] While market-rate development creates demand for affordable housing for moderate income levels, because there is no affordability gap (see Table 3), the impact fee computed does not include a subsidy for moderate-income affordable housing.

Source: Economic & Planning Systems, Inc.

**Table 17**  
**Nexus-Based Housing Fee Calculations (For-Rent 2-Bedroom Apartment)**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

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 - Extremely Low Income	6.5	\$366,980	\$2,402,759	
Affordable Units - Very Low Income	7.5	\$265,198	\$1,990,295	
Affordable Units - Low Income	3.6	\$129,925	\$473,347	
Affordable Units - Moderate Income [3]	<u>4.8</u>	<u>\$0</u>	\$0	
<i>Total</i>	22.5		\$4,866,401	<b>\$48,664</b>

[1] See Table 7.

[2] See Table 3. Assumes income qualified households are housed in multifamily rental housing.

[3] While market-rate development creates demand for affordable housing for moderate income levels, because there is no affordability gap (see Table 3), the impact fee computed does not include a subsidy for moderate-income affordable housing.

Source: Economic & Planning Systems, Inc.

**Table 18**  
**Nexus-Based Housing Fee Calculations (For-Rent 3-Bedroom Apartment)**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

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 - Extremely Low Income	7.6	\$366,980	\$2,797,247	
Affordable Units - Very Low Income	10.5	\$265,198	\$2,773,412	
Affordable Units - Low Income	3.9	\$129,925	\$509,718	
Affordable Units - Moderate Income [3]	<u>4.0</u>	<u>\$0</u>	\$0	
<i>Total</i>	26.0		\$6,080,377	<b>\$60,804</b>

[1] See Table 7.

[2] See Table 3. Assumes income qualified households are housed in multifamily rental housing.

[3] While market-rate development creates demand for affordable housing for moderate income levels, because there is no affordability gap (see Table 3), the impact fee computed does not include a subsidy for moderate-income affordable housing.

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

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**Table A-1**  
**Household Expenditures and Employment Generation - \$250,000 Unit**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/ HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = i * j / k</i>	<i>l = h * j</i>
<b>Food at Home [7]</b>	6.7%	100%	\$4,208	\$3,645									
Food & Beverage Stores		100%	\$4,208	\$3,645	\$3,645,472	8.50	\$428,642	\$29,583	14.5	87.5%	1.57	8.1	\$46,440
<b>Food Away From Home [7]</b>	4.8%	100%	\$3,008	\$2,606									
Food Services and Drinking Places		100%	\$3,008	\$2,606	\$2,606,130	3.28	\$793,676	\$14,388	55.2	87.5%	1.57	30.7	\$22,587
<b>Housing Maintenance, Repairs, Insurance, Other expenses</b>	2.1%	100%	\$1,295	\$1,122									
Personal and Household Goods Repair and Maintenance [7]		45%	\$583	\$505	\$504,758	3.36	\$150,394	\$25,154	6.0	98.1%	1.57	3.7	\$39,487
Building Material and Garden Equipment and Supplies Dealer		45%	\$583	\$505	\$504,758	7.64	\$66,094	\$30,821	2.1	87.5%	1.57	1.2	\$48,384
Real Estate and Rental and Leasing		10%	\$129	\$112	\$112,168	6.27	\$17,892	\$38,815	0.5	98.1%	1.57	0.3	\$60,933
<b>Fuel oil and Other fuels [9]</b>	0.3%		\$188	\$163									
Nonstore Retailers [8]		100%	\$188	\$163	\$162,855	7.92	\$20,558	\$39,199	0.5	87.5%	1.57	0.3	\$61,536
<b>Water and Other Public Services [9]</b>	0.8%	100%	\$508	\$440									
Waste Management and Remediation Services [8]		100%	\$508	\$440	\$440,073	4.15	\$106,101	\$39,830	2.7	98.1%	1.57	1.7	\$62,526
<b>Household Operations Personal Services</b>	0.7%	100%	\$418	\$362									
Nursing and Residential Care Facilities [8]		40%	\$167	\$145	\$144,922	2.24	\$64,562	\$21,795	3.0	98.1%	1.57	1.9	\$34,214
Social Assistance [8]		60%	\$251	\$217	\$217,383	2.88	\$75,521	\$20,553	3.7	98.1%	1.57	2.3	\$32,265
<b>Household Operations Other Household Expenses</b>	0.9%	100%	\$574	\$498									
Services to Buildings and Dwellings		100%	\$574	\$498	\$497,713	2.41	\$206,400	\$21,577	9.6	98.1%	1.57	6.0	\$33,872
<b>Housekeeping Supplies</b>	1.1%	100%	\$665	\$576									
Building Material and Garden Equipment and Supplies Dealers		10%	\$67	\$58	\$57,640	7.64	\$7,547	\$30,821	0.2	87.5%	1.57	0.1	\$48,384
Food & Beverage Stores		35%	\$233	\$202	\$201,738	8.50	\$23,721	\$29,583	0.8	87.5%	1.57	0.4	\$46,440
General Merchandise [8]		35%	\$233	\$202	\$201,738	11.21	\$17,994	\$19,020	0.9	87.5%	1.57	0.5	\$29,858
Miscellaneous Store Retailers		20%	\$133	\$115	\$115,279	6.58	\$17,522	\$18,693	0.9	87.5%	1.57	0.5	\$29,345

[1] Percent of income spent per category is based on the 2008 U.S. 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 4 the purchase of a \$250,000 Unit requires a household income of \$62,642.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food at Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

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**Table A-1**  
**Household Expenditures and Employment Generation - \$250,000 Unit**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/ HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = i * j / k</i>	<i>l = h * j</i>
<b>Household Furnishings and Equipment</b>	2.6%	100%	\$1,635	\$1,416									
Furniture and Home Furnishings Stores		40%	\$654	\$567	\$566,514	6.83	\$82,890	\$24,739	3.4	87.5%	1.57	1.9	\$38,836
Electronics and Appliance Stores		40%	\$654	\$567	\$566,514	8.90	\$63,627	\$29,583	2.2	87.5%	1.57	1.2	\$46,440
General Merchandise Stores [8]		10%	\$163	\$142	\$141,629	11.21	\$12,633	\$19,020	0.7	87.5%	1.57	0.4	\$29,858
Miscellaneous Store Retailers		10%	\$163	\$142	\$141,629	6.58	\$21,527	\$18,693	1.2	87.5%	1.57	0.6	\$29,345
<b>Apparel and Services</b>	2.9%	100%	\$1,809	\$1,567									
Clothing and Clothing Accessories Stores		40%	\$724	\$627	\$626,899	7.17	\$87,383	\$10,143	8.6	87.5%	1.57	4.8	\$15,923
General Merchandise [8]		40%	\$724	\$627	\$626,899	11.21	\$55,916	\$19,020	2.9	87.5%	1.57	1.6	\$29,858
Miscellaneous Store Retailers		10%	\$181	\$157	\$156,725	6.58	\$23,821	\$18,693	1.3	87.5%	1.57	0.7	\$29,345
Personal and Household Goods Repair and Maintenance [8]		5%	\$90	\$78	\$78,362	3.36	\$23,348	\$25,154	0.9	87.5%	1.57	0.5	\$39,487
Dry Cleaning and Laundry Services		5%	\$90	\$78	\$78,362	3.47	\$22,590	\$19,848	1.1	87.5%	1.57	0.6	\$31,158
<b>Vehicle Purchases (net outlay)</b>	5.2%	100%	\$3,266	\$2,830									
Motor Vehicle and Parts Dealers		100%	\$3,266	\$2,830	\$2,829,826	10.46	\$270,572	\$46,623	5.8	87.5%	1.57	3.2	\$73,190
<b>Gasoline and motor oil</b>	5.1%	100%	\$3,203	\$2,775									
Gasoline Stations		100%	\$3,203	\$2,775	\$2,774,932	22.26	\$124,684	\$18,626	6.7	87.5%	1.57	3.7	\$29,240
<b>Vehicle Maintenance and Repairs</b>	1.3%	100%	\$829	\$718									
Repair and Maintenance		100%	\$829	\$718	\$718,207	3.03	\$236,681	\$35,606	6.6	98.1%	1.57	4.2	\$55,895
<b>Medical Services</b>	1.4%	100%	\$905	\$784									
Ambulatory Health Care Services [8]		40%	\$362	\$314	\$313,632	2.68	\$116,917	\$42,180	2.8	98.1%	1.57	1.7	\$66,215
General Medical and Surgical Hospitals [8]		30%	\$272	\$235	\$235,224	2.66	\$88,443	\$43,398	2.0	98.1%	1.57	1.3	\$68,127
Nursing and Residential Care Facilities [8]		30%	\$272	\$235	\$235,224	2.24	\$104,792	\$21,795	4.8	98.1%	1.57	3.0	\$34,214
<b>Drugs</b>	0.9%	100%	\$554	\$480									
Health and Personal Care Stores		100%	\$554	\$480	\$480,329	7.44	\$64,584	\$19,325	3.3	87.5%	1.57	1.9	\$30,337
<b>Medical Supplies</b>	0.2%	100%	\$124	\$107									
Health and Personal Care Stores		100%	\$124	\$107	\$107,045	7.44	\$14,393	\$19,325	0.7	87.5%	1.57	0.4	\$30,337
<b>Entertainment Fees and Admissions</b>	0.8%	100%	\$512	\$444									
Arts, Entertainment, & Recreation		100%	\$512	\$444	\$443,733	2.60	\$170,752	\$21,699	7.9	87.5%	1.57	4.4	\$34,064

[1] Percent of income spent per category is based on the 2008 U.S. 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 4 the purchase of a \$250,000 Unit requires a household income of \$62,642.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

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**Table A-1**  
**Household Expenditures and Employment Generation - \$250,000 Unit**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/ HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = j * k</i>	<i>l = h * j</i>
<b>Entertainment Audio and Visual Equipment and Services</b>	1.9%	100%	\$1,205	\$1,044									
Electronics and Appliance Stores		100%	\$1,205	\$1,044	\$1,043,916	8.90	\$117,246	\$29,583	4.0	87.5%	1.57	2.2	\$46,440
<b>Entertainment Pets, Toys, Hobbies, and Playground Equip.</b>	1.3%	100%	\$789	\$683									
Sporting Goods, Hobby, and Musical Instrument Stores		40%	\$316	\$273	\$273,376	7.91	\$34,582	\$16,791	2.1	87.5%	1.57	1.1	\$26,359
Miscellaneous Store Retailers		40%	\$316	\$273	\$273,376	6.58	\$41,551	\$18,693	2.2	87.5%	1.57	1.2	\$29,345
Veterinary Services [8]		20%	\$158	\$137	\$136,688	2.95	\$46,334	\$26,704	1.7	98.1%	1.57	1.1	\$41,921
<b>Other Entertainment Supplies, Equipment, and Services</b>	0.9%	100%	\$593	\$514									
Sporting Goods, Hobby, and Musical Instrument Stores		85%	\$504	\$437	\$437,054	7.91	\$55,288	\$16,791	3.3	87.5%	1.57	1.8	\$26,359
Photographic Services		15%	\$89	\$77	\$77,127	3.85	\$20,045	\$21,336	0.9	98.1%	1.57	0.6	\$33,494
<b>Personal Care Products and Services</b>	1.0%	100%	\$624	\$541									
Unspecified Retail [8]		50%	\$312	\$270	\$270,357	9.63	\$28,067	\$24,445	1.1	87.5%	1.57	0.6	\$38,374
Personal Care Services		50%	\$312	\$270	\$270,357	2.77	\$97,469	\$15,469	6.3	98.1%	1.57	3.9	\$24,284
<b>Reading</b>	0.2%	100%	\$125	\$108									
Sporting Goods, Hobby, and Musical Instrument Stores		100%	\$125	\$108	\$107,960	7.91	\$13,657	\$16,791	0.8	87.5%	1.57	0.5	\$26,359
<b>Education</b>	1.0%	100%	\$647	\$561									
Educational Services		100%	\$647	\$561	\$560,842	2.62	\$214,105	\$18,629	11.5	98.1%	1.57	7.2	\$29,244
<b>Tobacco Products and Smoking Supplies</b>	0.7%	100%	\$414	\$359									
Unspecified Retail [8]		100%	\$414	\$359	\$358,646	9.63	\$37,233	\$24,445	1.5	87.5%	1.57	0.8	\$38,374
<b>Miscellaneous [10]</b>	1.5%	100%	\$949	\$823									
Accounting		25%	\$237	\$206	\$205,627	2.30	\$89,571	\$48,952	1.8	98.1%	1.57	1.1	\$76,846
Architectural, Engineering, and Related [11]		25%	\$237	\$206	\$205,627	2.51	\$81,893	\$69,316	1.2	98.1%	1.57	0.7	\$108,814
Specialized Design Services		25%	\$237	\$206	\$205,627	3.49	\$58,964	\$45,654	1.3	98.1%	1.57	0.8	\$71,669
Death Care Services		25%	\$237	\$206	\$205,627	4.91	\$41,838	\$33,281	1.3	98.1%	1.57	0.8	\$52,245
<b>Total per 1,000 Market Rate Households</b>									<b>204.5</b>			<b>118.6</b>	

[1] Percent of income spent per category is based on the 2008 U.S. 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 4 the purchase of a \$250,000 Unit requires a household income of \$62,642.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

[10] Miscellaneous also includes legal services. However, legal services are not estimated because data was not available in the 2002 Economic Census.

[11] 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: 2008 Consumer Expenditure Survey, U.S. Bureau of Labor Statistics; 2002 Economic Census, U.S. Census Bureau; Census 2000; Economic & Planning Systems, Inc.



**Table A-2**  
**Household Expenditures and Employment Generation - \$500,000 Unit**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = i * k</i>	<i>l = h * j</i>
<b>Food at Home [7]</b>	5.3%	100%	\$6,000	\$5,198									
Food & Beverage Stores		100%	\$6,000	\$5,198	\$5,197,854	8.50	\$611,174	\$29,583	20.7	87.5%	1.57	11.5	\$46,440
<b>Food Away From Home [7]</b>	4.4%	100%	\$4,953	\$4,291									
Food Services and Drinking Places		100%	\$4,953	\$4,291	\$4,290,786	3.28	\$1,306,724	\$14,388	90.8	87.5%	1.57	50.6	\$22,587
<b>Housing Maintenance, Repairs, Insurance, Other expenses</b>	1.6%	100%	\$1,818	\$1,575									
Personal and Household Goods Repair and Maintenance [7]		45%	\$818	\$709	\$708,946	3.36	\$211,232	\$25,154	8.4	98.1%	1.57	5.2	\$39,487
Building Material and Garden Equipment and Supplies Dealer		45%	\$818	\$709	\$708,946	7.64	\$92,831	\$30,821	3.0	87.5%	1.57	1.7	\$48,384
Real Estate and Rental and Leasing		10%	\$182	\$158	\$157,543	6.27	\$25,130	\$38,815	0.6	98.1%	1.57	0.4	\$60,933
<b>Fuel oil and Other fuels [9]</b>	0.3%		\$317	\$275									
Nonstore Retailers [8]		100%	\$317	\$275	\$274,733	7.92	\$34,681	\$39,199	0.9	87.5%	1.57	0.5	\$61,536
<b>Water and Other Public Services [9]</b>	0.5%	100%	\$613	\$531									
Waste Management and Remediation Services [8]		100%	\$613	\$531	\$531,450	4.15	\$128,132	\$39,830	3.2	98.1%	1.57	2.0	\$62,526
<b>Household Operations Personal Services</b>	0.6%	100%	\$636	\$551									
Nursing and Residential Care Facilities [8]		40%	\$255	\$221	\$220,507	2.24	\$98,235	\$21,795	4.5	98.1%	1.57	2.8	\$34,214
Social Assistance [8]		60%	\$382	\$331	\$330,760	2.88	\$114,910	\$20,553	5.6	98.1%	1.57	3.5	\$32,265
<b>Household Operations Other Household Expenses</b>	0.8%	100%	\$910	\$788									
Services to Buildings and Dwellings		100%	\$910	\$788	\$788,168	2.41	\$326,851	\$21,577	15.1	98.1%	1.57	9.5	\$33,872
<b>Housekeeping Supplies</b>	1.1%	100%	\$1,193	\$1,033									
Building Materials and Garden Equipment and Supplies Dealers		10%	\$119	\$103	\$103,318	7.64	\$13,529	\$30,821	0.4	87.5%	1.57	0.2	\$48,384
Food & Beverage Stores		35%	\$417	\$362	\$361,611	8.50	\$42,519	\$29,583	1.4	87.5%	1.57	0.8	\$46,440
General Merchandise [8]		35%	\$417	\$362	\$361,611	11.21	\$32,254	\$19,020	1.7	87.5%	1.57	0.9	\$29,858
Miscellaneous Store Retailers		20%	\$239	\$207	\$206,635	6.58	\$31,407	\$18,693	1.7	87.5%	1.57	0.9	\$29,345

[1] Percent of income spent per category is based on the 2008 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 4 the purchase of a \$500,000 Unit requires a household income of \$112,942.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

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**Table A-2**  
**Household Expenditures and Employment Generation - \$500,000 Unit**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = i * j / k</i>	<i>l = h * j</i>
<b>Household Furnishings and Equipment</b>	2.4%	100%	\$2,747	\$2,380									
Furniture and Home Furnishings Stores		40%	\$1,099	\$952	\$951,927	6.83	\$139,282	\$24,739	5.6	87.5%	1.57	3.1	\$38,836
Electronics and Appliance Stores		40%	\$1,099	\$952	\$951,927	8.90	\$106,914	\$29,583	3.6	87.5%	1.57	2.0	\$46,440
General Merchandise Stores [8]		10%	\$275	\$238	\$237,982	11.21	\$21,227	\$19,020	1.1	87.5%	1.57	0.6	\$29,858
Miscellaneous Store Retailers		10%	\$275	\$238	\$237,982	6.58	\$36,172	\$18,693	1.9	87.5%	1.57	1.1	\$29,345
<b>Apparel and Services</b>	2.5%	100%	\$2,843	\$2,463									
Clothing and Clothing Accessories Stores		40%	\$1,137	\$985	\$985,075	7.17	\$137,309	\$10,143	13.5	87.5%	1.57	7.5	\$15,923
General Merchandise [8]		40%	\$1,137	\$985	\$985,075	11.21	\$87,864	\$19,020	4.6	87.5%	1.57	2.6	\$29,858
Miscellaneous Store Retailers		10%	\$284	\$246	\$246,269	6.58	\$37,431	\$18,693	2.0	87.5%	1.57	1.1	\$29,345
Personal and Household Goods Repair and Maintenance [8]		5%	\$142	\$123	\$123,134	3.36	\$36,688	\$25,154	1.5	87.5%	1.57	0.8	\$39,487
Dry Cleaning and Laundry Services		5%	\$142	\$123	\$123,134	3.47	\$35,496	\$19,848	1.8	87.5%	1.57	1.0	\$31,158
<b>Vehicle Purchases (net outlay)</b>	4.2%	100%	\$4,726	\$4,095									
Motor Vehicle and Parts Dealers		100%	\$4,726	\$4,095	\$4,094,870	10.46	\$391,528	\$46,623	8.4	87.5%	1.57	4.7	\$73,190
<b>Gasoline and motor oil</b>	3.6%	100%	\$4,111	\$3,562									
Gasoline Stations		100%	\$4,111	\$3,562	\$3,561,618	22.26	\$160,032	\$18,626	8.6	87.5%	1.57	4.8	\$29,240
<b>Vehicle Maintenance and Repairs</b>	1.1%	100%	\$1,205	\$1,044									
Repair and Maintenance		100%	\$1,205	\$1,044	\$1,043,985	3.03	\$344,040	\$35,606	9.7	98.1%	1.57	6.0	\$55,895
<b>Medical Services</b>	1.1%	100%	\$1,197	\$1,037									
Ambulatory Health Care Services [8]		40%	\$479	\$415	\$414,711	2.68	\$154,598	\$42,180	3.7	98.1%	1.57	2.3	\$66,215
General Medical and Surgical Hospitals [8]		30%	\$359	\$311	\$311,034	2.66	\$116,947	\$43,398	2.7	98.1%	1.57	1.7	\$68,127
Nursing and Residential Care Facilities [8]		30%	\$359	\$311	\$311,034	2.24	\$138,565	\$21,795	6.4	98.1%	1.57	4.0	\$34,214
<b>Drugs</b>	0.6%	100%	\$639	\$554									
Health and Personal Care Stores		100%	\$639	\$554	\$553,969	7.44	\$74,485	\$19,325	3.9	87.5%	1.57	2.1	\$30,337
<b>Medical Supplies</b>	0.2%	100%	\$178	\$154									
Health and Personal Care Stores		100%	\$178	\$154	\$154,031	7.44	\$20,710	\$19,325	1.1	87.5%	1.57	0.6	\$30,337
<b>Entertainment Fees and Admissions</b>	1.0%	100%	\$1,156	\$1,002									
Arts, Entertainment, & Recreation		100%	\$1,156	\$1,002	\$1,001,649	2.60	\$385,442	\$21,699	17.8	87.5%	1.57	9.9	\$34,064

[1] Percent of income spent per category is based on the 2008 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 4 the purchase of a \$500,000 Unit requires a household income of \$112,942.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

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**Table A-2**  
**Household Expenditures and Employment Generation - \$500,000 Unit**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = i * j / k</i>	<i>l = h * j</i>
<b>Entertainment Audio and Visual Equipment and Services</b>	1.4%	100%	\$1,586	\$1,374									
Electronics and Appliance Stores		100%	\$1,586	\$1,374	\$1,373,664	8.90	\$154,281	\$29,583	5.2	87.5%	1.57	2.9	\$46,440
<b>Entertainment Pets, Toys, Hobbies, and Playground Equip.</b>	1.0%	100%	\$1,085	\$940									
Sporting Goods, Hobby, and Musical Instrument Stores		40%	\$434	\$376	\$376,159	7.91	\$47,585	\$16,791	2.8	87.5%	1.57	1.6	\$26,359
Miscellaneous Store Retailers		40%	\$434	\$376	\$376,159	6.58	\$57,174	\$18,693	3.1	87.5%	1.57	1.7	\$29,345
Veterinary Services [8]		20%	\$217	\$188	\$188,079	2.95	\$63,755	\$26,704	2.4	98.1%	1.57	1.5	\$41,921
<b>Other Entertainment Supplies, Equipment, and Services</b>	0.6%	100%	\$650	\$563									
Sporting Goods, Hobby, and Musical Instrument Stores		85%	\$552	\$479	\$478,530	7.91	\$60,535	\$16,791	3.6	87.5%	1.57	2.0	\$26,359
Photographic Services		15%	\$97	\$84	\$84,447	3.85	\$21,948	\$21,336	1.0	98.1%	1.57	0.6	\$33,494
<b>Personal Care Products and Services</b>	0.9%	100%	\$985	\$853									
Unspecified Retail [8]		50%	\$492	\$427	\$426,511	9.63	\$44,278	\$24,445	1.8	87.5%	1.57	1.0	\$38,374
Personal Care Services		50%	\$492	\$427	\$426,511	2.77	\$153,765	\$15,469	9.9	98.1%	1.57	6.2	\$24,284
<b>Reading</b>	0.2%	100%	\$205	\$177									
Sporting Goods, Hobby, and Musical Instrument Stores		100%	\$205	\$177	\$177,450	7.91	\$22,448	\$16,791	1.3	87.5%	1.57	0.7	\$26,359
<b>Education</b>	1.5%	100%	\$1,728	\$1,497									
Educational Services		100%	\$1,728	\$1,497	\$1,497,069	2.62	\$571,516	\$18,629	30.7	98.1%	1.57	19.2	\$29,244
<b>Tobacco Products and Smoking Supplies</b>	0.3%	100%	\$335	\$290									
Unspecified Retail [8]		100%	\$335	\$290	\$290,046	9.63	\$30,111	\$24,445	1.2	87.5%	1.57	0.7	\$38,374
<b>Miscellaneous [10]</b>	1.2%	100%	\$1,329	\$1,151									
Accounting		25%	\$332	\$288	\$287,794	2.30	\$125,363	\$48,952	2.6	98.1%	1.57	1.6	\$76,846
Architectural, Engineering, and Related [11]		25%	\$332	\$288	\$287,794	2.51	\$114,617	\$69,316	1.7	98.1%	1.57	1.0	\$108,814
Specialized Design Services		25%	\$332	\$288	\$287,794	3.49	\$82,526	\$45,654	1.8	98.1%	1.57	1.1	\$71,669
Death Care Services		25%	\$332	\$288	\$287,794	4.91	\$58,556	\$33,281	<u>1.8</u>	98.1%	1.57	1.1	\$52,245
<b>Total per 1,000 Market Rate Households</b>									<b>326.8</b>			<b>189.7</b>	

[1] Percent of income spent per category is based on the 2008 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 4 the purchase of a \$500,000 Unit requires a household income of \$112,942.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the

[10] Miscellaneous also includes legal services. However, legal services are not estimated because data was not available in the 2002 Economic Census.

[11] 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: 2008 Consumer Expenditure Survey, U.S. Bureau of Labor Statistics; 2002 Economic Census, U.S. Census Bureau; Census 2000; Economic & Planning Systems, Inc.

**Table A-3**  
**Household Expenditures and Employment Generation - \$750,000 Unit**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = i * j / k</i>	<i>l = h * j</i>
<b>Food at Home [7]</b>	2.8%	100%	\$4,496	\$3,895									
Food & Beverage Stores		100%	\$4,496	\$3,895	\$3,894,939	8.50	\$457,975	\$29,583	15.5	87.5%	1.57	8.6	\$46,440
<b>Food Away From Home [7]</b>	3.2%	100%	\$5,280	\$4,575									
Food Services and Drinking Places		100%	\$5,280	\$4,575	\$4,574,593	3.28	\$1,393,156	\$14,388	96.8	87.5%	1.57	54.0	\$22,587
<b>Housing Maintenance, Repairs, Insurance, Other expenses</b>	1.4%	100%	\$2,277	\$1,973									
Personal and Household Goods Repair and Maintenance [7]		45%	\$1,025	\$888	\$887,787	3.36	\$264,519	\$25,154	10.5	98.1%	1.57	6.6	\$39,487
Building Material and Garden Equipment and Supplies Dealer		45%	\$1,025	\$888	\$887,787	7.64	\$116,249	\$30,821	3.8	87.5%	1.57	2.1	\$48,384
Real Estate and Rental and Leasing		10%	\$228	\$197	\$197,286	6.27	\$31,470	\$38,815	0.8	98.1%	1.57	0.5	\$60,933
<b>Fuel oil and Other fuels [9]</b>	0.1%		\$205	\$177									
Nonstore Retailers [8]		100%	\$205	\$177	\$177,275	7.92	\$22,378	\$39,199	0.6	87.5%	1.57	0.3	\$61,536
<b>Water and Other Public Services [9]</b>	0.3%	100%	\$524	\$454									
Waste Management and Remediation Services [8]		100%	\$524	\$454	\$454,304	4.15	\$109,532	\$39,830	2.7	98.1%	1.57	1.7	\$62,526
<b>Household Operations Personal Services</b>	0.6%	100%	\$957	\$829									
Nursing and Residential Care Facilities [8]		40%	\$383	\$332	\$331,714	2.24	\$147,778	\$21,795	6.8	98.1%	1.57	4.2	\$34,214
Social Assistance [8]		60%	\$574	\$498	\$497,572	2.88	\$172,862	\$20,553	8.4	98.1%	1.57	5.3	\$32,265
<b>Household Operations Other Household Expenses</b>	0.8%	100%	\$1,363	\$1,181									
Services to Buildings and Dwellings		100%	\$1,363	\$1,181	\$1,180,831	2.41	\$489,688	\$21,577	22.7	98.1%	1.57	14.2	\$33,872
<b>Housekeeping Supplies</b>	0.5%	100%	\$859	\$744									
Building Materials and Garden Equipment and Supplies Dealers		10%	\$86	\$74	\$74,395	7.64	\$9,742	\$30,821	0.3	87.5%	1.57	0.2	\$48,384
Food & Beverage Stores		35%	\$301	\$260	\$260,384	8.50	\$30,616	\$29,583	1.0	87.5%	1.57	0.6	\$46,440
General Merchandise [8]		35%	\$301	\$260	\$260,384	11.21	\$23,225	\$19,020	1.2	87.5%	1.57	0.7	\$29,858
Miscellaneous Store Retailers		20%	\$172	\$149	\$148,791	6.58	\$22,615	\$18,693	1.2	87.5%	1.57	0.7	\$29,345

[1] Percent of income spent per category is based on the 2008 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 4 the purchase of a \$750,000 Unit requires a household income of \$163,241.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

**Table A-3**  
**Household Expenditures and Employment Generation - \$750,000 Unit**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/ HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = i * j / k</i>	<i>l = h * j</i>
<b>Household Furnishings and Equipment</b>	2.0%	100%	\$3,212	\$2,783									
Furniture and Home Furnishings Stores		40%	\$1,285	\$1,113	\$1,113,166	6.83	\$162,873	\$24,739	6.6	87.5%	1.57	3.7	\$38,836
Electronics and Appliance Stores		40%	\$1,285	\$1,113	\$1,113,166	8.90	\$125,023	\$29,583	4.2	87.5%	1.57	2.4	\$46,440
General Merchandise Stores [8]		10%	\$321	\$278	\$278,292	11.21	\$24,822	\$19,020	1.3	87.5%	1.57	0.7	\$29,858
Miscellaneous Store Retailers		10%	\$321	\$278	\$278,292	6.58	\$42,299	\$18,693	2.3	87.5%	1.57	1.3	\$29,345
<b>Apparel and Services</b>	2.1%	100%	\$3,389	\$2,936									
Clothing and Clothing Accessories Stores		40%	\$1,356	\$1,174	\$1,174,461	7.17	\$163,707	\$10,143	16.1	87.5%	1.57	9.0	\$15,923
General Merchandise [8]		40%	\$1,356	\$1,174	\$1,174,461	11.21	\$104,756	\$19,020	5.5	87.5%	1.57	3.1	\$29,858
Miscellaneous Store Retailers		10%	\$339	\$294	\$293,615	6.58	\$44,628	\$18,693	2.4	87.5%	1.57	1.3	\$29,345
Personal and Household Goods Repair and Maintenance [8]		5%	\$169	\$147	\$146,808	3.36	\$43,742	\$25,154	1.7	87.5%	1.57	1.0	\$39,487
Dry Cleaning and Laundry Services		5%	\$169	\$147	\$146,808	3.47	\$42,320	\$19,848	2.1	87.5%	1.57	1.2	\$31,158
<b>Vehicle Purchases (net outlay)</b>	2.5%	100%	\$4,151	\$3,596									
Motor Vehicle and Parts Dealers		100%	\$4,151	\$3,596	\$3,595,976	10.46	\$343,826	\$46,623	7.4	87.5%	1.57	4.1	\$73,190
<b>Gasoline and motor oil</b>	1.9%	100%	\$3,049	\$2,642									
Gasoline Stations		100%	\$3,049	\$2,642	\$2,641,696	22.26	\$118,698	\$18,626	6.4	87.5%	1.57	3.6	\$29,240
<b>Vehicle Maintenance and Repairs</b>	0.7%	100%	\$1,106	\$958									
Repair and Maintenance		100%	\$1,106	\$958	\$957,885	3.03	\$315,666	\$35,606	8.9	98.1%	1.57	5.5	\$55,895
<b>Medical Services</b>	0.6%	100%	\$997	\$864									
Ambulatory Health Care Services [8]		40%	\$399	\$345	\$345,416	2.68	\$128,766	\$42,180	3.1	98.1%	1.57	1.9	\$66,215
General Medical and Surgical Hospitals [8]		30%	\$299	\$259	\$259,062	2.66	\$97,406	\$43,398	2.2	98.1%	1.57	1.4	\$68,127
Nursing and Residential Care Facilities [8]		30%	\$299	\$259	\$259,062	2.24	\$115,411	\$21,795	5.3	98.1%	1.57	3.3	\$34,214
<b>Drugs</b>	0.3%	100%	\$476	\$412									
Health and Personal Care Stores		100%	\$476	\$412	\$412,239	7.44	\$55,428	\$19,325	2.9	87.5%	1.57	1.6	\$30,337
<b>Medical Supplies</b>	0.1%	100%	\$169	\$147									
Health and Personal Care Stores		100%	\$169	\$147	\$146,627	7.44	\$19,715	\$19,325	1.0	87.5%	1.57	0.6	\$30,337
<b>Entertainment Fees and Admissions</b>	1.1%	100%	\$1,778	\$1,540									
Arts, Entertainment, & Recreation		100%	\$1,778	\$1,540	\$1,540,188	2.60	\$592,676	\$21,699	27.3	87.5%	1.57	15.2	\$34,064

[1] Percent of income spent per category is based on the 2008 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 4 the purchase of a \$750,000 Unit requires a household income of \$163,241.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

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**Table A-3**  
**Household Expenditures and Employment Generation - \$750,000 Unit**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = i * j / k</i>	<i>l = h * j</i>
<b>Entertainment Audio and Visual Equipment and Services</b>	0.8%	100%	\$1,297	\$1,124									
Electronics and Appliance Stores		100%	\$1,297	\$1,124	\$1,123,742	8.90	\$126,211	\$29,583	4.3	87.5%	1.57	2.4	\$46,440
<b>Entertainment Pets, Toys, Hobbies, and Playground Equip.</b>	0.6%	100%	\$1,009	\$874									
Sporting Goods, Hobby, and Musical Instrument Stores		40%	\$404	\$350	\$349,742	7.91	\$44,243	\$16,791	2.6	87.5%	1.57	1.5	\$26,359
Miscellaneous Store Retailers		40%	\$404	\$350	\$349,742	6.58	\$53,159	\$18,693	2.8	87.5%	1.57	1.6	\$29,345
Veterinary Services [8]		20%	\$202	\$175	\$174,871	2.95	\$59,278	\$26,704	2.2	98.1%	1.57	1.4	\$41,921
<b>Other Entertainment Supplies, Equipment, and Services</b>	0.4%	100%	\$658	\$570									
Sporting Goods, Hobby, and Musical Instrument Stores		85%	\$559	\$484	\$484,231	7.91	\$61,256	\$16,791	3.6	87.5%	1.57	2.0	\$26,359
Photographic Services		15%	\$99	\$85	\$85,452	3.85	\$22,209	\$21,336	1.0	98.1%	1.57	0.7	\$33,494
<b>Personal Care Products and Services</b>	0.6%	100%	\$1,021	\$885									
Unspecified Retail [8]		50%	\$511	\$442	\$442,286	9.63	\$45,916	\$24,445	1.9	87.5%	1.57	1.0	\$38,374
Personal Care Services		50%	\$511	\$442	\$442,286	2.77	\$159,452	\$15,469	10.3	98.1%	1.57	6.4	\$24,284
<b>Reading</b>	0.1%	100%	\$193	\$167									
Sporting Goods, Hobby, and Musical Instrument Stores		100%	\$193	\$167	\$167,059	7.91	\$21,133	\$16,791	1.3	87.5%	1.57	0.7	\$26,359
<b>Education</b>	2.1%	100%	\$3,499	\$3,031									
Educational Services		100%	\$3,499	\$3,031	\$3,031,100	2.62	\$1,157,143	\$18,629	62.1	98.1%	1.57	38.8	\$29,244
<b>Tobacco Products and Smoking Supplies</b>	0.1%	100%	\$151	\$130									
Unspecified Retail [8]		100%	\$151	\$130	\$130,402	9.63	\$13,538	\$24,445	0.6	87.5%	1.57	0.3	\$38,374
<b>Miscellaneous [10]</b>	1.0%	100%	\$1,579	\$1,368									
Accounting		25%	\$395	\$342	\$342,080	2.30	\$149,011	\$48,952	3.0	98.1%	1.57	1.9	\$76,846
Architectural, Engineering, and Related [11]		25%	\$395	\$342	\$342,080	2.51	\$136,237	\$69,316	2.0	98.1%	1.57	1.2	\$108,814
Specialized Design Services		25%	\$395	\$342	\$342,080	3.49	\$98,093	\$45,654	2.1	98.1%	1.57	1.3	\$71,669
Death Care Services		25%	\$395	\$342	\$342,080	4.91	\$69,601	\$33,281	2.1	98.1%	1.57	1.3	\$52,245
<b>Total per 1,000 Market Rate Households</b>									<b>381.1</b>			<b>223.0</b>	

[1] Percent of income spent per category is based on the 2008 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 4 the purchase of a \$750,000 Unit requires a household income of \$163,241.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

[10] Miscellaneous also includes legal services. However, legal services are not estimated because data was not available in the 2002 Economic Census.

[11] 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: 2008 Consumer Expenditure Survey, U.S. Bureau of Labor Statistics; 2002 Economic Census, U.S. Census Bureau; Census 2000; Economic & Planning Systems, Inc.

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**Table A-4  
Household Expenditures and Employment Generation - \$1,000,000 Unit  
City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = i * j / k</i>	<i>l = h * j</i>
<b>Food at Home [7]</b>	2.8%	100%	\$5,881	\$5,095									
Food & Beverage Stores		100%	\$5,881	\$5,095	\$5,095,085	8.50	\$599,090	\$29,583	20.3	87.5%	1.57	11.3	\$46,440
<b>Food Away From Home [7]</b>	3.2%	100%	\$6,907	\$5,984									
Food Services and Drinking Places		100%	\$6,907	\$5,984	\$5,984,161	3.28	\$1,822,428	\$14,388	126.7	87.5%	1.57	70.6	\$22,587
<b>Housing Maintenance, Repairs, Insurance, Other expenses</b>	1.4%	100%	\$2,979	\$2,581									
Personal and Household Goods Repair and Maintenance [7]		45%	\$1,340	\$1,161	\$1,161,340	3.36	\$346,024	\$25,154	13.8	98.1%	1.57	8.6	\$39,487
Building Material and Garden Equipment and Supplies Dealer		45%	\$1,340	\$1,161	\$1,161,340	7.64	\$152,069	\$30,821	4.9	87.5%	1.57	2.8	\$48,384
Real Estate and Rental and Leasing		10%	\$298	\$258	\$258,076	6.27	\$41,167	\$38,815	1.1	98.1%	1.57	0.7	\$60,933
<b>Fuel oil and Other fuels [9]</b>	0.1%		\$268	\$232									
Nonstore Retailers [8]		100%	\$268	\$232	\$231,899	7.92	\$29,274	\$39,199	0.7	87.5%	1.57	0.4	\$61,536
<b>Water and Other Public Services [9]</b>	0.3%	100%	\$686	\$594									
Waste Management and Remediation Services [8]		100%	\$686	\$594	\$594,289	4.15	\$143,282	\$39,830	3.6	98.1%	1.57	2.2	\$62,526
<b>Household Operations Personal Services</b>	0.6%	100%	\$1,252	\$1,085									
Nursing and Residential Care Facilities [8]		40%	\$501	\$434	\$433,925	2.24	\$193,312	\$21,795	8.9	98.1%	1.57	5.5	\$34,214
Social Assistance [8]		60%	\$751	\$651	\$650,888	2.88	\$226,126	\$20,553	11.0	98.1%	1.57	6.9	\$32,265
<b>Household Operations Other Household Expenses</b>	0.8%	100%	\$1,783	\$1,545									
Services to Buildings and Dwellings		100%	\$1,783	\$1,545	\$1,544,680	2.41	\$640,575	\$21,577	29.7	98.1%	1.57	18.6	\$33,872
<b>Housekeeping Supplies</b>	0.5%	100%	\$1,123	\$973									
Building Materials and Garden Equipment and Supplies Dealers		10%	\$112	\$97	\$97,319	7.64	\$12,743	\$30,821	0.4	87.5%	1.57	0.2	\$48,384
Food & Beverage Stores		35%	\$393	\$341	\$340,616	8.50	\$40,050	\$29,583	1.4	87.5%	1.57	0.8	\$46,440
General Merchandise [8]		35%	\$393	\$341	\$340,616	11.21	\$30,381	\$19,020	1.6	87.5%	1.57	0.9	\$29,858
Miscellaneous Store Retailers		20%	\$225	\$195	\$194,638	6.58	\$29,584	\$18,693	1.6	87.5%	1.57	0.9	\$29,345

[1] Percent of income spent per category is based on the 2008 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 4 the purchase of a \$1,000,000 Unit requires a household income of \$213,540.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

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**Table A-4**  
**Household Expenditures and Employment Generation - \$1,000,000 Unit**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/ HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = i * j / k</i>	<i>l = h * j</i>
<b>Household Furnishings and Equipment</b>	2.0%	100%	\$4,202	\$3,640									
Furniture and Home Furnishings Stores		40%	\$1,681	\$1,456	\$1,456,165	6.83	\$213,060	\$24,739	8.6	87.5%	1.57	4.8	\$38,836
Electronics and Appliance Stores		40%	\$1,681	\$1,456	\$1,456,165	8.90	\$163,547	\$29,583	5.5	87.5%	1.57	3.1	\$46,440
General Merchandise Stores [8]		10%	\$420	\$364	\$364,041	11.21	\$32,471	\$19,020	1.7	87.5%	1.57	1.0	\$29,858
Miscellaneous Store Retailers		10%	\$420	\$364	\$364,041	6.58	\$55,332	\$18,693	3.0	87.5%	1.57	1.6	\$29,345
<b>Apparel and Services</b>	2.1%	100%	\$4,433	\$3,841									
Clothing and Clothing Accessories Stores		40%	\$1,773	\$1,536	\$1,536,347	7.17	\$214,150	\$10,143	21.1	87.5%	1.57	11.8	\$15,923
General Merchandise [8]		40%	\$1,773	\$1,536	\$1,536,347	11.21	\$137,035	\$19,020	7.2	87.5%	1.57	4.0	\$29,858
Miscellaneous Store Retailers		10%	\$443	\$384	\$384,087	6.58	\$58,379	\$18,693	3.1	87.5%	1.57	1.7	\$29,345
Personal and Household Goods Repair and Maintenance [8]		5%	\$222	\$192	\$192,043	3.36	\$57,220	\$25,154	2.3	87.5%	1.57	1.3	\$39,487
Dry Cleaning and Laundry Services		5%	\$222	\$192	\$192,043	3.47	\$55,360	\$19,848	2.8	87.5%	1.57	1.6	\$31,158
<b>Vehicle Purchases (net outlay)</b>	2.5%	100%	\$5,430	\$4,704									
Motor Vehicle and Parts Dealers		100%	\$5,430	\$4,704	\$4,704,002	10.46	\$449,769	\$46,623	9.6	87.5%	1.57	5.4	\$73,190
<b>Gasoline and motor oil</b>	1.9%	100%	\$3,989	\$3,456									
Gasoline Stations		100%	\$3,989	\$3,456	\$3,455,681	22.26	\$155,272	\$18,626	8.3	87.5%	1.57	4.6	\$29,240
<b>Vehicle Maintenance and Repairs</b>	0.7%	100%	\$1,446	\$1,253									
Repair and Maintenance		100%	\$1,446	\$1,253	\$1,253,038	3.03	\$412,932	\$35,606	11.6	98.1%	1.57	7.2	\$55,895
<b>Medical Services</b>	0.6%	100%	\$1,304	\$1,130									
Ambulatory Health Care Services [8]		40%	\$522	\$452	\$451,848	2.68	\$168,442	\$42,180	4.0	98.1%	1.57	2.5	\$66,215
General Medical and Surgical Hospitals [8]		30%	\$391	\$339	\$338,886	2.66	\$127,420	\$43,398	2.9	98.1%	1.57	1.8	\$68,127
Nursing and Residential Care Facilities [8]		30%	\$391	\$339	\$338,886	2.24	\$150,973	\$21,795	6.9	98.1%	1.57	4.3	\$34,214
<b>Drugs</b>	0.3%	100%	\$622	\$539									
Health and Personal Care Stores		100%	\$622	\$539	\$539,262	7.44	\$72,507	\$19,325	3.8	87.5%	1.57	2.1	\$30,337
<b>Medical Supplies</b>	0.1%	100%	\$221	\$192									
Health and Personal Care Stores		100%	\$221	\$192	\$191,808	7.44	\$25,790	\$19,325	1.3	87.5%	1.57	0.7	\$30,337
<b>Entertainment Fees and Admissions</b>	1.1%	100%	\$2,326	\$2,015									
Arts, Entertainment, & Recreation		100%	\$2,326	\$2,015	\$2,014,766	2.60	\$775,298	\$21,699	35.7	87.5%	1.57	19.9	\$34,064

[1] Percent of income spent per category is based on the 2008 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 4 the purchase of a \$1,000,000 Unit requires a household income of \$213,540.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

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**Table A-4**  
**Household Expenditures and Employment Generation - \$1,000,000 Unit**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = i * j / k</i>	<i>l = h * j</i>
<b>Entertainment Audio and Visual Equipment and Services</b>	0.8%	100%	\$1,697	\$1,470									
Electronics and Appliance Stores		100%	\$1,697	\$1,470	\$1,470,001	8.90	\$165,101	\$29,583	5.6	87.5%	1.57	3.1	\$46,440
<b>Entertainment Pets, Toys, Hobbies, and Playground Equip.</b>	0.6%	100%	\$1,320	\$1,144									
Sporting Goods, Hobby, and Musical Instrument Stores		40%	\$528	\$458	\$457,508	7.91	\$57,875	\$16,791	3.4	87.5%	1.57	1.9	\$26,359
Miscellaneous Store Retailers		40%	\$528	\$458	\$457,508	6.58	\$69,538	\$18,693	3.7	87.5%	1.57	2.1	\$29,345
Veterinary Services [8]		20%	\$264	\$229	\$228,754	2.95	\$77,543	\$26,704	2.9	98.1%	1.57	1.8	\$41,921
<b>Other Entertainment Supplies, Equipment, and Services</b>	0.4%	100%	\$860	\$745									
Sporting Goods, Hobby, and Musical Instrument Stores		85%	\$731	\$633	\$633,437	7.91	\$80,131	\$16,791	4.8	87.5%	1.57	2.7	\$26,359
Photographic Services		15%	\$129	\$112	\$111,783	3.85	\$29,052	\$21,336	1.4	98.1%	1.57	0.9	\$33,494
<b>Personal Care Products and Services</b>	0.6%	100%	\$1,336	\$1,157									
Unspecified Retail [8]		50%	\$668	\$579	\$578,567	9.63	\$60,064	\$24,445	2.5	87.5%	1.57	1.4	\$38,374
Personal Care Services		50%	\$668	\$579	\$578,567	2.77	\$208,584	\$15,469	13.5	98.1%	1.57	8.4	\$24,284
<b>Reading</b>	0.1%	100%	\$252	\$219									
Sporting Goods, Hobby, and Musical Instrument Stores		100%	\$252	\$219	\$218,535	7.91	\$27,645	\$16,791	1.6	87.5%	1.57	0.9	\$26,359
<b>Education</b>	2.1%	100%	\$4,577	\$3,965									
Educational Services		100%	\$4,577	\$3,965	\$3,965,071	2.62	\$1,513,693	\$18,629	81.3	98.1%	1.57	50.8	\$29,244
<b>Tobacco Products and Smoking Supplies</b>	0.1%	100%	\$197	\$171									
Unspecified Retail [8]		100%	\$197	\$171	\$170,583	9.63	\$17,709	\$24,445	0.7	87.5%	1.57	0.4	\$38,374
<b>Miscellaneous [10]</b>	1.0%	100%	\$2,066	\$1,790									
Accounting		25%	\$517	\$447	\$447,486	2.30	\$194,925	\$48,952	4.0	98.1%	1.57	2.5	\$76,846
Architectural, Engineering, and Related [11]		25%	\$517	\$447	\$447,486	2.51	\$178,215	\$69,316	2.6	98.1%	1.57	1.6	\$108,814
Specialized Design Services		25%	\$517	\$447	\$447,486	3.49	\$128,319	\$45,654	2.8	98.1%	1.57	1.8	\$71,669
Death Care Services		25%	\$517	\$447	\$447,486	4.91	\$91,048	\$33,281	<u>2.7</u>	98.1%	1.57	1.7	\$52,245
<b>Total per 1,000 Market Rate Households</b>									<b>498.5</b>			<b>291.7</b>	

[1] Percent of income spent per category is based on the 2008 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 4 the purchase of a \$1,000,000 Unit requires a household income of \$213,540.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[8] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

[10] Miscellaneous also includes legal services. However, legal services are not estimated because data was not available in the 2002 Economic Census.

[11] 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: 2008 Consumer Expenditure Survey, U.S. Bureau of Labor Statistics; 2002 Economic Census, U.S. Census Bureau; Census 2000; Economic & Planning Systems, Inc.

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**Table A-5  
Household Expenditures and Employment Generation - \$1,250,000 Unit  
City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = i * j / k</i>	<i>l = h * j</i>
<b>Food at Home [7]</b>	2.8%	100%	\$7,266	\$6,295									
Food & Beverage Stores		100%	\$7,266	\$6,295	\$6,295,231	8.50	\$740,206	\$29,583	25.0	87.5%	1.57	13.9	\$46,440
<b>Food Away From Home [7]</b>	3.2%	100%	\$8,534	\$7,394									
Food Services and Drinking Places		100%	\$8,534	\$7,394	\$7,393,728	3.28	\$2,251,700	\$14,388	156.5	87.5%	1.57	87.2	\$22,587
<b>Housing Maintenance, Repairs, Insurance, Other expenses</b>	1.4%	100%	\$3,680	\$3,189									
Personal and Household Goods Repair and Maintenance [7]		45%	\$1,656	\$1,435	\$1,434,893	3.36	\$427,530	\$25,154	17.0	98.1%	1.57	10.6	\$39,487
Building Material and Garden Equipment and Supplies Dealer		45%	\$1,656	\$1,435	\$1,434,893	7.64	\$187,888	\$30,821	6.1	87.5%	1.57	3.4	\$48,384
Real Estate and Rental and Leasing		10%	\$368	\$319	\$318,865	6.27	\$50,863	\$38,815	1.3	98.1%	1.57	0.8	\$60,933
<b>Fuel oil and Other fuels [9]</b>	0.1%		\$331	\$287									
Nonstore Retailers [8]		100%	\$331	\$287	\$286,522	7.92	\$36,169	\$39,199	0.9	87.5%	1.57	0.5	\$61,536
<b>Water and Other Public Services [9]</b>	0.3%	100%	\$848	\$734									
Waste Management and Remediation Services [8]		100%	\$848	\$734	\$734,274	4.15	\$177,032	\$39,830	4.4	98.1%	1.57	2.8	\$62,526
<b>Household Operations Personal Services</b>	0.6%	100%	\$1,547	\$1,340									
Nursing and Residential Care Facilities [8]		40%	\$619	\$536	\$536,136	2.24	\$238,847	\$21,795	11.0	98.1%	1.57	6.8	\$34,214
Social Assistance [8]		60%	\$928	\$804	\$804,205	2.88	\$279,390	\$20,553	13.6	98.1%	1.57	8.5	\$32,265
<b>Household Operations Other Household Expenses</b>	0.8%	100%	\$2,203	\$1,909									
Services to Buildings and Dwellings		100%	\$2,203	\$1,909	\$1,908,529	2.41	\$791,462	\$21,577	36.7	98.1%	1.57	22.9	\$33,872
<b>Housekeeping Supplies</b>	0.5%	100%	\$1,388	\$1,202									
Building Materials and Garden Equipment and Supplies Dealers		10%	\$139	\$120	\$120,242	7.64	\$15,745	\$30,821	0.5	87.5%	1.57	0.3	\$48,384
Food & Beverage Stores		35%	\$486	\$421	\$420,848	8.50	\$49,484	\$29,583	1.7	87.5%	1.57	0.9	\$46,440
General Merchandise [8]		35%	\$486	\$421	\$420,848	11.21	\$37,538	\$19,020	2.0	87.5%	1.57	1.1	\$29,858
Miscellaneous Store Retailers		20%	\$278	\$240	\$240,484	6.58	\$36,552	\$18,693	2.0	87.5%	1.57	1.1	\$29,345

[1] Percent of income spent per category is based on the 2008 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 4 the purchase of a \$1,250,000 Unit requires a household income of \$263,840.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

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**Table A-5  
Household Expenditures and Employment Generation - \$1,250,000 Unit  
City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = i * j / k</i>	<i>l = h * j</i>
<b>Household Furnishings and Equipment</b>	2.0%	100%	\$5,192	\$4,498									
Furniture and Home Furnishings Stores		40%	\$2,077	\$1,799	\$1,799,165	6.83	\$263,246	\$24,739	10.6	87.5%	1.57	5.9	\$38,836
Electronics and Appliance Stores		40%	\$2,077	\$1,799	\$1,799,165	8.90	\$202,070	\$29,583	6.8	87.5%	1.57	3.8	\$46,440
General Merchandise Stores [8]		10%	\$519	\$450	\$449,791	11.21	\$40,119	\$19,020	2.1	87.5%	1.57	1.2	\$29,858
Miscellaneous Store Retailers		10%	\$519	\$450	\$449,791	6.58	\$68,366	\$18,693	3.7	87.5%	1.57	2.0	\$29,345
<b>Apparel and Services</b>	2.1%	100%	\$5,478	\$4,746									
Clothing and Clothing Accessories Stores		40%	\$2,191	\$1,898	\$1,898,233	7.17	\$264,594	\$10,143	26.1	87.5%	1.57	14.5	\$15,923
General Merchandise [8]		40%	\$2,191	\$1,898	\$1,898,233	11.21	\$169,313	\$19,020	8.9	87.5%	1.57	5.0	\$29,858
Miscellaneous Store Retailers		10%	\$548	\$475	\$474,558	6.58	\$72,130	\$18,693	3.9	87.5%	1.57	2.2	\$29,345
Personal and Household Goods Repair and Maintenance [8]		5%	\$274	\$237	\$237,279	3.36	\$70,698	\$25,154	2.8	87.5%	1.57	1.6	\$39,487
Dry Cleaning and Laundry Services		5%	\$274	\$237	\$237,279	3.47	\$68,401	\$19,848	3.4	87.5%	1.57	1.9	\$31,158
<b>Vehicle Purchases (net outlay)</b>	2.5%	100%	\$6,708	\$5,812									
Motor Vehicle and Parts Dealers		100%	\$6,708	\$5,812	\$5,812,029	10.46	\$555,712	\$46,623	11.9	87.5%	1.57	6.6	\$73,190
<b>Gasoline and motor oil</b>	1.9%	100%	\$4,928	\$4,270									
Gasoline Stations		100%	\$4,928	\$4,270	\$4,269,665	22.26	\$191,846	\$18,626	10.3	87.5%	1.57	5.7	\$29,240
<b>Vehicle Maintenance and Repairs</b>	0.7%	100%	\$1,787	\$1,548									
Repair and Maintenance		100%	\$1,787	\$1,548	\$1,548,191	3.03	\$510,198	\$35,606	14.3	98.1%	1.57	9.0	\$55,895
<b>Medical Services</b>	0.6%	100%	\$1,611	\$1,396									
Ambulatory Health Care Services [8]		40%	\$644	\$558	\$558,281	2.68	\$208,119	\$42,180	4.9	98.1%	1.57	3.1	\$66,215
General Medical and Surgical Hospitals [8]		30%	\$483	\$419	\$418,711	2.66	\$157,433	\$43,398	3.6	98.1%	1.57	2.3	\$68,127
Nursing and Residential Care Facilities [8]		30%	\$483	\$419	\$418,711	2.24	\$186,534	\$21,795	8.6	98.1%	1.57	5.3	\$34,214
<b>Drugs</b>	0.3%	100%	\$769	\$666									
Health and Personal Care Stores		100%	\$769	\$666	\$666,285	7.44	\$89,587	\$19,325	4.6	87.5%	1.57	2.6	\$30,337
<b>Medical Supplies</b>	0.1%	100%	\$274	\$237									
Health and Personal Care Stores		100%	\$274	\$237	\$236,988	7.44	\$31,865	\$19,325	1.6	87.5%	1.57	0.9	\$30,337
<b>Entertainment Fees and Admissions</b>	1.1%	100%	\$2,873	\$2,489									
Arts, Entertainment, & Recreation		100%	\$2,873	\$2,489	\$2,489,343	2.60	\$957,919	\$21,699	44.1	87.5%	1.57	24.6	\$34,064

[1] Percent of income spent per category is based on the 2008 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 4 the purchase of a \$1,250,000 Unit requires a household income of \$263,840.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[8] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

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**Table A-5**  
**Household Expenditures and Employment Generation - \$1,250,000 Unit**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = i * j / k</i>	<i>l = h * j</i>
<b>Entertainment Audio and Visual Equipment and Services</b>	0.8%	100%	\$2,096	\$1,816									
Electronics and Appliance Stores		100%	\$2,096	\$1,816	\$1,816,259	8.90	\$203,990	\$29,583	6.9	87.5%	1.57	3.8	\$46,440
<b>Entertainment Pets, Toys, Hobbies, and Playground Equip.</b>	0.6%	100%	\$1,631	\$1,413									
Sporting Goods, Hobby, and Musical Instrument Stores		40%	\$652	\$565	\$565,274	7.91	\$71,508	\$16,791	4.3	87.5%	1.57	2.4	\$26,359
Miscellaneous Store Retailers		40%	\$652	\$565	\$565,274	6.58	\$85,918	\$18,693	4.6	87.5%	1.57	2.6	\$29,345
Veterinary Services [8]		20%	\$326	\$283	\$282,637	2.95	\$95,808	\$26,704	3.6	98.1%	1.57	2.2	\$41,921
<b>Other Entertainment Supplies, Equipment, and Services</b>	0.4%	100%	\$1,063	\$921									
Sporting Goods, Hobby, and Musical Instrument Stores		85%	\$903	\$783	\$782,642	7.91	\$99,005	\$16,791	5.9	87.5%	1.57	3.3	\$26,359
Photographic Services		15%	\$159	\$138	\$138,113	3.85	\$35,896	\$21,336	1.7	98.1%	1.57	1.1	\$33,494
<b>Personal Care Products and Services</b>	0.6%	100%	\$1,650	\$1,430									
Unspecified Retail [8]		50%	\$825	\$715	\$714,848	9.63	\$74,212	\$24,445	3.0	87.5%	1.57	1.7	\$38,374
Personal Care Services		50%	\$825	\$715	\$714,848	2.77	\$257,716	\$15,469	16.7	98.1%	1.57	10.4	\$24,284
<b>Reading</b>	0.1%	100%	\$312	\$270									
Sporting Goods, Hobby, and Musical Instrument Stores		100%	\$312	\$270	\$270,011	7.91	\$34,157	\$16,791	2.0	87.5%	1.57	1.1	\$26,359
<b>Education</b>	2.1%	100%	\$5,655	\$4,899									
Educational Services		100%	\$5,655	\$4,899	\$4,899,043	2.62	\$1,870,243	\$18,629	100.4	98.1%	1.57	62.7	\$29,244
<b>Tobacco Products and Smoking Supplies</b>	0.1%	100%	\$243	\$211									
Unspecified Retail [8]		100%	\$243	\$211	\$210,764	9.63	\$21,880	\$24,445	0.9	87.5%	1.57	0.5	\$38,374
<b>Miscellaneous [10]</b>	1.0%	100%	\$2,553	\$2,212									
Accounting		25%	\$638	\$553	\$552,891	2.30	\$240,840	\$48,952	4.9	98.1%	1.57	3.1	\$76,846
Architectural, Engineering, and Related [11]		25%	\$638	\$553	\$552,891	2.51	\$220,194	\$69,316	3.2	98.1%	1.57	2.0	\$108,814
Specialized Design Services		25%	\$638	\$553	\$552,891	3.49	\$158,544	\$45,654	3.5	98.1%	1.57	2.2	\$71,669
Death Care Services		25%	\$638	\$553	\$552,891	4.91	\$112,494	\$33,281	3.4	98.1%	1.57	2.1	\$52,245
<b>Total per 1,000 Market Rate Households</b>									<b>616.0</b>			<b>360.4</b>	

[1] Percent of income spent per category is based on the 2008 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 4 the purchase of a \$1,250,000 Unit requires a household income of \$263,840.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

[10] Miscellaneous also includes legal services. However, legal services are not estimated because data was not available in the 2002 Economic Census.

[11] 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: 2008 Consumer Expenditure Survey, U.S. Bureau of Labor Statistics; 2002 Economic Census, U.S. Census Bureau; Census 2000; Economic & Planning Systems, Inc.

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**Table A-6**  
**Household Expenditures and Employment Generation - \$1,500,000 Unit**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = i * j / k</i>	<i>l = h * j</i>
<b>Food at Home [7]</b>	2.8%	100%	\$8,651	\$7,495									
Food & Beverage Stores		100%	\$8,651	\$7,495	\$7,495,377	8.50	\$881,321	\$29,583	29.8	87.5%	1.57	16.6	\$46,440
<b>Food Away From Home [7]</b>	3.2%	100%	\$10,161	\$8,803									
Food Services and Drinking Places		100%	\$10,161	\$8,803	\$8,803,295	3.28	\$2,680,973	\$14,388	186.3	87.5%	1.57	103.9	\$22,587
<b>Housing Maintenance, Repairs, Insurance, Other expenses</b>	1.4%	100%	\$4,382	\$3,797									
Personal and Household Goods Repair and Maintenance [7]		45%	\$1,972	\$1,708	\$1,708,446	3.36	\$509,036	\$25,154	20.2	98.1%	1.57	12.6	\$39,487
Building Material and Garden Equipment and Supplies Dealer		45%	\$1,972	\$1,708	\$1,708,446	7.64	\$223,708	\$30,821	7.3	87.5%	1.57	4.0	\$48,384
Real Estate and Rental and Leasing		10%	\$438	\$380	\$379,655	6.27	\$60,560	\$38,815	1.6	98.1%	1.57	1.0	\$60,933
<b>Fuel oil and Other fuels [9]</b>	0.1%		\$394	\$341									
Nonstore Retailers [8]		100%	\$394	\$341	\$341,146	7.92	\$43,064	\$39,199	1.1	87.5%	1.57	0.6	\$61,536
<b>Water and Other Public Services [9]</b>	0.3%	100%	\$1,009	\$874									
Waste Management and Remediation Services [8]		100%	\$1,009	\$874	\$874,258	4.15	\$210,782	\$39,830	5.3	98.1%	1.57	3.3	\$62,526
<b>Household Operations Personal Services</b>	0.6%	100%	\$1,842	\$1,596									
Nursing and Residential Care Facilities [8]		40%	\$737	\$638	\$638,347	2.24	\$284,382	\$21,795	13.0	98.1%	1.57	8.2	\$34,214
Social Assistance [8]		60%	\$1,105	\$958	\$957,521	2.88	\$332,654	\$20,553	16.2	98.1%	1.57	10.1	\$32,265
<b>Household Operations Other Household Expenses</b>	0.8%	100%	\$2,623	\$2,272									
Services to Buildings and Dwellings		100%	\$2,623	\$2,272	\$2,272,378	2.41	\$942,349	\$21,577	43.7	98.1%	1.57	27.3	\$33,872
<b>Housekeeping Supplies</b>	0.5%	100%	\$1,652	\$1,432									
Building Materials and Garden Equipment and Supplies Dealers		10%	\$165	\$143	\$143,166	7.64	\$18,746	\$30,821	0.6	87.5%	1.57	0.3	\$48,384
Food & Beverage Stores		35%	\$578	\$501	\$501,080	8.50	\$58,918	\$29,583	2.0	87.5%	1.57	1.1	\$46,440
General Merchandise [8]		35%	\$578	\$501	\$501,080	11.21	\$44,694	\$19,020	2.3	87.5%	1.57	1.3	\$29,858
Miscellaneous Store Retailers		20%	\$330	\$286	\$286,331	6.58	\$43,521	\$18,693	2.3	87.5%	1.57	1.3	\$29,345

[1] Percent of income spent per category is based on the 2008 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 4 the purchase of a \$1,500,000 Unit requires a household income of \$314,139.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

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**Table A-6**  
**Household Expenditures and Employment Generation - \$1,500,000 Unit**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = i * j / k</i>	<i>l = h * j</i>
<b>Household Furnishings and Equipment</b>	2.0%	100%	\$6,181	\$5,355									
Furniture and Home Furnishings Stores		40%	\$2,473	\$2,142	\$2,142,164	6.83	\$313,432	\$24,739	12.7	87.5%	1.57	7.1	\$38,836
Electronics and Appliance Stores		40%	\$2,473	\$2,142	\$2,142,164	8.90	\$240,594	\$29,583	8.1	87.5%	1.57	4.5	\$46,440
General Merchandise Stores [8]		10%	\$618	\$536	\$535,541	11.21	\$47,768	\$19,020	2.5	87.5%	1.57	1.4	\$29,858
Miscellaneous Store Retailers		10%	\$618	\$536	\$535,541	6.58	\$81,399	\$18,693	4.4	87.5%	1.57	2.4	\$29,345
<b>Apparel and Services</b>	2.1%	100%	\$6,522	\$5,650									
Clothing and Clothing Accessories Stores		40%	\$2,609	\$2,260	\$2,260,120	7.17	\$315,037	\$10,143	31.1	87.5%	1.57	17.3	\$15,923
General Merchandise [8]		40%	\$2,609	\$2,260	\$2,260,120	11.21	\$201,592	\$19,020	10.6	87.5%	1.57	5.9	\$29,858
Miscellaneous Store Retailers		10%	\$652	\$565	\$565,030	6.58	\$85,881	\$18,693	4.6	87.5%	1.57	2.6	\$29,345
Personal and Household Goods Repair and Maintenance [8]		5%	\$326	\$283	\$282,515	3.36	\$84,176	\$25,154	3.3	87.5%	1.57	1.9	\$39,487
Dry Cleaning and Laundry Services		5%	\$326	\$283	\$282,515	3.47	\$81,441	\$19,848	4.1	87.5%	1.57	2.3	\$31,158
<b>Vehicle Purchases (net outlay)</b>	2.5%	100%	\$7,987	\$6,920									
Motor Vehicle and Parts Dealers		100%	\$7,987	\$6,920	\$6,920,055	10.46	\$661,656	\$46,623	14.2	87.5%	1.57	7.9	\$73,190
<b>Gasoline and motor oil</b>	1.9%	100%	\$5,868	\$5,084									
Gasoline Stations		100%	\$5,868	\$5,084	\$5,083,650	22.26	\$228,421	\$18,626	12.3	87.5%	1.57	6.8	\$29,240
<b>Vehicle Maintenance and Repairs</b>	0.7%	100%	\$2,128	\$1,843									
Repair and Maintenance		100%	\$2,128	\$1,843	\$1,843,344	3.03	\$607,464	\$35,606	17.1	98.1%	1.57	10.7	\$55,895
<b>Medical Services</b>	0.6%	100%	\$1,918	\$1,662									
Ambulatory Health Care Services [8]		40%	\$767	\$665	\$664,714	2.68	\$247,795	\$42,180	5.9	98.1%	1.57	3.7	\$66,215
General Medical and Surgical Hospitals [8]		30%	\$575	\$499	\$498,535	2.66	\$187,447	\$43,398	4.3	98.1%	1.57	2.7	\$68,127
Nursing and Residential Care Facilities [8]		30%	\$575	\$499	\$498,535	2.24	\$222,096	\$21,795	10.2	98.1%	1.57	6.4	\$34,214
<b>Drugs</b>	0.3%	100%	\$916	\$793									
Health and Personal Care Stores		100%	\$916	\$793	\$793,308	7.44	\$106,666	\$19,325	5.5	87.5%	1.57	3.1	\$30,337
<b>Medical Supplies</b>	0.1%	100%	\$326	\$282									
Health and Personal Care Stores		100%	\$326	\$282	\$282,168	7.44	\$37,939	\$19,325	2.0	87.5%	1.57	1.1	\$30,337
<b>Entertainment Fees and Admissions</b>	1.1%	100%	\$3,421	\$2,964									
Arts, Entertainment, & Recreation		100%	\$3,421	\$2,964	\$2,963,921	2.60	\$1,140,540	\$21,699	52.6	87.5%	1.57	29.3	\$34,064

[1] Percent of income spent per category is based on the 2008 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 4 the purchase of a \$1,500,000 Unit requires a household income of \$314,139.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

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**Table A-6  
Household Expenditures and Employment Generation - \$1,500,000 Unit  
City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/HH [6]	Total Worker HH	2002 Avg. Worker HH Income
Calculation	a	b	c	d	e = d * 1000	f	g = e / f	h	i = g / h	j	k	l = i * j / k	l = h * j
<b>Entertainment Audio and Visual Equipment and Services</b>	0.8%	100%	\$2,496	\$2,163									
Electronics and Appliance Stores		100%	\$2,496	\$2,163	\$2,162,517	8.90	\$242,880	\$29,583	8.2	87.5%	1.57	4.6	\$46,440
<b>Entertainment Pets, Toys, Hobbies, and Playground Equip.</b>	0.6%	100%	\$1,942	\$1,683									
Sporting Goods, Hobby, and Musical Instrument Stores		40%	\$777	\$673	\$673,040	7.91	\$85,140	\$16,791	5.1	87.5%	1.57	2.8	\$26,359
Miscellaneous Store Retailers		40%	\$777	\$673	\$673,040	6.58	\$102,298	\$18,693	5.5	87.5%	1.57	3.1	\$29,345
Veterinary Services [8]		20%	\$388	\$337	\$336,520	2.95	\$114,073	\$26,704	4.3	98.1%	1.57	2.7	\$41,921
<b>Other Entertainment Supplies, Equipment, and Services</b>	0.4%	100%	\$1,265	\$1,096									
Sporting Goods, Hobby, and Musical Instrument Stores		85%	\$1,076	\$932	\$931,848	7.91	\$117,880	\$16,791	7.0	87.5%	1.57	3.9	\$26,359
Photographic Services		15%	\$190	\$164	\$164,444	3.85	\$42,739	\$21,336	2.0	98.1%	1.57	1.3	\$33,494
<b>Personal Care Products and Services</b>	0.6%	100%	\$1,965	\$1,702									
Unspecified Retail [8]		50%	\$982	\$851	\$851,130	9.63	\$88,360	\$24,445	3.6	87.5%	1.57	2.0	\$38,374
Personal Care Services		50%	\$982	\$851	\$851,130	2.77	\$306,848	\$15,469	19.8	98.1%	1.57	12.4	\$24,284
<b>Reading</b>	0.1%	100%	\$371	\$321									
Sporting Goods, Hobby, and Musical Instrument Stores		100%	\$371	\$321	\$321,487	7.91	\$40,668	\$16,791	2.4	87.5%	1.57	1.4	\$26,359
<b>Education</b>	2.1%	100%	\$6,733	\$5,833									
Educational Services		100%	\$6,733	\$5,833	\$5,833,014	2.62	\$2,226,793	\$18,629	119.5	98.1%	1.57	74.7	\$29,244
<b>Tobacco Products and Smoking Supplies</b>	0.1%	100%	\$290	\$251									
Unspecified Retail [8]		100%	\$290	\$251	\$250,945	9.63	\$26,052	\$24,445	1.1	87.5%	1.57	0.6	\$38,374
<b>Miscellaneous [10]</b>	1.0%	100%	\$3,039	\$2,633									
Accounting		25%	\$760	\$658	\$658,296	2.30	\$286,755	\$48,952	5.9	98.1%	1.57	3.7	\$76,846
Architectural, Engineering, and Related [11]		25%	\$760	\$658	\$658,296	2.51	\$262,173	\$69,316	3.8	98.1%	1.57	2.4	\$108,814
Specialized Design Services		25%	\$760	\$658	\$658,296	3.49	\$188,770	\$45,654	4.1	98.1%	1.57	2.6	\$71,669
Death Care Services		25%	\$760	\$658	\$658,296	4.91	\$133,940	\$33,281	4.0	98.1%	1.57	2.5	\$52,245
<b>Total per 1,000 Market Rate Households</b>									<b>733.4</b>			<b>429.1</b>	

[1] Percent of income spent per category is based on the 2008 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 4 the purchase of a \$1,500,000 Unit requires a household income of \$314,139.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

[10] Miscellaneous also includes legal services. However, legal services are not estimated because data was not available in the 2002 Economic Census.

[11] 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: 2008 Consumer Expenditure Survey, U.S. Bureau of Labor Statistics; 2002 Economic Census, U.S. Census Bureau; Census 2000; Economic & Planning Systems, Inc.

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**Table A-7**  
**Household Expenditures and Employment Generation - \$1,750,000 Unit**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = i * j / k</i>	<i>l = h * j</i>
<b>Food at Home [7]</b>	2.8%	100%	\$10,037	\$8,696									
Food & Beverage Stores		100%	\$10,037	\$8,696	\$8,695,523	8.50	\$1,022,437	\$29,583	34.6	87.5%	1.57	19.3	\$46,440
<b>Food Away From Home [7]</b>	3.2%	100%	\$11,788	\$10,213									
Food Services and Drinking Places		100%	\$11,788	\$10,213	\$10,212,863	3.28	\$3,110,245	\$14,388	216.2	87.5%	1.57	120.5	\$22,587
<b>Housing Maintenance, Repairs, Insurance, Other expenses</b>	1.4%	100%	\$5,084	\$4,404									
Personal and Household Goods Repair and Maintenance [7]		45%	\$2,288	\$1,982	\$1,982,000	3.36	\$590,542	\$25,154	23.5	98.1%	1.57	14.7	\$39,487
Building Material and Garden Equipment and Supplies Dealer		45%	\$2,288	\$1,982	\$1,982,000	7.64	\$259,528	\$30,821	8.4	87.5%	1.57	4.7	\$48,384
Real Estate and Rental and Leasing		10%	\$508	\$440	\$440,444	6.27	\$70,257	\$38,815	1.8	98.1%	1.57	1.1	\$60,933
<b>Fuel oil and Other fuels [9]</b>	0.1%		\$457	\$396									
Nonstore Retailers [8]		100%	\$457	\$396	\$395,769	7.92	\$49,960	\$39,199	1.3	87.5%	1.57	0.7	\$61,536
<b>Water and Other Public Services [9]</b>	0.3%	100%	\$1,171	\$1,014									
Waste Management and Remediation Services [8]		100%	\$1,171	\$1,014	\$1,014,243	4.15	\$244,532	\$39,830	6.1	98.1%	1.57	3.8	\$62,526
<b>Household Operations Personal Services</b>	0.6%	100%	\$2,137	\$1,851									
Nursing and Residential Care Facilities [8]		40%	\$855	\$741	\$740,558	2.24	\$329,917	\$21,795	15.1	98.1%	1.57	9.5	\$34,214
Social Assistance [8]		60%	\$1,282	\$1,111	\$1,110,837	2.88	\$385,918	\$20,553	18.8	98.1%	1.57	11.7	\$32,265
<b>Household Operations Other Household Expenses</b>	0.8%	100%	\$3,043	\$2,636									
Services to Buildings and Dwellings		100%	\$3,043	\$2,636	\$2,636,227	2.41	\$1,093,237	\$21,577	50.7	98.1%	1.57	31.7	\$33,872
<b>Housekeeping Supplies</b>	0.5%	100%	\$1,917	\$1,661									
Building Materials and Garden Equipment and Supplies Dealers		10%	\$192	\$166	\$166,089	7.64	\$21,748	\$30,821	0.7	87.5%	1.57	0.4	\$48,384
Food & Beverage Stores		35%	\$671	\$581	\$581,311	8.50	\$68,352	\$29,583	2.3	87.5%	1.57	1.3	\$46,440
General Merchandise [8]		35%	\$671	\$581	\$581,311	11.21	\$51,850	\$19,020	2.7	87.5%	1.57	1.5	\$29,858
Miscellaneous Store Retailers		20%	\$383	\$332	\$332,178	6.58	\$50,489	\$18,693	2.7	87.5%	1.57	1.5	\$29,345

[1] Percent of income spent per category is based on the 2008 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 4 the purchase of a \$1,750,000 Unit requires a household income of \$364,439.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

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**Table A-7**  
**Household Expenditures and Employment Generation - \$1,750,000 Unit**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = i * j / k</i>	<i>l = h * j</i>
<b>Household Furnishings and Equipment</b>	2.0%	100%	\$7,171	\$6,213									
Furniture and Home Furnishings Stores		40%	\$2,868	\$2,485	\$2,485,164	6.83	\$363,618	\$24,739	14.7	87.5%	1.57	8.2	\$38,836
Electronics and Appliance Stores		40%	\$2,868	\$2,485	\$2,485,164	8.90	\$279,117	\$29,583	9.4	87.5%	1.57	5.3	\$46,440
General Merchandise Stores [8]		10%	\$717	\$621	\$621,291	11.21	\$55,416	\$19,020	2.9	87.5%	1.57	1.6	\$29,858
Miscellaneous Store Retailers		10%	\$717	\$621	\$621,291	6.58	\$94,432	\$18,693	5.1	87.5%	1.57	2.8	\$29,345
<b>Apparel and Services</b>	2.1%	100%	\$7,566	\$6,555									
Clothing and Clothing Accessories Stores		40%	\$3,026	\$2,622	\$2,622,006	7.17	\$365,480	\$10,143	36.0	87.5%	1.57	20.1	\$15,923
General Merchandise [8]		40%	\$3,026	\$2,622	\$2,622,006	11.21	\$233,870	\$19,020	12.3	87.5%	1.57	6.9	\$29,858
Miscellaneous Store Retailers		10%	\$757	\$656	\$655,501	6.58	\$99,632	\$18,693	5.3	87.5%	1.57	3.0	\$29,345
Personal and Household Goods Repair and Maintenance [8]		5%	\$378	\$328	\$327,751	3.36	\$97,654	\$25,154	3.9	87.5%	1.57	2.2	\$39,487
Dry Cleaning and Laundry Services		5%	\$378	\$328	\$327,751	3.47	\$94,481	\$19,848	4.8	87.5%	1.57	2.7	\$31,158
<b>Vehicle Purchases (net outlay)</b>	2.5%	100%	\$9,266	\$8,028									
Motor Vehicle and Parts Dealers		100%	\$9,266	\$8,028	\$8,028,082	10.46	\$767,599	\$46,623	16.5	87.5%	1.57	9.2	\$73,190
<b>Gasoline and motor oil</b>	1.9%	100%	\$6,807	\$5,898									
Gasoline Stations		100%	\$6,807	\$5,898	\$5,897,635	22.26	\$264,995	\$18,626	14.2	87.5%	1.57	7.9	\$29,240
<b>Vehicle Maintenance and Repairs</b>	0.7%	100%	\$2,468	\$2,138									
Repair and Maintenance		100%	\$2,468	\$2,138	\$2,138,496	3.03	\$704,731	\$35,606	19.8	98.1%	1.57	12.4	\$55,895
<b>Medical Services</b>	0.6%	100%	\$2,225	\$1,928									
Ambulatory Health Care Services [8]		40%	\$890	\$771	\$771,147	2.68	\$287,472	\$42,180	6.8	98.1%	1.57	4.3	\$66,215
General Medical and Surgical Hospitals [8]		30%	\$668	\$578	\$578,360	2.66	\$217,460	\$43,398	5.0	98.1%	1.57	3.1	\$68,127
Nursing and Residential Care Facilities [8]		30%	\$668	\$578	\$578,360	2.24	\$257,658	\$21,795	11.8	98.1%	1.57	7.4	\$34,214
<b>Drugs</b>	0.3%	100%	\$1,062	\$920									
Health and Personal Care Stores		100%	\$1,062	\$920	\$920,332	7.44	\$123,745	\$19,325	6.4	87.5%	1.57	3.6	\$30,337
<b>Medical Supplies</b>	0.1%	100%	\$378	\$327									
Health and Personal Care Stores		100%	\$378	\$327	\$327,348	7.44	\$44,014	\$19,325	2.3	87.5%	1.57	1.3	\$30,337
<b>Entertainment Fees and Admissions</b>	1.1%	100%	\$3,969	\$3,438									
Arts, Entertainment, & Recreation		100%	\$3,969	\$3,438	\$3,438,498	2.60	\$1,323,161	\$21,699	61.0	87.5%	1.57	34.0	\$34,064

[1] Percent of income spent per category is based on the 2008 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 4 the purchase of a \$1,750,000 Unit requires a household income of \$364,439.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

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**Table A-7**  
**Household Expenditures and Employment Generation - \$1,750,000 Unit**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = i * j * k</i>	<i>l = h * j</i>
<b>Entertainment Audio and Visual Equipment and Services</b>	0.8%	100%	\$2,896	\$2,509									
Electronics and Appliance Stores		100%	\$2,896	\$2,509	\$2,508,776	8.90	\$281,769	\$29,583	9.5	87.5%	1.57	5.3	\$46,440
<b>Entertainment Pets, Toys, Hobbies, and Playground Equip.</b>	0.6%	100%	\$2,253	\$1,952									
Sporting Goods, Hobby, and Musical Instrument Stores		40%	\$901	\$781	\$780,806	7.91	\$98,773	\$16,791	5.9	87.5%	1.57	3.3	\$26,359
Miscellaneous Store Retailers		40%	\$901	\$781	\$780,806	6.58	\$118,678	\$18,693	6.3	87.5%	1.57	3.5	\$29,345
Veterinary Services [8]		20%	\$451	\$390	\$390,403	2.95	\$132,339	\$26,704	5.0	98.1%	1.57	3.1	\$41,921
<b>Other Entertainment Supplies, Equipment, and Services</b>	0.4%	100%	\$1,468	\$1,272									
Sporting Goods, Hobby, and Musical Instrument Stores		85%	\$1,248	\$1,081	\$1,081,054	7.91	\$136,755	\$16,791	8.1	87.5%	1.57	4.5	\$26,359
Photographic Services		15%	\$220	\$191	\$190,774	3.85	\$49,582	\$21,336	2.3	98.1%	1.57	1.5	\$33,494
<b>Personal Care Products and Services</b>	0.6%	100%	\$2,279	\$1,975									
Unspecified Retail [8]		50%	\$1,140	\$987	\$987,411	9.63	\$102,508	\$24,445	4.2	87.5%	1.57	2.3	\$38,374
Personal Care Services		50%	\$1,140	\$987	\$987,411	2.77	\$355,980	\$15,469	23.0	98.1%	1.57	14.4	\$24,284
<b>Reading</b>	0.1%	100%	\$430	\$373									
Sporting Goods, Hobby, and Musical Instrument Stores		100%	\$430	\$373	\$372,962	7.91	\$47,180	\$16,791	2.8	87.5%	1.57	1.6	\$26,359
<b>Education</b>	2.1%	100%	\$7,811	\$6,767									
Educational Services		100%	\$7,811	\$6,767	\$6,766,986	2.62	\$2,583,344	\$18,629	138.7	98.1%	1.57	86.7	\$29,244
<b>Tobacco Products and Smoking Supplies</b>	0.1%	100%	\$336	\$291									
Unspecified Retail [8]		100%	\$336	\$291	\$291,125	9.63	\$30,223	\$24,445	1.2	87.5%	1.57	0.7	\$38,374
<b>Miscellaneous [10]</b>	1.0%	100%	\$3,526	\$3,055									
Accounting		25%	\$881	\$764	\$763,701	2.30	\$332,669	\$48,952	6.8	98.1%	1.57	4.2	\$76,846
Architectural, Engineering, and Related [11]		25%	\$881	\$764	\$763,701	2.51	\$304,151	\$69,316	4.4	98.1%	1.57	2.7	\$108,814
Specialized Design Services		25%	\$881	\$764	\$763,701	3.49	\$218,995	\$45,654	4.8	98.1%	1.57	3.0	\$71,669
Death Care Services		25%	\$881	\$764	\$763,701	4.91	\$155,386	\$33,281	4.7	98.1%	1.57	2.9	\$52,245
<b>Total per 1,000 Market Rate Households</b>									<b>850.8</b>			<b>497.8</b>	

[1] Percent of income spent per category is based on the 2008 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 4 the purchase of a \$1,750,000 Unit requires a household income of \$364,439.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

[10] Miscellaneous also includes legal services. However, legal services are not estimated because data was not available in the 2002 Economic Census.

[11] 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: 2008 Consumer Expenditure Survey, U.S. Bureau of Labor Statistics; 2002 Economic Census, U.S. Census Bureau; Census 2000; Economic & Planning Systems, Inc.

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**Table A-8  
Household Expenditures and Employment Generation - For Rent Studio Apartment  
City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/ HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = i * j / k</i>	<i>l = h * j</i>
<b>Food at Home [7]</b>	6.7%	100%	\$4,302	\$3,727									
Food & Beverage Stores		100%	\$4,302	\$3,727	\$3,726,815	8.50	\$438,206	\$29,583	14.8	87.5%	1.57	8.3	\$46,440
<b>Food Away From Home [7]</b>	4.8%	100%	\$3,075	\$2,664									
Food Services and Drinking Places		100%	\$3,075	\$2,664	\$2,664,282	3.28	\$811,386	\$14,388	56.4	87.5%	1.57	31.4	\$22,587
<b>Housing Maintenance, Repairs, Insurance, Other expenses</b>	2.1%	100%	\$1,324	\$1,147									
Personal and Household Goods Repair and Maintenance [7]		45%	\$596	\$516	\$516,020	3.36	\$153,750	\$25,154	6.1	98.1%	1.57	3.8	\$39,487
Building Material and Garden Equipment and Supplies Dealer		45%	\$596	\$516	\$516,020	7.64	\$67,569	\$30,821	2.2	87.5%	1.57	1.2	\$48,384
Real Estate and Rental and Leasing		10%	\$132	\$115	\$114,671	6.27	\$18,292	\$38,815	0.5	98.1%	1.57	0.3	\$60,933
<b>Fuel oil and Other fuels [9]</b>	0.3%		\$192	\$166									
Nonstore Retailers [8]		100%	\$192	\$166	\$166,488	7.92	\$21,017	\$39,199	0.5	87.5%	1.57	0.3	\$61,536
<b>Water and Other Public Services [9]</b>	0.8%	100%	\$519	\$450									
Waste Management and Remediation Services [8]		100%	\$519	\$450	\$449,893	4.15	\$108,468	\$39,830	2.7	98.1%	1.57	1.7	\$62,526
<b>Household Operations Personal Services</b>	0.7%	100%	\$428	\$370									
Nursing and Residential Care Facilities [8]		40%	\$171	\$148	\$148,156	2.24	\$66,003	\$21,795	3.0	98.1%	1.57	1.9	\$34,214
Social Assistance [8]		60%	\$257	\$222	\$222,234	2.88	\$77,207	\$20,553	3.8	98.1%	1.57	2.3	\$32,265
<b>Household Operations Other Household Expenses</b>	0.9%	100%	\$587	\$509									
Services to Buildings and Dwellings		100%	\$587	\$509	\$508,818	2.41	\$211,006	\$21,577	9.8	98.1%	1.57	6.1	\$33,872
<b>Housekeeping Supplies</b>	1.1%	100%	\$680	\$589									
Building Materials and Garden Equipment and Supplies Dealers		10%	\$68	\$59	\$58,926	7.64	\$7,716	\$30,821	0.3	87.5%	1.57	0.1	\$48,384
Food & Beverage Stores		35%	\$238	\$206	\$206,240	8.50	\$24,250	\$29,583	0.8	87.5%	1.57	0.5	\$46,440
General Merchandise [8]		35%	\$238	\$206	\$206,240	11.21	\$18,396	\$19,020	1.0	87.5%	1.57	0.5	\$29,858
Miscellaneous Store Retailers		20%	\$136	\$118	\$117,851	6.58	\$17,913	\$18,693	1.0	87.5%	1.57	0.5	\$29,345

[1] Percent of income spent per category is based on the 2008 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 5 the rental of a typical new Studio Apartment requires a household income of \$64,040.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

**Table A-8  
Household Expenditures and Employment Generation - For Rent Studio Apartment  
City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/ HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = i * j / k</i>	<i>l = h * j</i>
<b>Household Furnishings and Equipment</b>	2.6%	100%	\$1,671	\$1,448									
Furniture and Home Furnishings Stores		40%	\$668	\$579	\$579,155	6.83	\$84,739	\$24,739	3.4	87.5%	1.57	1.9	\$38,836
Electronics and Appliance Stores		40%	\$668	\$579	\$579,155	8.90	\$65,047	\$29,583	2.2	87.5%	1.57	1.2	\$46,440
General Merchandise Stores [8]		10%	\$167	\$145	\$144,789	11.21	\$12,914	\$19,020	0.7	87.5%	1.57	0.4	\$29,858
Miscellaneous Store Retailers		10%	\$167	\$145	\$144,789	6.58	\$22,007	\$18,693	1.2	87.5%	1.57	0.7	\$29,345
<b>Apparel and Services</b>	2.9%	100%	\$1,849	\$1,602									
Clothing and Clothing Accessories Stores		40%	\$740	\$641	\$640,887	7.17	\$89,333	\$10,143	8.8	87.5%	1.57	4.9	\$15,923
General Merchandise [8]		40%	\$740	\$641	\$640,887	11.21	\$57,164	\$19,020	3.0	87.5%	1.57	1.7	\$29,858
Miscellaneous Store Retailers		10%	\$185	\$160	\$160,222	6.58	\$24,353	\$18,693	1.3	87.5%	1.57	0.7	\$29,345
Personal and Household Goods Repair and Maintenance [8]		5%	\$92	\$80	\$80,111	3.36	\$23,869	\$25,154	0.9	87.5%	1.57	0.5	\$39,487
Dry Cleaning and Laundry Services		5%	\$92	\$80	\$80,111	3.47	\$23,094	\$19,848	1.2	87.5%	1.57	0.6	\$31,158
<b>Vehicle Purchases (net outlay)</b>	5.2%	100%	\$3,339	\$2,893									
Motor Vehicle and Parts Dealers		100%	\$3,339	\$2,893	\$2,892,970	10.46	\$276,609	\$46,623	5.9	87.5%	1.57	3.3	\$73,190
<b>Gasoline and motor oil</b>	5.1%	100%	\$3,274	\$2,837									
Gasoline Stations		100%	\$3,274	\$2,837	\$2,836,850	22.26	\$127,467	\$18,626	6.8	87.5%	1.57	3.8	\$29,240
<b>Vehicle Maintenance and Repairs</b>	1.3%	100%	\$847	\$734									
Repair and Maintenance		100%	\$847	\$734	\$734,233	3.03	\$241,963	\$35,606	6.8	98.1%	1.57	4.2	\$55,895
<b>Medical Services</b>	1.4%	100%	\$925	\$802									
Ambulatory Health Care Services [8]		40%	\$370	\$321	\$320,630	2.68	\$119,526	\$42,180	2.8	98.1%	1.57	1.8	\$66,215
General Medical and Surgical Hospitals [8]		30%	\$278	\$240	\$240,473	2.66	\$90,417	\$43,398	2.1	98.1%	1.57	1.3	\$68,127
Nursing and Residential Care Facilities [8]		30%	\$278	\$240	\$240,473	2.24	\$107,130	\$21,795	4.9	98.1%	1.57	3.1	\$34,214
<b>Drugs</b>	0.9%	100%	\$567	\$491									
Health and Personal Care Stores		100%	\$567	\$491	\$491,047	7.44	\$66,025	\$19,325	3.4	87.5%	1.57	1.9	\$30,337
<b>Medical Supplies</b>	0.2%	100%	\$126	\$109									
Health and Personal Care Stores		100%	\$126	\$109	\$109,433	7.44	\$14,714	\$19,325	0.8	87.5%	1.57	0.4	\$30,337
<b>Entertainment Fees and Admissions</b>	0.8%	100%	\$524	\$454									
Arts, Entertainment, & Recreation		100%	\$524	\$454	\$453,634	2.60	\$174,562	\$21,699	8.0	87.5%	1.57	4.5	\$34,064

[1] Percent of income spent per category is based on the 2008 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 5 the rental of a typical new Studio Apartment requires a household income of \$64,040.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

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**Table A-8  
Household Expenditures and Employment Generation - For Rent Studio Apartment  
City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = i * j / k</i>	<i>l = h * j</i>
<b>Entertainment Audio and Visual Equipment and Services</b>	1.9%	100%	\$1,232	\$1,067									
Electronics and Appliance Stores		100%	\$1,232	\$1,067	\$1,067,209	8.90	\$119,862	\$29,583	4.1	87.5%	1.57	2.3	\$46,440
<b>Entertainment Pets, Toys, Hobbies, and Playground Equip.</b>	1.3%	100%	\$806	\$699									
Sporting Goods, Hobby, and Musical Instrument Stores		40%	\$323	\$279	\$279,476	7.91	\$35,354	\$16,791	2.1	87.5%	1.57	1.2	\$26,359
Miscellaneous Store Retailers		40%	\$323	\$279	\$279,476	6.58	\$42,479	\$18,693	2.3	87.5%	1.57	1.3	\$29,345
Veterinary Services [8]		20%	\$161	\$140	\$139,738	2.95	\$47,368	\$26,704	1.8	98.1%	1.57	1.1	\$41,921
<b>Other Entertainment Supplies, Equipment, and Services</b>	0.9%	100%	\$607	\$526									
Sporting Goods, Hobby, and Musical Instrument Stores		85%	\$516	\$447	\$446,806	7.91	\$56,522	\$16,791	3.4	87.5%	1.57	1.9	\$26,359
Photographic Services		15%	\$91	\$79	\$78,848	3.85	\$20,493	\$21,336	1.0	98.1%	1.57	0.6	\$33,494
<b>Personal Care Products and Services</b>	1.0%	100%	\$638	\$553									
Unspecified Retail [8]		50%	\$319	\$276	\$276,389	9.63	\$28,693	\$24,445	1.2	87.5%	1.57	0.7	\$38,374
Personal Care Services		50%	\$319	\$276	\$276,389	2.77	\$99,643	\$15,469	6.4	98.1%	1.57	4.0	\$24,284
<b>Reading</b>	0.2%	100%	\$127	\$110									
Sporting Goods, Hobby, and Musical Instrument Stores		100%	\$127	\$110	\$110,369	7.91	\$13,962	\$16,791	0.8	87.5%	1.57	0.5	\$26,359
<b>Education</b>	1.0%	100%	\$662	\$573									
Educational Services		100%	\$662	\$573	\$573,356	2.62	\$218,883	\$18,629	11.7	98.1%	1.57	7.3	\$29,244
<b>Tobacco Products and Smoking Supplies</b>	0.7%	100%	\$423	\$367									
Unspecified Retail [8]		100%	\$423	\$367	\$366,649	9.63	\$38,064	\$24,445	1.6	87.5%	1.57	0.9	\$38,374
<b>Miscellaneous [10]</b>	1.5%	100%	\$971	\$841									
Accounting		25%	\$243	\$210	\$210,215	2.30	\$91,570	\$48,952	1.9	98.1%	1.57	1.2	\$76,846
Architectural, Engineering, and Related [11]		25%	\$243	\$210	\$210,215	2.51	\$83,720	\$69,316	1.2	98.1%	1.57	0.8	\$108,814
Specialized Design Services		25%	\$243	\$210	\$210,215	3.49	\$60,280	\$45,654	1.3	98.1%	1.57	0.8	\$71,669
Death Care Services		25%	\$243	\$210	\$210,215	4.91	\$42,771	\$33,281	1.3	98.1%	1.57	0.8	\$52,245
<b>Total per 1,000 Market Rate Households</b>									<b>209.1</b>			<b>121.2</b>	

[1] Percent of income spent per category is based on the 2008 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 5 the rental of a typical new Studio Apartment requires a household income of \$64,040.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

[10] Miscellaneous also includes legal services. However, legal services are not estimated because data was not available in the 2002 Economic Census.

[11] 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: 2008 Consumer Expenditure Survey, U.S. Bureau of Labor Statistics; 2002 Economic Census, U.S. Census Bureau; Census 2000; Economic & Planning Systems, Inc.

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**Table A-9  
Household Expenditures and Employment Generation - For Rent 1-Bedroom Apartment  
City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = i * j / k</i>	<i>l = h * j</i>
<b>Food at Home [7]</b>	6.0%	100%	\$5,272	\$4,567									
Food & Beverage Stores		100%	\$5,272	\$4,567	\$4,567,358	8.50	\$537,039	\$29,583	18.2	87.5%	1.57	10.1	\$46,440
<b>Food Away From Home [7]</b>	4.4%	100%	\$3,919	\$3,395									
Food Services and Drinking Places		100%	\$3,919	\$3,395	\$3,395,337	3.28	\$1,034,023	\$14,388	71.9	87.5%	1.57	40.1	\$22,587
<b>Housing Maintenance, Repairs, Insurance, Other expenses</b>	1.6%	100%	\$1,448	\$1,255									
Personal and Household Goods Repair and Maintenance [7]		45%	\$652	\$565	\$564,529	3.36	\$168,203	\$25,154	6.7	98.1%	1.57	4.2	\$39,487
Building Material and Garden Equipment and Supplies Dealer		45%	\$652	\$565	\$564,529	7.64	\$73,921	\$30,821	2.4	87.5%	1.57	1.3	\$48,384
Real Estate and Rental and Leasing		10%	\$145	\$125	\$125,451	6.27	\$20,011	\$38,815	0.5	98.1%	1.57	0.3	\$60,933
<b>Fuel oil and Other fuels [9]</b>	0.3%		\$296	\$256									
Nonstore Retailers [8]		100%	\$296	\$256	\$256,057	7.92	\$32,323	\$39,199	0.8	87.5%	1.57	0.5	\$61,536
<b>Water and Other Public Services [9]</b>	0.6%	100%	\$566	\$491									
Waste Management and Remediation Services [8]		100%	\$566	\$491	\$490,633	4.15	\$118,291	\$39,830	3.0	98.1%	1.57	1.9	\$62,526
<b>Household Operations Personal Services</b>	0.7%	100%	\$573	\$497									
Nursing and Residential Care Facilities [8]		40%	\$229	\$199	\$198,659	2.24	\$88,502	\$21,795	4.1	98.1%	1.57	2.5	\$34,214
Social Assistance [8]		60%	\$344	\$298	\$297,989	2.88	\$103,525	\$20,553	5.0	98.1%	1.57	3.1	\$32,265
<b>Household Operations Other Household Expenses</b>	0.9%	100%	\$783	\$678									
Services to Buildings and Dwellings		100%	\$783	\$678	\$677,950	2.41	\$281,144	\$21,577	13.0	98.1%	1.57	8.1	\$33,872
<b>Housekeeping Supplies</b>	1.0%	100%	\$891	\$772									
Building Materials and Garden Equipment and Supplies Dealers		10%	\$89	\$77	\$77,161	7.64	\$10,104	\$30,821	0.3	87.5%	1.57	0.2	\$48,384
Food & Beverage Stores		35%	\$312	\$270	\$270,063	8.50	\$31,755	\$29,583	1.1	87.5%	1.57	0.6	\$46,440
General Merchandise [8]		35%	\$312	\$270	\$270,063	11.21	\$24,088	\$19,020	1.3	87.5%	1.57	0.7	\$29,858
Miscellaneous Store Retailers		20%	\$178	\$154	\$154,322	6.58	\$23,456	\$18,693	1.3	87.5%	1.57	0.7	\$29,345

[1] Percent of income spent per category is based on the 2008 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 5 the rental of a typical new 1-Bedroom Apartment requires a household income of \$88,109.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

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**Table A-9  
Household Expenditures and Employment Generation - For Rent 1-Bedroom Apartment  
City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/ HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = i * j / k</i>	<i>l = h * j</i>
<b>Household Furnishings and Equipment</b>	2.4%	100%	\$2,145	\$1,859									
Furniture and Home Furnishings Stores		40%	\$858	\$743	\$743,426	6.83	\$108,775	\$24,739	4.4	87.5%	1.57	2.5	\$38,836
Electronics and Appliance Stores		40%	\$858	\$743	\$743,426	8.90	\$83,497	\$29,583	2.8	87.5%	1.57	1.6	\$46,440
General Merchandise Stores [8]		10%	\$215	\$186	\$185,856	11.21	\$16,577	\$19,020	0.9	87.5%	1.57	0.5	\$29,858
Miscellaneous Store Retailers		10%	\$215	\$186	\$185,856	6.58	\$28,249	\$18,693	1.5	87.5%	1.57	0.8	\$29,345
<b>Apparel and Services</b>	2.6%	100%	\$2,332	\$2,020									
Clothing and Clothing Accessories Stores		40%	\$933	\$808	\$808,041	7.17	\$112,632	\$10,143	11.1	87.5%	1.57	6.2	\$15,923
General Merchandise [8]		40%	\$933	\$808	\$808,041	11.21	\$72,073	\$19,020	3.8	87.5%	1.57	2.1	\$29,858
Miscellaneous Store Retailers		10%	\$233	\$202	\$202,010	6.58	\$30,704	\$18,693	1.6	87.5%	1.57	0.9	\$29,345
Personal and Household Goods Repair and Maintenance [8]		5%	\$117	\$101	\$101,005	3.36	\$30,095	\$25,154	1.2	87.5%	1.57	0.7	\$39,487
Dry Cleaning and Laundry Services		5%	\$117	\$101	\$101,005	3.47	\$29,117	\$19,848	1.5	87.5%	1.57	0.8	\$31,158
<b>Vehicle Purchases (net outlay)</b>	4.4%	100%	\$3,884	\$3,365									
Motor Vehicle and Parts Dealers		100%	\$3,884	\$3,365	\$3,364,834	10.46	\$321,726	\$46,623	6.9	87.5%	1.57	3.8	\$73,190
<b>Gasoline and motor oil</b>	4.2%	100%	\$3,739	\$3,239									
Gasoline Stations		100%	\$3,739	\$3,239	\$3,239,383	22.26	\$145,553	\$18,626	7.8	87.5%	1.57	4.4	\$29,240
<b>Vehicle Maintenance and Repairs</b>	1.1%	100%	\$965	\$836									
Repair and Maintenance		100%	\$965	\$836	\$836,053	3.03	\$275,517	\$35,606	7.7	98.1%	1.57	4.8	\$55,895
<b>Medical Services</b>	1.1%	100%	\$941	\$815									
Ambulatory Health Care Services [8]		40%	\$376	\$326	\$326,172	2.68	\$121,592	\$42,180	2.9	98.1%	1.57	1.8	\$66,215
General Medical and Surgical Hospitals [8]		30%	\$282	\$245	\$244,629	2.66	\$91,979	\$43,398	2.1	98.1%	1.57	1.3	\$68,127
Nursing and Residential Care Facilities [8]		30%	\$282	\$245	\$244,629	2.24	\$108,982	\$21,795	5.0	98.1%	1.57	3.1	\$34,214
<b>Drugs</b>	0.6%	100%	\$537	\$465									
Health and Personal Care Stores		100%	\$537	\$465	\$464,856	7.44	\$62,503	\$19,325	3.2	87.5%	1.57	1.8	\$30,337
<b>Medical Supplies</b>	0.2%	100%	\$152	\$131									
Health and Personal Care Stores		100%	\$152	\$131	\$131,466	7.44	\$17,676	\$19,325	0.9	87.5%	1.57	0.5	\$30,337
<b>Entertainment Fees and Admissions</b>	1.0%	100%	\$839	\$727									
Arts, Entertainment, & Recreation		100%	\$839	\$727	\$726,928	2.60	\$279,728	\$21,699	12.9	87.5%	1.57	7.2	\$34,064

[1] Percent of income spent per category is based on the 2008 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 5 the rental of a typical new 1-Bedroom Apartment requires a household income of \$88,109.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

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**Table A-9  
Household Expenditures and Employment Generation - For Rent 1-Bedroom Apartment  
City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = i * j / k</i>	<i>l = h * j</i>
<b>Entertainment Audio and Visual Equipment and Services</b>	1.6%	100%	\$1,385	\$1,200									
Electronics and Appliance Stores		100%	\$1,385	\$1,200	\$1,199,517	8.90	\$134,722	\$29,583	4.6	87.5%	1.57	2.5	\$46,440
<b>Entertainment Pets, Toys, Hobbies, and Playground Equip.</b>	1.0%	100%	\$881	\$763									
Sporting Goods, Hobby, and Musical Instrument Stores		40%	\$352	\$305	\$305,207	7.91	\$38,609	\$16,791	2.3	87.5%	1.57	1.3	\$26,359
Miscellaneous Store Retailers		40%	\$352	\$305	\$305,207	6.58	\$46,390	\$18,693	2.5	87.5%	1.57	1.4	\$29,345
Veterinary Services [8]		20%	\$176	\$153	\$152,603	2.95	\$51,729	\$26,704	1.9	98.1%	1.57	1.2	\$41,921
<b>Other Entertainment Supplies, Equipment, and Services</b>	1.0%	100%	\$845	\$732									
Sporting Goods, Hobby, and Musical Instrument Stores		85%	\$718	\$622	\$622,271	7.91	\$78,718	\$16,791	4.7	87.5%	1.57	2.6	\$26,359
Photographic Services		15%	\$127	\$110	\$109,813	3.85	\$28,540	\$21,336	1.3	98.1%	1.57	0.8	\$33,494
<b>Personal Care Products and Services</b>	0.9%	100%	\$782	\$677									
Unspecified Retail [8]		50%	\$391	\$339	\$338,546	9.63	\$35,146	\$24,445	1.4	87.5%	1.57	0.8	\$38,374
Personal Care Services		50%	\$391	\$339	\$338,546	2.77	\$122,052	\$15,469	7.9	98.1%	1.57	4.9	\$24,284
<b>Reading</b>	0.2%	100%	\$144	\$125									
Sporting Goods, Hobby, and Musical Instrument Stores		100%	\$144	\$125	\$124,592	7.91	\$15,761	\$16,791	0.9	87.5%	1.57	0.5	\$26,359
<b>Education</b>	1.3%	100%	\$1,169	\$1,013									
Educational Services		100%	\$1,169	\$1,013	\$1,013,059	2.62	\$386,742	\$18,629	20.8	98.1%	1.57	13.0	\$29,244
<b>Tobacco Products and Smoking Supplies</b>	0.4%	100%	\$351	\$304									
Unspecified Retail [8]		100%	\$351	\$304	\$304,175	9.63	\$31,578	\$24,445	1.3	87.5%	1.57	0.7	\$38,374
<b>Miscellaneous [10]</b>	1.1%	100%	\$1,004	\$870									
Accounting		25%	\$251	\$217	\$217,391	2.30	\$94,696	\$48,952	1.9	98.1%	1.57	1.2	\$76,846
Architectural, Engineering, and Related [11]		25%	\$251	\$217	\$217,391	2.51	\$86,578	\$69,316	1.2	98.1%	1.57	0.8	\$108,814
Specialized Design Services		25%	\$251	\$217	\$217,391	3.49	\$62,338	\$45,654	1.4	98.1%	1.57	0.9	\$71,669
Death Care Services		25%	\$251	\$217	\$217,391	4.91	\$44,231	\$33,281	1.3	98.1%	1.57	0.8	\$52,245
<b>Total per 1,000 Market Rate Households</b>									<b>263.3</b>			<b>152.7</b>	

[1] Percent of income spent per category is based on the 2008 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 5 the rental of a typical new 1-Bedroom Apartment requires a household income of \$88,109.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

[10] Miscellaneous also includes legal services. However, legal services are not estimated because data was not available in the 2002 Economic Census.

[11] 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: 2008 Consumer Expenditure Survey, U.S. Bureau of Labor Statistics; 2002 Economic Census, U.S. Census Bureau; Census 2000; Economic & Planning Systems, Inc.

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**Table A-10**  
**Household Expenditures and Employment Generation - For Rent 2-Bedroom Apartment**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/ HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = i * j / k</i>	<i>l = h * j</i>
<b>Food at Home [7]</b>	5.3%	100%	\$6,102	\$5,286									
Food & Beverage Stores		100%	\$6,102	\$5,286	\$5,286,227	8.50	\$621,565	\$29,583	21.0	87.5%	1.57	11.7	\$46,440
<b>Food Away From Home [7]</b>	4.4%	100%	\$5,037	\$4,364									
Food Services and Drinking Places		100%	\$5,037	\$4,364	\$4,363,737	3.28	\$1,328,941	\$14,388	92.4	87.5%	1.57	51.5	\$22,587
<b>Housing Maintenance, Repairs, Insurance, Other expenses</b>	1.6%	100%	\$1,849	\$1,602									
Personal and Household Goods Repair and Maintenance [7]		45%	\$832	\$721	\$720,999	3.36	\$214,824	\$25,154	8.5	98.1%	1.57	5.3	\$39,487
Building Material and Garden Equipment and Supplies Dealer		45%	\$832	\$721	\$720,999	7.64	\$94,409	\$30,821	3.1	87.5%	1.57	1.7	\$48,384
Real Estate and Rental and Leasing		10%	\$185	\$160	\$160,222	6.27	\$25,558	\$38,815	0.7	98.1%	1.57	0.4	\$60,933
<b>Fuel oil and Other fuels [9]</b>	0.3%		\$322	\$279									
Nonstore Retailers [8]		100%	\$322	\$279	\$279,404	7.92	\$35,270	\$39,199	0.9	87.5%	1.57	0.5	\$61,536
<b>Water and Other Public Services [9]</b>	0.5%	100%	\$624	\$540									
Waste Management and Remediation Services [8]		100%	\$624	\$540	\$540,486	4.15	\$130,310	\$39,830	3.3	98.1%	1.57	2.0	\$62,526
<b>Household Operations Personal Services</b>	0.6%	100%	\$647	\$561									
Nursing and Residential Care Facilities [8]		40%	\$259	\$224	\$224,256	2.24	\$99,905	\$21,795	4.6	98.1%	1.57	2.9	\$34,214
Social Assistance [8]		60%	\$388	\$336	\$336,384	2.88	\$116,864	\$20,553	5.7	98.1%	1.57	3.6	\$32,265
<b>Household Operations Other Household Expenses</b>	0.8%	100%	\$925	\$802									
Services to Buildings and Dwellings		100%	\$925	\$802	\$801,568	2.41	\$332,408	\$21,577	15.4	98.1%	1.57	9.6	\$33,872
<b>Housekeeping Supplies</b>	1.1%	100%	\$1,213	\$1,051									
Building Materials and Garden Equipment and Supplies Dealers		10%	\$121	\$105	\$105,074	7.64	\$13,759	\$30,821	0.4	87.5%	1.57	0.2	\$48,384
Food & Beverage Stores		35%	\$424	\$368	\$367,759	8.50	\$43,242	\$29,583	1.5	87.5%	1.57	0.8	\$46,440
General Merchandise [8]		35%	\$424	\$368	\$367,759	11.21	\$32,802	\$19,020	1.7	87.5%	1.57	1.0	\$29,858
Miscellaneous Store Retailers		20%	\$243	\$210	\$210,148	6.58	\$31,941	\$18,693	1.7	87.5%	1.57	1.0	\$29,345

[1] Percent of income spent per category is based on the 2008 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 5 the rental of a typical new 2-Bedroom Apartment requires a household income of \$114,862.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

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**Table A-10**  
**Household Expenditures and Employment Generation - For Rent 2-Bedroom Apartment**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = j * k</i>	<i>l = h * j</i>
<b>Household Furnishings and Equipment</b>	2.4%	100%	\$2,794	\$2,420									
Furniture and Home Furnishings Stores		40%	\$1,117	\$968	\$968,111	6.83	\$141,650	\$24,739	5.7	87.5%	1.57	3.2	\$38,836
Electronics and Appliance Stores		40%	\$1,117	\$968	\$968,111	8.90	\$108,732	\$29,583	3.7	87.5%	1.57	2.0	\$46,440
General Merchandise Stores [8]		10%	\$279	\$242	\$242,028	11.21	\$21,588	\$19,020	1.1	87.5%	1.57	0.6	\$29,858
Miscellaneous Store Retailers		10%	\$279	\$242	\$242,028	6.58	\$36,787	\$18,693	2.0	87.5%	1.57	1.1	\$29,345
<b>Apparel and Services</b>	2.5%	100%	\$2,891	\$2,505									
Clothing and Clothing Accessories Stores		40%	\$1,156	\$1,002	\$1,001,823	7.17	\$139,643	\$10,143	13.8	87.5%	1.57	7.7	\$15,923
General Merchandise [8]		40%	\$1,156	\$1,002	\$1,001,823	11.21	\$89,358	\$19,020	4.7	87.5%	1.57	2.6	\$29,858
Miscellaneous Store Retailers		10%	\$289	\$250	\$250,456	6.58	\$38,068	\$18,693	2.0	87.5%	1.57	1.1	\$29,345
Personal and Household Goods Repair and Maintenance [8]		5%	\$145	\$125	\$125,228	3.36	\$37,312	\$25,154	1.5	87.5%	1.57	0.8	\$39,487
Dry Cleaning and Laundry Services		5%	\$145	\$125	\$125,228	3.47	\$36,099	\$19,848	1.8	87.5%	1.57	1.0	\$31,158
<b>Vehicle Purchases (net outlay)</b>	4.2%	100%	\$4,807	\$4,164									
Motor Vehicle and Parts Dealers		100%	\$4,807	\$4,164	\$4,164,490	10.46	\$398,184	\$46,623	8.5	87.5%	1.57	4.8	\$73,190
<b>Gasoline and motor oil</b>	3.6%	100%	\$4,181	\$3,622									
Gasoline Stations		100%	\$4,181	\$3,622	\$3,622,172	22.26	\$162,753	\$18,626	8.7	87.5%	1.57	4.9	\$29,240
<b>Vehicle Maintenance and Repairs</b>	1.1%	100%	\$1,225	\$1,062									
Repair and Maintenance		100%	\$1,225	\$1,062	\$1,061,734	3.03	\$349,889	\$35,606	9.8	98.1%	1.57	6.1	\$55,895
<b>Medical Services</b>	1.1%	100%	\$1,217	\$1,054									
Ambulatory Health Care Services [8]		40%	\$487	\$422	\$421,762	2.68	\$157,226	\$42,180	3.7	98.1%	1.57	2.3	\$66,215
General Medical and Surgical Hospitals [8]		30%	\$365	\$316	\$316,322	2.66	\$118,935	\$43,398	2.7	98.1%	1.57	1.7	\$68,127
Nursing and Residential Care Facilities [8]		30%	\$365	\$316	\$316,322	2.24	\$140,920	\$21,795	6.5	98.1%	1.57	4.0	\$34,214
<b>Drugs</b>	0.6%	100%	\$650	\$563									
Health and Personal Care Stores		100%	\$650	\$563	\$563,388	7.44	\$75,751	\$19,325	3.9	87.5%	1.57	2.2	\$30,337
<b>Medical Supplies</b>	0.2%	100%	\$181	\$157									
Health and Personal Care Stores		100%	\$181	\$157	\$156,649	7.44	\$21,063	\$19,325	1.1	87.5%	1.57	0.6	\$30,337
<b>Entertainment Fees and Admissions</b>	1.0%	100%	\$1,176	\$1,019									
Arts, Entertainment, & Recreation		100%	\$1,176	\$1,019	\$1,018,679	2.60	\$391,995	\$21,699	18.1	87.5%	1.57	10.1	\$34,064

[1] Percent of income spent per category is based on the 2008 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 5 the rental of a typical new 2-Bedroom Apartment requires a household income of \$114,862.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

**Table A-10**  
**Household Expenditures and Employment Generation - For Rent 2-Bedroom Apartment**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = j * k</i>	<i>l = h * j</i>
<b>Entertainment Audio and Visual Equipment and Services</b>	1.4%	100%	\$1,612	\$1,397									
Electronics and Appliance Stores		100%	\$1,612	\$1,397	\$1,397,019	8.90	\$156,904	\$29,583	5.3	87.5%	1.57	3.0	\$46,440
<b>Entertainment Pets, Toys, Hobbies, and Playground Equip.</b>	1.0%	100%	\$1,104	\$956									
Sporting Goods, Hobby, and Musical Instrument Stores		40%	\$442	\$383	\$382,554	7.91	\$48,394	\$16,791	2.9	87.5%	1.57	1.6	\$26,359
Miscellaneous Store Retailers		40%	\$442	\$383	\$382,554	6.58	\$58,146	\$18,693	3.1	87.5%	1.57	1.7	\$29,345
Veterinary Services [8]		20%	\$221	\$191	\$191,277	2.95	\$64,839	\$26,704	2.4	98.1%	1.57	1.5	\$41,921
<b>Other Entertainment Supplies, Equipment, and Services</b>	0.6%	100%	\$661	\$573									
Sporting Goods, Hobby, and Musical Instrument Stores		85%	\$562	\$487	\$486,666	7.91	\$61,564	\$16,791	3.7	87.5%	1.57	2.0	\$26,359
Photographic Services		15%	\$99	\$86	\$85,882	3.85	\$22,321	\$21,336	1.0	98.1%	1.57	0.7	\$33,494
<b>Personal Care Products and Services</b>	0.9%	100%	\$1,001	\$868									
Unspecified Retail [8]		50%	\$501	\$434	\$433,763	9.63	\$45,031	\$24,445	1.8	87.5%	1.57	1.0	\$38,374
Personal Care Services		50%	\$501	\$434	\$433,763	2.77	\$156,379	\$15,469	10.1	98.1%	1.57	6.3	\$24,284
<b>Reading</b>	0.2%	100%	\$208	\$180									
Sporting Goods, Hobby, and Musical Instrument Stores		100%	\$208	\$180	\$180,467	7.91	\$22,829	\$16,791	1.4	87.5%	1.57	0.8	\$26,359
<b>Education</b>	1.5%	100%	\$1,757	\$1,523									
Educational Services		100%	\$1,757	\$1,523	\$1,522,521	2.62	\$581,233	\$18,629	31.2	98.1%	1.57	19.5	\$29,244
<b>Tobacco Products and Smoking Supplies</b>	0.3%	100%	\$340	\$295									
Unspecified Retail [8]		100%	\$340	\$295	\$294,977	9.63	\$30,623	\$24,445	1.3	87.5%	1.57	0.7	\$38,374
<b>Miscellaneous [10]</b>	1.2%	100%	\$1,351	\$1,171									
Accounting		25%	\$338	\$293	\$292,687	2.30	\$127,495	\$48,952	2.6	98.1%	1.57	1.6	\$76,846
Architectural, Engineering, and Related [11]		25%	\$338	\$293	\$292,687	2.51	\$116,565	\$69,316	1.7	98.1%	1.57	1.1	\$108,814
Specialized Design Services		25%	\$338	\$293	\$292,687	3.49	\$83,929	\$45,654	1.8	98.1%	1.57	1.1	\$71,669
Death Care Services		25%	\$338	\$293	\$292,687	4.91	\$59,552	\$33,281	1.8	98.1%	1.57	1.1	\$52,245
<b>Total per 1,000 Market Rate Households</b>									<b>332.4</b>			<b>192.9</b>	

[1] Percent of income spent per category is based on the 2008 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 5 the rental of a typical new 2-Bedroom Apartment requires a household income of \$114,862.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

[10] Miscellaneous also includes legal services. However, legal services are not estimated because data was not available in the 2002 Economic Census.

[11] 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: 2008 Consumer Expenditure Survey, U.S. Bureau of Labor Statistics; 2002 Economic Census, U.S. Census Bureau; Census 2000; Economic & Planning Systems, Inc.



**Table A-11  
Household Expenditures and Employment Generation - For Rent 3-Bedroom Apartment  
City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/ HH [6]	Total Worker HH	2002 Avg. Worker HH Income
Calculation	a	b	c	d	e = d * 1000	f	g = e / f	h	i = g / h	j	k	l = i * j / k	l = h * j
<b>Household Furnishings and Equipment</b>	2.3%	100%	\$3,211	\$2,782									
Furniture and Home Furnishings Stores		40%	\$1,284	\$1,113	\$1,112,675	6.83	\$162,802	\$24,739	6.6	87.5%	1.57	3.7	\$38,836
Electronics and Appliance Stores		40%	\$1,284	\$1,113	\$1,112,675	8.90	\$124,968	\$29,583	4.2	87.5%	1.57	2.4	\$46,440
General Merchandise Stores [8]		10%	\$321	\$278	\$278,169	11.21	\$24,811	\$19,020	1.3	87.5%	1.57	0.7	\$29,858
Miscellaneous Store Retailers		10%	\$321	\$278	\$278,169	6.58	\$42,280	\$18,693	2.3	87.5%	1.57	1.3	\$29,345
<b>Apparel and Services</b>	2.4%	100%	\$3,243	\$2,810									
Clothing and Clothing Accessories Stores		40%	\$1,297	\$1,124	\$1,123,834	7.17	\$156,651	\$10,143	15.4	87.5%	1.57	8.6	\$15,923
General Merchandise [8]		40%	\$1,297	\$1,124	\$1,123,834	11.21	\$100,241	\$19,020	5.3	87.5%	1.57	2.9	\$29,858
Miscellaneous Store Retailers		10%	\$324	\$281	\$280,959	6.58	\$42,704	\$18,693	2.3	87.5%	1.57	1.3	\$29,345
Personal and Household Goods Repair and Maintenance [8]		5%	\$162	\$140	\$140,479	3.36	\$41,856	\$25,154	1.7	87.5%	1.57	0.9	\$39,487
Dry Cleaning and Laundry Services		5%	\$162	\$140	\$140,479	3.47	\$40,496	\$19,848	2.0	87.5%	1.57	1.1	\$31,158
<b>Vehicle Purchases (net outlay)</b>	4.3%	100%	\$5,987	\$5,187									
Motor Vehicle and Parts Dealers		100%	\$5,987	\$5,187	\$5,187,204	10.46	\$495,970	\$46,623	10.6	87.5%	1.57	5.9	\$73,190
<b>Gasoline and motor oil</b>	3.2%	100%	\$4,401	\$3,813									
Gasoline Stations		100%	\$4,401	\$3,813	\$3,813,009	22.26	\$171,328	\$18,626	9.2	87.5%	1.57	5.1	\$29,240
<b>Vehicle Maintenance and Repairs</b>	1.0%	100%	\$1,369	\$1,186									
Repair and Maintenance		100%	\$1,369	\$1,186	\$1,186,109	3.03	\$390,876	\$35,606	11.0	98.1%	1.57	6.9	\$55,895
<b>Medical Services</b>	1.0%	100%	\$1,325	\$1,148									
Ambulatory Health Care Services [8]		40%	\$530	\$459	\$459,325	2.68	\$171,229	\$42,180	4.1	98.1%	1.57	2.5	\$66,215
General Medical and Surgical Hospitals [8]		30%	\$398	\$344	\$344,494	2.66	\$129,528	\$43,398	3.0	98.1%	1.57	1.9	\$68,127
Nursing and Residential Care Facilities [8]		30%	\$398	\$344	\$344,494	2.24	\$153,471	\$21,795	7.0	98.1%	1.57	4.4	\$34,214
<b>Drugs</b>	0.5%	100%	\$669	\$580									
Health and Personal Care Stores		100%	\$669	\$580	\$579,556	7.44	\$77,925	\$19,325	4.0	87.5%	1.57	2.2	\$30,337
<b>Medical Supplies</b>	0.1%	100%	\$173	\$150									
Health and Personal Care Stores		100%	\$173	\$150	\$150,289	7.44	\$20,207	\$19,325	1.0	87.5%	1.57	0.6	\$30,337
<b>Entertainment Fees and Admissions</b>	1.0%	100%	\$1,434	\$1,243									
Arts, Entertainment, & Recreation		100%	\$1,434	\$1,243	\$1,242,805	2.60	\$478,241	\$21,699	22.0	87.5%	1.57	12.3	\$34,064

[1] Percent of income spent per category is based on the 2008 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 5 the rental of a typical new 3-Bedroom Apartment requires a household income of \$137,664.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

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**Table A-11**  
**Household Expenditures and Employment Generation - For Rent 3-Bedroom Apartment**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	% of Household Income Spent per Category [1]	% of Category Expenditure per Type of Business [2]	2008 Expenditures [3]	2002 Expenditures [4]	2002 Expenditures per 1000 Households	Gross Receipts to Wages	2002 Total Wages	2002 Avg. Wage	# of Workers	% Forming HH [5]	Workers/HH [6]	Total Worker HH	2002 Avg. Worker HH Income
<i>Calculation</i>	<i>a</i>	<i>b</i>	<i>c</i>	<i>d</i>	<i>e = d * 1000</i>	<i>f</i>	<i>g = e / f</i>	<i>h</i>	<i>i = g / h</i>	<i>j</i>	<i>k</i>	<i>l = i * j / k</i>	<i>l = h * j</i>
<b>Entertainment Audio and Visual Equipment and Services</b>	1.4%	100%	\$1,940	\$1,681									
Electronics and Appliance Stores		100%	\$1,940	\$1,681	\$1,681,072	8.90	\$188,807	\$29,583	6.4	87.5%	1.57	3.6	\$46,440
<b>Entertainment Pets, Toys, Hobbies, and Playground Equip.</b>	1.7%	100%	\$2,307	\$1,999									
Sporting Goods, Hobby, and Musical Instrument Stores		40%	\$923	\$799	\$799,499	7.91	\$101,138	\$16,791	6.0	87.5%	1.57	3.4	\$26,359
Miscellaneous Store Retailers		40%	\$923	\$799	\$799,499	6.58	\$121,519	\$18,693	6.5	87.5%	1.57	3.6	\$29,345
Veterinary Services [8]		20%	\$461	\$400	\$399,749	2.95	\$135,507	\$26,704	5.1	98.1%	1.57	3.2	\$41,921
<b>Other Entertainment Supplies, Equipment, and Services</b>	0.7%	100%	\$929	\$805									
Sporting Goods, Hobby, and Musical Instrument Stores		85%	\$789	\$684	\$683,858	7.91	\$86,509	\$16,791	5.2	87.5%	1.57	2.9	\$26,359
Photographic Services		15%	\$139	\$121	\$120,681	3.85	\$31,365	\$21,336	1.5	98.1%	1.57	0.9	\$33,494
<b>Personal Care Products and Services</b>	0.9%	100%	\$1,182	\$1,024									
Unspecified Retail [8]		50%	\$591	\$512	\$512,061	9.63	\$53,160	\$24,445	2.2	87.5%	1.57	1.2	\$38,374
Personal Care Services		50%	\$591	\$512	\$512,061	2.77	\$184,607	\$15,469	11.9	98.1%	1.57	7.5	\$24,284
<b>Reading</b>	0.2%	100%	\$218	\$189									
Sporting Goods, Hobby, and Musical Instrument Stores		100%	\$218	\$189	\$188,986	7.91	\$23,907	\$16,791	1.4	87.5%	1.57	0.8	\$26,359
<b>Education</b>	1.5%	100%	\$2,009	\$1,740									
Educational Services		100%	\$2,009	\$1,740	\$1,740,467	2.62	\$664,435	\$18,629	35.7	98.1%	1.57	22.3	\$29,244
<b>Tobacco Products and Smoking Supplies</b>	0.2%	100%	\$253	\$220									
Unspecified Retail [8]		100%	\$253	\$220	\$219,583	9.63	\$22,796	\$24,445	0.9	87.5%	1.57	0.5	\$38,374
<b>Miscellaneous [10]</b>	1.2%	100%	\$1,674	\$1,451									
Accounting		25%	\$419	\$363	\$362,672	2.30	\$157,981	\$48,952	3.2	98.1%	1.57	2.0	\$76,846
Architectural, Engineering, and Related [11]		25%	\$419	\$363	\$362,672	2.51	\$144,438	\$69,316	2.1	98.1%	1.57	1.3	\$108,814
Specialized Design Services		25%	\$419	\$363	\$362,672	3.49	\$103,998	\$45,654	2.3	98.1%	1.57	1.4	\$71,669
Death Care Services		25%	\$419	\$363	\$362,672	4.91	\$73,791	\$33,281	2.2	98.1%	1.57	1.4	\$52,245
<b>Total per 1,000 Market Rate Households</b>									<b>393.1</b>			<b>228.4</b>	

[1] Percent of income spent per category is based on the 2008 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 represent 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] 2008 expenditures are based on the estimated household income distributed based on the percent of income spent per the 2008 U.S. Consumer Expenditure Survey. Per Table 5 the rental of a typical new 3-Bedroom Apartment requires a household income of \$137,664.

[4] 2008 expenditures converted to 2002 dollars using the CPI for the San Francisco MSA 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 in other industries. EPS has assumed that such young workers do not form their own households.

[6] Based on ACS data current as of 8/17/2010.

[7] Half of the expenditures in the "Alcoholic Beverages" category of the Consumer Expenditure Survey is included in "Food At Home" and the remaining half is included in "Food Away From Home".

[8] Santa Clara County data not available from 2002 Economic Census. Gross receipts to wages and 2002 average wage thus based on statewide data.

[9] Part of the Utilities, Fuels, and Public Services category, which also includes natural gas, electricity, and telephone services. Natural gas, electricity, and telephone services not estimated because data was not available in the 2002 Economic Census.

[10] Miscellaneous also includes legal services. However, legal services are not estimated because data was not available in the 2002 Economic Census.

[11] 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: 2008 Consumer Expenditure Survey, U.S. Bureau of Labor Statistics; 2002 Economic Census, U.S. Census Bureau; Census 2000; Economic & Planning Systems, Inc.

**Table A-12**  
**Representative Public Sector Employment and Wages, 2008 [1]**  
**City of Mountain View Nexus-Based Housing Fee, EPS #20063**

Item	Estimated Public Sector Empl.	2008 Total MSA HH	Public Sector Empl/ 1,000 MSA HH	Public Sector Employee HH [2]	2008 Avg. Wage	Public Sector Employee HH Income [2]	Income Category [3]
		<i>MSA HH</i>	<i>Per 1,000 MSA HH</i>				
Preschool Teachers, Except Special Education	4,050	602,105	6.7	4.3	\$33,195	\$53,112	LI
Kindergarten Teachers, Except Special Education	1,310	602,105	2.2	1.4	\$54,770	\$87,632	Mod
Elementary School Teachers, Except Special Education	7,850	602,105	13.0	8.3	\$60,441	\$96,706	Mod
Middle School Teachers, Except Special and Vocational Education	3,780	602,105	6.3	4.0	\$65,405	\$104,648	Mod
Secondary School Teachers, Except Special and Vocational Education	6,630	602,105	11.0	7.0	\$67,763	\$108,421	Mod
Special Education Teachers, Preschool, Kindergarten, and Elementary School	520	602,105	0.9	0.6	\$64,830	\$103,728	Mod
Special Education Teachers, Middle School	160	602,105	0.3	0.2	\$54,237	\$86,779	Mod
Special Education Teachers, Secondary School	640	602,105	1.1	0.7	\$64,892	\$103,827	Mod
Teachers and Instructors, All Other	3,940	602,105	6.5	4.2	\$68,348	\$109,357	Mod
Bus Drivers, Transit and Intercity	1,380	602,105	2.3	1.5	\$45,014	\$72,022	LI
Bus Drivers, School	930	602,105	<u>1.5</u>	<u>1.0</u>	\$37,485	\$59,976	LI
<b>Total</b>			<b>51.8</b>	<b>33.0</b>			

[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 San Jose-Sunnyvale-Santa Clara MSA from the Employment Development Department (EDD).

[2] Assumes 1.6 workers per worker household in 2008 based on Census.

[3] See Table 6.

Source: 2008 Occupational Employment Statistics, CA Employment Development Department; American Community Survey; Economic & Planning Systems, Inc.



## APPENDIX B:

### Income Levels for Worker Households

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**Table B-1**  
**Income Levels for Worker Households**  
**Worker Household Generation per 1,000 Market Rate Units - \$250,000 Unit**  
**City of Mountain View In-Lieu Housing Fee, EPS #20063**

Industry	Total Workers	Total Worker Households [1]	VLI Households	LI Households	Moderate Income Households	Above Moderate Income Households
<b>Retail</b>						
Unspecified Retail	2.7	1.5	1.5	0.0	0.0	0.0
Food & Beverage Stores	15.3	8.5	0.0	8.5	0.0	0.0
Food Services and Drinking Places	55.2	30.7	30.7	0.0	0.0	0.0
Health and Personal Care Stores	4.1	2.3	2.3	0.0	0.0	0.0
General Merchandise	4.6	2.5	2.5	0.0	0.0	0.0
Furniture and Home Furnishings Stores	3.4	1.9	1.9	0.0	0.0	0.0
Building Material and Garden Equipment and Supplies Dealer	2.4	1.3	0.0	1.3	0.0	0.0
Electronics and Appliance Stores	6.1	3.4	0.0	3.4	0.0	0.0
Clothing and Clothing Accessories Stores	8.6	4.8	4.8	0.0	0.0	0.0
Motor Vehicle and Parts Dealers	5.8	3.2	0.0	0.0	3.2	0.0
Gasoline Stations	6.7	3.7	3.7	0.0	0.0	0.0
Sporting Goods, Hobby, and Musical Instrument Stores	6.2	3.4	3.4	0.0	0.0	0.0
Miscellaneous Store Retailers	5.6	3.1	3.1	0.0	0.0	0.0
Nonstore Retailers	0.5	0.3	0.0	0.3	0.0	0.0
<b>Arts, Entertainment, &amp; Recreation</b>	<b>7.9</b>	<b>4.4</b>	<b>4.4</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
<b>Medical/Health</b>						
Ambulatory Health Care Services	2.8	1.7	0.0	0.0	1.7	0.0
General Medical and Surgical Hospitals	2.0	1.3	0.0	0.0	1.3	0.0
Nursing and Residential Care Facilities	7.8	4.9	4.9	0.0	0.0	0.0
Social Assistance	3.7	2.3	2.3	0.0	0.0	0.0
<b>Services</b>						
Personal and Household Goods Repair and Maintenance	6.9	4.3	4.3	0.0	0.0	0.0
Services to Buildings and Dwellings	9.6	6.0	6.0	0.0	0.0	0.0
Waste Management and Remediation Services	2.7	1.7	0.0	1.7	0.0	0.0
Real Estate and Rental and Leasing	0.5	0.3	0.0	0.3	0.0	0.0
Personal Care Services	6.3	3.9	3.9	0.0	0.0	0.0
Dry Cleaning and Laundry Services	1.1	0.6	0.6	0.0	0.0	0.0
Auto Repair and Maintenance	6.6	4.2	0.0	4.2	0.0	0.0
Veterinary Services	1.7	1.1	1.1	0.0	0.0	0.0
Photographic Services	0.9	0.6	0.6	0.0	0.0	0.0
Educational Services	11.5	7.2	7.2	0.0	0.0	0.0
Accounting	1.8	1.1	0.0	0.0	1.1	0.0
Architectural, Engineering, and Related	1.2	0.7	0.0	0.0	0.0	0.7
Specialized Design Services	1.3	0.8	0.0	0.0	0.8	0.0
Death Care Services	1.3	0.8	0.0	0.8	0.0	0.0
<b>Government</b>	<b>51.8</b>	<b>33.0</b>	<b>0.0</b>	<b>6.7</b>	<b>26.3</b>	<b>0.0</b>
<b>Total Workers and Households</b>	<b>256.3</b>	<b>151.6</b>	<b>89.2</b>	<b>27.2</b>	<b>34.5</b>	<b>0.7</b>
Total Income-Qualified HH Generated Per 1,000 Market-Rate Units [2]		<b>150.8</b>	89.2	27.2	34.5	0.0
Total Income-Qualified HH Generated Per 100 Market-Rate Units [2]		<b>15.1</b>	8.9	2.7	3.4	0.0

[1] Assumes 1.57 workers per worker household based on 2006-2008 American Community Survey. Includes a 12.5% discount for retail and 1.9% discount for other industries to account for workers under age 20.

[2] Excludes above moderate-income households because these incomes are adequate to acquire market-rate housing.

Source: Economic & Planning Systems, Inc.

**Table B-2**  
**Income Levels for Worker Households**  
**Worker Household Generation per 1,000 Market Rate Units - \$500,000 Unit**  
**City of Mountain View In-Lieu Housing Fee, EPS #20063**

Industry	Total Workers	Total Worker Households [1]	VLI Households	LI Households	Moderate Income Households	Above Moderate Income Households
<b>Retail</b>						
Unspecified Retail	3.0	1.7	1.7	0.0	0.0	0.0
Food & Beverage Stores	22.1	12.3	0.0	12.3	0.0	0.0
Food Services and Drinking Places	90.8	50.6	50.6	0.0	0.0	0.0
Health and Personal Care Stores	4.9	2.7	2.7	0.0	0.0	0.0
General Merchandise	7.4	4.1	4.1	0.0	0.0	0.0
Furniture and Home Furnishings Stores	5.6	3.1	3.1	0.0	0.0	0.0
Building Material and Garden Equipment and Supplies Dealer	3.5	1.9	0.0	1.9	0.0	0.0
Electronics and Appliance Stores	8.8	4.9	0.0	4.9	0.0	0.0
Clothing and Clothing Accessories Stores	13.5	7.5	7.5	0.0	0.0	0.0
Motor Vehicle and Parts Dealers	8.4	4.7	0.0	0.0	4.7	0.0
Gasoline Stations	8.6	4.8	4.8	0.0	0.0	0.0
Sporting Goods, Hobby, and Musical Instrument Stores	7.8	4.3	4.3	0.0	0.0	0.0
Miscellaneous Store Retailers	8.7	4.8	4.8	0.0	0.0	0.0
Nonstore Retailers	0.9	0.5	0.0	0.5	0.0	0.0
<b>Arts, Entertainment, &amp; Recreation</b>	<b>17.8</b>	<b>9.9</b>	<b>9.9</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
<b>Medical/Health</b>						
Ambulatory Health Care Services	3.7	2.3	0.0	0.0	2.3	0.0
General Medical and Surgical Hospitals	2.7	1.7	0.0	0.0	1.7	0.0
Nursing and Residential Care Facilities	10.9	6.8	6.8	0.0	0.0	0.0
Social Assistance	5.6	3.5	3.5	0.0	0.0	0.0
<b>Services</b>						
Personal and Household Goods Repair and Maintenance	9.9	6.1	6.1	0.0	0.0	0.0
Services to Buildings and Dwellings	15.1	9.5	9.5	0.0	0.0	0.0
Waste Management and Remediation Services	3.2	2.0	0.0	2.0	0.0	0.0
Real Estate and Rental and Leasing	0.6	0.4	0.0	0.4	0.0	0.0
Personal Care Services	9.9	6.2	6.2	0.0	0.0	0.0
Dry Cleaning and Laundry Services	1.8	1.0	1.0	0.0	0.0	0.0
Auto Repair and Maintenance	9.7	6.0	0.0	6.0	0.0	0.0
Veterinary Services	2.4	1.5	1.5	0.0	0.0	0.0
Photographic Services	1.0	0.6	0.6	0.0	0.0	0.0
Educational Services	30.7	19.2	19.2	0.0	0.0	0.0
Accounting	2.6	1.6	0.0	0.0	1.6	0.0
Architectural, Engineering, and Related	1.7	1.0	0.0	0.0	0.0	1.0
Specialized Design Services	1.8	1.1	0.0	0.0	1.1	0.0
Death Care Services	1.8	1.1	0.0	1.1	0.0	0.0
<b>Government</b>	<b>51.8</b>	<b>33.0</b>	<b>0.0</b>	<b>6.7</b>	<b>26.3</b>	<b>0.0</b>
<b>Total Workers and Households</b>	<b>378.6</b>	<b>222.7</b>	<b>148.1</b>	<b>35.9</b>	<b>37.7</b>	<b>1.0</b>
Total Income-Qualified HH Generated Per 1,000 Market-Rate Units [2]		<b>221.7</b>	148.1	35.9	37.7	0.0
Total Income-Qualified HH Generated Per 100 Market-Rate Units [2]		<b>22.2</b>	14.8	3.6	3.8	0.0

[1] Assumes 1.57 workers per worker household based on 2006-2008 American Community Survey. Includes a 12.5% discount for retail and 1.9% discount for other industries to account for workers under age 20.

[2] Excludes above moderate-income households because these incomes are adequate to acquire market-rate housing.

Source: Economic & Planning Systems, Inc.

**Table B-3**  
**Income Levels for Worker Households**  
**Worker Household Generation per 1,000 Market Rate Units - \$750,000 Unit**  
**City of Mountain View In-Lieu Housing Fee, EPS #20063**

<b>Industry</b>	<b>Total Workers</b>	<b>Total Worker Households [1]</b>	<b>VLI Households</b>	<b>LI Households</b>	<b>Moderate Income Households</b>	<b>Above Moderate Income Households</b>
<b>Retail</b>						
Unspecified Retail	2.4	1.4	1.4	0.0	0.0	0.0
Food & Beverage Stores	16.5	9.2	0.0	9.2	0.0	0.0
Food Services and Drinking Places	96.8	54.0	54.0	0.0	0.0	0.0
Health and Personal Care Stores	3.9	2.2	2.2	0.0	0.0	0.0
General Merchandise	8.0	4.5	4.5	0.0	0.0	0.0
Furniture and Home Furnishings Stores	6.6	3.7	3.7	0.0	0.0	0.0
Building Material and Garden Equipment and Supplies Dealer	4.1	2.3	0.0	2.3	0.0	0.0
Electronics and Appliance Stores	8.5	4.7	0.0	4.7	0.0	0.0
Clothing and Clothing Accessories Stores	16.1	9.0	9.0	0.0	0.0	0.0
Motor Vehicle and Parts Dealers	7.4	4.1	0.0	0.0	4.1	0.0
Gasoline Stations	6.4	3.6	3.6	0.0	0.0	0.0
Sporting Goods, Hobby, and Musical Instrument Stores	7.5	4.2	4.2	0.0	0.0	0.0
Miscellaneous Store Retailers	8.7	4.9	4.9	0.0	0.0	0.0
Nonstore Retailers	0.6	0.3	0.0	0.3	0.0	0.0
<b>Arts, Entertainment, &amp; Recreation</b>	<b>27.3</b>	<b>15.2</b>	<b>15.2</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
<b>Medical/Health</b>						
Ambulatory Health Care Services	3.1	1.9	0.0	0.0	1.9	0.0
General Medical and Surgical Hospitals	2.2	1.4	0.0	0.0	1.4	0.0
Nursing and Residential Care Facilities	12.1	7.5	7.5	0.0	0.0	0.0
Social Assistance	8.4	5.3	5.3	0.0	0.0	0.0
<b>Services</b>						
Personal and Household Goods Repair and Maintenance	12.3	7.5	7.5	0.0	0.0	0.0
Services to Buildings and Dwellings	22.7	14.2	14.2	0.0	0.0	0.0
Waste Management and Remediation Services	2.7	1.7	0.0	1.7	0.0	0.0
Real Estate and Rental and Leasing	0.8	0.5	0.0	0.5	0.0	0.0
Personal Care Services	10.3	6.4	6.4	0.0	0.0	0.0
Dry Cleaning and Laundry Services	2.1	1.2	1.2	0.0	0.0	0.0
Auto Repair and Maintenance	8.9	5.5	0.0	5.5	0.0	0.0
Veterinary Services	2.2	1.4	1.4	0.0	0.0	0.0
Photographic Services	1.0	0.7	0.7	0.0	0.0	0.0
Educational Services	62.1	38.8	38.8	0.0	0.0	0.0
Accounting	3.0	1.9	0.0	0.0	1.9	0.0
Architectural, Engineering, and Related	2.0	1.2	0.0	0.0	0.0	1.2
Specialized Design Services	2.1	1.3	0.0	0.0	1.3	0.0
Death Care Services	2.1	1.3	0.0	1.3	0.0	0.0
<b>Government</b>	<b>51.8</b>	<b>33.0</b>	<b>0.0</b>	<b>6.7</b>	<b>26.3</b>	<b>0.0</b>
<b>Total Workers and Households</b>	<b>432.9</b>	<b>256.0</b>	<b>185.5</b>	<b>32.3</b>	<b>36.9</b>	<b>1.2</b>
Total Income-Qualified HH Generated Per 1,000 Market-Rate Units [2]		<b>254.7</b>	185.5	32.3	36.9	0.0
Total Income-Qualified HH Generated Per 100 Market-Rate Units [2]		<b>25.5</b>	18.5	3.2	3.7	0.0

[1] Assumes 1.57 workers per worker household based on 2006-2008 American Community Survey. Includes a 12.5% discount for retail and 1.9% discount for other industries to account for workers under age 20.

[2] Excludes above moderate-income households because these incomes are adequate to acquire market-rate housing.

Source: Economic & Planning Systems, Inc.

**Table B-4**  
**Income Levels for Worker Households**  
**Worker Household Generation per 1,000 Market Rate Units - \$1,000,000 Unit**  
**City of Mountain View In-Lieu Housing Fee, EPS #20063**

Industry	Total Workers	Total Worker Households [1]	VLI Households	LI Households	Moderate Income Households	Above Moderate Income Households
<b>Retail</b>						
Unspecified Retail	3.2	1.8	1.8	0.0	0.0	0.0
Food & Beverage Stores	21.6	12.0	0.0	12.0	0.0	0.0
Food Services and Drinking Places	126.7	70.6	70.6	0.0	0.0	0.0
Health and Personal Care Stores	5.1	2.8	2.8	0.0	0.0	0.0
General Merchandise	10.5	5.9	5.9	0.0	0.0	0.0
Furniture and Home Furnishings Stores	8.6	4.8	4.8	0.0	0.0	0.0
Building Material and Garden Equipment and Supplies Dealer	5.3	3.0	0.0	3.0	0.0	0.0
Electronics and Appliance Stores	11.1	6.2	0.0	6.2	0.0	0.0
Clothing and Clothing Accessories Stores	21.1	11.8	11.8	0.0	0.0	0.0
Motor Vehicle and Parts Dealers	9.6	5.4	0.0	0.0	5.4	0.0
Gasoline Stations	8.3	4.6	4.6	0.0	0.0	0.0
Sporting Goods, Hobby, and Musical Instrument Stores	9.9	5.5	5.5	0.0	0.0	0.0
Miscellaneous Store Retailers	11.4	6.3	6.3	0.0	0.0	0.0
Nonstore Retailers	0.7	0.4	0.0	0.4	0.0	0.0
<b>Arts, Entertainment, &amp; Recreation</b>	<b>35.7</b>	<b>19.9</b>	<b>19.9</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
<b>Medical/Health</b>						
Ambulatory Health Care Services	4.0	2.5	0.0	0.0	2.5	0.0
General Medical and Surgical Hospitals	2.9	1.8	0.0	0.0	1.8	0.0
Nursing and Residential Care Facilities	15.8	9.9	9.9	0.0	0.0	0.0
Social Assistance	11.0	6.9	6.9	0.0	0.0	0.0
<b>Services</b>						
Personal and Household Goods Repair and Maintenance	16.0	9.9	9.9	0.0	0.0	0.0
Services to Buildings and Dwellings	29.7	18.6	18.6	0.0	0.0	0.0
Waste Management and Remediation Services	3.6	2.2	0.0	2.2	0.0	0.0
Real Estate and Rental and Leasing	1.1	0.7	0.0	0.7	0.0	0.0
Personal Care Services	13.5	8.4	8.4	0.0	0.0	0.0
Dry Cleaning and Laundry Services	2.8	1.6	1.6	0.0	0.0	0.0
Auto Repair and Maintenance	11.6	7.2	0.0	7.2	0.0	0.0
Veterinary Services	2.9	1.8	1.8	0.0	0.0	0.0
Photographic Services	1.4	0.9	0.9	0.0	0.0	0.0
Educational Services	81.3	50.8	50.8	0.0	0.0	0.0
Accounting	4.0	2.5	0.0	0.0	2.5	0.0
Architectural, Engineering, and Related	2.6	1.6	0.0	0.0	0.0	1.6
Specialized Design Services	2.8	1.8	0.0	0.0	1.8	0.0
Death Care Services	2.7	1.7	0.0	1.7	0.0	0.0
<b>Government</b>	<b>51.8</b>	<b>33.0</b>	<b>0.0</b>	<b>6.7</b>	<b>26.3</b>	<b>0.0</b>
<b>Total Workers and Households</b>	<b>550.3</b>	<b>324.7</b>	<b>242.6</b>	<b>40.2</b>	<b>40.2</b>	<b>1.6</b>
Total Income-Qualified HH Generated Per 1,000 Market-Rate Units [2]		<b>323.1</b>	242.6	40.2	40.2	0.0
Total Income-Qualified HH Generated Per 100 Market-Rate Units [2]		<b>32.3</b>	24.3	4.0	4.0	0.0

[1] Assumes 1.57 workers per worker household based on 2006-2008 American Community Survey. Includes a 12.5% discount for retail and 1.9% discount for other industries to account for workers under age 20.

[2] Excludes above moderate-income households because these incomes are adequate to acquire market-rate housing.

Source: Economic & Planning Systems, Inc.

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**Table B-5**  
**Income Levels for Worker Households**  
**Worker Household Generation per 1,000 Market Rate Units - \$1,250,000 Unit**  
**City of Mountain View In-Lieu Housing Fee, EPS #20063**

Industry	Total Workers	Total Worker Households [1]	VLI Households	LI Households	Moderate Income Households	Above Moderate Income Households
<b>Retail</b>						
Unspecified Retail	3.9	2.2	2.2	0.0	0.0	0.0
Food & Beverage Stores	26.7	14.9	0.0	14.9	0.0	0.0
Food Services and Drinking Places	156.5	87.2	87.2	0.0	0.0	0.0
Health and Personal Care Stores	6.3	3.5	3.5	0.0	0.0	0.0
General Merchandise	13.0	7.2	7.2	0.0	0.0	0.0
Furniture and Home Furnishings Stores	10.6	5.9	5.9	0.0	0.0	0.0
Building Material and Garden Equipment and Supplies Dealer	6.6	3.7	0.0	3.7	0.0	0.0
Electronics and Appliance Stores	13.7	7.7	0.0	7.7	0.0	0.0
Clothing and Clothing Accessories Stores	26.1	14.5	14.5	0.0	0.0	0.0
Motor Vehicle and Parts Dealers	11.9	6.6	0.0	0.0	6.6	0.0
Gasoline Stations	10.3	5.7	5.7	0.0	0.0	0.0
Sporting Goods, Hobby, and Musical Instrument Stores	12.2	6.8	6.8	0.0	0.0	0.0
Miscellaneous Store Retailers	14.1	7.8	7.8	0.0	0.0	0.0
Nonstore Retailers	0.9	0.5	0.0	0.5	0.0	0.0
<b>Arts, Entertainment, &amp; Recreation</b>	44.1	24.6	24.6	0.0	0.0	0.0
<b>Medical/Health</b>						
Ambulatory Health Care Services	4.9	3.1	0.0	0.0	3.1	0.0
General Medical and Surgical Hospitals	3.6	2.3	0.0	0.0	2.3	0.0
Nursing and Residential Care Facilities	19.5	12.2	12.2	0.0	0.0	0.0
Social Assistance	13.6	8.5	8.5	0.0	0.0	0.0
<b>Services</b>						
Personal and Household Goods Repair and Maintenance	19.8	12.2	12.2	0.0	0.0	0.0
Services to Buildings and Dwellings	36.7	22.9	22.9	0.0	0.0	0.0
Waste Management and Remediation Services	4.4	2.8	0.0	2.8	0.0	0.0
Real Estate and Rental and Leasing	1.3	0.8	0.0	0.8	0.0	0.0
Personal Care Services	16.7	10.4	10.4	0.0	0.0	0.0
Dry Cleaning and Laundry Services	3.4	1.9	1.9	0.0	0.0	0.0
Auto Repair and Maintenance	14.3	9.0	0.0	9.0	0.0	0.0
Veterinary Services	3.6	2.2	2.2	0.0	0.0	0.0
Photographic Services	1.7	1.1	1.1	0.0	0.0	0.0
Educational Services	100.4	62.7	62.7	0.0	0.0	0.0
Accounting	4.9	3.1	0.0	0.0	3.1	0.0
Architectural, Engineering, and Related	3.2	2.0	0.0	0.0	0.0	2.0
Specialized Design Services	3.5	2.2	0.0	0.0	2.2	0.0
Death Care Services	3.4	2.1	0.0	2.1	0.0	0.0
<b>Government</b>	<u>51.8</u>	<u>33.0</u>	<u>0.0</u>	<u>6.7</u>	<u>26.3</u>	<u>0.0</u>
<b>Total Workers and Households</b>	<b>667.8</b>	<b>393.4</b>	<b>299.8</b>	<b>48.1</b>	<b>43.5</b>	<b>2.0</b>
Total Income-Qualified HH Generated Per 1,000 Market-Rate Units [2]		391.4	299.8	48.1	43.5	0.0
Total Income-Qualified HH Generated Per 100 Market-Rate Units [2]		39.1	30.0	4.8	4.4	0.0

[1] Assumes 1.57 workers per worker household based on 2006-2008 American Community Survey. Includes a 12.5% discount for retail and 1.9% discount for other industries to account for workers under age 20.

[2] Excludes above moderate-income households because these incomes are adequate to acquire market-rate housing.

Source: Economic & Planning Systems, Inc.

**Table B-6**  
**Income Levels for Worker Households**  
**Worker Household Generation per 1,000 Market Rate Units - \$1,500,000 Unit**  
**City of Mountain View In-Lieu Housing Fee, EPS #20063**

Industry	Total Workers	Total Worker Households [1]	VLI Households	LI Households	Moderate Income Households	Above Moderate Income Households
<b>Retail</b>						
Unspecified Retail	4.7	2.6	2.6	0.0	0.0	0.0
Food & Beverage Stores	31.8	17.7	0.0	17.7	0.0	0.0
Food Services and Drinking Places	186.3	103.9	103.9	0.0	0.0	0.0
Health and Personal Care Stores	7.5	4.2	4.2	0.0	0.0	0.0
General Merchandise	15.5	8.6	8.6	0.0	0.0	0.0
Furniture and Home Furnishings Stores	12.7	7.1	7.1	0.0	0.0	0.0
Building Material and Garden Equipment and Supplies Dealer	7.9	4.4	0.0	4.4	0.0	0.0
Electronics and Appliance Stores	16.3	9.1	0.0	9.1	0.0	0.0
Clothing and Clothing Accessories Stores	31.1	17.3	17.3	0.0	0.0	0.0
Motor Vehicle and Parts Dealers	14.2	7.9	0.0	0.0	7.9	0.0
Gasoline Stations	12.3	6.8	6.8	0.0	0.0	0.0
Sporting Goods, Hobby, and Musical Instrument Stores	14.5	8.1	8.1	0.0	0.0	0.0
Miscellaneous Store Retailers	16.7	9.3	9.3	0.0	0.0	0.0
Nonstore Retailers	1.1	0.6	0.0	0.6	0.0	0.0
<b>Arts, Entertainment, &amp; Recreation</b>	<b>52.6</b>	<b>29.3</b>	<b>29.3</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
<b>Medical/Health</b>						
Ambulatory Health Care Services	5.9	3.7	0.0	0.0	3.7	0.0
General Medical and Surgical Hospitals	4.3	2.7	0.0	0.0	2.7	0.0
Nursing and Residential Care Facilities	23.2	14.5	14.5	0.0	0.0	0.0
Social Assistance	16.2	10.1	10.1	0.0	0.0	0.0
<b>Services</b>						
Personal and Household Goods Repair and Maintenance	23.6	14.5	14.5	0.0	0.0	0.0
Services to Buildings and Dwellings	43.7	27.3	27.3	0.0	0.0	0.0
Waste Management and Remediation Services	5.3	3.3	0.0	3.3	0.0	0.0
Real Estate and Rental and Leasing	1.6	1.0	0.0	1.0	0.0	0.0
Personal Care Services	19.8	12.4	12.4	0.0	0.0	0.0
Dry Cleaning and Laundry Services	4.1	2.3	2.3	0.0	0.0	0.0
Auto Repair and Maintenance	17.1	10.7	0.0	10.7	0.0	0.0
Veterinary Services	4.3	2.7	2.7	0.0	0.0	0.0
Photographic Services	2.0	1.3	1.3	0.0	0.0	0.0
Educational Services	119.5	74.7	74.7	0.0	0.0	0.0
Accounting	5.9	3.7	0.0	0.0	3.7	0.0
Architectural, Engineering, and Related	3.8	2.4	0.0	0.0	0.0	2.4
Specialized Design Services	4.1	2.6	0.0	0.0	2.6	0.0
Death Care Services	4.0	2.5	0.0	2.5	0.0	0.0
<b>Government</b>	<b>51.8</b>	<b>33.0</b>	<b>0.0</b>	<b>6.7</b>	<b>26.3</b>	<b>0.0</b>
<b>Total Workers and Households</b>	<b>785.2</b>	<b>462.1</b>	<b>356.9</b>	<b>56.0</b>	<b>46.8</b>	<b>2.4</b>
Total Income-Qualified HH Generated Per 1,000 Market-Rate Units [2]		<b>459.7</b>	356.9	56.0	46.8	0.0
Total Income-Qualified HH Generated Per 100 Market-Rate Units [2]		<b>46.0</b>	35.7	5.6	4.7	0.0

[1] Assumes 1.57 workers per worker household based on 2006-2008 American Community Survey. Includes a 12.5% discount for retail and 1.9% discount for other industries to account for workers under age 20.

[2] Excludes above moderate-income households because these incomes are adequate to acquire market-rate housing.

Source: Economic & Planning Systems, Inc.

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**Table B-7**  
**Income Levels for Worker Households**  
**Worker Household Generation per 1,000 Market Rate Units - \$1,750,000 Unit**  
**City of Mountain View In-Lieu Housing Fee, EPS #20063**

<b>Industry</b>	<b>Total Workers</b>	<b>Total Worker Households [1]</b>	<b>VLI Households</b>	<b>LI Households</b>	<b>Moderate Income Households</b>	<b>Above Moderate Income Households</b>
<b>Retail</b>						
Unspecified Retail	5.4	3.0	3.0	0.0	0.0	0.0
Food & Beverage Stores	36.9	20.6	0.0	20.6	0.0	0.0
Food Services and Drinking Places	216.2	120.5	120.5	0.0	0.0	0.0
Health and Personal Care Stores	8.7	4.8	4.8	0.0	0.0	0.0
General Merchandise	17.9	10.0	10.0	0.0	0.0	0.0
Furniture and Home Furnishings Stores	14.7	8.2	8.2	0.0	0.0	0.0
Building Material and Garden Equipment and Supplies Dealer	9.1	5.1	0.0	5.1	0.0	0.0
Electronics and Appliance Stores	19.0	10.6	0.0	10.6	0.0	0.0
Clothing and Clothing Accessories Stores	36.0	20.1	20.1	0.0	0.0	0.0
Motor Vehicle and Parts Dealers	16.5	9.2	0.0	0.0	9.2	0.0
Gasoline Stations	14.2	7.9	7.9	0.0	0.0	0.0
Sporting Goods, Hobby, and Musical Instrument Stores	16.8	9.4	9.4	0.0	0.0	0.0
Miscellaneous Store Retailers	19.4	10.8	10.8	0.0	0.0	0.0
Nonstore Retailers	1.3	0.7	0.0	0.7	0.0	0.0
<b>Arts, Entertainment, &amp; Recreation</b>	<b>61.0</b>	<b>34.0</b>	<b>34.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
<b>Medical/Health</b>						
Ambulatory Health Care Services	6.8	4.3	0.0	0.0	4.3	0.0
General Medical and Surgical Hospitals	5.0	3.1	0.0	0.0	3.1	0.0
Nursing and Residential Care Facilities	27.0	16.8	16.8	0.0	0.0	0.0
Social Assistance	18.8	11.7	11.7	0.0	0.0	0.0
<b>Services</b>						
Personal and Household Goods Repair and Maintenance	27.4	16.8	16.8	0.0	0.0	0.0
Services to Buildings and Dwellings	50.7	31.7	31.7	0.0	0.0	0.0
Waste Management and Remediation Services	6.1	3.8	0.0	3.8	0.0	0.0
Real Estate and Rental and Leasing	1.8	1.1	0.0	1.1	0.0	0.0
Personal Care Services	23.0	14.4	14.4	0.0	0.0	0.0
Dry Cleaning and Laundry Services	4.8	2.7	2.7	0.0	0.0	0.0
Auto Repair and Maintenance	19.8	12.4	0.0	12.4	0.0	0.0
Veterinary Services	5.0	3.1	3.1	0.0	0.0	0.0
Photographic Services	2.3	1.5	1.5	0.0	0.0	0.0
Educational Services	138.7	86.7	86.7	0.0	0.0	0.0
Accounting	6.8	4.2	0.0	0.0	4.2	0.0
Architectural, Engineering, and Related	4.4	2.7	0.0	0.0	0.0	2.7
Specialized Design Services	4.8	3.0	0.0	0.0	3.0	0.0
Death Care Services	4.7	2.9	0.0	2.9	0.0	0.0
<b>Government</b>	<b><u>51.8</u></b>	<b><u>33.0</u></b>	<b><u>0.0</u></b>	<b><u>6.7</u></b>	<b><u>26.3</u></b>	<b><u>0.0</u></b>
<b>Total Workers and Households</b>	<b>902.6</b>	<b>530.8</b>	<b>414.1</b>	<b>63.9</b>	<b>50.1</b>	<b>2.7</b>
Total Income-Qualified HH Generated Per 1,000 Market-Rate Units [2]		<b>528.1</b>	414.1	63.9	50.1	0.0
Total Income-Qualified HH Generated Per 100 Market-Rate Units [2]		<b>52.8</b>	41.4	6.4	5.0	0.0

[1] Assumes 1.57 workers per worker household based on 2006-2008 American Community Survey. Includes a 12.5% discount for retail and 1.9% discount for other industries to account for workers under age 20.

[2] Excludes above moderate-income households because these incomes are adequate to acquire market-rate housing.

Source: Economic & Planning Systems, Inc.

**Table B-8**  
**Income Levels for Worker Households**  
**Worker Household Generation per 1,000 Market Rate Units - For Rent Studio Apartment**  
**City of Mountain View In-Lieu Housing Fee, EPS #20063**

Industry	Total Workers	Total Worker Households [1]	VLI Households	LI Households	Moderate Income Households	Above Moderate Income Households
<b>Retail</b>						
Unspecified Retail	2.7	1.5	1.5	0.0	0.0	0.0
Food & Beverage Stores	15.6	8.7	0.0	8.7	0.0	0.0
Food Services and Drinking Places	56.4	31.4	31.4	0.0	0.0	0.0
Health and Personal Care Stores	4.2	2.3	2.3	0.0	0.0	0.0
General Merchandise	4.7	2.6	2.6	0.0	0.0	0.0
Furniture and Home Furnishings Stores	3.4	1.9	1.9	0.0	0.0	0.0
Building Material and Garden Equipment and Supplies Dealer	2.4	1.4	0.0	1.4	0.0	0.0
Electronics and Appliance Stores	6.3	3.5	0.0	3.5	0.0	0.0
Clothing and Clothing Accessories Stores	8.8	4.9	4.9	0.0	0.0	0.0
Motor Vehicle and Parts Dealers	5.9	3.3	0.0	0.0	3.3	0.0
Gasoline Stations	6.8	3.8	3.8	0.0	0.0	0.0
Sporting Goods, Hobby, and Musical Instrument Stores	6.3	3.5	3.5	0.0	0.0	0.0
Miscellaneous Store Retailers	5.7	3.2	3.2	0.0	0.0	0.0
Nonstore Retailers	0.5	0.3	0.0	0.3	0.0	0.0
<b>Arts, Entertainment, &amp; Recreation</b>	<b>8.0</b>	<b>4.5</b>	<b>4.5</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
<b>Medical/Health</b>						
Ambulatory Health Care Services	2.8	1.8	0.0	0.0	1.8	0.0
General Medical and Surgical Hospitals	2.1	1.3	0.0	0.0	1.3	0.0
Nursing and Residential Care Facilities	7.9	5.0	5.0	0.0	0.0	0.0
Social Assistance	3.8	2.3	2.3	0.0	0.0	0.0
<b>Services</b>						
Personal and Household Goods Repair and Maintenance	7.1	4.3	4.3	0.0	0.0	0.0
Services to Buildings and Dwellings	9.8	6.1	6.1	0.0	0.0	0.0
Waste Management and Remediation Services	2.7	1.7	0.0	1.7	0.0	0.0
Real Estate and Rental and Leasing	0.5	0.3	0.0	0.3	0.0	0.0
Personal Care Services	6.4	4.0	4.0	0.0	0.0	0.0
Dry Cleaning and Laundry Services	1.2	0.6	0.6	0.0	0.0	0.0
Auto Repair and Maintenance	6.8	4.2	0.0	4.2	0.0	0.0
Veterinary Services	1.8	1.1	1.1	0.0	0.0	0.0
Photographic Services	1.0	0.6	0.6	0.0	0.0	0.0
Educational Services	11.7	7.3	7.3	0.0	0.0	0.0
Accounting	1.9	1.2	0.0	0.0	1.2	0.0
Architectural, Engineering, and Related	1.2	0.8	0.0	0.0	0.0	0.8
Specialized Design Services	1.3	0.8	0.0	0.0	0.8	0.0
Death Care Services	1.3	0.8	0.0	0.8	0.0	0.0
<b>Government</b>	<b>51.8</b>	<b>33.0</b>	<b>0.0</b>	<b>6.7</b>	<b>26.3</b>	<b>0.0</b>
<b>Total Workers and Households</b>	<b>260.9</b>	<b>154.2</b>	<b>91.2</b>	<b>27.6</b>	<b>34.6</b>	<b>0.8</b>
Total Income-Qualified HH Generated Per 1,000 Market-Rate Units [2]		<b>153.5</b>	91.2	27.6	34.6	0.0
Total Income-Qualified HH Generated Per 100 Market-Rate Units [2]		<b>15.3</b>	9.1	2.8	3.5	0.0

[1] Assumes 1.57 workers per worker household based on 2006-2008 American Community Survey. Includes a 12.5% discount for retail and 1.9% discount for other industries to account for workers under age 20.

[2] Excludes above moderate-income households because these incomes are adequate to acquire market-rate housing.

Source: Economic & Planning Systems, Inc.



**Table B-9**  
**Income Levels for Worker Households**  
**Worker Household Generation per 1,000 Market Rate Units - For Rent 1-Bedroom Apartment**  
**City of Mountain View In-Lieu Housing Fee, EPS #20063**

Industry	Total Workers	Total Worker Households [1]	VLI Households	LI Households	Moderate Income Households	Above Moderate Income Households
<b>Retail</b>						
Unspecified Retail	2.7	1.5	1.5	0.0	0.0	0.0
Food & Beverage Stores	19.2	10.7	0.0	10.7	0.0	0.0
Food Services and Drinking Places	71.9	40.1	40.1	0.0	0.0	0.0
Health and Personal Care Stores	4.1	2.3	2.3	0.0	0.0	0.0
General Merchandise	5.9	3.3	3.3	0.0	0.0	0.0
Furniture and Home Furnishings Stores	4.4	2.5	2.5	0.0	0.0	0.0
Building Material and Garden Equipment and Supplies Dealer	2.7	1.5	0.0	1.5	0.0	0.0
Electronics and Appliance Stores	7.4	4.1	0.0	4.1	0.0	0.0
Clothing and Clothing Accessories Stores	11.1	6.2	6.2	0.0	0.0	0.0
Motor Vehicle and Parts Dealers	6.9	3.8	0.0	0.0	3.8	0.0
Gasoline Stations	7.8	4.4	4.4	0.0	0.0	0.0
Sporting Goods, Hobby, and Musical Instrument Stores	7.9	4.4	4.4	0.0	0.0	0.0
Miscellaneous Store Retailers	6.9	3.8	0.0	0.0	3.8	0.0
Nonstore Retailers	0.8	0.5	0.0	0.5	0.0	0.0
<b>Arts, Entertainment, &amp; Recreation</b>	<b>12.9</b>	<b>7.2</b>	<b>7.2</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
<b>Medical/Health</b>						
Ambulatory Health Care Services	2.9	1.8	0.0	0.0	1.8	0.0
General Medical and Surgical Hospitals	2.1	1.3	0.0	0.0	1.3	0.0
Nursing and Residential Care Facilities	9.1	5.7	5.7	0.0	0.0	0.0
Social Assistance	5.0	3.1	3.1	0.0	0.0	0.0
<b>Services</b>						
Personal and Household Goods Repair and Maintenance	7.9	4.8	4.8	0.0	0.0	0.0
Services to Buildings and Dwellings	13.0	8.1	8.1	0.0	0.0	0.0
Waste Management and Remediation Services	3.0	1.9	0.0	1.9	0.0	0.0
Real Estate and Rental and Leasing	0.5	0.3	0.0	0.3	0.0	0.0
Personal Care Services	7.9	4.9	4.9	0.0	0.0	0.0
Dry Cleaning and Laundry Services	1.5	0.8	0.8	0.0	0.0	0.0
Auto Repair and Maintenance	7.7	4.8	0.0	4.8	0.0	0.0
Veterinary Services	1.9	1.2	1.2	0.0	0.0	0.0
Photographic Services	1.3	0.8	0.8	0.0	0.0	0.0
Educational Services	20.8	13.0	13.0	0.0	0.0	0.0
Accounting	1.9	1.2	0.0	0.0	1.2	0.0
Architectural, Engineering, and Related	1.2	0.8	0.0	0.0	0.0	0.8
Specialized Design Services	1.4	0.9	0.0	0.0	0.9	0.0
Death Care Services	1.3	0.8	0.0	0.8	0.0	0.0
<b>Government</b>	<b>51.8</b>	<b>33.0</b>	<b>0.0</b>	<b>6.7</b>	<b>26.3</b>	<b>0.0</b>
<b>Total Workers and Households</b>	<b>315.1</b>	<b>185.7</b>	<b>118.2</b>	<b>31.4</b>	<b>35.3</b>	<b>0.8</b>
Total Income-Qualified HH Generated Per 1,000 Market-Rate Units [2]		<b>184.9</b>	118.2	31.4	35.3	0.0
Total Income-Qualified HH Generated Per 100 Market-Rate Units [2]		<b>18.5</b>	11.8	3.1	3.5	0.0

[1] Assumes 1.57 workers per worker household based on 2006-2008 American Community Survey. Includes a 12.5% discount for retail and 1.9% discount for other industries to account for workers under age 20.

[2] Excludes above moderate-income households because these incomes are adequate to acquire market-rate housing.

Source: Economic & Planning Systems, Inc.

**Table B-10**  
**Income Levels for Worker Households**  
**Worker Household Generation per 1,000 Market Rate Units - For Rent 2-Bedroom Apartment**  
**City of Mountain View In-Lieu Housing Fee, EPS #20063**

Industry	Total Workers	Total Worker Households [1]	VLI Households	LI Households	Moderate Income Households	Above Moderate Income Households
<b>Retail</b>						
Unspecified Retail	3.1	1.7	1.7	0.0	0.0	0.0
Food & Beverage Stores	22.5	12.5	0.0	12.5	0.0	0.0
Food Services and Drinking Places	92.4	51.5	51.5	0.0	0.0	0.0
Health and Personal Care Stores	5.0	2.8	2.8	0.0	0.0	0.0
General Merchandise	7.6	4.2	4.2	0.0	0.0	0.0
Furniture and Home Furnishings Stores	5.7	3.2	3.2	0.0	0.0	0.0
Building Material and Garden Equipment and Supplies Dealer	3.5	2.0	0.0	2.0	0.0	0.0
Electronics and Appliance Stores	9.0	5.0	0.0	5.0	0.0	0.0
Clothing and Clothing Accessories Stores	13.8	7.7	7.7	0.0	0.0	0.0
Motor Vehicle and Parts Dealers	8.5	4.8	0.0	0.0	4.8	0.0
Gasoline Stations	8.7	4.9	4.9	0.0	0.0	0.0
Sporting Goods, Hobby, and Musical Instrument Stores	7.9	4.4	4.4	0.0	0.0	0.0
Miscellaneous Store Retailers	8.8	4.9	4.9	0.0	0.0	0.0
Nonstore Retailers	0.9	0.5	0.0	0.5	0.0	0.0
<b>Arts, Entertainment, &amp; Recreation</b>	<b>18.1</b>	<b>10.1</b>	<b>0.0</b>	<b>0.0</b>	<b>10.1</b>	<b>0.0</b>
<b>Medical/Health</b>						
Ambulatory Health Care Services	3.7	2.3	0.0	0.0	2.3	0.0
General Medical and Surgical Hospitals	2.7	1.7	0.0	0.0	1.7	0.0
Nursing and Residential Care Facilities	11.0	6.9	6.9	0.0	0.0	0.0
Social Assistance	5.7	3.6	3.6	0.0	0.0	0.0
<b>Services</b>						
Personal and Household Goods Repair and Maintenance	10.0	6.2	6.2	0.0	0.0	0.0
Services to Buildings and Dwellings	15.4	9.6	9.6	0.0	0.0	0.0
Waste Management and Remediation Services	3.3	2.0	0.0	2.0	0.0	0.0
Real Estate and Rental and Leasing	0.7	0.4	0.0	0.4	0.0	0.0
Personal Care Services	10.1	6.3	6.3	0.0	0.0	0.0
Dry Cleaning and Laundry Services	1.8	1.0	1.0	0.0	0.0	0.0
Auto Repair and Maintenance	9.8	6.1	0.0	6.1	0.0	0.0
Veterinary Services	2.4	1.5	1.5	0.0	0.0	0.0
Photographic Services	1.0	0.7	0.7	0.0	0.0	0.0
Educational Services	31.2	19.5	19.5	0.0	0.0	0.0
Accounting	2.6	1.6	0.0	0.0	1.6	0.0
Architectural, Engineering, and Related	1.7	1.1	0.0	0.0	0.0	1.1
Specialized Design Services	1.8	1.1	0.0	0.0	1.1	0.0
Death Care Services	1.8	1.1	0.0	1.1	0.0	0.0
<b>Government</b>	<b>51.8</b>	<b>33.0</b>	<b>0.0</b>	<b>6.7</b>	<b>26.3</b>	<b>0.0</b>
<b>Total Workers and Households</b>	<b>384.2</b>	<b>225.9</b>	<b>140.5</b>	<b>36.4</b>	<b>47.9</b>	<b>1.1</b>
Total Income-Qualified HH Generated Per 1,000 Market-Rate Units [2]		<b>224.9</b>	140.5	36.4	47.9	0.0
Total Income-Qualified HH Generated Per 100 Market-Rate Units [2]		<b>22.5</b>	14.1	3.6	4.8	0.0

[1] Assumes 1.57 workers per worker household based on 2006-2008 American Community Survey. Includes a 12.5% discount for retail and 1.9% discount for other industries to account for workers under age 20.

[2] Excludes above moderate-income households because these incomes are adequate to acquire market-rate housing.

Source: Economic & Planning Systems, Inc.

**Table B-11**  
**Income Levels for Worker Households**  
**Worker Household Generation per 1,000 Market Rate Units - For Rent 3-Bedroom Apartment**  
**City of Mountain View In-Lieu Housing Fee, EPS #20063**

Industry	Total Workers	Total Worker Households [1]	VLI Households	LI Households	Moderate Income Households	Above Moderate Income Households
<b>Retail</b>						
Unspecified Retail	3.1	1.7	1.7	0.0	0.0	0.0
Food & Beverage Stores	23.6	13.1	0.0	13.1	0.0	0.0
Food Services and Drinking Places	107.9	60.2	60.2	0.0	0.0	0.0
Health and Personal Care Stores	5.1	2.8	2.8	0.0	0.0	0.0
General Merchandise	8.2	4.6	4.6	0.0	0.0	0.0
Furniture and Home Furnishings Stores	6.6	3.7	3.7	0.0	0.0	0.0
Building Material and Garden Equipment and Supplies Dealer	3.8	2.1	0.0	2.1	0.0	0.0
Electronics and Appliance Stores	10.6	5.9	0.0	5.9	0.0	0.0
Clothing and Clothing Accessories Stores	15.4	8.6	8.6	0.0	0.0	0.0
Motor Vehicle and Parts Dealers	10.6	5.9	0.0	0.0	5.9	0.0
Gasoline Stations	9.2	5.1	5.1	0.0	0.0	0.0
Sporting Goods, Hobby, and Musical Instrument Stores	12.6	7.0	7.0	0.0	0.0	0.0
Miscellaneous Store Retailers	12.7	7.1	7.1	0.0	0.0	0.0
Nonstore Retailers	0.6	0.4	0.0	0.4	0.0	0.0
<b>Arts, Entertainment, &amp; Recreation</b>	<b>22.0</b>	<b>12.3</b>	<b>12.3</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
<b>Medical/Health</b>						
Ambulatory Health Care Services	4.1	2.5	0.0	0.0	2.5	0.0
General Medical and Surgical Hospitals	3.0	1.9	0.0	0.0	1.9	0.0
Nursing and Residential Care Facilities	12.9	8.1	8.1	0.0	0.0	0.0
Social Assistance	7.2	4.5	4.5	0.0	0.0	0.0
<b>Services</b>						
Personal and Household Goods Repair and Maintenance	11.1	6.8	6.8	0.0	0.0	0.0
Services to Buildings and Dwellings	21.4	13.4	13.4	0.0	0.0	0.0
Waste Management and Remediation Services	3.6	2.3	0.0	2.3	0.0	0.0
Real Estate and Rental and Leasing	0.7	0.5	0.0	0.5	0.0	0.0
Personal Care Services	11.9	7.5	7.5	0.0	0.0	0.0
Dry Cleaning and Laundry Services	2.0	1.1	1.1	0.0	0.0	0.0
Auto Repair and Maintenance	11.0	6.9	0.0	6.9	0.0	0.0
Veterinary Services	5.1	3.2	3.2	0.0	0.0	0.0
Photographic Services	1.5	0.9	0.9	0.0	0.0	0.0
Educational Services	35.7	22.3	22.3	0.0	0.0	0.0
Accounting	3.2	2.0	0.0	0.0	2.0	0.0
Architectural, Engineering, and Related	2.1	1.3	0.0	0.0	0.0	1.3
Specialized Design Services	2.3	1.4	0.0	0.0	1.4	0.0
Death Care Services	2.2	1.4	0.0	1.4	0.0	0.0
<b>Government</b>	<b>51.8</b>	<b>33.0</b>	<b>0.0</b>	<b>6.7</b>	<b>26.3</b>	<b>0.0</b>
<b>Total Workers and Households</b>	<b>444.9</b>	<b>261.4</b>	<b>180.8</b>	<b>39.2</b>	<b>40.0</b>	<b>1.3</b>
Total Income-Qualified HH Generated Per 1,000 Market-Rate Units [2]		<b>260.1</b>	180.8	39.2	40.0	0.0
Total Income-Qualified HH Generated Per 100 Market-Rate Units [2]		<b>26.0</b>	18.1	3.9	4.0	0.0

[1] Assumes 1.57 workers per worker household based on 2006-2008 American Community Survey. Includes a 12.5% discount for retail and 1.9% discount for other industries to account for workers under age 20.

[2] Excludes above moderate-income households because these incomes are adequate to acquire market-rate housing.

Source: Economic & Planning Systems, Inc.