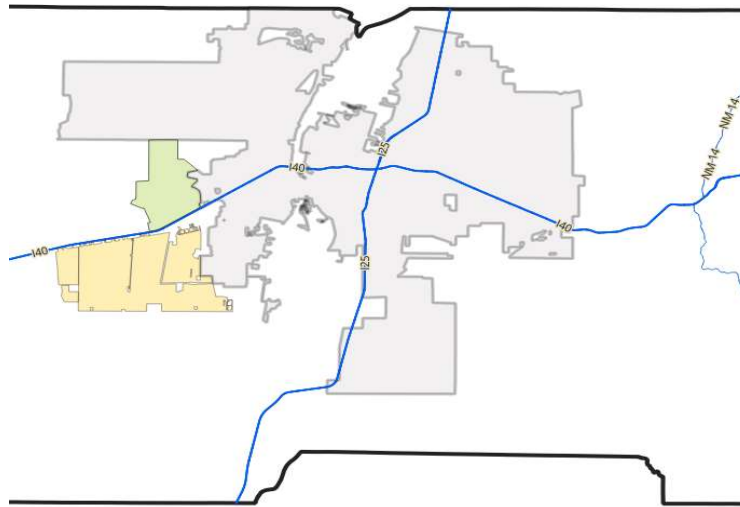


# Potential Impacts of Santolina Development



Presented by UNM BBER  
November 14, 2023

# Study Focus & Parameters

(Framing of Analysis, Inputs & Assumptions )

## Study Focus

- BBER has been tasked with providing an independent, objective, third-party assessment of the potential fiscal impacts;
- These funds provided were adequate for BBER to complete a preliminary, high-level assessment;
- This study focuses on the potential impacts in connection the development/capital investment phase of the Santolina Development;
- First, our analysis begins by focusing on the underlying demographic, housing, and economic trends in order to evaluate the quality of estimates set forth by the Developers to gain approval by the County;

# This Presentation is Organized as Follows

- I. Inputs & Assumptions used by Santolina Developers;
- II. Recent demographic and economic trends for the Albuquerque/Bernalillo area;
  - a. Economic: GDP, income, and employment;
  - b. Population: Historical, net migration, forecasts;
  - c. Housing: Historical trends & formation (building permits), forecasts, affordability;
- III. Side-by-side comparison of Santolina estimates relative to historical experience and forecasts from reputable sources; alternate scenarios;
- IV. Mesa del Sol (MDS) Case Study: Employment, housing, population experience;
- V. Cost of New Public Infrastructure/Capital Investment Phase;
- VI. Potential Tax Revenues & Governmental Development Costs;

# Inputs & Assumptions

The Santolina Master Plan relies on very specific economic and demographic inputs and assumptions in order to meet the “no net new expense” requirement:

*New tax revenues will be equivalent to, or exceed the cost of new public infrastructure and services required to support the new development.*

These inputs/assumptions relate primarily to:

- 1) Population & population growth;
- 2) Economic growth (e.g. employment);

# Inputs & Assumptions

In order to secure approval, Santolina Developers have set forth the following baseline targets in order to substantiate the Master Planned Community:

- **38,045** in new residential **housing units**,
- **75,000** in new recurring **employment**; (115,906 according to the 2013 Taussig study\*\*),
- **93,300** in new **population**

\*\*Notably, the Santolina developers hired David Taussig & Associates to assess the estimated economic and fiscal impacts. This higher number (**115,906**) has been used as a key input to meet the “no net new expense” requirement.

# Inputs & Assumptions

- These target will be achieved over the next 40-50 years with full buildout occurring by 2055-2065;
- Targets are based on an older version of the Middle Rio Grande Council of Governments 2040 Master Transportation Plan (MTP);
- In order for the Santolina Development to achieve the “no new net expense requirement,” a key assumption is that the community will achieve a **jobs to household ratio** of **2.0** by full buildout;

# Inputs & Assumptions

**TABLE 1: Jobs to Households**

<i>Dwelling Units Thresholds</i>	<i>Jobs</i>
2,000	300
2,500	700
3,000	2,000
3,500	3,500
4,000	4,500
4,001 to 12,540	1.25 Jobs per Dwelling Unit
12,541 to 25,080	1.30 Jobs per Dwelling Unit
25,081 to 34,000	1.59 Jobs per Dwelling Unit
34,001 to Full Buildout	2.0 Jobs per Dwelling Unit at Full Buildout

*(Pursuant to: Level A Development Agreement, p. 4; Level B.I Plan, p. 5; and based upon MRCOG 2040 MTP)*

# Housing and Employment Requirement

(Levels A and B.I Master Plans)

<u>Housing, Population, Employment Targets</u>	<u>Level A</u>	<u>Level B.I</u>
New Residential Housing Units	38,048	10,729
New Population	93,300	23,178
New Recurring Employment		
WALH/MRCOG MTP Ratio	75,000	31,457
Taussig	115,906	41,250
Acres	13,851	4,243
Time Horizon (full buildout)	40-50 years	20-25 years

Sources: Level A Master Plan, pp. 26, 96, 98; Level B.I Master Plan, Adopted August 2017, pp. 15-16.

# Inputs & Assumption

The cumulative (full buildout) and annual equivalent for Santolina housing, employment and population targets:

- 38,045 (housing) / 40 to 50 years = 761 to 951 new housing units per year;
- 75,000 (employment) / 40 to 50 years = 1,500 to 1,875 new jobs per year;
- 93,300 (population) / 40 to 50 years = 1,866 to 2,333 new population per year;

# Inputs & Assumptions

The cumulative (full buildout) and annual equivalent for Santolina housing, employment and population targets:

	<u>Cumulative</u> (Full Buildout)	<u>Annualized</u>	
		40 years	50 years
Housing Units	38,045	951	761
Employment	75,000	1,875	1,500
Population	93,300	2,333	1,866

*(Sources: Based on Level A Development Agreement and Level B.I Plan)*

# Housing, Population, Jobs – Cumulative & by Phase

(Santolina Development Pacing to Full Buildout (50 years), 2016-2065)

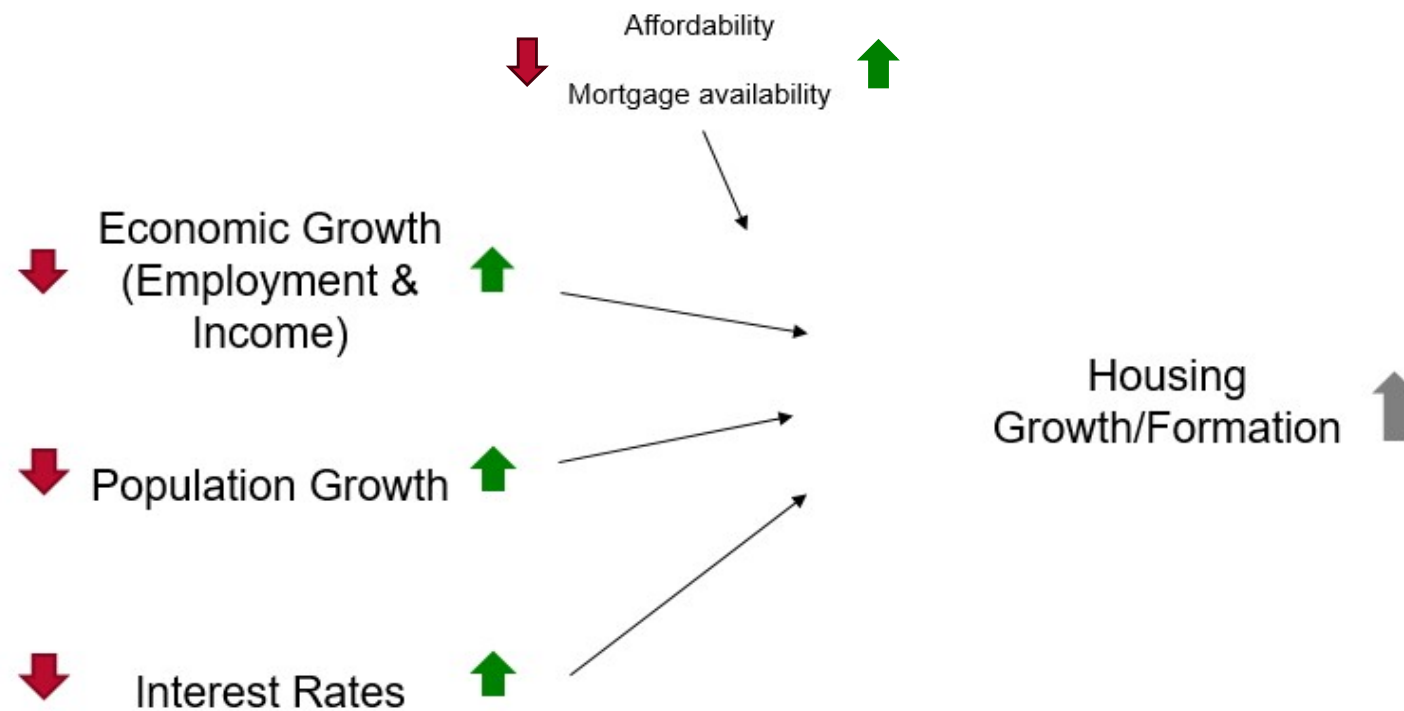
<u>Phase</u>	<u>Period</u>	<u>Cum. Years</u>	<u>Per Phase Totals</u>			<u>Cumulative Totals</u>		
			<u>Housing Units</u>	<u>Population</u>	<u>Jobs</u>	<u>Housing Units</u>	<u>Population</u>	<u>Jobs</u>
1	2016-2025	10	7,609	18,660	15,001	7,609	18,660	15,001
2	2026-2035	20	7,609	18,660	15,001	15,218	37,320	30,002
3	2036-2045	30	7,609	18,660	15,001	22,827	55,980	45,004
4	2046-2055	40	7,609	18,660	15,001	30,436	74,640	60,005
5	2056-2065	50	7,609	18,660	15,001	<b>38,045</b>	<b>93,300</b>	<b>75,006</b>

*(Sources: Based on Santolina Level A Development Agreement and Level B.I Plan)*

# Recent Housing, Population, & Economic Trends for Albuquerque/Bernalillo Area

(Key Drivers of New Housing Demand and Formation)

# Classical Drivers of Housing Formation

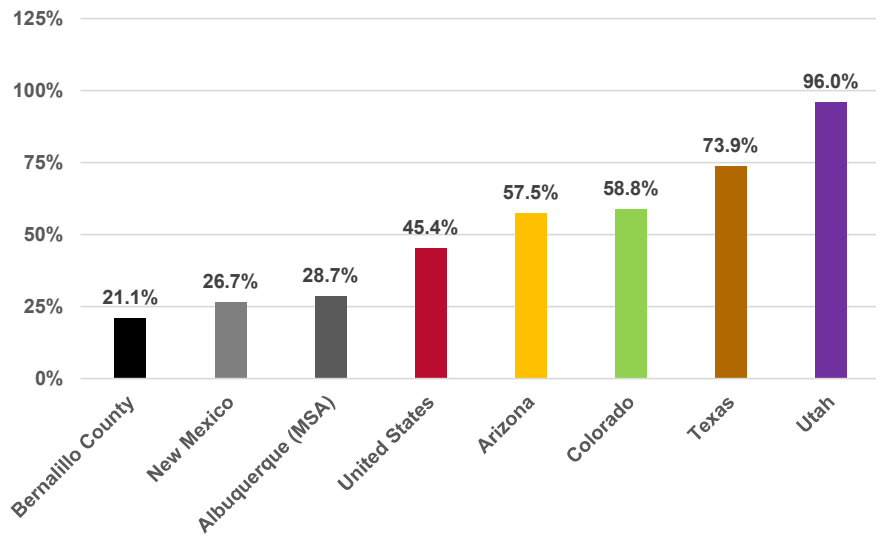


# Economic Trends

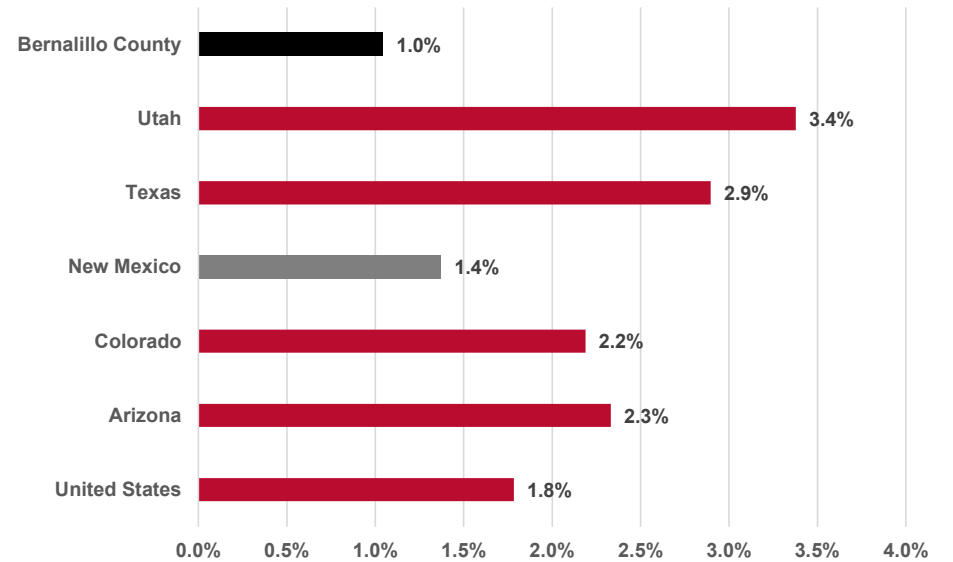
(GDP, Income, Employment)

# Economic Trends: Real GDP

% Change in Real GDP 2001-2020

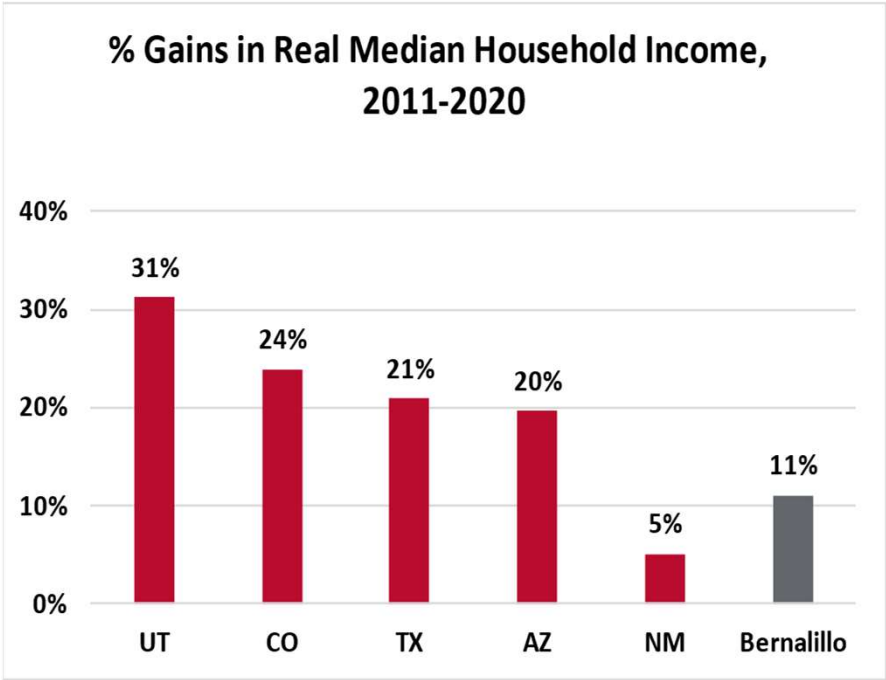


Real GDP: Annual Percent Growth, 2001-2020



(Source: US Bureau of Economic Analysis)

# Economic Trends: Real Household Income



(Source: US Census, Federal Reserve Economic Data)

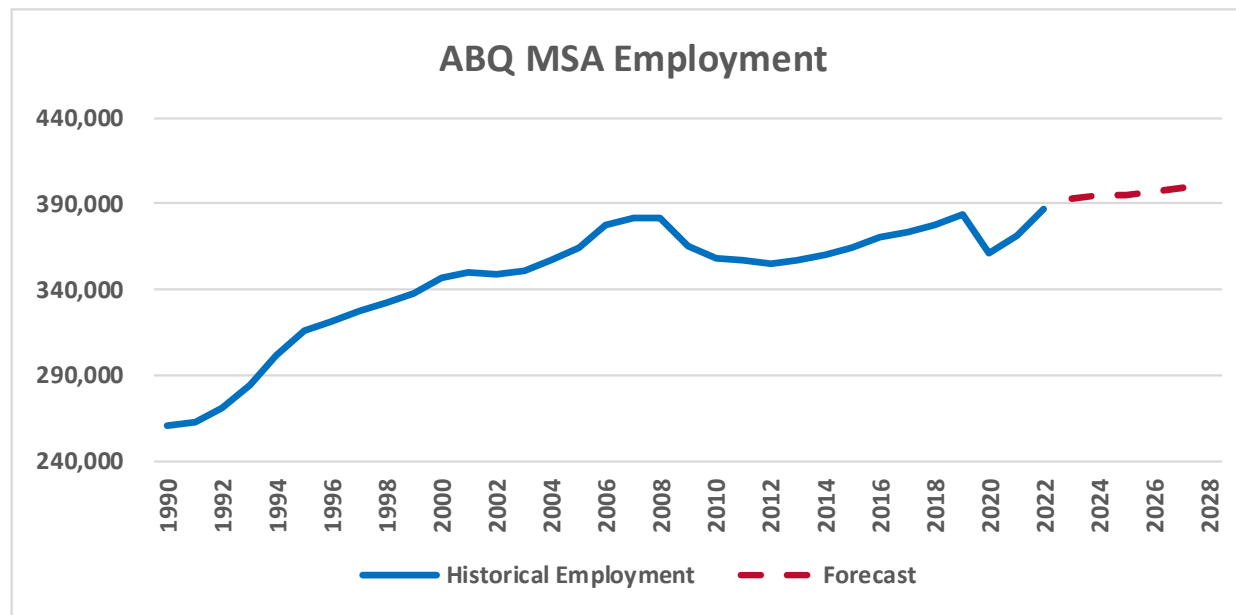
## Economic Trends: Real Median Household Income Gains for Neighboring States, 2011-2022

Geography	2011	2020	Diff	Pct.% Chg.	An. Rt.
UT	66,995	87,915	20,920	31%	3.1%
CO	70,781	87,689	16,908	24%	2.4%
TX	59,213	71,599	12,386	21%	2.1%
AZ	58,698	70,220	11,522	20%	2.0%
NM	50,683	53,283	2,600	5%	0.5%
Bernalillo	51,008	56,632	5,624	11%	1.1%

*(Source: US Census, Federal Reserve Economic Data)*

# Economic Trends: HISTORICAL & FORECASTED

Employment for Albuquerque Metropolitan Statistical Area (ABQ MSA) 1990-2022



(Source: BBER FORUNM)

# Economic Trends: HISTORICAL & FORECASTED

Employment for Albuquerque Metropolitan Statistical Area (ABQ MSA) 1990-2022

<i>Annual Average Increase in Employment</i>	<u>Incr.</u>	<u>%Pct. Chg.</u>
31-Year (1990-2022)	3,938	1.3%
20-Year (2003-2022)	1,887	0.5%
10-Year (2013-2022)	3,191	0.9%
5 Year (2018-2022)	2,629	0.8%
<b>Forecasted (2023-2028)</b>	<b>2,396</b>	<b>0.6%</b>

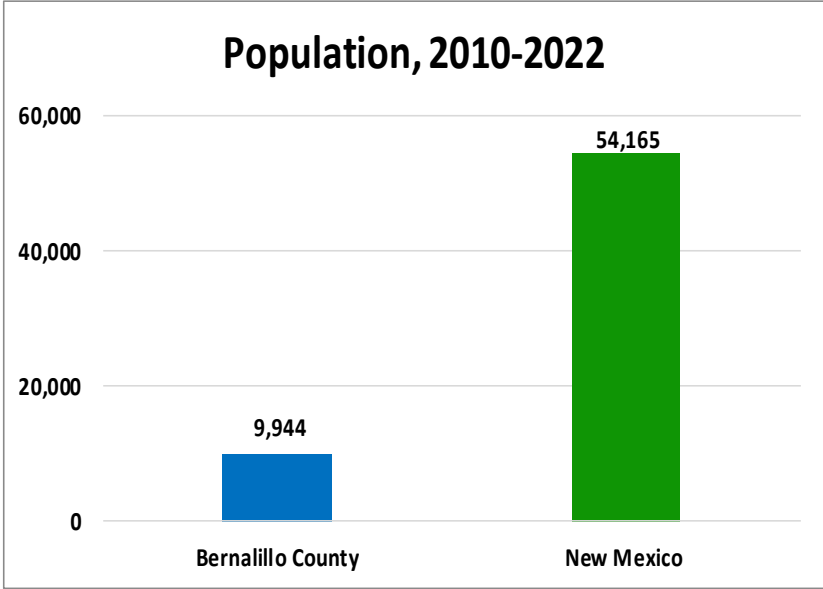
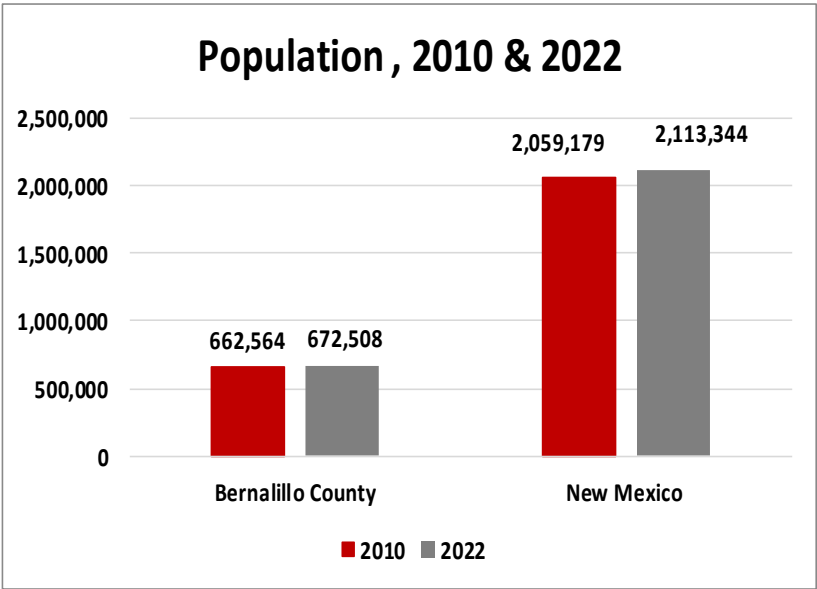
(Source: BBER FORUNM)

# Population Trends

(New Mexico & Bernalillo County & Albuquerque Area)

# HISTORICAL Population Growth

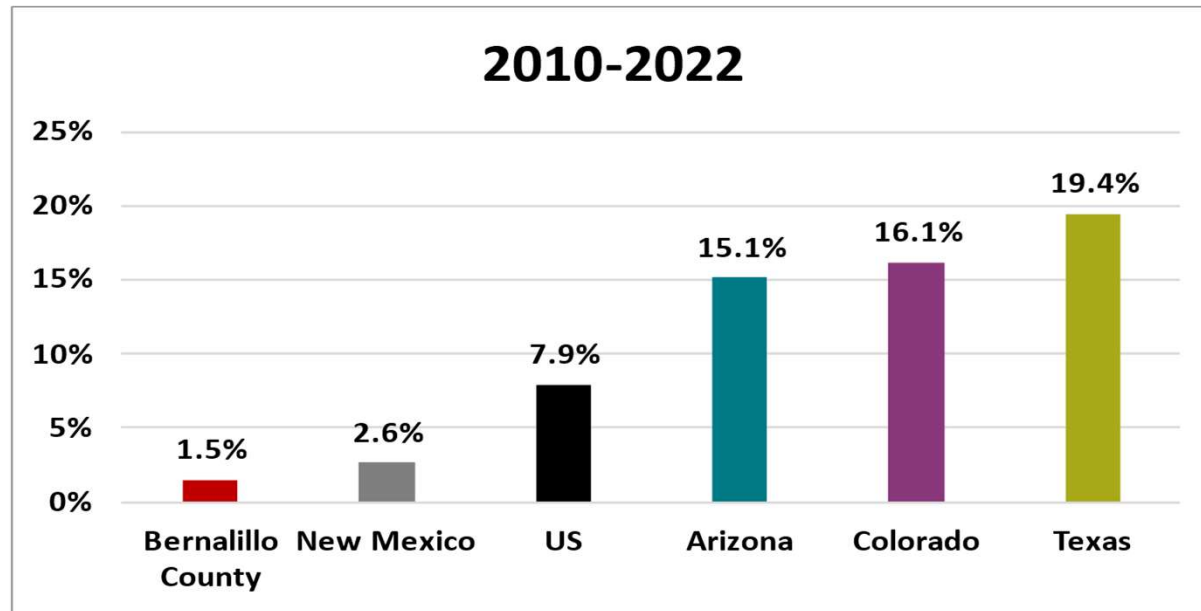
(New Mexico and Bernalillo County)



(Source: U.S. Census, ACS 5-Year Estimates and 2010 Decennial data)

# HISTORICAL Population Growth

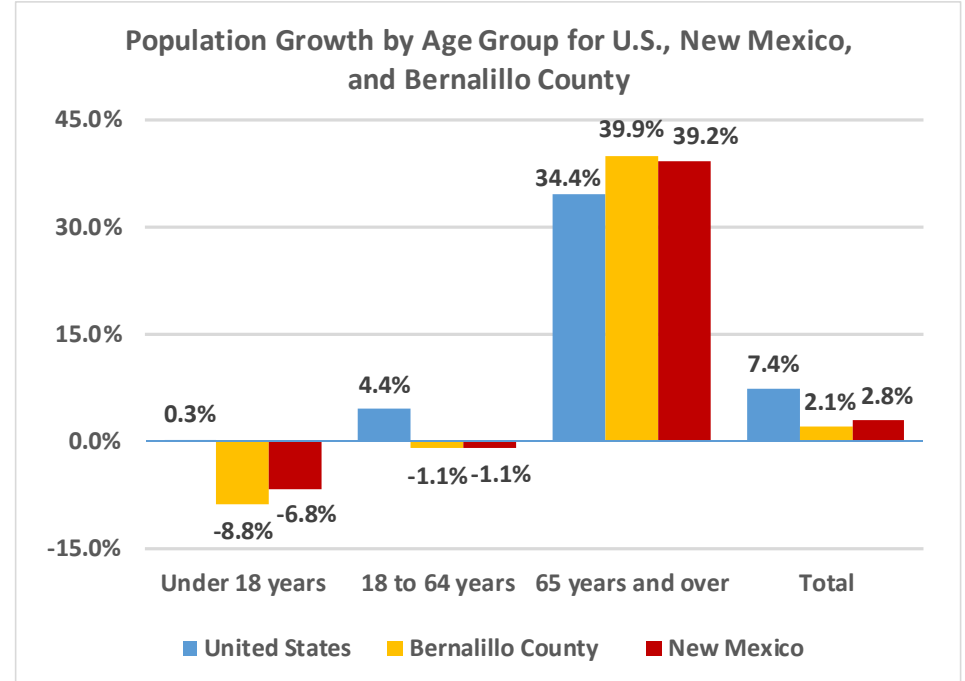
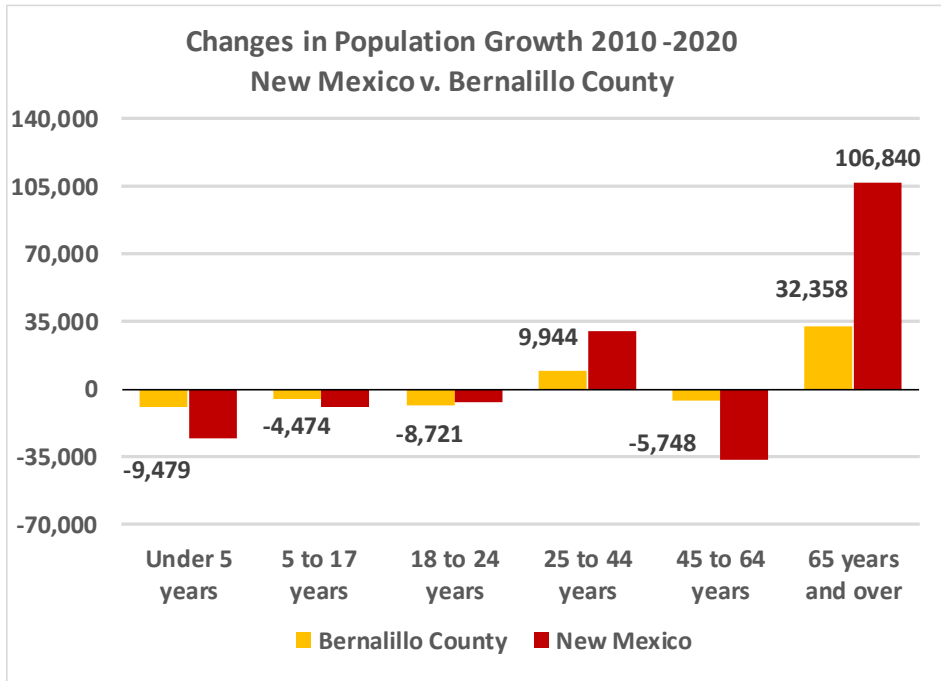
(NM, Bernalillo County and neighboring states)



(Source: U.S. Census, ACS 5-Year Estimates and 2010 Decennial data)

# HISTORICAL Population Growth

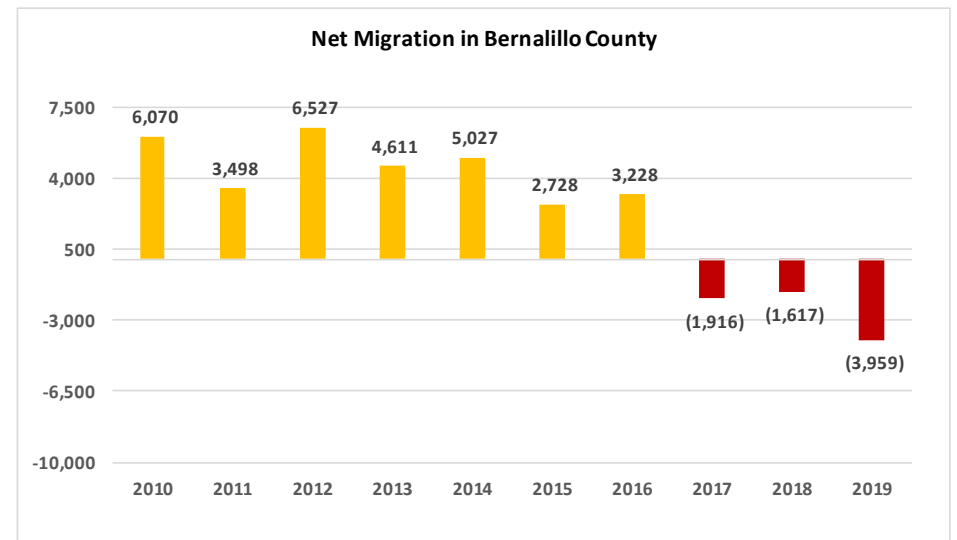
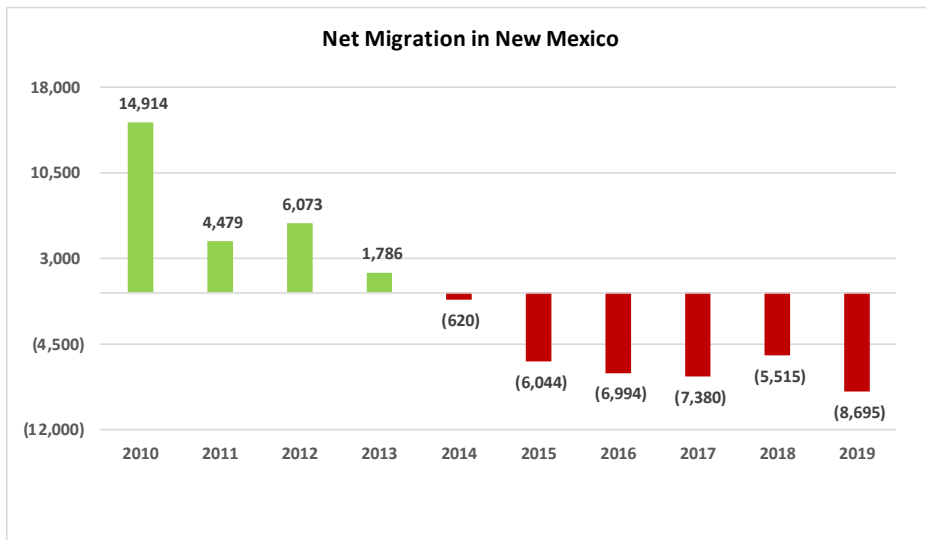
(By Age Group for NM, Bernalillo County, United States)



(Source: U.S. Census, 2010 & 2020 Decennial data)

# HISTORICAL Population Growth

(Net Migration in NM & Bernalillo County)



(Source: U.S. Census, 2010 & 2020 Decennial data)

# FORECASTED Population Growth

(Bernalillo County)

<u>Age Group</u>	<u>2020</u>	<u>2040</u>	<u>Diff</u>	<u>% Change</u>
0 - 14	116,819	102,103	(14,716)	-13%
15 - 49	315,851	316,014	163	0.1%
50 - 64	126,207	133,481	7,274	6%
65+	117,560	147,383	29,823	25%
Total	676,438	698,982	22,544	3%

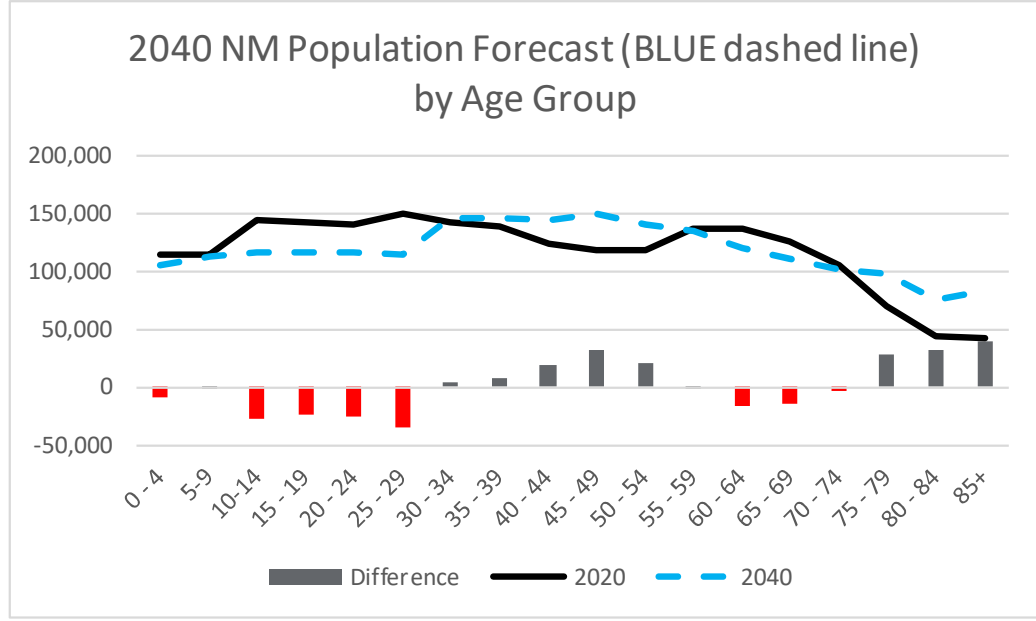
(New Mexico)

<u>Age Group</u>	<u>2020</u>	<u>2040</u>	<u>Diff</u>	<u>% Change</u>
0 - 14	372,945	334,825	(38,120)	-10%
15 - 49	953,502	932,422	(21,080)	-2%
50 - 64	392,483	395,849	3,366	1%
65+	388,051	469,659	81,608	21%
Total	2,106,981	2,132,755	25,774	1%

(Source: UNM Geospatial Population Studies Statewide New Mexico Forecasts; MRCOG.)

# FORECASTED Population Growth (New Mexico)

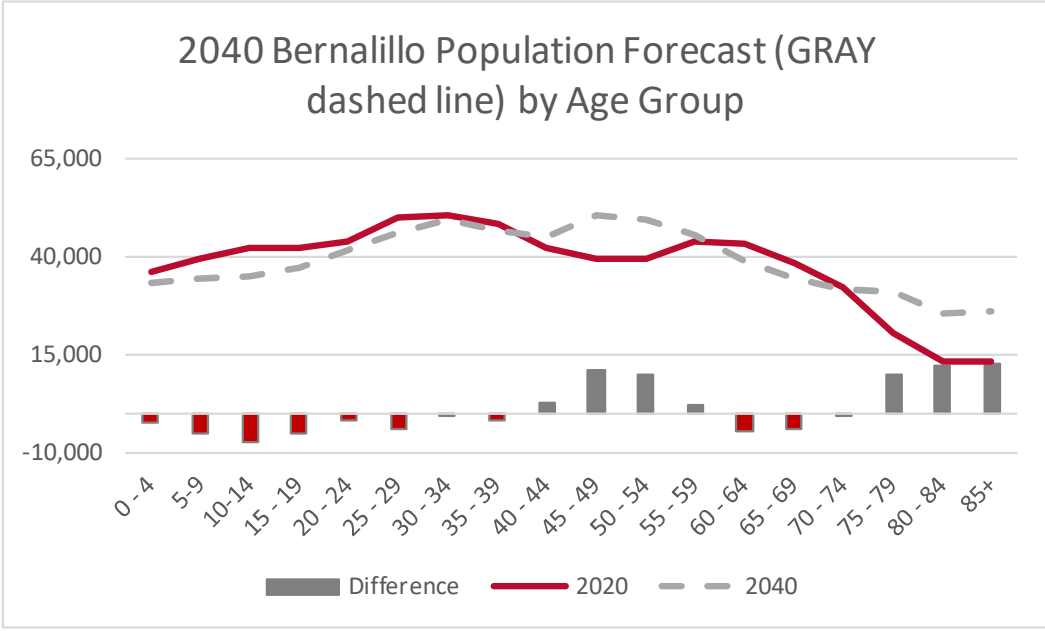
- These UNM GPS estimates that the New Mexico population will grow by 25,744 between 2020 and 2040 (1,287 per year);



(Source: UNM Geospatial Population Studies Statewide New Mexico Forecasts)

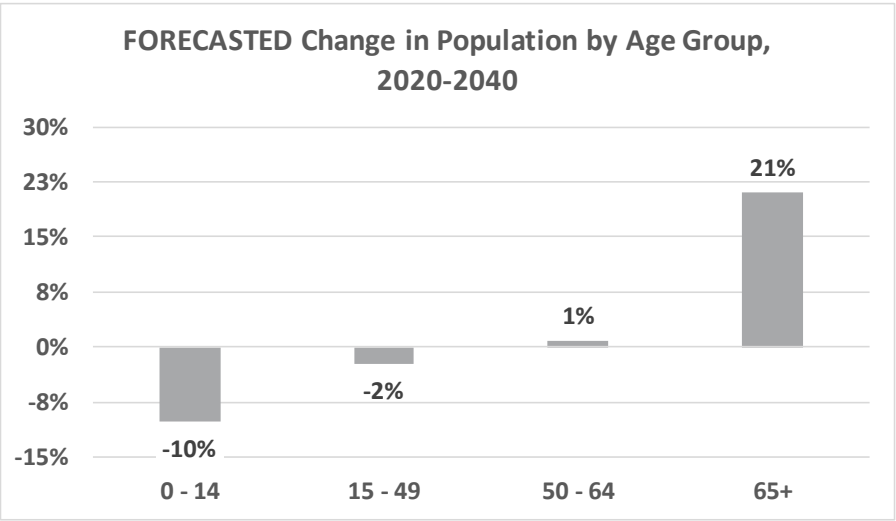
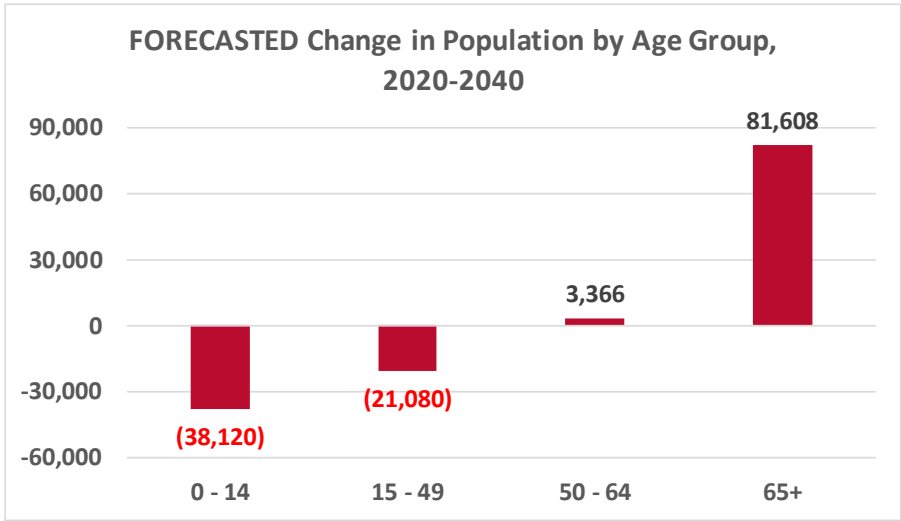
# FORECASTED Population Growth (Bernalillo County)

- Bernalillo County forecasted to grow by 25,774 over the next 20 years (1,288 annually).



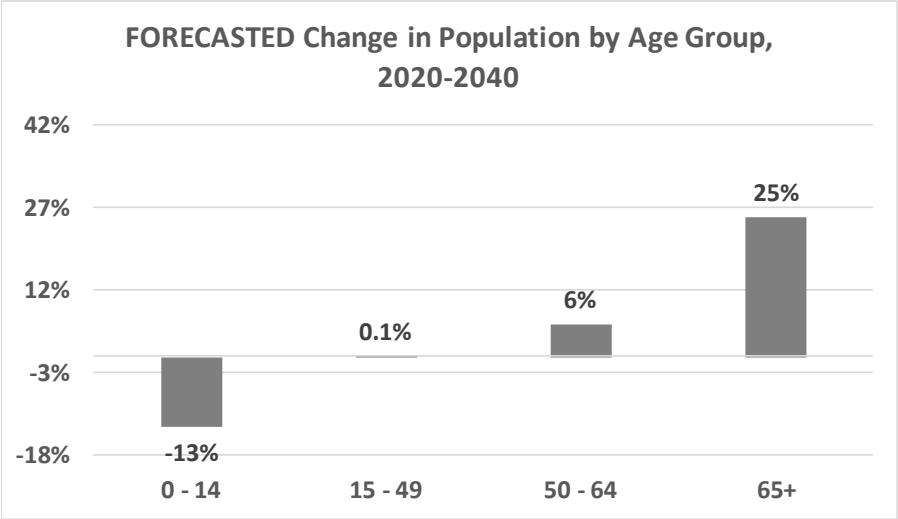
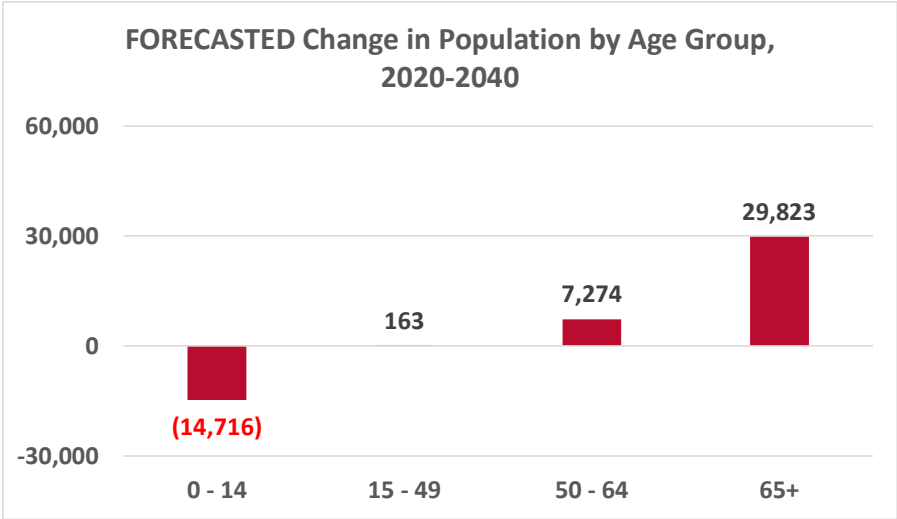
(Source: REMI)

# Population Forecasts (New Mexico)



(Source: UNM Geospatial Population Studies Statewide New Mexico Forecasts)

# Population Forecasts (Bernalillo County)

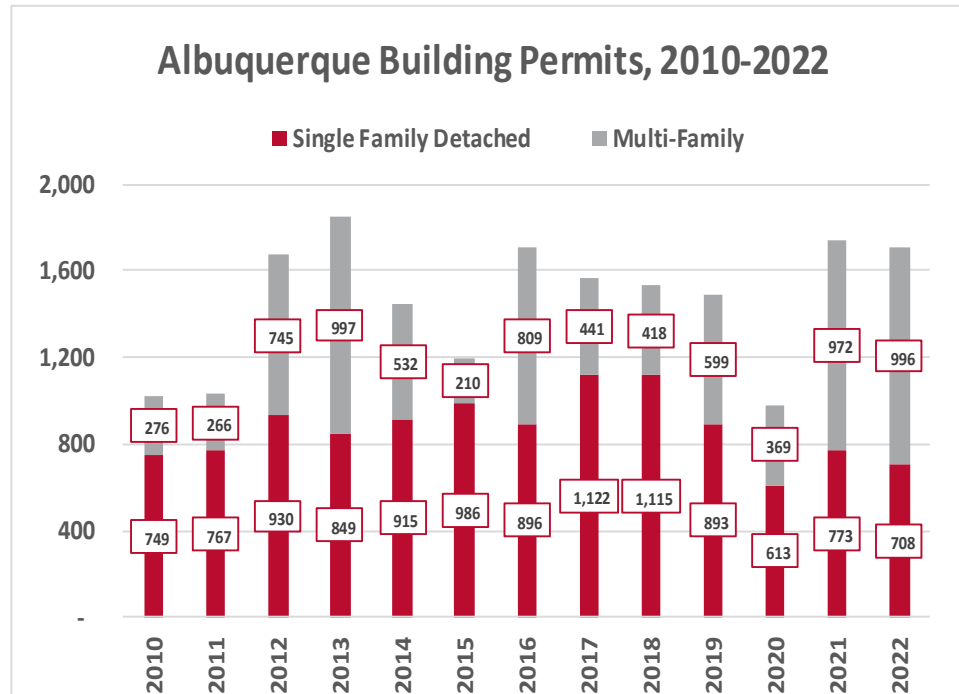


(Source: Middle Rio Grande Council of Governments)

# Housing Formation Trends

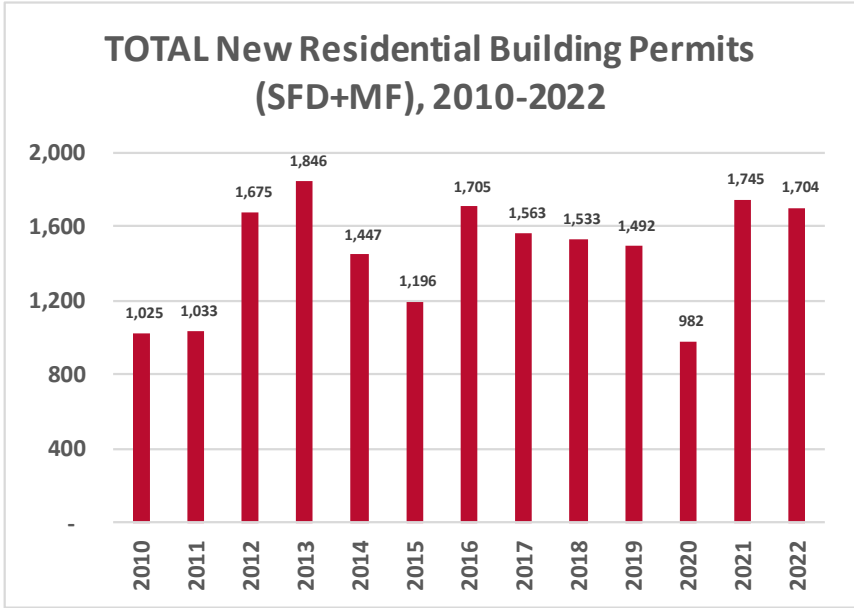
(New Mexico & Bernalillo County & Albuquerque Area)

# HISTORICAL New Residential Construction



(Source: City of Albuquerque Building Permits)

# HISTORICAL New Residential Construction in Albuquerque

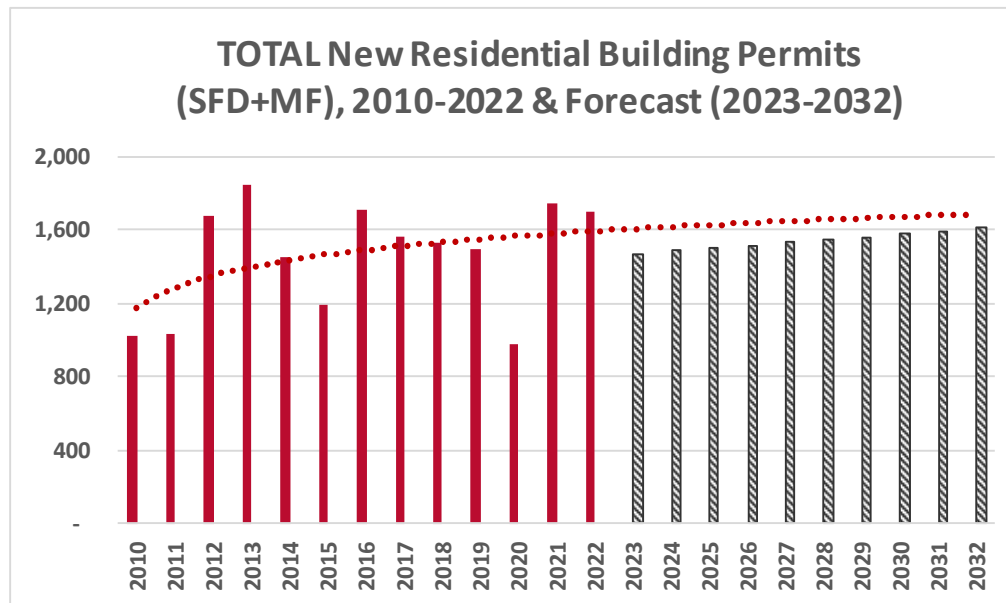


○ City of Albuquerque added an average of 1,457 new housing units per year from 2010 to 2022;

(Source: City of Albuquerque Building Permits)

# FORECASTED New Residential Construction in Albuquerque

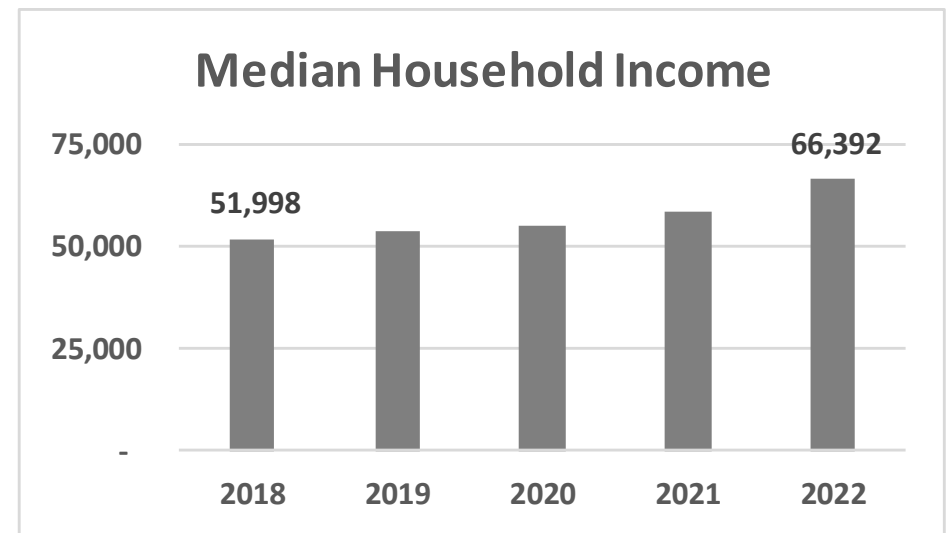
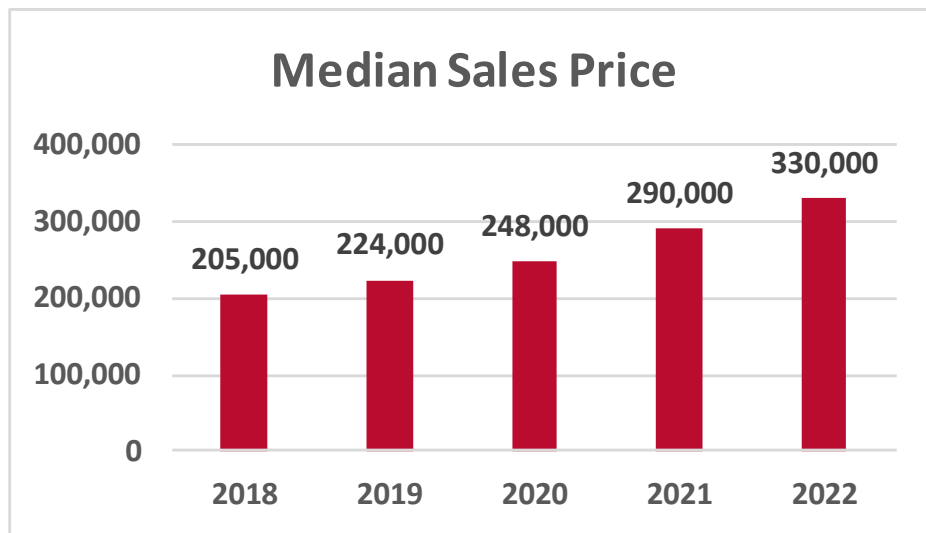
- Using linear regression methods to estimate future growth 10 years forward, if new housing grew by 1% annually, 1,540 new housing units per year would be added from 2023 to 2032;



(Source: City of Albuquerque Building Permits; UNM BBER.)

# Home Affordability (5 Year Historical Trend for Albuquerque MSA)

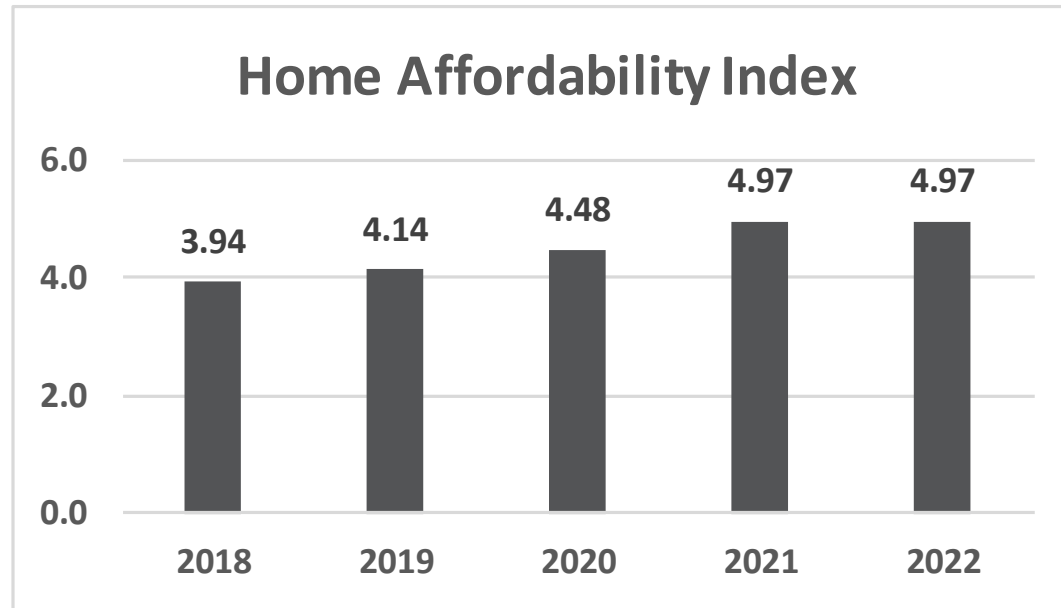
- Median Price increased by 56% over last 5 years;
- Real Median Household Income increased by 27.7%;



(Source: Greater Albuquerque Association of Realtors; US Census, American Community Survey, 1- and 5-Year estimates.)

# Home Affordability

(5 Year Historical Trend for Albuquerque MSA)



(Source: Greater Albuquerque Association of Realtors; US Census, American Community Survey, 1- and 5-Year estimates.)

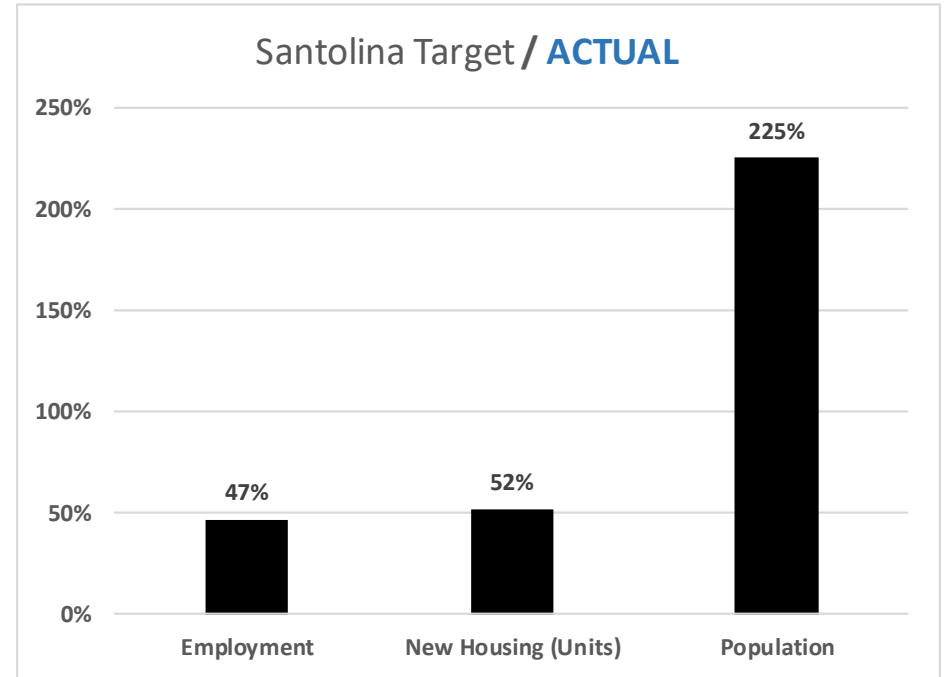
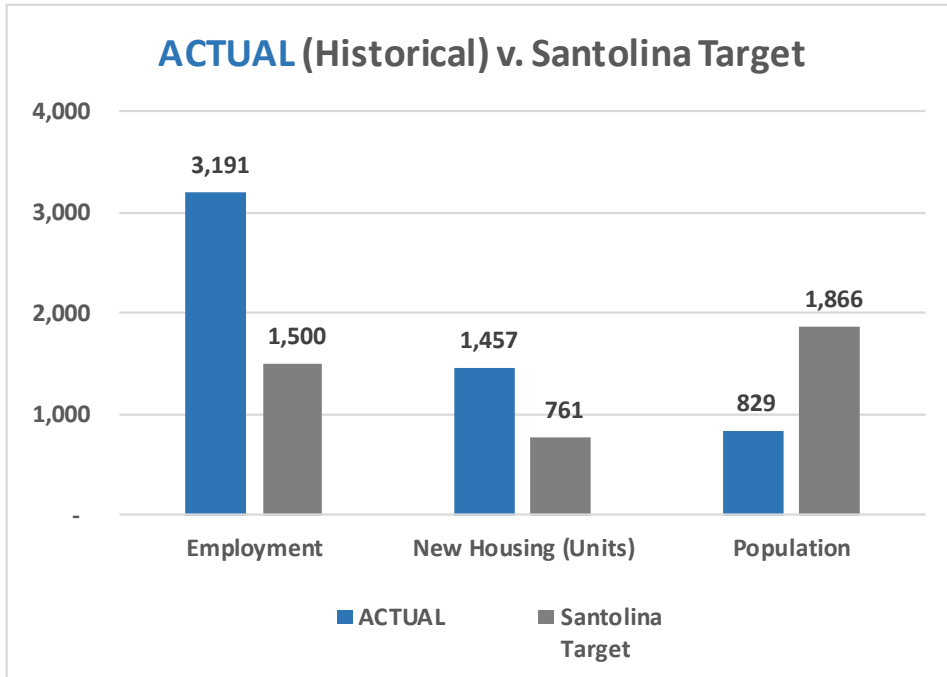
# Side-by-side Comparison (Santolina TARGETS vs. HISTORICAL Experience)

## Santolina Targets vs. HISTORICAL Experience & FORECASTS (ANNUALIZED)

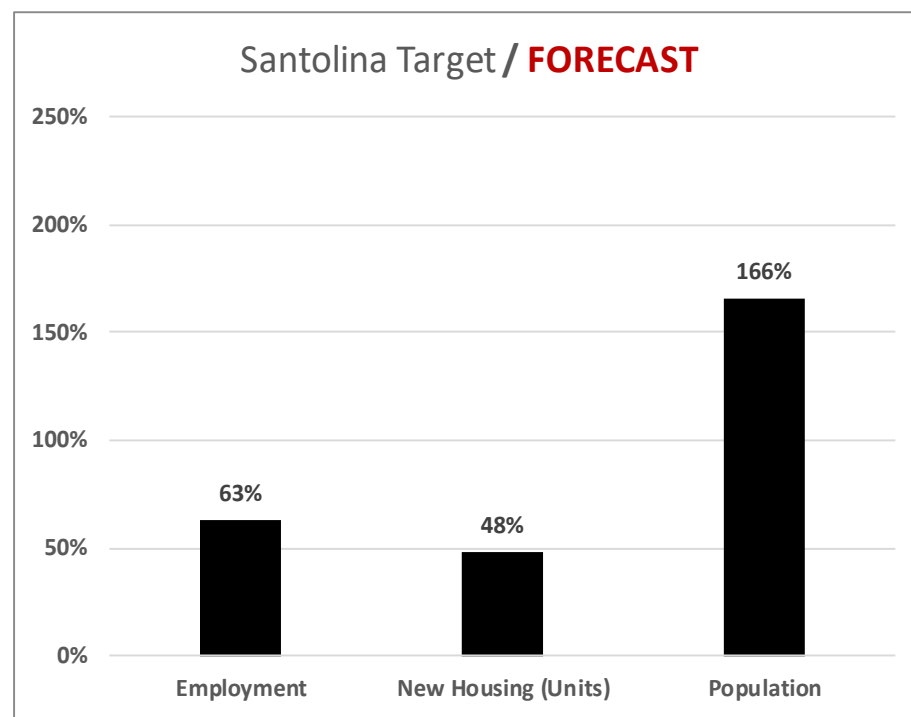
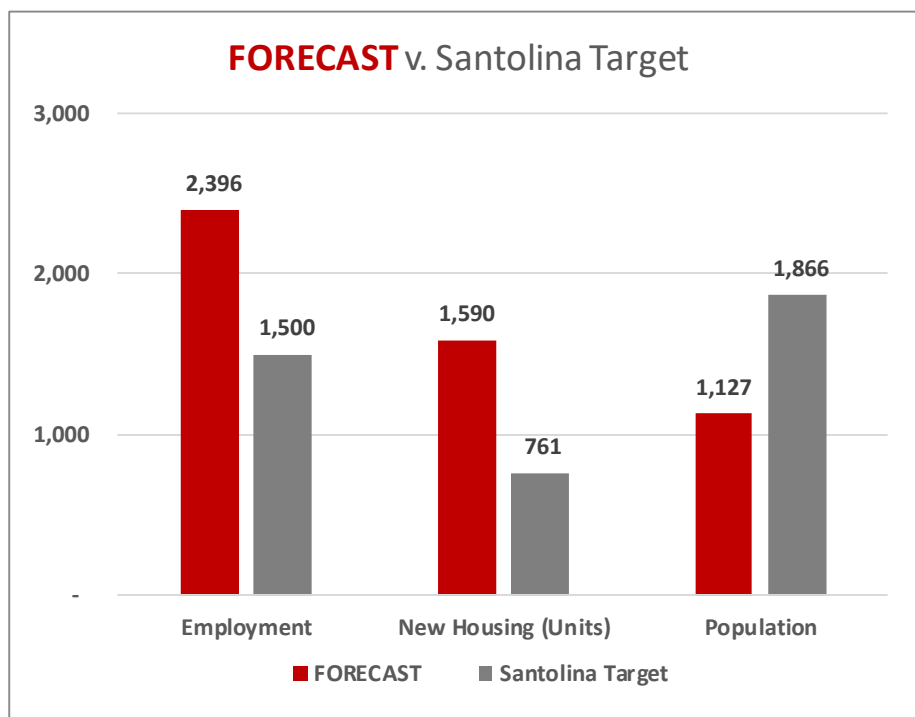
	ACTUAL	Santolina Target	Santolina Target v. Actual
Employment	3,191	1,500	47%
New Housing (Units)	1,457	761	52%
Population	829	1,866	225%

	FORECAST	Santolina Target	Santolina Target v. Forecast
Employment	2,396	1,500	63%
New Housing (Units)	1,590	761	48%
Population	1,127	1,866	166%

## Santolina Targets vs. HISTORICAL Experience

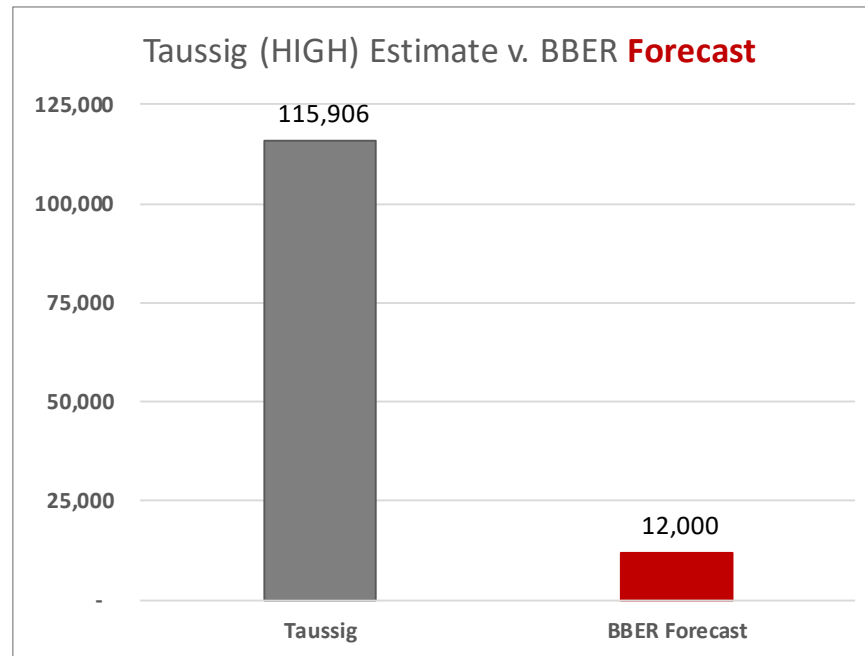


## Santolina Targets vs. FORECASTS



## Santolina Targets vs. FORECASTS

- Taussig employment estimate (115,906), which includes direct, indirect, and induced job impacts, is too high by a factor of 10.0X



# ALTERNATE SCENARIO: 10% and 20% of ABQ MSA Forecast

(Santolina Achieves 10%, 20% of Future Growth: Employment, New Housing, Population - ANNUAL)

	10% of Forecast	20% of Forecast	Santonlina Target
Employment	<b>240</b>	479	1,500
New Housing (Units)	<b>159</b>	318	761
Population	<b>113</b>	225	1,866

(50 Year - CUMULATIVE)

50YR Cumulative	10% of Forecast	20% of Forecast	Santolina Full Buildout (50YR)	% of Santolina Target
Employment	11,980	23,960	75,000	<b>16%</b>
New Housing (Units)	7,950	15,900	38,045	<b>21%</b>
Population	5,636	11,272	93,300	<b>6%</b>

# Mesa Del Sol CASE STUDY

(Proposed Target & Actual Experience)

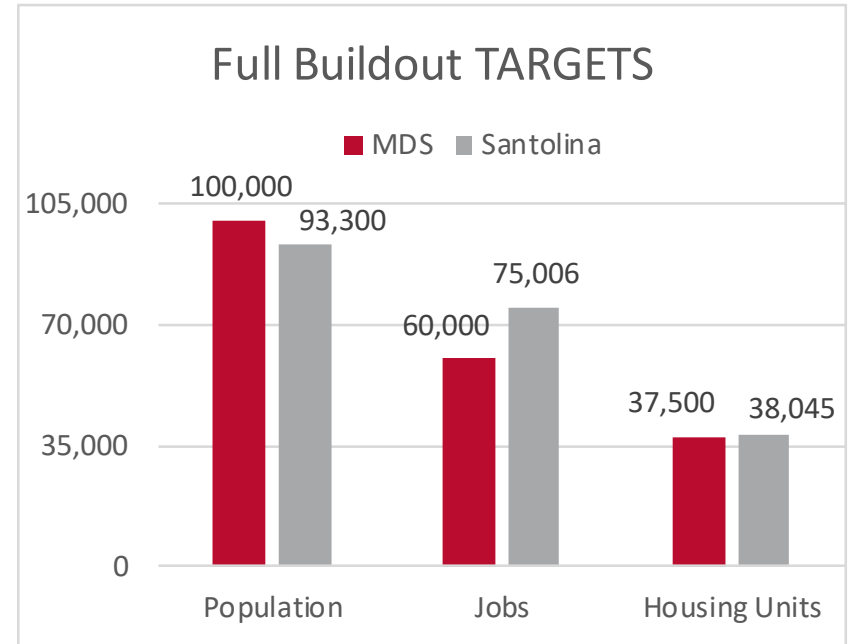
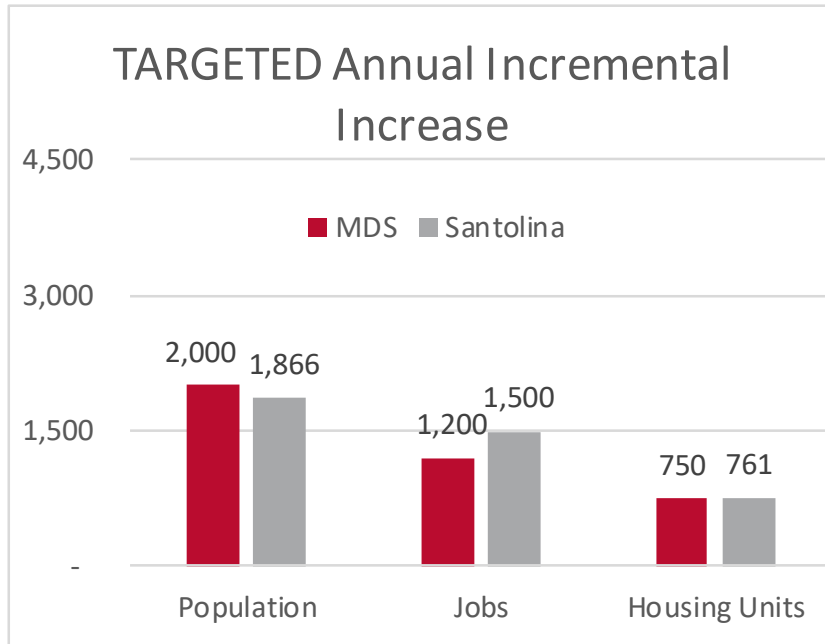
## Mesa del Sol vs. Santolina TARGETS

<b>Full Buildout</b>			<b>Annual Averages</b>		
<u>Metrics</u>	<u>MDS</u>	<u>Santolina</u>	<u>Metrics</u>	<u>MDS</u>	<u>Santolina</u>
Acres	12,993	13,700	Acres	-	-
Population	100,000	93,300	Population	2,000	1,866
Jobs	60,000	75,006	Jobs	1,200	1,500
Housing Units	37,500	38,045	Housing Units	750	761
Inception	2005	2015			
Active Years	18	8			

(Source: Santolina Level A Master Plan and Level B.I Plan; Mesa del Sol Community Master Plan, Level A)

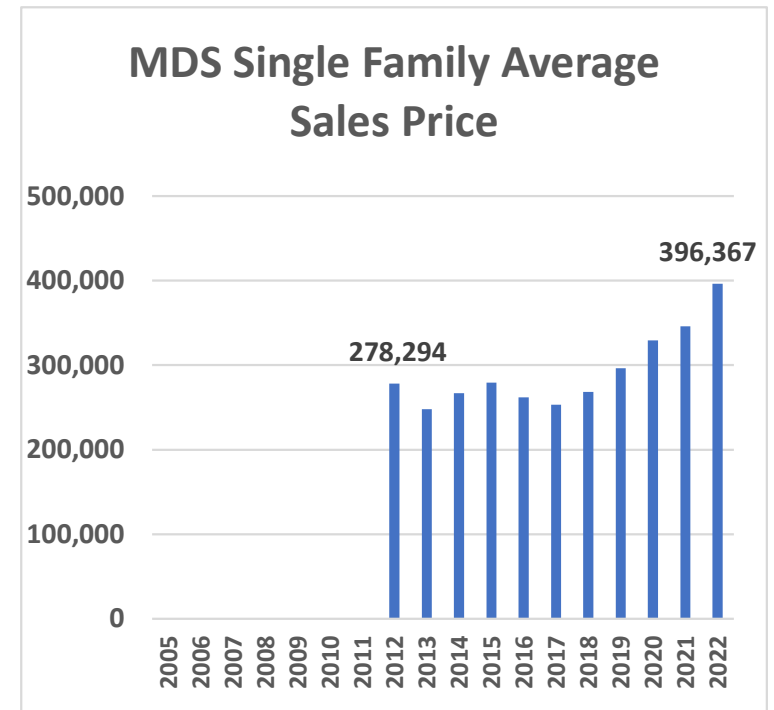
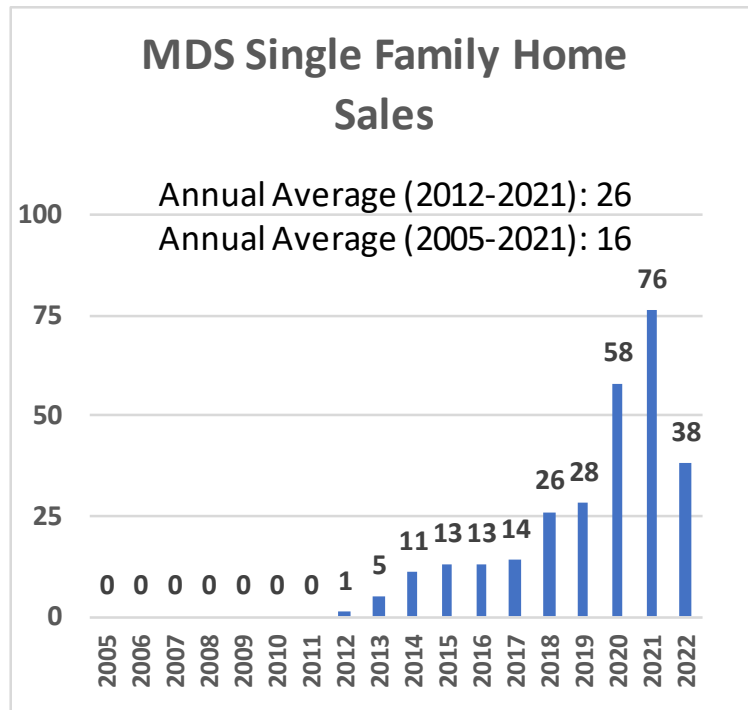
# Mesa del Sol vs. Santolina TARGETS

## (Employment, Housing, Population)



(Source: Santolina Level A Master Plan and Level B.I Plan; Mesa del Sol Community Master Plan, Level A)

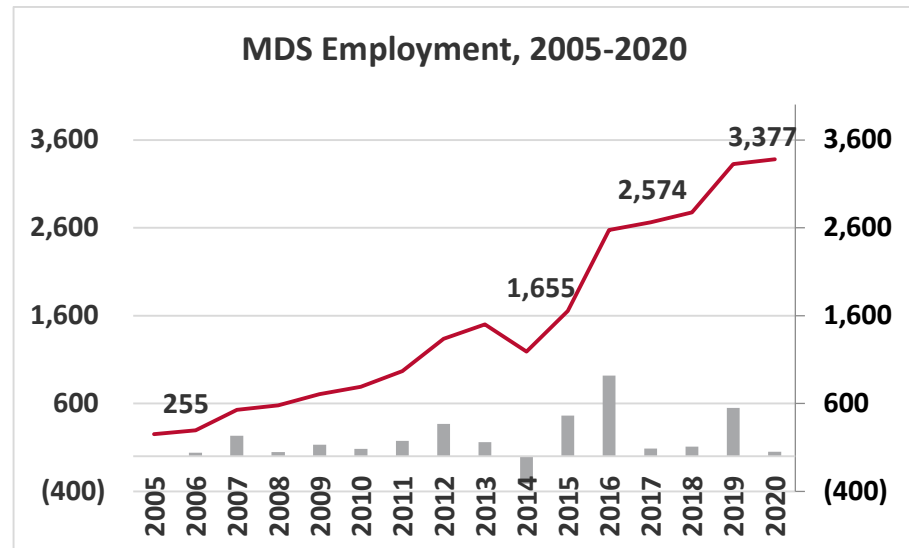
# Mesa del Sol EXPERIENCE (Housing)



(Source: Greater Albuquerque Association of Realtors)

# Mesa del Sol EXPERIENCE (Employment)

Calendar Year	Employment	Increase
2005	255	
2006	297	42
2007	530	233
2008	578	48
2009	709	131
2010	793	84
2011	971	178
2012	1,338	367
2013	1,500	162
2014	1,191	(309)
2015	1,655	464
2016	2,574	919
2017	2,663	89
2018	2,774	111
2019	3,324	550
2020	3,377	53
Total Jobs Added:	3,122	
Average Annual Increase:		208



(Source: U.S. Census, Longitudinal Employer-Household Dynamics, 2023)

## Mesa del Sol Experience (Employment, Housing, Population)

<u>Cumulative</u>	<u>Target</u>	<u>Actual</u>	<u>Actual/Target</u>
Housing Units	37,500	283	0.8%
Population	100,000	511	0.5%
Jobs	60,000	3,377	5.6%

<u>Annual</u>	<u>Target</u>	<u>Actual</u>	<u>Actual/Target</u>
Housing Units	750	26	3%
Population	2,000	51	3%
Jobs	1,200	208	17%

*(Source: Based on Mesa del Sol Community Master Plan, Level A)*

## Mesa del Sol Experience (Employment, Housing, Population)

<u>Cumulative</u>	<u>Target</u>	<u>Actual</u>	<u>Actual/Target</u>
Housing Units	37,500	283	0.8%
Population	100,000	511	0.5%
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<u>Annual</u>	<u>Target</u>	<u>Actual</u>	<u>Actual/Target</u>
Housing Units	750	26	3%
Population	2,000	51	3%
Jobs	1,200	208	17%

	10% of Forecast	20% of Forecast	Santolina Target
Employment	<b>240</b>	479	1,500
New Housing (Units)	<b>159</b>	318	761
Population	<b>113</b>	225	1,866

(Source: UNM BBER Estimates developed using FORUNM, City of Albuquerque BP, UNM GPS & REMI data)

# Cost of New Public Infrastructure (Capital Investment Phase)

## Santolina Proposed Public Facilities – Full Buildout

Public Facility Type	Facilities	Park/Open Space/Recreation Type	Facilities (acres)
Elementary Schools	3.6	Community Center	6
Middle Schools	1.3	Swimming Pools	5
High Schools	0.8	Neighborhood Parks (acres)	93
Fire Station	1	Community Park (acres)	233
Sheriff's Station	1	Regional Park (acres)	466
Libraries	1+	Major Public Open Space (acres)	940
Central NM Community College Can	1	Open Space (acres)	1,797

*(Source: Santolina Level A Master Plan and Level B.I Plan)*

## Santolina Proposed Public Facilities – Full Buildout (Roadways)

<u>Facility Type</u>	<u>Number of</u>	<u>Sq. Footage (SF)</u>	<u>Total SF</u>	<u>Building Cost</u>		<u>Total</u>
	<u>Facilities</u>	<u>Per Facility</u>		<u>Per SF</u>	<u>Per Facility Cost</u>	<u>Construction Costs</u>
Elementary School	4	73,740	294,960	750	55,305,000	221,220,000
Middle School	1	90,735	90,735	750	68,051,250	68,051,250
High Schools	1	204,000	204,000	750	153,000,000	153,000,000
Swimming Pool	5	27,495	137,475	1000	27,494,952	137,474,761
Community Center	6	18,167	109,000	750	13,625,000	81,750,000
Library	1	17,100	17,100	750	12,825,000	12,825,000
Sheriff Station	1	10,677	10,677	750	8,007,750	8,007,750
Fire Station	1	7,552	7,552	750	5,664,000	5,664,000
College Campus	1	142,000	142,000	750	106,500,000	106,500,000
TOTAL						794,492,761

(Source: Public School Facilities Authority; City of Albuquerque.)



## Santolina Proposed Public Facilities – Full Buildout (Water Infrastructure - ABCWUA)

- ABCWUA commissioned Water and Sewer Serviceability Basis of Cost for Santolina (October 11, 2018);
- Analysis estimated the cost to provide water infrastructure at full buildout at \$659 million;
- These estimates need to be updated using current materials and labor cost data that reflect the strong inflationary environment of the last 5 years;

	Phase			Subtotal by Type
	I	II	III	
Water	\$ 113,000,000	\$ 6,000,000	\$ 90,000,000	\$ 209,000,000
Reuse	\$ 95,000,000	\$ 63,000,000	\$ 111,000,000	\$ 269,000,000
Wastewater	\$ 42,000,000	\$ -	\$ -	\$ 42,000,000
Raw Water	\$ -	\$ -	\$ 139,000,000	\$ 139,000,000
<b>TOTAL</b>	<b>\$ 250,000,000</b>	<b>\$ 69,000,000</b>	<b>\$ 340,000,000</b>	<b>\$ 659,000,000</b>

*(Source: Albuquerque Bernalillo County Water Utility Authority)*

# Impacts of TIDD on Cost of New Public Infrastructure (Capital Investment Phase)

45% County Enactment to TIDD

0% State Enactment to TIDD

## Santolina TIDD Gross Receipts Tax (GRT) Allocations (45% County Enactment and 0% State Enactment)

State Share Pledged to TIDD	0%		
County Share Pledged to TIDD	45%		
			<u>County/State</u>
			<u>Share</u>
<u>County</u>	<u>Full Rate</u>	<u>TIDD</u>	<u>(Net of TIDD)</u>
<i>Subtotal</i>	1.3125%	0.5906%	0.7219%
County Regional Transit GRT/Comp (415)	0.1250%	0.0563%	0.0688%
County Health Care (380)	0.0625%	0.0281%	0.0344%
County Health Care (490)	0.0625%	0.0281%	0.0344%
County Area GRT/Comp (403)	0.1250%	0.0563%	0.0688%
County Wide GRT/Comp (401)	0.9375%	0.4219%	0.5156%
			<u>County/State</u>
			<u>Share</u>
<u>State</u>	<u>Full Rate</u>	<u>TIDD</u>	<u>(Net of TIDD)</u>
<i>Subtotal</i>	4.875%	0.00%	4.8750%
<b>TOTAL</b>	<b>6.187500%</b>	<b>0.59%</b>	<b>5.60%</b>

(Source: NMTax & Revenues Department, GRT CMP enactment rate table, July 1, 2023; Bernalillo County Santolina TIDD Formation Resolution 2016-83)

## Santolina TIDD Gross Receipts Tax (GRT) Allocations (45% County Enactment and 0% State Enactment)

	UPFRONT COSTS Paid by:		Covered by:		TIDD Revenues:			Remaining Revenues Net of TIDD Allocation			Full Rate (6.1875%)
	DEVELOPER	LOCAL/STATE GOV	TIDD	PID	State Enactment Pledged to TIDD	County Enactment Pledged to TIDD	State + County Pledged to TIDD	State Remainder	County Remainder	State + County Remainder	
<b>COMMUNITY SERVICES</b>											
Community Center		\$ 81,750,000	X	X	-	\$ 482,836	482,836	\$ 3,985,313	\$ 590,133	\$ 4,575,445	\$ 5,058,281
Library		\$ 12,825,000	X	X	-	\$ 75,748	75,748	\$ 625,219	\$ 92,580	\$ 717,799	\$ 793,547
Swimming Pools		\$ 137,474,761	X	X	-	\$ 811,960	811,960	\$ 6,701,895	\$ 992,396	\$ 7,694,291	\$ 8,506,251
<b>SCHOOLS</b>											
Elementary		\$ 221,220,000	X	X	-	\$ 1,306,581	1,306,581	\$ 10,784,475	\$ 1,596,932	\$ 12,381,407	\$ 13,687,988
Middle		\$ 68,051,250	X	X	-	\$ 401,928	401,928	\$ 3,317,498	\$ 491,245	\$ 3,808,743	\$ 4,210,671
High		\$ 153,000,000	X	X	-	\$ 903,656	903,656	\$ 7,458,750	\$ 1,104,469	\$ 8,563,219	\$ 9,466,875
Colleges		\$ 106,500,000	X	X	-	\$ 629,016	629,016	\$ 5,191,875	\$ 768,797	\$ 5,960,672	\$ 6,589,688
<b>PUBLIC SAFETY</b>											
Sheriff		\$ 8,007,750	X	X	-	\$ 47,296	47,296	\$ 390,378	\$ 57,806	\$ 448,184	\$ 495,480
Fire		\$ 5,664,000	X	X	-	\$ 33,453	33,453	\$ 276,120	\$ 40,887	\$ 317,007	\$ 350,460
<b>PUBLIC WORKS</b>											
Roads	\$ 669,322,550		X	X	-	\$ 3,953,186	3,953,186	\$ 32,629,474	\$ 4,831,672	\$ 37,461,146	\$ 41,414,333
<b>FLOOD &amp; DRAINAGE</b>											
Flood & drainage control			X	X							
Misc.			X	X							
<b>TRANSPORTATION</b>											
Public Transportation	\$ 2,225,750				\$ -	\$ 13,146		\$ -	\$ 137,718	\$ 137,718	\$ 137,718
<b>PARKS &amp; RECREATION</b>											
Parks			X	X							
Open Space & Trails			X	X							
<b>WATER</b>											
Water	\$ 209,000,000		X	X	-	\$ 1,234,406	1,234,406	\$ 10,188,750	\$ 1,508,719	\$ 11,697,469	\$ 12,931,875
Reuse	\$ 269,000,000		X	X	-	\$ 1,588,781	1,588,781	\$ 13,113,750	\$ 1,941,844	\$ 15,055,594	\$ 16,644,375
Wastewater	\$ 42,000,000		X	X	-	\$ 248,063	248,063	\$ 2,047,500	\$ 303,188	\$ 2,350,688	\$ 2,598,750
Raw Water	\$ 139,000,000		X	X	-	\$ 820,969	820,969	\$ 6,776,250	\$ 1,003,406	\$ 7,779,656	\$ 8,600,625
<b>GRAND TOTAL</b>	\$ 1,328,322,550	\$ 796,718,511			\$ -	\$ 12,551,024	\$ 12,537,878	\$ 103,487,246	\$ 15,461,791	\$ 118,949,038	\$ 131,486,916

State Imposed	4.8750%
County Imposed	1.3125%
Full GRT Rate	6.18750%

Local/State Gov Expenditures:	\$ (796,718,510.67)
Total GRT Revenues:	\$ 131,486,915.63
TIDD Revenues (Reimbursible):	\$ (12,537,877.93)
<b>NET</b>	<b>\$ (677,769,472.97)</b>

	State Enactment	County Enactment
Pledged Revenues to TIDD:	0%	45%
TIDD Effective Rate:	0.0000%	0.5906%
Remainder to State/County:	4.8750%	0.7219%
<b>TOTAL:</b>	<b>4.8750%</b>	<b>1.3125%</b>

## Santolina TIDD Gross Receipts Tax (GRT) Allocations (45% County Enactment and 0% State Enactment)

- This analysis uses Developers estimates for Infrastructure, Residential, and Retail/Commercial/Industrial construction costs;

### LEVEL A FULL BUILDOUT

	Construction Costs	Covered by:		TIDD Revenues:			Remaining REVS Net of TIDD Allocation			Full Rate (6.1875%)
		TIDD	PID	State Enactment	County Enactment	State + County	State Remainder	County Remainder	State + County Remainder	
Infrastructure	2,912,784,914	X	X	-	17,203,636	17,203,636	141,998,265	21,026,666	163,024,931	180,228,567
Residential	4,751,085,213	X		-	28,061,097	28,061,097	231,615,404	34,296,896	265,912,301	293,973,398
Retail/Commercial/Industrial	3,228,924,884	X		-	19,070,838	19,070,838	157,410,088	23,308,802	180,718,890	199,789,727
<b>TOTAL</b>	<b>10,892,795,011</b>			<b>-</b>	<b>64,335,571</b>	<b>64,335,571</b>	<b>531,023,757</b>	<b>78,632,364</b>	<b>609,656,121</b>	<b>673,991,691</b>

		Pledged Revenues to TIDD:	State Enactment	County Enactment
State Imposed	4.8750%	TIDD Effective Rate	0%	45%
County Imposed	1.3125%	Remainder to State/County	4.8750%	0.5906%
<b>Full GRT Rate</b>	<b>6.1875%</b>	<b>TOTAL</b>	<b>4.8750%</b>	<b>1.3125%</b>

(Source: NM Tax & Revenues Department, GRT CMP enactment rate table, July 1, 2023; Bernalillo County Santolina TIDD Formation Resolution 2016-83)

## Santolina TIDD Gross Receipts Tax (GRT) Allocations (45% County Enactment and 0% State Enactment)

- This analysis uses Developers estimates for Infrastructure, Residential, and Retail/Commercial/Industrial construction costs;
- This analysis reduces costs to 10% of Developer’s target construction costs;

### LEVEL A FULL BUILDOUT

	Construction Costs	Covered by:		TIDD Revenues:			Remaining REVS Net of TIDD Allocation			Full Rate (6.1875%)
		TIDD	PID	State Enactment	County Enactment	State + County	State Remainder	County Remainder	State + County Remainder	
Infrastructure	582,556,983	X	X	-	3,440,727	3,440,727	28,399,653	4,205,333	32,604,986	36,045,713
Residential	950,217,043	X		-	5,612,219	5,612,219	46,323,081	6,859,379	53,182,460	58,794,680
Retail/Commercial/Industrial	645,784,977	X		-	3,814,168	3,814,168	31,482,018	4,661,760	36,143,778	39,957,945
<b>TOTAL</b>	<b>2,178,559,002</b>			<b>-</b>	<b>12,867,114</b>	<b>12,867,114</b>	<b>106,204,751</b>	<b>15,726,473</b>	<b>121,931,224</b>	<b>134,798,338</b>
							State Enactment		County Enactment	
							0%		45%	
							TIDD Effective Rate		0.5906%	
							Remainder to State/County		0.7219%	
							TOTAL		1.3125%	
									4.8750%	
									1.3125%	
									4.8750%	
									1.3125%	
									4.8750%	
									1.3125%	

State Imposed	4.8750%
County Imposed	1.3125%
<b>Full GRT Rate</b>	<b>6.1875%</b>

Pledged Revenues to TIDD:
TIDD Effective Rate
Remainder to State/County
<b>TOTAL</b>

State Enactment	County Enactment
0%	45%
0.0000%	0.5906%
4.8750%	0.7219%
4.8750%	1.3125%

(Source: NMTax & Revenues Department, GRT CMP enactment rate table, July 1, 2023; Bernalillo County Santolina TIDD Formation Resolution 2016-83)

# Impacts of TIDD on Cost of New Public Infrastructure (Capital Investment Phase)

45% County Enactment to TIDD

75% State Enactment to TIDD

## Santolina TIDD Gross Receipts Tax (GRT) Allocations (45% County Enactment and 75% State Enactment)

State Share Pledged to TIDD	75%		
County Share Pledged to TIDD	45%		
		<u>County/State</u>	
		<u>Share</u>	
<u>County</u>	<u>Full Rate</u>	<u>TIDD</u>	<u>(Net of TIDD)</u>
<i>Subtotal</i>	1.3125%	0.5906%	0.7219%
County Regional Transit GRT/Comp (415)	0.1250%	0.0563%	0.0688%
County Health Care (380)	0.0625%	0.0281%	0.0344%
County Health Care (490)	0.0625%	0.0281%	0.0344%
County Area GRT/Comp (403)	0.1250%	0.0563%	0.0688%
County Wide GRT/Comp (401)	0.9375%	0.4219%	0.5156%
		<u>County/State</u>	
		<u>Share</u>	
<u>State</u>	<u>Full Rate</u>	<u>TIDD</u>	<u>(Net of TIDD)</u>
<i>Subtotal</i>	4.875%	3.66%	1.2188%
<b>TOTAL</b>	<b>6.187500%</b>	<b>4.6406%</b>	<b>3.4805%</b>

(Source: NMTax & Revenues Department, GRT CMP enactment rate table, July 1, 2023; Bernalillo County Santolina TIDD Formation Resolution 2016-83)

## Santolina TIDD Gross Receipts Tax (GRT) Allocations (45% County Enactment and 75% State Enactment)

PUBLIC INFRASTRUCTURE & FACILITIES CONSTRUCTION COSTS											
UPFRONT COSTS Paid by:			Covered by:		TIDD Revenues:			Remaining Revenues Net of TIDD Allocation			Full Rate (6.1875%)
DEVELOPER	LOCAL/STATE GOV	TIDD	PID	State Enactment Pledged to TIDD	County Enactment Pledged to TIDD	State + County Pledged to TIDD	State Remainder	County Remainder	State + County Remainder		
<b>COMMUNITY SERVICES</b>											
Community Center	\$ 81,750,000		X X	2,988,984	482,836	3,471,820	\$ 996,328	\$ 590,133	\$ 1,586,461	\$ 5,058,281	
Library	\$ 12,825,000		X X	468,914	75,748	544,662	\$ 156,305	\$ 92,580	\$ 248,885	\$ 793,547	
Swimming Pools	\$ 137,474,761		X X	5,026,421	811,960	5,838,381	\$ 1,675,474	\$ 992,396	\$ 2,667,870	\$ 8,506,251	
<b>SCHOOLS</b>											
Elementary	\$ 221,220,000		X X	8,088,356	1,306,581	9,394,937	\$ 2,696,119	\$ 1,596,932	\$ 4,293,051	\$ 13,687,988	
Middle	\$ 68,051,250		X X	2,488,124	401,928	2,890,052	\$ 829,375	\$ 491,245	\$ 1,320,620	\$ 4,210,671	
High	\$ 153,000,000		X X	5,594,063	903,656	6,497,719	\$ 1,864,688	\$ 1,104,469	\$ 2,969,156	\$ 9,466,875	
Colleges	\$ 106,500,000		X X	3,893,906	629,016	4,522,922	\$ 1,297,969	\$ 768,797	\$ 2,066,766	\$ 6,589,688	
<b>PUBLIC SAFETY</b>											
Sheriff	\$ 8,007,750		X X	292,783	47,296	340,079	\$ 97,594	\$ 57,806	\$ 155,400	\$ 495,480	
Fire	\$ 5,664,000		X X	207,090	33,453	240,543	\$ 69,030	\$ 40,887	\$ 109,917	\$ 350,460	
<b>PUBLIC WORKS</b>											
Roads	\$ 669,322,550		X X	24,472,106	3,953,186	28,425,292	\$ 8,157,369	\$ 4,831,672	\$ 12,989,041	\$ 41,414,333	
<b>FLOOD &amp; DRAINAGE</b>											
Flood & drainage control			X X								
Misc.			X X								
<b>TRANSPORTATION</b>											
Public Transportation	2,225,750			\$ 13,146	\$ 13,146		\$ 103,288.71	\$ 34,430	\$ 137,718	\$ 137,718	
<b>PARKS &amp; RECREATION</b>											
Parks			X X								
Open Space & Trails			X X								
<b>WATER</b>											
Water	\$ 209,000,000		X X	7,641,563	1,234,406	8,875,969	\$ 2,547,188	\$ 1,508,719	\$ 4,055,906	\$ 12,931,875	
Reuse	\$ 269,000,000		X X	9,835,313	1,588,781	11,424,094	\$ 3,278,438	\$ 1,941,844	\$ 5,220,281	\$ 16,644,375	
Wastewater	\$ 42,000,000		X X	1,535,625	248,063	1,783,688	\$ 511,875	\$ 303,188	\$ 815,063	\$ 2,598,750	
Raw Water	\$ 139,000,000		X X	5,082,188	820,969	5,903,156	\$ 1,694,063	\$ 1,003,406	\$ 2,697,469	\$ 8,600,625	
<b>GRAND TOTAL</b>	<b>\$ 1,328,322,550</b>	<b>\$ 796,718,511</b>		<b>\$ 77,628,581</b>	<b>\$ 12,554,024</b>	<b>\$ 90,153,313</b>	<b>\$ 25,975,100</b>	<b>\$ 15,358,503</b>	<b>\$ 41,333,603</b>	<b>\$ 131,486,916</b>	

State Imposed	4.8750%
County Imposed	1.3125%
Full GRT Rate	6.18750%

Local/State Gov Expenditures:	\$ (796,718,510.67)
Total GRT Revenues:	\$ 131,486,915.63
TIDD Revenues (Reimbursible):	\$ (90,153,312.72)
NET	\$ (755,384,907.76)

	State Enactment	County Enactment
Pledged Revenues to TIDD:	75%	45%
TIDD Effective Rate:	3.6563%	0.5906%
Remainder to State/County:	1.2188%	0.7219%
TOTAL:	4.8750%	1.3125%

## Santolina TIDD Gross Receipts Tax (GRT) Allocations (45% County Enactment and 75% State Enactment)

- This analysis uses Developers estimates for Infrastructure, Residential, and Retail/Commercial/Industrial construction costs;

### LEVEL A FULL BUILDOUT

	Construction Costs	Covered by:		TIDD Revenues:			Remaining REVS Net of TIDD Allocation			Full Rate (6.1875%)
		TIDD	PID	State Enactment	County Enactment	State + County	State Remainder	County Remainder	State + County Remainder	
Infrastructure	2,912,784,914	X	X	106,498,698	17,203,636	123,702,334	35,499,566	21,026,666	56,526,232	180,228,567
Residential	4,751,085,213	X		173,711,553	28,061,097	201,772,650	57,903,851	34,296,896	92,200,747	293,973,398
Retail/Commercial/Industrial	3,228,924,884	X		118,057,566	19,070,838	137,128,404	39,352,522	23,308,802	62,661,324	199,789,727
<b>TOTAL</b>	<b>10,892,795,011</b>			<b>398,267,818</b>	<b>64,335,571</b>	<b>462,603,388</b>	<b>132,755,939</b>	<b>78,632,364</b>	<b>211,388,303</b>	<b>673,991,691</b>

		State Enactment	County Enactment
Pledged Revenues to TIDD:		75%	45%
TIDD Effective Rate		3.6563%	0.5906%
Remainder to State/County		1.2188%	0.7219%
<b>Full GRT Rate</b>	<b>6.1875%</b>	<b>4.8750%</b>	<b>1.3125%</b>

(Source: NM Tax & Revenues Department, GRT CMP enactment rate table, July 1, 2023; Bernalillo County Santolina TIDD Formation Resolution 2016-83)

## Santolina TIDD Gross Receipts Tax (GRT) Allocations (45% County Enactment and 75% State Enactment)

- This analysis uses Developers estimates for Infrastructure, Residential, and Retail/Commercial/Industrial construction costs;
- This analysis reduces costs to **10% of Developer’s target construction costs**;

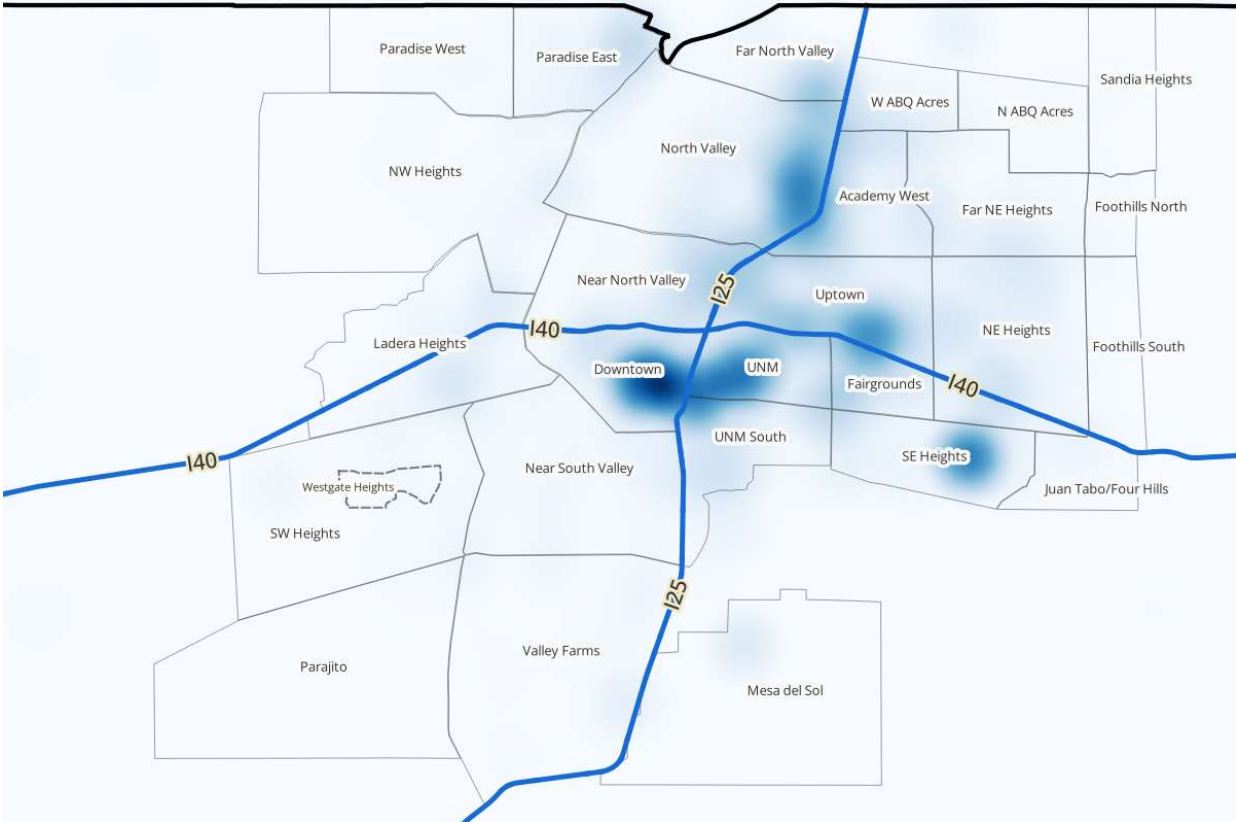
### LEVEL A FULL BUILDOUT

	Construction Costs	Covered by:		TIDD Revenues:			Remaining REVS Net of TIDD Allocation			Full Rate (6.1875%)
		TIDD	PID	State Enactment	County Enactment	State + County	State Remainder	County Remainder	State + County Remainder	
Infrastructure	582,556,983	X	X	21,299,740	3,440,727	24,740,467	7,099,913	4,205,333	11,305,246	36,045,713
Residential	950,217,043	X		34,742,311	5,612,219	40,354,530	11,580,770	6,859,379	18,440,149	58,794,680
Retail/Commercial/Industrial	645,784,977	X		23,611,513	3,814,168	27,425,681	7,870,504	4,661,760	12,532,265	39,957,945
<b>TOTAL</b>	<b>2,178,559,002</b>			<b>79,653,564</b>	<b>12,867,114</b>	<b>92,520,678</b>	<b>26,551,188</b>	<b>15,726,473</b>	<b>42,277,661</b>	<b>134,798,338</b>
				Pledged Revenues to TIDD:			State Enactment		County Enactment	
				TIDD Effective Rate			75%		45%	
State Imposed	4.8750%			Remainder to State/County			3.6563%		0.5906%	
County Imposed	1.3125%			TOTAL			1.2188%		0.7219%	
Full GRT Rate	6.1875%						4.8750%		1.3125%	

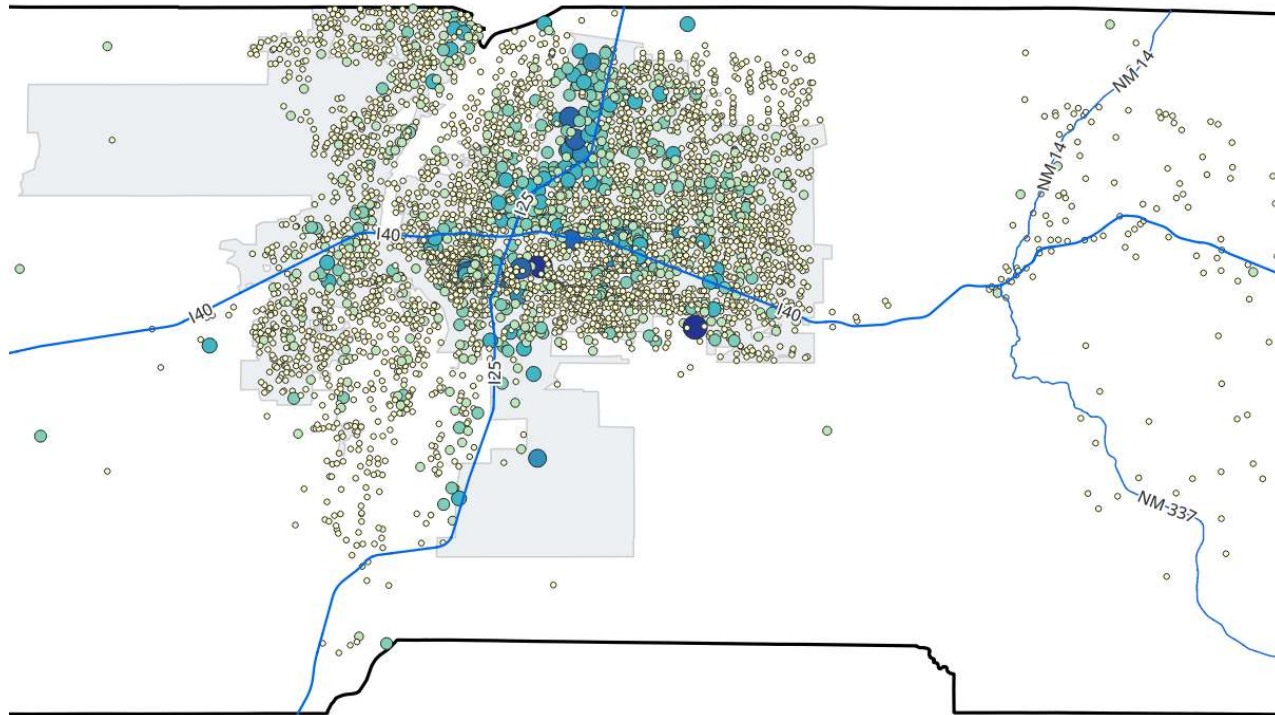
(Source: NM Tax & Revenues Department, GRT CMP enactment rate table, July 1, 2023; Bernalillo County Santolina TIDD Formation Resolution 2016-83)

Other observations / things we learned

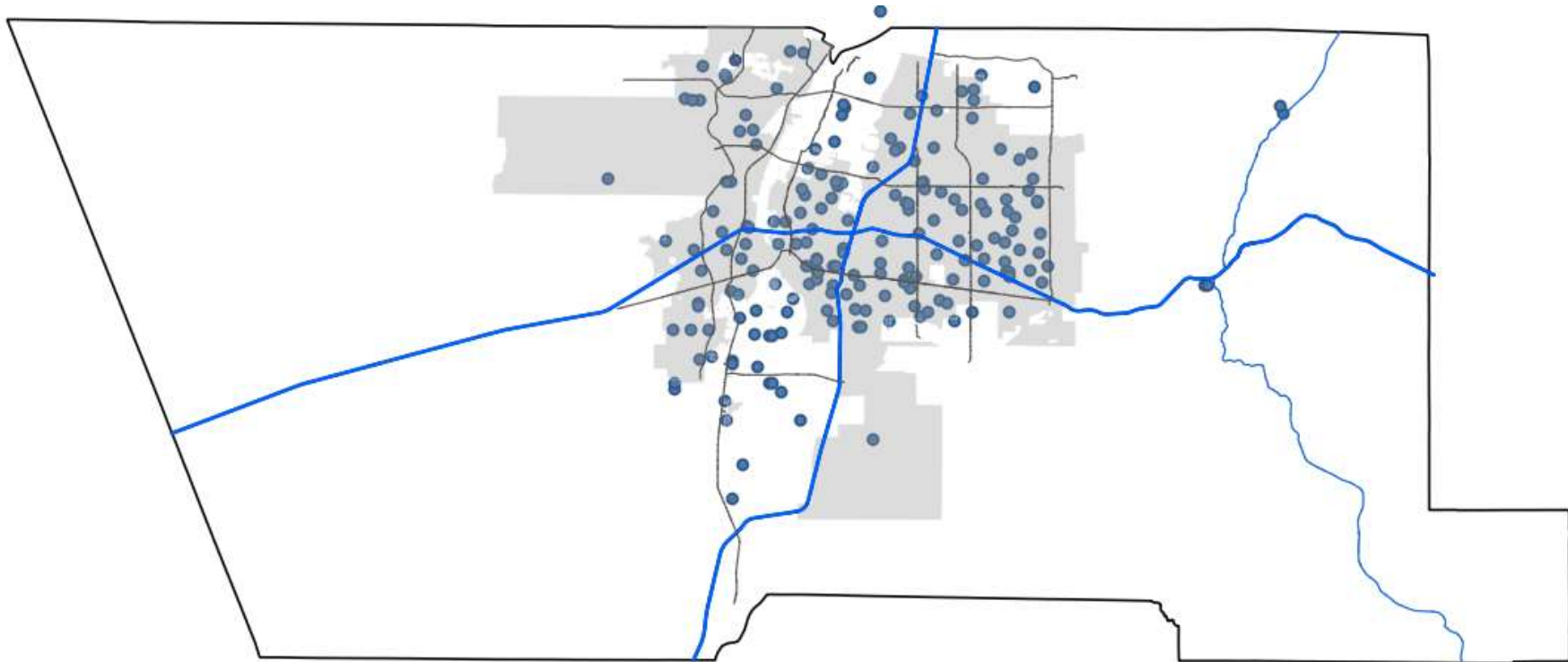
# Bernalillo County Employment by Number of Jobs & Location



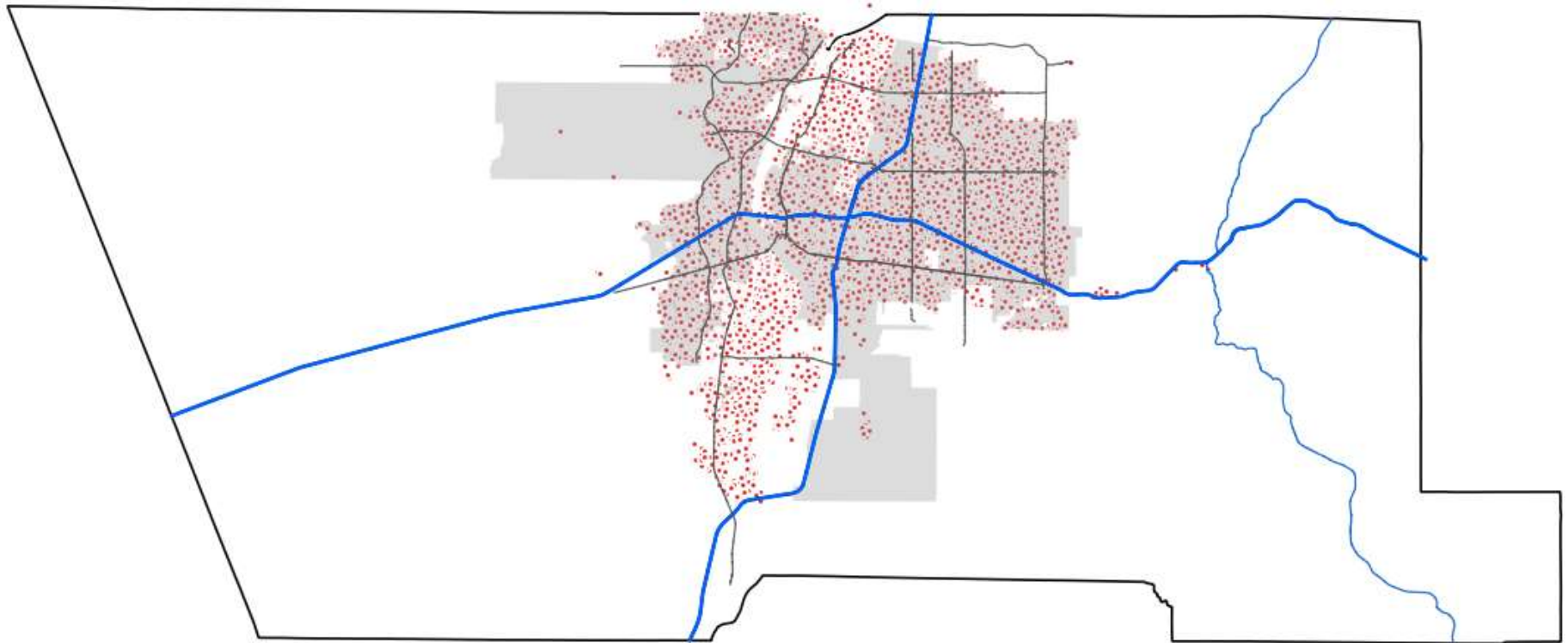
## Albuquerque Building Permits, 2012 – 2022



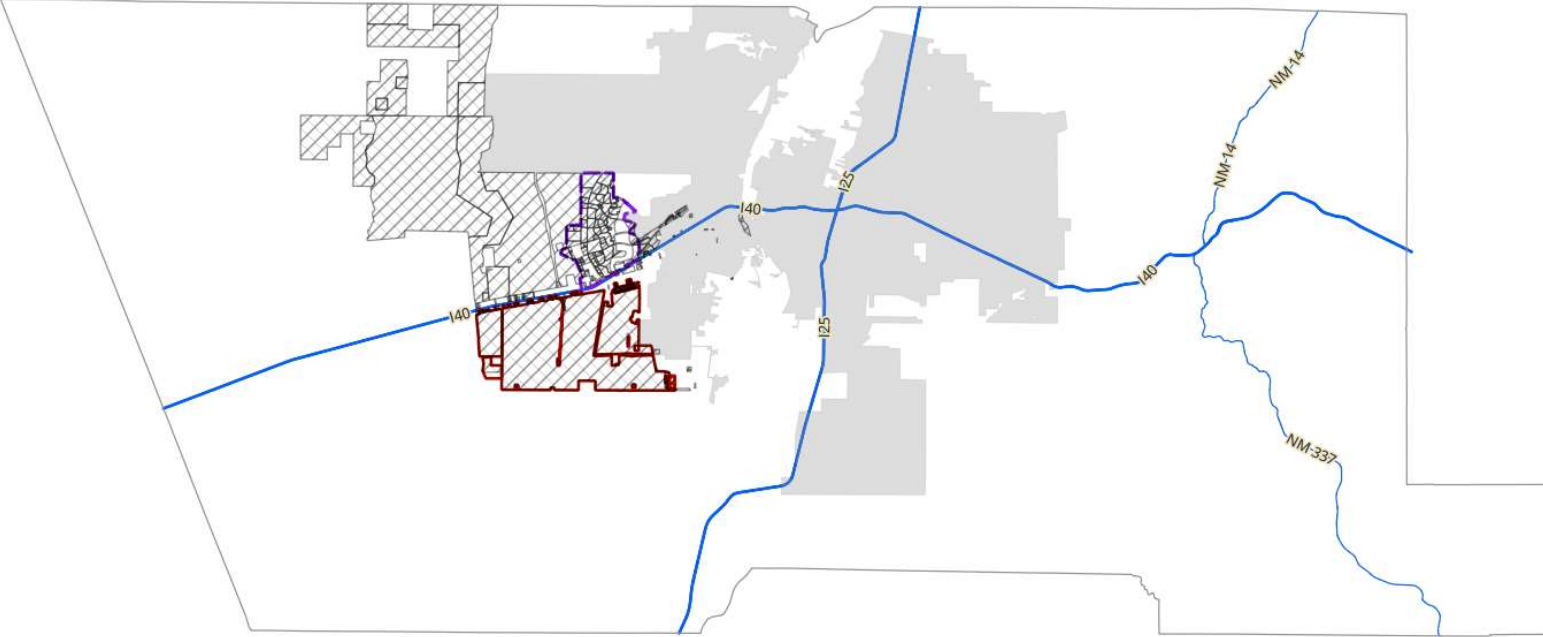
## Albuquerque Public Schools: Elementary, Middle, High

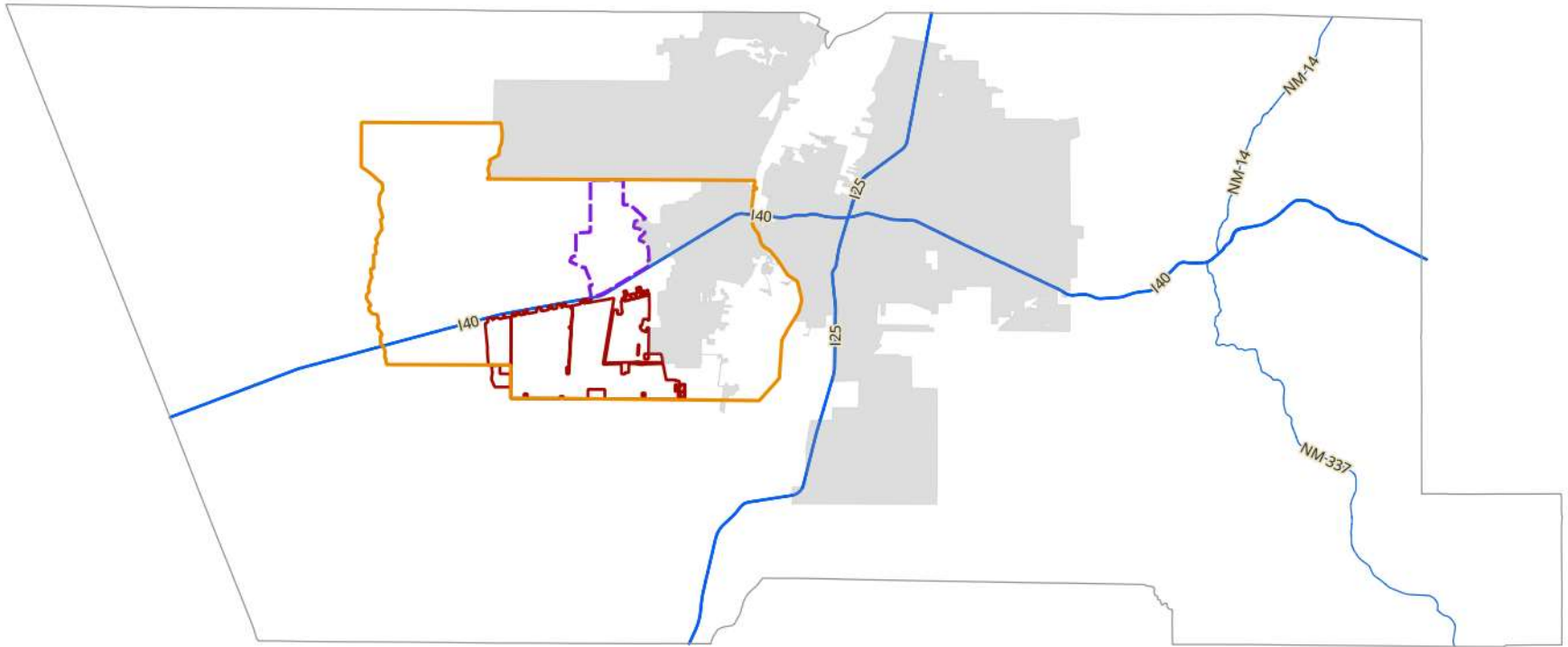


## ABCWUA: Service Meters

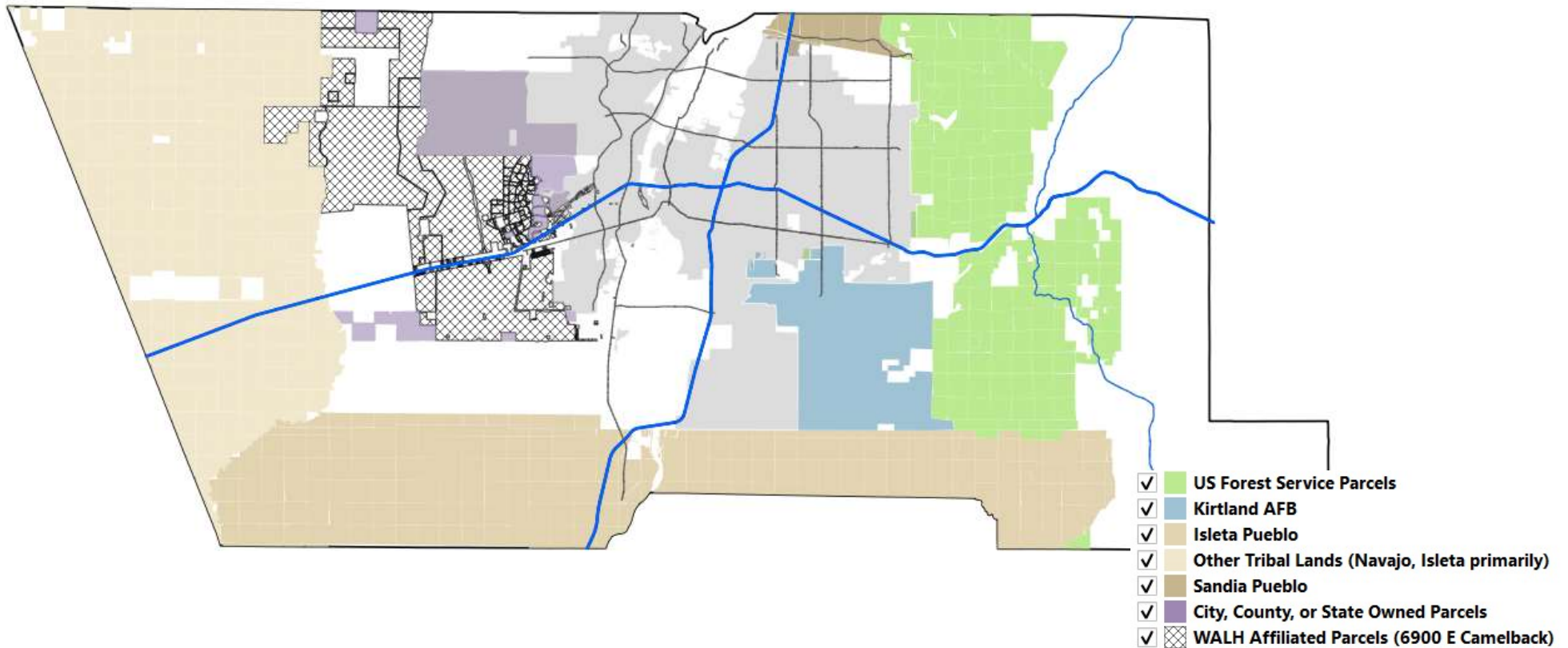


# WALH Affiliated Parcels

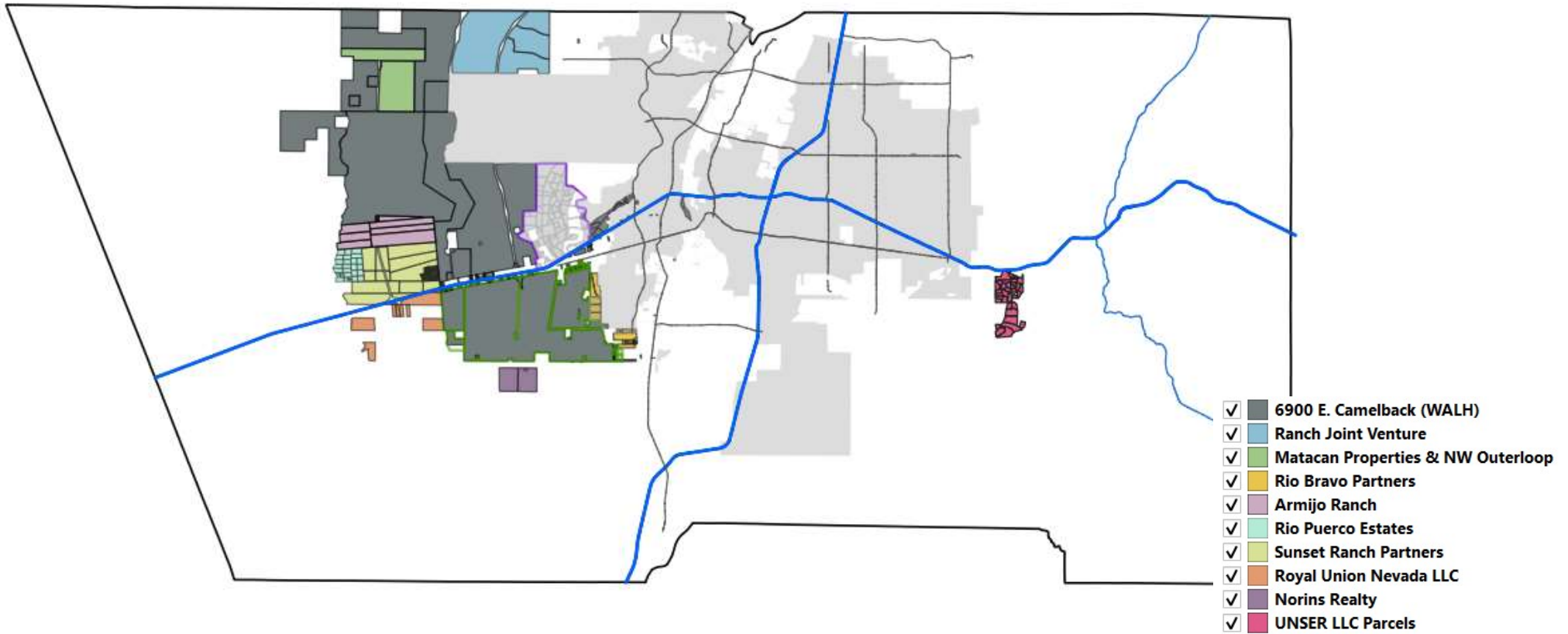




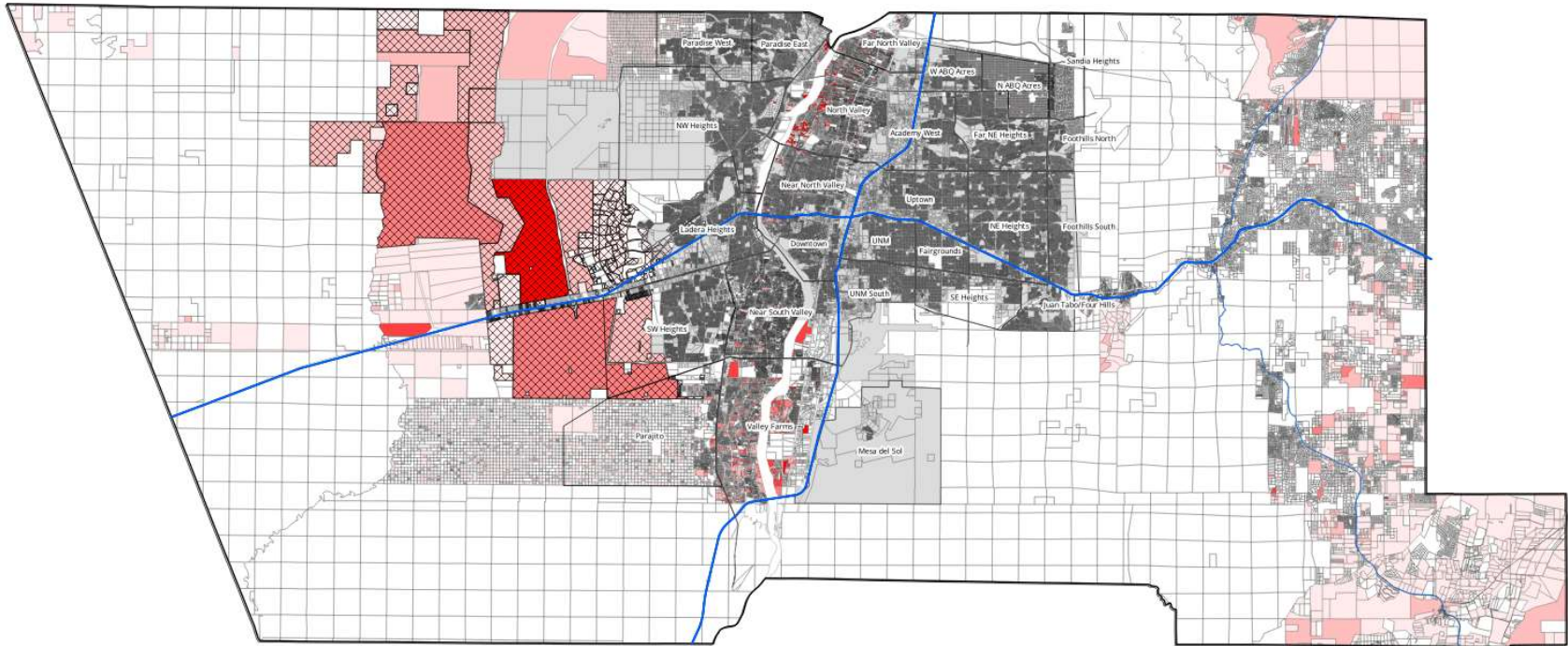
## Land Type/Ownership: Bernalillo County



## Large Private Land Owners in Bernalillo County

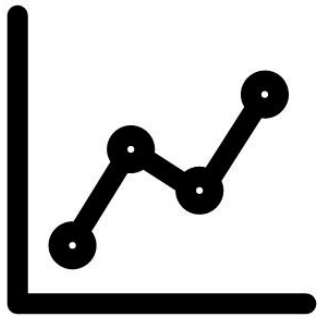


# Land Holdings with Agricultural Status (According to Bernalillo County Assessor)





# BUREAU OF BUSINESS & ECONOMIC RESEARCH



ECONOMIC FORECAST



DATA DASHBOARDS



RESEARCH



DATA BANK