
**ECONOMIC AND FISCAL IMPACT MODEL
OF
ELLIOTT D. POLLACK & COMPANY**

CONFIDENTIAL

ANALYSIS & RESULTS PREPARED FOR THE SOLE USE OF:

Sand Canyon Country Club

Unincorporated Los Angeles Co., CA

April 1, 2018

Report Prepared by Southern California Edison Company

**SOUTHERN CALIFORNIA EDISON
ECONOMIC & FISCAL IMPACT MODEL
MODEL OVERVIEW**

The Southern California Edison (SCE) Economic & Fiscal Impact Model has been developed by Elliott D. Pollack & Company to provide SCE a means to calculate the economic and fiscal impacts of any business currently located or planning to locate (or expand) operations in the region specified by SCE. County-level multipliers from the IMPLAN Group, LLC are used to calculate all the economic impacts of a business's construction and operations. The results from the economic impact analysis are used to compute the impact on revenues generated to the State of California, the selected county and the selected city.

ECONOMIC IMPACTS

Economic impact analysis examines the regional implications of an activity in terms of three basic measures: output, earnings and job creation. The Pollack Economic & Fiscal Impact Model ("Model") calculates the impact of business retention and relocation during construction, if any, and during a five-year operational period.

The Model computes the impact of either an existing business (retention) or a new business (relocation). It provides the economic impact during a construction period if entered, and during facility operations.

- (1) Economic impact of construction – The economic impact of construction determines the output, jobs, payroll and population supported by the construction phase of any new facility planned by a company. Construction phase impacts are generally short-term effects (six months to two years) related to onsite and offsite construction employment and other industries that support the construction. The economic impact of construction is available at the county level.
- (2) Economic impact during operations – The economic impact during operations determines the output, jobs, payroll and population supported by the operations of the company. The operational phase impacts are generally considered the long-term consequences of a company. The Model provides for input from one to five years of operating data and generates up to a five-year operational phase impact.

Economic impact analysis starts with the value of construction (if any), type of industry the business is generally classified as, and employment (number of direct jobs) over a period of one to five years. The model provides a choice of 339 industries based on the North American Industrial Classification system (NAICS) codes. With this information, the multiplier effects on the State, county or city are determined. When the industry classification is selected, the corresponding average annual salary and set of multipliers are automatically used in the Model. The Model can also use wages provided by the company, if input, which will be used instead of those that are generated automatically from the existing set of multipliers. Two versions of the economic impact of operations are provided for the report

The multiplier effects are separated into indirect and induced impacts. Indirect impacts are new jobs, output and income that will be generated by industries that supply goods and services directly to the company. Induced impacts consist of the jobs, output and personal income in industries that serve the direct and indirect employees and their families. The induced impact includes not only the end-use consumer products but also any locally purchased intermediate products that were used in producing the consumer goods and services.

The results of the economic impact analysis include a breakdown of direct, indirect and induced impacts in terms of employment, output, and personal income. Total population supported by the company's operations is also computed based on historical relationships between jobs and population. This level of detail is shown in the aggregate for the construction impact, and the on-going operations impact is shown over a period of one to five years.

FISCAL IMPACTS

Fiscal impact analysis determines the public revenues that are generated by a particular economic activity. The primary revenue sources (i.e. taxes and fees) of local, county, and state governments are determined in order to examine how an activity may affect the various jurisdictions. The fiscal impact analysis in this Model does not include the impact of school or other special districts.

Fiscal effects occur as a result of spending by workers directly or indirectly supported by the company. For instance, counties and cities benefit from the spending of employees on housing and retail goods and services. Examples of these types of fiscal impacts that will be generated include State income taxes paid on wages and sales taxes paid on retail goods.

The fiscal impact analysis is set up in a similar manner as the economic impact analysis. The Model calculates the impact of business retention and relocation during construction and during an operations period.

- (1) Fiscal impact of construction – The fiscal impact of construction includes the direct, indirect, induced and total impact of a new or existing company during the construction phase (typically six months to two years) in terms of sales taxes, income taxes, unemployment insurance, gas tax, property taxes and other State, county and local revenues.
- (2) Fiscal impact during operations – The fiscal impact during operations includes the direct, indirect, induced and total impacts of a new or existing company in terms of sales taxes, income taxes, unemployment insurance, gas taxes, property taxes and other State, county and local revenues supported by the operations of the company. The operational phase impacts are generally considered the long-term consequences of a company. The model provides up to five years of operating data and generates up to a five-year operational phase impact.

**SOUTHERN CALIFORNIA EDISON
ECONOMIC & FISCAL IMPACT MODEL
MODEL OVERVIEW (continued)**

The primary revenue impacts are revenues generated directly by the company based on data supplied by the user. This information includes the industry, the direct jobs or wages, value of construction (if any), market value of the building, net corporate income, gross receipts, direct sales and purchases, and electricity purchased. Direct revenues also include revenues generated by direct employees. Additional revenues generated by direct employees and related indirect and induced jobs and supported residents are included in the secondary revenue impact results. Following is a description of the applicable revenue sources of the various jurisdictions that will be collected.

Sales Tax

The State of California charges a sales tax on retail goods and services. The sales tax rate for the State is currently 6.0% (as of 2017). This includes 3.6875% and 0.25% that go to the State's General Fund, 0.5% for public safety, 0.5% to fund local health and social services programs plus the 2011 state local recovery fund of 1.0625%. The county sales tax rate is currently 0.25% and the sales tax rate for city or county operations is 1.0% for a total of 7.25% per sale. Additional county and local special taxes are levied in addition to the base rates and are included in the model where applicable.

Taxable sales result from the spending of direct, indirect and induced employees supported by the company. Based on data from the latest U.S. Consumer Expenditure Survey, the projected level of retail spending and resulting sales tax receipts is calculated. State sales taxes will also be collected from other sources in the model such as construction materials, local supplies and purchases.

Income Tax

The State of California collects taxes on personal and corporate income. The personal income tax rate varies from 1.0% to 9.3% and is applied to the federally adjusted wages and earnings of direct, indirect and induced employment resulting from the operation of the company. The corporate income tax rate is 8.84% and is included in the model's tax revenue tables if the taxable net income is provided on the Data Inputs Worksheet. The model does not estimate the impact from corporate income tax unless net income is provided.

Unemployment Tax

Unemployment insurance tax for employees is currently 3.4% on the first \$7,000 of earned income. This factor is applied to the projected wages and earnings of direct, indirect and induced employees involved in construction and/or supported by the company.

Gas Tax

The State of California currently collects a gas tax of \$0.18 per gallon of gasoline. The tax revenue is calculated based on the average vehicle traveling 12,000 miles per year at 15 miles per gallon. These factors are applied to the projected direct, indirect and induced employee count supported by the company.

Vehicle License Fees

Vehicle license fees are collected for registering and titling motor vehicles in the State of California. The average for the State is about \$206 per car. This factor is applied to the projected direct, indirect and induced employee count supported by the construction or operations of the company. Majority of the revenues from the VLF are distributed to the County Health and Welfare Fund (75%). The remaining collections are distributed to a new Local Law Enforcement Service Account to fund the law enforcement grants.

Property Tax

Direct, indirect and induced employees supported by the company will pay county and city property taxes on homes they occupy. Property taxes vary by county and city. In addition, the company would pay property taxes for the building they own. The amount of property tax that is shared with the jurisdictions also varies by area within each city or county. Thus, the model allows the user to input the percent share on the inputs page.

Business Tax

Local governments levy business taxes on companies. The businesses are generally categorized as either general office; professional office; retail; wholesale; manufacturing; personal service; commercial property or residential property. Each city has its own criteria for levying the tax within each business tax category. The tax will either be calculated based on a percent of gross receipts, number of employees, percent of payroll or based on a flat rate. The model estimates business taxes by allowing the user to input the type of business category on the Data Inputs Worksheet and, along with the city, the model chooses the corresponding formula. Cities that have business taxes that vary by gross receipts are estimated using the average tax per \$1,000,000 of gross receipts.

Utility User Tax

Local governments levy utility user taxes on electric, telephone, cellular, gas and water usage. For residential revenues, the model estimates utility sales based on incomes and the corresponding level of spending from the Consumer Expenditure Survey. For commercial revenues from utility taxes, the model allows the user to input annual usage on the Data Inputs Worksheet.

Franchise Fees

Franchise fees are levied on electricity sales. The tax ranges from 0% to 1.0% by city (with the exception of Long Beach and Anaheim, which have franchise fees of 1.4% and 2.0%). The model estimates the collections based on the value of electricity purchased by Southern California Edison customers only and must be entered on the Data Inputs Worksheet.

The above tax categories represent the largest sources of revenues that will be generated to city, county and state governments. All revenue projections are in 2017 dollars and, thus, not inflated. All revenues are based the available tax rate information for each city, county and the State of California as of 2nd quarter of 2017 and are subject to change.

**ECONOMIC & FISCAL IMPACT MODEL
SOUTHERN CALIFORNIA EDISON MULTIPLIER SUMMARY**

MANUFACTURING (NAICS 311111 to 339999)

=> Food & Kindred Products (311111 to 31214)

Confectionery product manufacturing (31111-311352)
Frozen food product manufacturing (31141-311412)
Canned & dehydrated food product manufacturing (311421-311422)
Dairy product manufacturing (3115)
Meat product manufacturing (3116-3117)
Bakery product manufacturing (3118)
Snack food product manufacturing (311911-311919)
Coffee & tea manufacturing (31192)
Condiment manufacturing (31193-31199)
Beverage Manufacturing (31211-31214)

=> Textile Mill Products (3131 to 31499)

Fiber, yarn, & thread mills (3131)
Broad woven fabric mills (31321)
Narrow fabric mills & machine embroidery (31322)
Nonwoven fabric mills (31323)
Knit fabric mills (31324)
Textile & fabric finishing mills (31331)
Fabric coating mills (31332)
Carpet & rug mills (31411)
Curtain & linen mills (31412)
Textile bag & canvas mills (31491)
All other textile product mills (31499)

=> Apparel & Leather Manufacturing (31511 to 31619)

Hosiery, sock & other apparel knitting mills (31511-31519)
Cut & sew apparel contractors (31521)
Men's and boys' cut & sew apparel manufacturing (31522)
Women's & girls' cut & sew apparel manufacturing (31524)
Other cut & sew apparel manufacturing (31528)
Apparel accessories & other apparel manufacturing (3159)
Leather, footwear, & other leather product & hide tanning & finishing (3161-3169)

=> Lumber & Wood Products (3211 to 321999)

Sawmills & planing mills (321113-321219)
Millwork, plywood & structural members (32191-321999)

=> Paper & Allied Products (32211 to 32299)

Paper & paperboard mills (32212-32213)
Paperboard containers & boxes (32221)
Misc. paper products (32222-32299)

=> Printing & Publishing (32311 to 32312)

Printing & support activities (32311-32312)

=> Petroleum & Coal Products (32411 to 324199)

Asphalt paving & roofing materials (324121-324122)
Misc. petroleum & coal products manufacturing (324191, 324199)

=> Chemicals & Allied Products (32511 to 32599)

Petrochemical manufacturing (32511)
Industrial gas manufacturing (32512)
Synthetic dye and pigment manufacturing (32513)
Other basic inorganic chemical manufacturing (32518)
Other basic organic chemical manufacturing (32519)
Plastics material and resin manufacturing (325211)
Synthetic rubber manufacturing (325212)
Artificial and synthetic fibers and filaments manufacturing (32522)
Nitrogenous fertilizer manufacturing (325311)
Phosphatic fertilizer manufacturing (325312)
Fertilizer, mixing only, manufacturing (325314)
Pesticide & other agricultural chemical manufacturing (32532)
Medicinal and botanical manufacturing (325411)
Pharmaceutical preparation manufacturing (325412)
In-vitro diagnostic substance manufacturing (325413)
Biological product (except diagnostic) manufacturing (325414)
Paint & coating manufacturing (32551)
Adhesive manufacturing (32552)
Soap and other detergent manufacturing (325611)
Polish and other sanitation good manufacturing (325612)
Surface active agent manufacturing (325613)
Toilet preparation manufacturing (32562)
Printing ink manufacturing (32591)
Explosives manufacturing (32592)
Custom compounding of purchased resins (325991)
Photographic film and chemical manufacturing (325992)
Other miscellaneous chemical product manufacturing (325998)

=> Rubber & Misc Plastics Products (32611 to 32629)

Plastics packaging materials and unlaminated film and sheet manufacturing (32611)
Unlaminated plastics profile shape manufacturing (326121)
Plastic Products (326122-32619)
Tire manufacturing (32621)
Rubber & plastics hoses & belting manufacturing (32622)
Other rubber product manufacturing (32629)

=> Nonmetal Mineral Product Manufacturing (327 to 327999)

Pottery, ceramics, & plumbing fixture manufacturing (32711)
Brick, tile, & other structural clay product manufacturing (32712)
Flat glass manufacturing (327211)
Other pressed & blown glass & glassware manufacturing (327212)
Glass container manufacturing (327213)
Glass product manufacturing made of purchased glass (327215)
Ready-mix concrete manufacturing (32732)
Concrete block and brick manufacturing (327331)
Concrete pipe manufacturing (327332)
Other concrete product manufacturing (32739)
Lime manufacturing (32741)
Gypsum product manufacturing (32742)
Abrasive product manufacturing (32791)
Cut stone and stone product manufacturing (327991)
Ground or treated mineral and earth manufacturing (327992)
Mineral wool manufacturing (327993)
Miscellaneous nonmetallic mineral products (327999)

=> Metal Manufacturing (3311 to 33152)

Iron & steel mills & ferroalloy manufacturing (33111)
Iron, steel pipe and tube from purchased steel (33121)
Rolled steel shape manufacturing (331221)
Steel wire drawing (331222)
Alumina refining & primary aluminum production (331313)
Aluminum sheet, plate, and foil manufacturing (331315)
Other aluminum rolling, drawing and extruding (331318)
Primary smelting & refining of copper (33141-33142)
Nonferrous metal, except copper and aluminum, shaping (331491)
Secondary processing of other nonferrous (331492)
Ferrous metal foundries (33151)
Nonferrous metal foundries (33152)

=> Fabricated Metal Products (332111 to 332999)

Iron and steel forging (332111)
Nonferrous forging (332112)
Custom roll forming (332114)
Crown and closure manufacturing and metal stamping (332117-9)
Cutlery, utensil, pot, and pan manufacturing (332215)
Handtool manufacturing (332216)
Prefabricated metal buildings and components (332311)
Fabricated structural metal manufacturing (332312)
Plate work manufacturing (332313)
Metal window and door manufacturing (332321)
Sheet metal work manufacturing (332322)
Ornamental and architectural metal work manufacturing (332323)
Power boiler and heat exchanger manufacturing (33241)
Metal tank (heavy gauge) manufacturing (33242)
Metal can, box, & other metal container manufacturing (332431-332439)
Hardware manufacturing (3325)
Spring & wire product manufacturing (3326)
Machine shops (33271)
Turned product & screw, nut, & bolt manufacturing (33272)
Coating, engraving, heat treating & allied activities (332811 - 332813)
Valve & fittings other than plumbing (332911-332919)
Plumbing fixture fitting & trim manufacturing (332913)
Ball & roller bearing manufacturing (332991)
Ammunition manufacturing (332992-332993)
Small arms, ordnance, & accessories manufacturing (332994)
Fabricated pipe & pipe fitting manufacturing (332996)
Other fabricated metal manufacturing (332999)

**ECONOMIC & FISCAL IMPACT MODEL
SOUTHERN CALIFORNIA EDISON MULTIPLIER SUMMARY (cont.)**

=> Machinery Manufacturing (333111 to 333999)

Farm, lawn & garden machinery & equipment manufacturing (333111-333112)
 Construction machinery manufacturing (33312)
 Mining, oil, & gas machinery & equipment manufacturing (33313-33313)
 Food product machinery manufacturing (333241)
 Semiconductor machinery manufacturing (333242)
 All other industrial machinery manufacturing (333243-333249)
 Optical instrument, photographic & photocopying equipment manufacturing (333314-333316)
 Other commercial service industry machinery manufacturing (333318)
 Air purification and ventilation equipment manufacturing (333413)
 Heating equipment (except warm air furnaces) manufacturing (333414)
 Air conditioning, refrigeration, and warm air heating equipment manufacturing (333415)
 Industrial mold manufacturing (333511)
 Special tool, die, jig, and fixture manufacturing (333514)
 Cutting tool and machine tool accessory manufacturing (333515)
 Machine tool manufacturing (333517)
 Rolling mill and other metalworking machinery manufacturing (333519)
 Turbine and turbine generator set units manufacturing (333611)
 Speed changer, industrial high-speed drive, and gear manufacturing (333612)
 Mechanical power transmission equipment manufacturing (333613)
 Other engine equipment manufacturing (333618)
 Pump and pumping equipment manufacturing (333911)
 Air and gas compressor manufacturing (333912)
 Measuring and dispensing pump manufacturing (333913)
 Elevator and moving stairway manufacturing (333921)
 Conveyor and conveying equipment manufacturing (333922)
 Overhead cranes, hoists, and monorail systems (333923)
 Industrial truck, trailer, and stacker manufacturing (333924)
 Power-driven handtool manufacturing (333991)
 Welding and soldering equipment manufacturing (333992)
 Packaging machinery manufacturing (333993)
 Industrial process furnace and oven manufacturing (333994)
 Fluid power cylinder and actuator manufacturing (333995)
 Fluid power pump and motor manufacturing (333996)
 Scales, balances, and miscellaneous general purpose machinery (333997-9)

=> Computer & Electronic Equipment (334111 to 335999)

Electronic computer manufacturing (334111)
 Computer storage device manufacturing (334112)
 Computer terminals & other computer peripheral equipment manufacturing (334118)
 Telephone apparatus manufacturing (33421)
 Broadcast, wireless & other communications equipment manufacturing (33422, 33429)
 Audio & video equipment manufacturing (3343)
 Bare printed circuit board manufacturing (334412)
 Semiconductor & related device manufacturing (334413)
 Capacitor, resistor, coil, transformer, & other indicator manufacturing (334416)
 Electronic connector manufacturing (334417)
 Printed circuit assembly (electronic assembly) manufacturing (334418)
 Other electronic component manufacturing (334419)
 Electromedical and electrotherapeutic apparatus manufacturing (334510)
 Search, detection, and navigation instruments manufacturing (334511)
 Automatic environmental control manufacturing (334512)
 Industrial process variable instruments manufacturing (334513)
 Totalizing fluid meter & counting device manufacturing (334514)
 Electricity & signal testing instruments manufacturing (334515)
 Analytical laboratory instrument manufacturing (334516)
 Irradiation apparatus manufacturing (334517)
 Watch, clock & other measuring & controlling device manufacturing (334519)
 Blank magnetic & optical recording media manufacturing (334613)
 Software & other prerecorded & record reproducing (334614)
 Electric lamp bulb, lighting fixture & parts Manufacturing (33511-33512)
 Small electrical appliance manufacturing (33521)
 Household appliance (cooking, refrigerator, & laundry) manufacturing (335221-335228)
 Power, distribution, & specialty transformer manufacturing (335311)
 Motor & generator manufacturing (335312)
 All other misc. electrical equipment & component manufacturing (335313-335999)

=> Transportation Equipment (33611 to 336999)

Automobile, truck, trailer & parts manufacturing (3361-3363)
 Aircraft & parts manufacturing (336411-336413)
 Guided missile & space vehicle units & parts manufacturing (336414-336419)
 Railroad rolling stock manufacturing (3365)
 Ship building & repairing (336611)
 Boat building (336612)
 Motorcycle, bicycle, & other parts manufacturing (336991)
 Military armored vehicle, tank, & tank component manufacturing (336992)
 All other transportation equipment manufacturing (336999)

=> Furniture & Fixtures (33711 to 33792)

Wood kitchen cabinet and countertop manufacturing (33711)
 Upholstered household furniture manufacturing (337121)
 Nonupholstered wood household furniture manufacturing (337122)
 Other household nonupholstered furniture (337124-5)
 Institutional furniture manufacturing (337127)
 Wood office furniture manufacturing (337211)
 Custom architectural woodwork and millwork (337212)
 Office furniture, except wood, manufacturing (337214)
 Showcase, partition, shelving, and locker manufacturing (337215)
 Mattress manufacturing (33791)
 Blind and shade manufacturing (33792)

=> Miscellaneous Manufacturing (339112 to 339999)

Surgical & medical instruments, appliances, supplies & equipment manufacturing (339112-339115)
 All other miscellaneous manufacturing (33991-339999)

AGRICULTURE, FORESTRY & FISHING (NAICS 11111-115)

=====
 Crop farming (11111-11198)
 Livestock (11211-1129)
 Forestry & logging (1131-1133)
 Fishing & hunting (1141-1142)
 Support activities for agricultural services (115)

MINING (NAICS 211 to 213115)

=====
 Oil & gas extraction (21111-21112)
 Other non-metal mining (21231-21239)
 Mining support services (21311-213115)

UTILITIES (NAICS 2211 to 2213)

=====
 Hydroelectric power generation (221111)
 Fossil fuel electric power generation (221112)
 Nuclear electric power generation (221113)
 Solar electric power generation (221114)
 Wind electric power generation (221115)
 Geothermal electric power generation (221116)
 Biomass electric power generation (221117)
 Tidal electric power generation (221118)
 Electric power transmission and distribution (22112)
 Natural gas distribution (2212)
 Water, sewage and other systems (2213)

CONSTRUCTION (NAICS 23 to 234)

=====
 Construction of Health care structures (23)
 Construction of Manufacturing structures (23)
 Construction of Power and communication structures (23)
 Construction of Educational and vocational structures (23)
 Construction of Highways and streets (23)
 Construction of Commercial structures, including farm structures (23)
 Construction of Other nonresidential structures (23)
 Construction of Single-family residential structures (23)
 Construction of Multifamily residential structures (23)
 Construction of Other residential structures (23)
 Nonresidential maintenance and repair (23)
 Residential maintenance and repair (23)
 Maintenance and repair of highways, streets, bridges, and tunnels (23)

WHOLESALE TRADE (NAICS 42)

=====
 Wholesale trade (42)

RETAIL TRADE (441-454)

=====
 Retail - Motor vehicle & parts dealers (441)
 Retail - Furniture & home furnishings stores (442)
 Retail - Electronics & appliance stores (443)
 Retail - Building material & garden equipment stores (444)
 Retail - Food & beverage stores (445)
 Retail - Health & personal care stores (446)
 Retail - Gasoline stores (447)
 Retail - Clothing & clothing accessories stores (448)
 Retail - Sporting goods, hobby, musical instruments & book stores (451)
 Retail - General merchandise stores (452)
 Retail - Miscellaneous store retailers (453)
 Retail - Nonstore retailers (454)

ECONOMIC & FISCAL IMPACT MODEL
SOUTHERN CALIFORNIA EDISON MULTIPLIER SUMMARY (cont.)

TRANSPORTATION (NAICS 481-493)

=====
Air transportation (481)
Rail transportation (482)
Water transportation (483)
Truck transportation (484)
Transit & ground passenger transportation (485)
Pipeline transportation (486)
Scenic & sightseeing transportation & support activities (487-488)
Couriers & messengers (492)
Warehousing & storage (493)

INFORMATION (NAICS 51111 to 518)

=====
Newspaper publishers (51111)
Periodical publishers (51112)
Book publishers (51113)
Directory, mailing list, and other publishers (51114, 511199)
Greeting card publishing (511191)
Software publishers (5112)
Motion picture and video industries (5121)
Sound recording industries (5122)
Radio, broadcasting, television, cable, & other subscription programming (5151-5152)
Telecommunications (517)
Data Processing, hosting, & related services (518)
News syndicates, libraries, archives and all other information services (51911-2, 51919)
Internet publishing and broadcasting and web search portals (51913)

FINANCIAL ACTIVITIES (521-533)

=====
Monetary authorities & depository credit intermediation (5215221)
Nondepository credit intermediation & related activities (5222-5223)
Securities, commodity contracts, investments, & related activities (5231-5232, 5239)
Insurance carriers, agencies, brokerages, & related activities (5241-5242)
Funds, trusts, & other financial vehicles (525)
Real estate (531)

PROFESSIONAL AND BUSINESS SERVICES (NAICS 5411 to 562)

=====
Legal services (5411)
Accounting, tax preparation, bookkeeping, and payroll services (5412)
Architectural, engineering, and related services (5413)
Specialized design services (5414)
Custom computer programming services (541511)
Computer systems design services (541512)
Other computer related services, including facilities management (54151A)
Management consulting services (54161)
Environmental and other technical consulting services (54162-9)
Scientific research and development services (5417)
Advertising, public relations, and related services (5418)
Photographic services (54192)
Veterinary services (54194)
Marketing research and all other misc professional, scientific, & tech svcs (54191-54199)
Management of companies & enterprises (55)

PROFESSIONAL AND BUSINESS SERVICES (NAICS 5411 to 562) cont.

=====
Office administrative services (5611)
Facilities support services (5612)
Employment services (5613)
Business support services (5614)
Travel arrangement and reservation services (5615)
Investigation and security services (5616)
Services to buildings (54171-2, 54174-9)
Landscape and horticultural services (56173)
Other support services (5619)
Waste management & remediation services (562)

EDUCATION AND HEALTH SERVICES (NAICS 6111 to 624)

=====
Educational services (6111-6117)
Ambulatory health care services (6211-6219)
Hospitals (622)
Nursing & residential care (623)
Social assistance (624)

LEISURE AND HOSPITALITY SERVICES (NAICS 711 to 722515)

=====
Performing arts & spectator sports (711)
Museums, historical sites, zoos, and parks (712)
Amusement parks and arcades (7131)
Gambling industries (except casino hotels) (7132)
Other amusement and recreation industries (71391-3, 71399)
Fitness and recreational sports centers (71394)
Bowling centers (71395)
Hotels and motels, including casino hotels (72111-2)
Other accommodations (72119, 7212-3)
Full-service restaurants (722511)
Limited-service restaurants (722513)
All other food and drinking places (7223-4, 722514-5)

OTHER SERVICES (NAICS 8111 to 814)

=====
Repair & maintenance (8111-8114)
Personal & laundry services (8121-8129)
Religious, grantmaking & similar organizations (81311-81399)
Private households (814)

GOVERNMENT AND OTHER NON-NAICS

=====
Postal service
Federal utilities and other enterprises
State utilities and other enterprises
Local utilities and other enterprises
Employment and payroll of state govt, non-education
Employment and payroll of state govt, education
Employment and payroll of local govt, non-education
Employment and payroll of local govt, education
Employment and payroll of federal govt, non-military
Employment and payroll of federal govt, military

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Data Inputs Worksheet

- | | |
|---------------------------|--|
| 1. Project / Company Name | Sand Canyon Country Club |
| 2. Company Industry | Hotels and motels, including casino hotels (72111-2) |
| 3. County | Los Angeles County |
| 4. City | Unincorporated Los Angeles Co. |
| 5. Business Tax Category | CommercialProperty |

	Year 1	Year 2	Year 3	Year 4	Year 5
REQUIRED ENTRIES					
6. Number of jobs created / retained ¹	400	400	400	400	400

	Year 1	Year 2	Year 3	Year 4	Year 5
OVERRIDING ENTRIES ²					
7. Total Payroll - annual ¹	\$0	\$0	\$0	\$0	\$0
8. Electricity Usage (kWh) - annual	0	0	0	0	0
9. Electricity Demand (kW) - annual	0	0	0	0	0
10. Electricity Bill (\$) - annual	\$0	\$0	\$0	\$0	\$0

	Year 1	Year 2	Year 3	Year 4	Year 5
OPTIONAL ENTRIES ³					
11. Construction Value (new or expansion) ⁴	\$100,000,000				
12. % of Construction Materials Purchased in the City?	25.00%				
County?	50.00%				
State?	100.00%				
12A. % of property tax collection shared with the City?	0.00%				
County?	32.00%				
13. Market value of building	\$100,000,000	\$100,000,000	\$100,000,000	\$100,000,000	\$100,000,000
14. Net income of facility - annual	\$0	\$0	\$0	\$0	\$0
15. Gross receipts generated by the company - annual	\$0	\$0	\$0	\$0	\$0
16. Taxable sales generated by the company - annual	\$0	\$0	\$0	\$0	\$0
17. Value of taxable local equipment & supply purchases	\$0	\$0	\$0	\$0	\$0
18. Value of taxable natural gas purchased annually	\$0	\$0	\$0	\$0	\$0
19. Value of taxable telephone service purchased annually	\$0	\$0	\$0	\$0	\$0
20. Value of taxable water purchased annually	\$0	\$0	\$0	\$0	\$0

FOOTNOTES

1. Either jobs or payroll must be entered for the model to calculate the impact of the Company.
2. Overriding entries should be entered if the values are known. If unknown, the model will estimate the values.
3. Input the value if the output is desired for the use of the entry. See the handbook for data entry explanations.
4. The value of construction must be inputted to determine the economic and fiscal impacts of construction.

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Summary Results Sand Canyon Country Club Economic & Fiscal Impact Unincorporated Los Angeles Co. 2017			
Selected multiplier:	Hotels and motels, including casino hotels (72111-2)		
Resulting Job Multiplier:	1.51		
	First Year Program Impact	Five Year Cumulative Impact	Fifth Year & Prospective Annual Impact
Facility Operations			
Economic Impact			
Annual Jobs	604	N/A	604
Annual Population	1,271	N/A	1,271
Annual Personal Income (\$000)	\$31,076.0	\$155,380.0	\$31,076.0
Annual Output (\$000)	\$82,821.0	\$414,105.0	\$82,821.0
Fiscal Impact			
State Taxes & Fees (\$000)	\$1,802.9	\$9,014.5	\$1,802.9
County Taxes & Fees (\$000)	\$1,025.8	\$5,129.0	\$1,025.8
City Taxes & Fees (\$000)	\$87.6	\$438.2	\$87.6
	Total Construction Impact		
New Construction			
Economic Impact			
Total Jobs	1,012		
Total Population	2,129		
Total Personal Income (\$000)	\$61,177.4		
Total Output (\$000)	\$158,019.2		
Fiscal Impact			
State Taxes & Fees (\$000)	\$7,948.4		
County Taxes & Fees (\$000)	\$2,071.3		
City Taxes & Fees (\$000)	\$307.7		
NOTES			
1 All assumptions for input were provided by and/or discussed with and agreed upon by the customer.			
2 All dollar figures are in constant dollars. Inflation has not been included in these figures.			
3 The above figures are based on the current economic structure and tax rates of the selected city.			
Source: Elliott D. Pollack & Company; IMPLAN; California State Board of Equalization; State of California; 2016 Kosmont-Rose Institute Cost of Doing Business Survey			

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Table A
**Economic Impact of Construction
 Los Angeles County
 2017**

Project / Company Name	Sand Canyon Country Club			
Company Industry	Hotels and motels, including casino hotels (72111-2)			
Impact Type	Jobs	Population	Personal Income	Output
Direct	688	1,448	\$40,874,000	\$100,000,000
Indirect	104	218	\$8,301,400	\$23,834,300
Induced	220	463	\$12,002,000	\$34,184,900
Total	1,012	2,129	\$61,177,400	\$158,019,200

NOTES

- 1 The total may not equal the sum of the impacts due to rounding.
- 2 Zero values indicate no construction is anticipated in the respective year.
- 3 All dollar figures are in constant dollars. Inflation has not been included in these figures.

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Source: Elliott D. Pollack & Company; IMPLAN.

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Table B
Fiscal Impact of Construction
2017

Project / Company Name Sand Canyon Country Club
Company Industry Hotels and motels, including casino hotels (72111-2)

State of California

Impact Type	Construction Sales Tax	Employees Spending Sales Tax	Personal Income Tax	Unemployment Insurance Tax	Gas Tax	Total Revenues
Direct Revenues	\$3,900,000	\$578,000	\$1,762,500	\$163,700	\$165,100	\$6,569,300
Indirect Revenues	N/A	\$101,900	\$487,400	\$24,700	\$24,900	\$638,900
Induced Revenues	N/A	\$177,400	\$457,700	\$52,300	\$52,800	\$740,200
Total Revenues	\$3,900,000	\$857,300	\$2,707,600	\$240,700	\$242,800	\$7,948,400

Los Angeles County

Impact Type	Construction Sales Tax	Employees Spending Sales Tax	Residents Property Tax	Vehicle License Fee	Total Revenues
Direct Revenues	\$568,800	\$168,600	\$654,100	\$197,700	\$1,589,200
Indirect Revenues	N/A	\$29,700	\$98,600	\$29,700	\$158,000
Induced Revenues	N/A	\$51,700	\$209,100	\$63,300	\$324,100
Total Revenues	\$568,800	\$250,000	\$961,800	\$290,700	\$2,071,300

Unincorporated Los Angeles Co.

Impact Type	Construction Sales Tax	Employees Spending Sales Tax	Residents Property Tax	Residents Utility User Tax	Vehicle License Fee	Total Revenues
Direct Revenues	\$162,500	\$73,300	\$0	\$50,400	\$6,600	\$292,800
Indirect Revenues	N/A	\$2,600	\$0	\$1,600	\$900	\$5,100
Induced Revenues	N/A	\$4,500	\$0	\$3,200	\$2,100	\$9,800
Total Revenues	\$162,500	\$80,400	\$0	\$55,200	\$9,600	\$307,700

NOTES

- 1 The total may not equal the sum of the impacts due to rounding.
- 2 Zero values indicate no construction is anticipated.
- 3 All dollar figures are in constant dollars. Inflation has not been included in these figures.
- 4 All of the above figures are representative of the major revenue sources for the State and the selected county and city.
The figures are intended only as a general guideline as to how the State, County, and the City could be impacted by the construction.
- 6 The above figures are based on the current economic structure and tax rates of the State and the selected county and city.
- 7 The state sales tax rate includes the temporary 0.25% to repay economic recovery bonds, as well as the 0.5% dedicated to local governments to fund social services programs and the 0.5% dedicated to counties for public safety purposes.
- 8 The city sales tax rate of 1.0% was temporarily reduced by 0.25% on July 1, 2004 while the state rate increased 0.25% to repay economic recovery bonds.

Source: Elliott D. Pollack & Company; IMPLAN; California State Board of Equalization;
State of California; 2008 Kosmont-Rose Institute Cost of Doing Business Survey

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Table C
Economic Impact of Operations
Los Angeles County
2017

Project / Company Name Sand Canyon Country Club
Company Industry Hotels and motels, including casino hotels (72111-2)

BASED ON THE OVERRIDE OF WAGES / PERSONAL INCOME

Impact Type	Year	Jobs	Population	Personal Income	Output
Direct					
	Year 1	400	842	\$18,750,000	\$49,903,000
	Year 2	400	842	\$18,750,000	\$49,903,000
	Year 3	400	842	\$18,750,000	\$49,903,000
	Year 4	400	842	\$18,750,000	\$49,903,000
	Year 5	400	842	\$18,750,000	\$49,903,000
Indirect					
	Year 1	92	193	\$6,219,000	\$15,523,000
	Year 2	92	193	\$6,219,000	\$15,523,000
	Year 3	92	193	\$6,219,000	\$15,523,000
	Year 4	92	193	\$6,219,000	\$15,523,000
	Year 5	92	193	\$6,219,000	\$15,523,000
Induced					
	Year 1	112	236	\$6,107,000	\$17,395,000
	Year 2	112	236	\$6,107,000	\$17,395,000
	Year 3	112	236	\$6,107,000	\$17,395,000
	Year 4	112	236	\$6,107,000	\$17,395,000
	Year 5	112	236	\$6,107,000	\$17,395,000
Total					
	Year 1	604	1,271	\$31,076,000	\$82,821,000
	Year 2	604	1,271	\$31,076,000	\$82,821,000
	Year 3	604	1,271	\$31,076,000	\$82,821,000
	Year 4	604	1,271	\$31,076,000	\$82,821,000
	Year 5	604	1,271	\$31,076,000	\$82,821,000

NOTES

- 1 The total may not equal the sum of the impacts due to rounding.
- 2 Zero values across an entire year indicate that either jobs or wages were not entered in the Data Inputs Worksheet for the respective year.
- 3 All dollar figures are in constant dollars. Inflation has not been included in these figures.

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Source: Elliott D. Pollack & Company; IMPLAN.

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Table C
Economic Impact of Operations
Los Angeles County
2017

Project / Company Name Sand Canyon Country Club
Company Industry Hotels and motels, including casino hotels (72111-2)

BASED ON INDUSTRY AVERAGE WAGES / PERSONAL INCOME

Impact Type	Year	Jobs	Population	Personal Income	Output
Direct					
	Year 1	400	842	\$18,750,000	\$49,903,000
	Year 2	400	842	\$18,750,000	\$49,903,000
	Year 3	400	842	\$18,750,000	\$49,903,000
	Year 4	400	842	\$18,750,000	\$49,903,000
	Year 5	400	842	\$18,750,000	\$49,903,000
Indirect					
	Year 1	92	193	\$6,219,000	\$15,523,000
	Year 2	92	193	\$6,219,000	\$15,523,000
	Year 3	92	193	\$6,219,000	\$15,523,000
	Year 4	92	193	\$6,219,000	\$15,523,000
	Year 5	92	193	\$6,219,000	\$15,523,000
Induced					
	Year 1	112	236	\$6,107,000	\$17,395,000
	Year 2	112	236	\$6,107,000	\$17,395,000
	Year 3	112	236	\$6,107,000	\$17,395,000
	Year 4	112	236	\$6,107,000	\$17,395,000
	Year 5	112	236	\$6,107,000	\$17,395,000
Total					
	Year 1	604	1,271	\$31,076,000	\$82,821,000
	Year 2	604	1,271	\$31,076,000	\$82,821,000
	Year 3	604	1,271	\$31,076,000	\$82,821,000
	Year 4	604	1,271	\$31,076,000	\$82,821,000
	Year 5	604	1,271	\$31,076,000	\$82,821,000

NOTES

- 1 The total may not equal the sum of the impacts due to rounding.
- 2 Zero values across an entire year indicate that either jobs or wages were not entered in the Data Inputs Worksheet for the respective year.
- 3 All dollar figures are in constant dollars. Inflation has not been included in these figures.

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Source: Elliott D. Pollack & Company; IMPLAN.

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Table D
Economic Impact of Operations by Industry Detail
Los Angeles County
2017

Project / Company Name					
Company Industry					
	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Agriculture, Forestry & Fishing (NAICS 11111 to 115)	0.0	0.0	0.0	0.0	0.0
Mining (NAICS 211 to 213115)	0.2	0.2	0.2	0.2	0.2
Utilities (NAICS 2211 to 2213)	0.4	0.4	0.4	0.4	0.4
Construction (NAICS 23 to 234)	4.3	4.3	4.3	4.3	4.3
Manufacturing (NAICS 311111 to 339999)					
Food & Kindred Products (311111 to 31214)	0.7	0.7	0.7	0.7	0.7
Textile Mill Products (3131 to 31499)	0.1	0.1	0.1	0.1	0.1
Apparel & Leather Manufacturing (315111 to 31619)	0.1	0.1	0.1	0.1	0.1
Lumber & Wood Products (3211 to 321999)	0.0	0.0	0.0	0.0	0.0
Paper & Allied Products (32211 to 32299)	0.2	0.2	0.2	0.2	0.2
Printing & Publishing (32311 to 32312)	0.8	0.8	0.8	0.8	0.8
Petroleum & Coal Products (32411 to 324199)	0.1	0.1	0.1	0.1	0.1
Chemicals & Allied Products (32511 to 32599)	0.1	0.1	0.1	0.1	0.1
Rubber & Misc Plastics Products (32611 to 32629)	0.1	0.1	0.1	0.1	0.1
Nonmetal Mineral Product Manufacturing (327 to 327999)	0.0	0.0	0.0	0.0	0.0
Metal Manufacturing (3311 to 33152)	0.0	0.0	0.0	0.0	0.0
Fabricated Metal Products (332111 to 332999)	0.2	0.2	0.2	0.2	0.2
Machinery Manufacturing (333111 to 333999)	0.0	0.0	0.0	0.0	0.0
Computer & Electronic Equipment (334111 to 335999)	0.1	0.1	0.1	0.1	0.1
Transportation Equipment (33611 to 336999)	0.0	0.0	0.0	0.0	0.0
Furniture & Fixtures (33711 to 33792)	0.1	0.1	0.1	0.1	0.1
Miscellaneous Manufacturing (339112 to 339999)	0.1	0.1	0.1	0.1	0.1
Wholesale Trade (NAICS 42)	4.6	4.6	4.6	4.6	4.6
Retail Trade (NAICS 441 to 454)	22.6	22.6	22.6	22.6	22.6
Transportation (NAICS 481 to 493)	5.9	5.9	5.9	5.9	5.9
Information (NAICS 51111 to 519)	5.8	5.8	5.8	5.8	5.8
Financial Activities (NAICS 521 to 533)	23.6	23.6	23.6	23.6	23.6
Professional & Business Services (NAICS 5411 to 5419)					
Professional Services (5411 to 5419)	16.9	16.9	16.9	16.9	16.9
Management of Companies and Enterprises (55)	4.2	4.2	4.2	4.2	4.2
Business Support Services (561 to 562)	26.7	26.7	26.7	26.7	26.7
Education & Health Services (NAICS 6111 to 624)					
Education (NAICS 6111-619)	4.8	4.8	4.8	4.8	4.8
Health Services (NAICS 621 to 624)	24.6	24.6	24.6	24.6	24.6
Leisure & Hospitality Services (NAICS 711 to 722)					
Performing Arts & spectator sports (711)	2.1	2.1	2.1	2.1	2.1
Museums, Amusement Parks, Gambling and Other Amusement (712 to 713)	3.5	3.5	3.5	3.5	3.5
Accommodations (721)	400.2	400.2	400.2	400.2	400.2
Eating and drinking establishments (722)	28.3	28.3	28.3	28.3	28.3
Other Services (NAICS 8111 to 814)	18.2	18.2	18.2	18.2	18.2
Government and other non-NAICS	4.5	4.5	4.5	4.5	4.5
ALL INDUSTRIES	604.0	604.0	604.0	604.0	604.0

NOTES

- 1 Zero values across an entire year indicate that either jobs or wages were not entered in the Data Inputs Worksheet for the respective year.
- 2 All dollar figures are in constant dollars. Inflation has not been included in these figures.

Source: Elliott D. Pollack & Company; IMPLAN.

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Table E
Fiscal Impact of Operations
State of California
2017

Project / Company Name Sand Canyon Country Club
Company Industry Hotels and motels, including casino hotels (72111-2)

Impact Type	Year	Primary Revenues from Company			Secondary Revenues from Employees				Total Revenues
		Local Supplies Sales Tax	Direct Sales Tax	Corporate Income Tax	Employees Sales Tax	Personal Income Tax	Unemployment Insurance Tax	Gas Tax	
Direct Revenues									
	Year 1	\$0	\$0	\$0	\$301,500	\$491,600	\$95,200	\$96,000	\$984,300
	Year 2	\$0	\$0	\$0	\$301,500	\$491,600	\$95,200	\$96,000	\$984,300
	Year 3	\$0	\$0	\$0	\$301,500	\$491,600	\$95,200	\$96,000	\$984,300
	Year 4	\$0	\$0	\$0	\$301,500	\$491,600	\$95,200	\$96,000	\$984,300
	Year 5	\$0	\$0	\$0	\$301,500	\$491,600	\$95,200	\$96,000	\$984,300
Indirect Revenues									
	Year 1	N/A	N/A	N/A	\$82,300	\$315,900	\$21,800	\$22,000	\$442,000
	Year 2	N/A	N/A	N/A	\$82,300	\$315,900	\$21,800	\$22,000	\$442,000
	Year 3	N/A	N/A	N/A	\$82,300	\$315,900	\$21,800	\$22,000	\$442,000
	Year 4	N/A	N/A	N/A	\$82,300	\$315,900	\$21,800	\$22,000	\$442,000
	Year 5	N/A	N/A	N/A	\$82,300	\$315,900	\$21,800	\$22,000	\$442,000
Induced Revenues									
	Year 1	N/A	N/A	N/A	\$90,300	\$232,900	\$26,600	\$26,800	\$376,600
	Year 2	N/A	N/A	N/A	\$90,300	\$232,900	\$26,600	\$26,800	\$376,600
	Year 3	N/A	N/A	N/A	\$90,300	\$232,900	\$26,600	\$26,800	\$376,600
	Year 4	N/A	N/A	N/A	\$90,300	\$232,900	\$26,600	\$26,800	\$376,600
	Year 5	N/A	N/A	N/A	\$90,300	\$232,900	\$26,600	\$26,800	\$376,600
Total Revenues									
	Year 1	\$0	\$0	\$0	\$474,100	\$1,040,400	\$143,600	\$144,800	\$1,802,900
	Year 2	\$0	\$0	\$0	\$474,100	\$1,040,400	\$143,600	\$144,800	\$1,802,900
	Year 3	\$0	\$0	\$0	\$474,100	\$1,040,400	\$143,600	\$144,800	\$1,802,900
	Year 4	\$0	\$0	\$0	\$474,100	\$1,040,400	\$143,600	\$144,800	\$1,802,900
	Year 5	\$0	\$0	\$0	\$474,100	\$1,040,400	\$143,600	\$144,800	\$1,802,900

NOTES

- 1 The total may not equal the sum of the impacts due to rounding.
- 2 Zero values across an entire year indicate that either jobs or wages were not entered in the Data Inputs Worksheet for the respective year.
- 3 All dollar figures are in constant dollars. Inflation has not been included in these figures.
- 4 All of the above figures are representative of the major revenue sources for the State. The figures are intended only as a general guideline as to how the State could be impacted by the selected company.
- 6 The above figures are based on the current economic structure and tax rates of the State.
- 7 The state sales tax rate includes the temporary 0.25% to repay economic recovery bonds, as well as the 0.5% dedicated to local governments to fund social services programs and the 0.5% dedicated to counties for public safety purposes.

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**Table F
Fiscal Impact of Operations
Los Angeles County
2017**

Project / Company Name		Sand Canyon Country Club						Total Revenues
Company Industry		Hotels and motels, including casino hotels (72111-2)						
Impact Type	Year	Primary Revenues from Company			Secondary Revenues from Employees			
		Local purchases Sales Tax	Direct Sales Tax	Building Property Tax	Employees Sales Tax	Residents Property Tax	Vehicle License Fees	
Direct Revenues								
	Year 1	\$0	\$0	\$256,000	\$87,900	\$380,400	\$38,300	\$762,600
	Year 2	\$0	\$0	\$256,000	\$87,900	\$380,400	\$38,300	\$762,600
	Year 3	\$0	\$0	\$256,000	\$87,900	\$380,400	\$38,300	\$762,600
	Year 4	\$0	\$0	\$256,000	\$87,900	\$380,400	\$38,300	\$762,600
	Year 5	\$0	\$0	\$256,000	\$87,900	\$380,400	\$38,300	\$762,600
Indirect Revenues								
	Year 1	N/A	N/A	N/A	\$24,000	\$87,000	\$8,800	\$119,800
	Year 2	N/A	N/A	N/A	\$24,000	\$87,000	\$8,800	\$119,800
	Year 3	N/A	N/A	N/A	\$24,000	\$87,000	\$8,800	\$119,800
	Year 4	N/A	N/A	N/A	\$24,000	\$87,000	\$8,800	\$119,800
	Year 5	N/A	N/A	N/A	\$24,000	\$87,000	\$8,800	\$119,800
Induced Revenues								
	Year 1	N/A	N/A	N/A	\$26,300	\$106,400	\$10,700	\$143,400
	Year 2	N/A	N/A	N/A	\$26,300	\$106,400	\$10,700	\$143,400
	Year 3	N/A	N/A	N/A	\$26,300	\$106,400	\$10,700	\$143,400
	Year 4	N/A	N/A	N/A	\$26,300	\$106,400	\$10,700	\$143,400
	Year 5	N/A	N/A	N/A	\$26,300	\$106,400	\$10,700	\$143,400
Total Revenues								
	Year 1	\$0	\$0	\$256,000	\$138,200	\$573,800	\$57,800	\$1,025,800
	Year 2	\$0	\$0	\$256,000	\$138,200	\$573,800	\$57,800	\$1,025,800
	Year 3	\$0	\$0	\$256,000	\$138,200	\$573,800	\$57,800	\$1,025,800
	Year 4	\$0	\$0	\$256,000	\$138,200	\$573,800	\$57,800	\$1,025,800
	Year 5	\$0	\$0	\$256,000	\$138,200	\$573,800	\$57,800	\$1,025,800

NOTES

- 1 The total may not equal the sum of the impacts due to rounding.
- 2 Zero values across an entire year indicate that either jobs or wages were not entered in the Data Inputs Worksheet for the respective year.
- 3 All dollar figures are in constant dollars. Inflation has not been included in these figures.
- 4 All of the above figures are representative of the major revenue sources for the selected county. The figures are intended only as a general guideline as to how the selected county could be impacted by the selected company.
- 5 The above figures are based on the current economic structure and tax rates of the selected county.
- 6 The county sales tax rate does not include the 1.0% collected by the state and shared with the counties for social services programs (0.5%) and public safety purposes (0.5%).

Source: Elliott D. Pollack & Company; IMPLAN; California State Board of Equalization;
State of California; 2015 Kosmont-Rose Institute Cost of Doing Business Survey

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Table G
Fiscal Impact of Operations
Unincorporated Los Angeles Co.
2017

Project / Company Name Sand Canyon Country Club
Company Industry Hotels and motels, including casino hotels (72111-2)

Impact Type	Year	Primary Revenues from Company					Secondary Revenues from Employees				Total Revenues	
		Business Tax	Local purchases Sales Tax	Direct Sales Tax	Building Property Tax	Commercial Utility User	SCE Franchise Fees	Employees Sales Tax	Residents Property Tax	Vehicle License Tax		Residential Utility User
Direct Revenues												
	Year 1	\$0	\$0	\$0	\$0	\$0	\$0	\$38,200	\$0	\$1,290	\$28,100	\$67,590
	Year 2	\$0	\$0	\$0	\$0	\$0	\$0	\$38,200	\$0	\$1,290	\$28,100	\$67,590
	Year 3	\$0	\$0	\$0	\$0	\$0	\$0	\$38,200	\$0	\$1,290	\$28,100	\$67,590
	Year 4	\$0	\$0	\$0	\$0	\$0	\$0	\$38,200	\$0	\$1,290	\$28,100	\$67,590
	Year 5	\$0	\$0	\$0	\$0	\$0	\$0	\$38,200	\$0	\$1,290	\$28,100	\$67,590
Indirect Revenues												
	Year 1	N/A	N/A	N/A	N/A	N/A	N/A	\$2,100	\$0	\$290	\$6,900	\$9,290
	Year 2	N/A	N/A	N/A	N/A	N/A	N/A	\$2,100	\$0	\$290	\$6,900	\$9,290
	Year 3	N/A	N/A	N/A	N/A	N/A	N/A	\$2,100	\$0	\$290	\$6,900	\$9,290
	Year 4	N/A	N/A	N/A	N/A	N/A	N/A	\$2,100	\$0	\$290	\$6,900	\$9,290
	Year 5	N/A	N/A	N/A	N/A	N/A	N/A	\$2,100	\$0	\$290	\$6,900	\$9,290
Induced Revenues												
	Year 1	N/A	N/A	N/A	N/A	N/A	N/A	\$2,300	\$0	\$360	\$8,100	\$10,760
	Year 2	N/A	N/A	N/A	N/A	N/A	N/A	\$2,300	\$0	\$360	\$8,100	\$10,760
	Year 3	N/A	N/A	N/A	N/A	N/A	N/A	\$2,300	\$0	\$360	\$8,100	\$10,760
	Year 4	N/A	N/A	N/A	N/A	N/A	N/A	\$2,300	\$0	\$360	\$8,100	\$10,760
	Year 5	N/A	N/A	N/A	N/A	N/A	N/A	\$2,300	\$0	\$360	\$8,100	\$10,760
Total Revenues												
	Year 1	\$0	\$0	\$0	\$0	\$0	\$0	\$42,600	\$0	\$1,940	\$43,100	\$87,640
	Year 2	\$0	\$0	\$0	\$0	\$0	\$0	\$42,600	\$0	\$1,940	\$43,100	\$87,640
	Year 3	\$0	\$0	\$0	\$0	\$0	\$0	\$42,600	\$0	\$1,940	\$43,100	\$87,640
	Year 4	\$0	\$0	\$0	\$0	\$0	\$0	\$42,600	\$0	\$1,940	\$43,100	\$87,640
	Year 5	\$0	\$0	\$0	\$0	\$0	\$0	\$42,600	\$0	\$1,940	\$43,100	\$87,640

NOTES

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- 3 All dollar figures are in constant dollars. Inflation has not been included in these figures.
- 4 All of the above figures are representative of the major revenue sources for the selected city. The figures are intended only as a general guideline as to how the selected city could be impacted by the selected company.
- 5 The above figures are based on the current economic structure and tax rates of the selected city.
- 6 The city sales tax rate of 1.0% was temporarily reduced by 0.25% on July 1, 2004 while the state rate increased 0.25% to repay economic recovery bonds.

Source: Elliott D. Pollack & Company; IMPLAN; California State Board of Equalization;
 State of California; 2016 Kosmont-Rose Institute Cost of Doing Business Survey