CITY of CLOVIS

Agenda • City Council Meeting

Council Chamber, 1033 Fifth Street, Clovis, CA 93612 (559) 324-2060
www.clovisca.gov

April 13, 2026 6:00 PM Council Chamber

In compliance with the Americans with Disabilities Act, if you need special assistance to access the City Council Chamber to participate at this meeting, please contact the City Clerk at (559) 324-2060 (TTY – 711). Notification 48 hours prior to the meeting will enable the City to make reasonable arrangements to ensure accessibility to the Council Chamber.

The Clovis City Council meetings are open to the public at the physical address listed above. There are numerous ways to participate in the City Council meetings: you are able to attend in person; you may submit written comments as described below; and you may view the meeting which is webcast and accessed at www.clovisca.gov/agendas.

Written Comments

- Members of the Public are encouraged to submit written comments at: www.clovisca.gov/agendas at least two (2) hours before the meeting (4:00 PM). You will be prompted to provide Council Meeting Date, Item Number, Name, Email, Comment
- Please submit a form for each item you are commenting on.
- A copy of your written comment will be provided to the City Council noting the item number. If you wish to make a verbal comment, please see instructions below.
- Please be aware that any written comments received that do not specify a particular agenda item will be marked for the general public comment portion of the agenda.
- If a written comment is received after 4:00 PM on the day of the meeting, efforts will be made to provide the comment to the City Council during the meeting. However, staff cannot guarantee that written comments received after 4:00 PM will be provided to City Council during the meeting. All written comments received prior to the end of the meeting will be made part of the record of proceedings.

Campaign Contribution Prohibition and Mandatory Disclosure – Pursuant to Government Code section 84308, a Councilmember shall not accept, solicit, or direct a campaign contribution of more than $500 from any party or their agent, or from any participant or their agent, while a proceeding involving a license, permit, contract, or other entitlement for use is pending before the City or for 12 months after a final decision is rendered in that proceeding. Any Councilmember who has received a campaign contribution of more than $500 within the preceding 12 months from a party or their agent, or from a participant or their agent, must disclose that fact on the record of the proceeding and shall not make, participate in making, or in any way attempt to use their official position to influence the decision.

Pursuant to Government Code section 84308, subdivision (e), any party to a covered proceeding before the City Council is required to disclose on the record of the proceeding any campaign contribution, including aggregated contributions, of more than $500 made within the preceding 12 months by the party or their agent to any Councilmember. The disclosure shall be made as required by Government Code Section 84308, subdivision (e)(1) and California Code of Regulations, Title 2, section 18438.8. No party or their agent, and no participant or their agent, shall make a campaign contribution of more than $500 to any Councilmember during the covered proceeding or for 12 months after a final decision is made in that proceeding. The foregoing statements do not constitute legal advice, and parties and participants are urged to consult with their own legal counsel regarding the applicable requirements of the law.

Call to Order

Flag Salute - Councilmember Ashbeck

Roll Call

Presentations/Proclamations

1. Presentation of Proclamation declaring April 2026 as Autism Acceptance Month.
2. Presentation by Police Chief Fleming on the annual Baker to Vegas Race.
3. Presentation by the California Department of Insurance regarding Legislative Action Alert: AB 1795 (Smoke Damage Recovery Act), AB 1680 (Make It FAIR Act), and SB 876 (Disaster Recovery Reform Act) – Strengthening Prevention, Protection, and Recovery for Californians.

Public Comments
This is an opportunity for the members of the public to address the City Council on any matter within the City Council's jurisdiction that is not listed on the Agenda. In order for everyone to be heard, please limit your comments to 3 minutes or less, or 10 minutes per topic. Anyone wishing to be placed on the Agenda for a specific topic should contact the City Manager's office and submit correspondence at least 10 days before the desired date of appearance.

Consent Calendar
Items considered routine in nature are to be placed upon the Consent Calendar. They will all be considered and voted upon in one vote as one item unless a Councilmember requests individual consideration. A Councilmember's vote in favor of the Consent Calendar is considered and recorded as a separate affirmative vote in favor of each action listed. Motions in favor of adoption of the Consent Calendar are deemed to include a motion to waive the reading of any ordinance or resolution on the Consent Calendar. For adoption of ordinances, only those that have received a unanimous vote upon introduction are considered Consent items.

4. Administration - Approval - Minutes from the March 16, 2026 City Council Meeting.
5. Administration — Approval — Award the Request for Proposals and approve the purchase of Cisco Networking Equipment from AMS.NET, LLC, in the amount of $156,504.39.
6. General Services – Approval – Res. 26-___, Authorizing Amendments to the City's Classification and Compensation Plans by Revising the City Surveyor Classification in the Planning and Development Services Department with a Salary Range of $10,947 to $13,308 per month and re-assigning the classification from the Clovis Professional Technical Association (CPTA) to the Management Group.

7. General Services – Approval – Res. 26-___, Amending the City's FY 2025-2026 Position Allocation Plan by adding one (1) Geographic Information Systems Specialist position within the Planning and Development Services Department.
8. General Services – Approval – Res. 26-___, Amending the City's FY 2026-2027 Position Allocation Plan by deleting one (1) Construction Manager position and adding one (1) Supervising Civil Engineer position within the Planning and Development Services Department.
9. Planning and Development Services – Approval – Final Acceptance for CIP 25-06 Antonio & Ashlan Alley Improvements, for a final contract cost of $135,063.66.
10. Planning and Development Services – Approval – Bid Award for CIP 24-26 Clovis Senior Activity Center Tenant Improvements to Fortune-Ratliff General Contractors, Inc., in the amount of $1,340,000.00 and Authorize the City Manager to execute the contract on behalf of the City.
11. Planning and Development Services – Approval – Bid Award for CIP 24-27 Peach Avenue Street Improvements to Dave Christian Construction Co, Inc., in the amount of $958,816.95 and Authorize the City Manager to execute the contract on behalf of the City.

Public Hearings
A public hearing is an open consideration within a regular or special meeting of the City Council, for which special notice has been given and may be required. When a public hearing is continued, noticing of the adjourned item is required as per Government Code 54955.1.

12. Consider Approval – Res. 26-_____, GPA2026-002, A Resolution adopting a Class 32 Categorical Exemption from further environmental review under the CEQA Guidelines and approving a text amendment to the Shaw Avenue Specific Plan permitting storage facility uses with an approved conditional use permit for Area 6. Little Angels Day Care, LLC, property owner; Hawkins Companies, LLC, applicant; and Eric Tange, representative.
    Staff: Marissa Parker, Associate Planner
    Recommendation: Approve

13. Consider approval of various actions related to Ordinance Amendment 2026-001 for the Mixed-Income Zoning Ordinance for residential development projects.

    a. Consider Introduction and Adoption — Ord. 26-___, an Urgency Ordinance of the City Council of the City of Clovis finding that the proposed ordinance amendment is exempt from CEQA pursuant to CEQA Guidelines Section 15061, Subdivision (b)(3); and amending the City's Development Code by adding Chapter 9.27 to the Clovis Municipal Code to establish a Mixed-Income Zoning Ordinance for Residential Development Projects.

    b. Consider Introduction — Ord. 26-____, an Ordinance of the City of Council of the City of Clovis finding that the proposed ordinance amendment is exempt from CEQA pursuant to CEQA Guidelines Section 15061, Subdivision (b)(3); and amending the City's Development Code by adding Chapter 9.27 to the Clovis Municipal Code to establish a Mixed-Income Zoning Ordinance for Residential Development Projects.
    Staff: Claudia Cázares, Housing Program Manager, Chad McCollum, Economic Development, Housing and Communications Director
    Recommendation: Adopt and Approve

Administrative Items
Administrative Items are matters on the regular City Council Agenda other than Public Hearings.

14. Provide Direction - Timing of Off-Site Infrastructure Improvements for Entitlements to Maintain Public Safety.
    Staff: Thad Avery, City Engineer
    Recommendation: Provide Direction

15. Consider Approval — Res. 26-___, A Resolution of the City Council for the City of Clovis Confirming Assessment for Costs for Abatement of Nuisance, 2075 Swift Avenue, Clovis, CA 93611, APN No.: 552-200-47S.
    Staff: Paul Armendariz, Assistant City Manager
    Recommendation: Approve

City Manager Comments

Council Comments

Closed Session
A "closed door" (not public) City Council meeting, allowed by State law, for consideration of pending legal matters and certain matters related to personnel and real estate transactions.

16. Government Code Section 54956.9(d)(1)
    CONFERENCE WITH LEGAL COUNSEL – EXISTING LITIGATION
    Case Name: In Re: National Prescription Opiate Litigation, U.S. District Court, No. Dist. of Ohio, E. Div.; MDL No. 2804

17. Government Code Section 54956.9(d)(1)
    CONFERENCE WITH LEGAL COUNSEL – EXISTING LITIGATION
    Case Name: Matthew Maciel v. City of Clovis, et al.; Case No. 25CECG02450

Reconvene into Open Session and Report from Closed Session

Adjournment

Future Meetings
Regular City Council Meetings are held at 6:00 PM in the Council Chamber. The following are future meeting dates:

Apr. 20, 2026 (Mon.)
May 4, 2026 (Mon.)
May 11, 2026 (Mon.)

CITY of CLOVIS

Proclamation

Declaring April to be Autism Acceptance Month

WHEREAS, *Autism Acceptance Month, observed nationally each April, offers an opportunity to raise understanding, foster inclusion, and celebrate the unique strengths and perspectives of people with autism; and*

WHEREAS, *autism spectrum disorder (ASD) is a complex developmental condition that affects how individuals communicate, learn, and interact with others, with 1 in 31 children in the United States diagnosed according to the Centers for Disease Control and Prevention CDC (2020); and*

WHEREAS, *in Fresno County, the prevalence of autism is 13.5 per 1,000 children, highlighting the importance of local awareness, early diagnosis, and access to support services for individuals on the spectrum and their families; and*

WHEREAS, *We Rock The Spectrum - Clovis will serve as a vital resource for families across Central California, providing high-quality services and advocacy for children and teens with autism and other disabilities; and*

WHEREAS, *We Rock The Spectrum - Clovis in partnership with Inclusive Kids Fresno County will host the Special Kids Fest I at the Clovis Senior Activity Center in April to celebrate the differences all children have; and*

WHEREAS, *individuals with autism contribute in countless unique ways to the cultural, educational, and economic fabric of our city, and it is essential to promote public awareness that fosters acceptance, breaks down stigmas, and ensures access to opportunities for every person on the spectrum.*

NOW, THEREFORE, BE IT RESOLVED, *that the Clovis City Council, on behalf of the citizens of Clovis, does declare April 2026 as*

Autism Acceptance Month

IN WITNESS THEREOF, *We hereunto set our hands and cause the official seal of the City of Clovis to be affixed this 13th day of April 2026.*

Mayor

Mayor Pro Tem

Councilmember

Councilmember

Councilmember

CLOVIS CITY COUNCIL MEETING

March 16, 2026 **6:00 P.M.** **Council Chamber**

Meeting called to order by Mayor Mouanoutoua at **6:00**
Flag Salute led by Councilmember Mayor Pro Tem Pearce

Roll Call: Present: Councilmembers Ashbeck, Basgall, Bessinger, Mayor Pro Tem Pearce
Mayor Mouanoutoua

PUBLIC COMMENTS – 6:01

Brian Wilson, resident, requested the city formally update and adopt its flag policy through Council resolution and public process.

Bill Scott, resident, offered to work with Brian Wilson to create a clear procedure to resolve the flag policy issue.

CONSENT CALENDAR – 6:04

Dez Martinez spoke regarding consent calendar item 3.

Motion by Councilmember Ashbeck, seconded by Councilmember Bessinger, that the items on the Consent Calendar be approved, including the waiver of the reading of the ordinance, with the exception of item 10. Motion carried by unanimous vote.

1. Administration - Approval - Minutes from the March 9, 2026, City Council Meeting.
2. Administration - Adopt - **Ord. 26-01**, An Ordinance of the City Council of the City of Clovis Making Technical Amendments to Article 2 of Chapter 2.2 of Title 2 of the Clovis Municipal Code relating to the Personnel Commission. (Vote: 5-0)
3. Administration – Approval – Authorize City Manager, or designee, to commit additional affordable housing funds in the amount of $1,310,988 to the 135 Osmun Senior Apartments project to support the project's application to the State of California and the California Tax Credit Allocation Committee for Low-Income Housing Tax Credits.
4. General Services - Approval - **Res. 26-28**, Approving a Side Letter Agreement with the Clovis Professional and Technical Association (CPTA) Establishing a Unit Structure.
5. Planning and Development Services – Approval – Pre-Award for CIP 26-01 Rubberized Cape Seal 2026; and Authorize the City Manager to Execute the Contract on behalf of the City.
6. Planning and Development Services – Approval – Final Acceptance for CIP 14-30 Shaw Avenue Widening – Phase 1 from Leonard to McCall Avenues, for a final contract cost of $12,495,196.95.
7. Planning and Development Services – Approval – Waive the normal purchasing process and authorize the City Manager to purchase new cubicle furniture from Core Business Interiors in the amount of $68,777.53.

8. Public Utilities - Approval - **Res. 26-29**, a Resolution Initiating Proceedings for the Annual Levy of Assessments for Landscape Maintenance District No. 1.
9. Public Utilities – Approval – Bid Award for CIP 25-12, Big Dry Creek Canal Trail Improvements at Letterman Park, to Ares Eng, LLC, in the Amount of $185,718; and Authorize the City Manager to Execute the Contract on Behalf of the City.

THE FOLLOWING ITEM WAS PULLED FROM THE CONSENT CALENDAR FOR FURTHER DISCUSSION:

6:09 ITEM 10. Public Utilities Department – Approval – Bid Award for CIP 25-15, Reservoir 4 Tank Liner, to Polytech Industrial, Inc., in the Amount of $817,455; and Authorize the City Manager to Execute the Contract on Behalf of the City.

The following members of the public spoke on the above item: Matt Hoose representing SoCal Pacific Construction Corporation.

Motion for approval by Councilmember Basgall, seconded by Councilmember Bessinger. Motion carried by 2-3, with Councilmember Ashbeck, Councilmember Bessinger, and Mayor Pro Tem Pearce voting no.

Motion to reject all bids and re-advertise the project by Councilmember Ashbeck, seconded by Mayor Pro Tem Pearce. Motion withdrawn by Councilmember Ashbeck.

Motion to continue the item and allow the rejected bid additional time for review and bring it back at the next available meeting or a special meeting if needed by Councilmember Ashbeck, seconded by Councilmember Bessinger. Motion carried by 2-3, with Councilmember Basgall, Mayor Pro Tem Pearce and Mayor Mouanoutoua voting no.

Motion to reject all bids and re-advertise the project by Councilmember Ashbeck, seconded by Mayor Pro Tem Pearce. Motion carried by 3-2, with Councilmember Basgall and Mayor Mouanoutoua voting no.

PUBLIC HEARINGS – 6:35

6:35 ITEM 11 - Consider Approval – **Res. 26-30**, A resolution approving the annual review and update to the Regional Housing Needs Zoning (RHN) Overlay Zone District, including approval of a map of parcels and associated list reflecting those parcels that qualify for development as a RHN Overlay project.

The following members of the public address Council on the above item: Dez Martinez.

Motion for approval by Councilmember Ashbeck, seconded by Councilmember Basgall. Motion carried by unanimous vote.

ADMINISTRATIVE ITEMS – 6:41

6:41 ITEM 12 - Consider Approval - **Res. 26-31**, A resolution accepting and authorizing the submission of the 2025 General Plan Annual Progress Report, including the 2025 Housing

Element Annual Progress Report (APR) to the Governor's Office of Land Use and Climate Innovation and the California Department of Housing and Community Development.

The following members of the public address Council on the above item: Dez Martinez and Steven Trevino.

Motion for approval by Councilmember Ashbeck, seconded by Councilmember Bessinger. Motion carried by unanimous vote.

8:21 ITEM 13 - Provide Direction – 2026/27 Budget Priorities.

The following members of the public address Council on the above item: Eric Rollins and Neil Mallory.

During the budget presentation, Council provided direction to staff to prioritize increasing reserve levels to at least 25% in the near term, with a longer-term goal of about 35% based on best practices, continue emphasizing public safety staffing and support, invest in recreation and youth programs, maintain facility funding, and explore opportunities to support housing and economic development.

COUNCIL ITEMS – 7:10

7:10 ITEM 14 - Consider Approval — **Res. 26-32**, Acknowledging the upcoming expiration of Measure C in 2027, Recognizing the City's Benefit from Measure C Funds since 1986, and Expressing Support for a Citizen-Led Transportation Funding Measure for Fresno County.

The following members of the public address Council on the above item: James Kus, Fresno County Clerk/Registrar of Voter, Eric Rollins, Steven Trevino, Neil Mallory, Crystal Dumas, Dr. Jeni-Ann Kren, and Brian Wilson.

Mayor Mouanoutoua noted for the record that three written comments were received in support of the "Better Roads, Safe Streets" measure from Rachel Youdelman, Lawrence Howard, and Evelyn Howard.

Motion for approval for "Better Roads, Safe Streets" Fresno County Transportation Improvement Act Measure by Councilmember Ashbeck, seconded by Councilmember Bessinger. Motion carried by 4-1-0, with Mayor Pro Tem Pearce voting no.

8:41 ITEM 15- Consider Approval - Change of Council Meeting Schedule.

Upon call, there was no public comment.

Motion for approval by Councilmember Ashbeck, seconded by Councilmember Bessinger. Motion carried by unanimous vote.

CITY MANAGER COMMENTS – 8:42

City Manager Haussler announced the upcoming Planning Commission meeting on March 26, 2026, and invited the community to attend the Easter luncheon on April 5, 2026, noting that volunteers are needed and encouraging participation.

COUNCIL COMMENTS – 8:43

There was no formal Council direction for staff.

ADJOURNMENT

Mayor Mouanoutoua adjourned the meeting of the Council to April 13, 2026.

Meeting adjourned: 8:53 p.m.

_____ _____

Mayor City Clerk

CITY of CLOVIS

Report to the City Council

To: City Council

From: Administration

Date: April 13, 2026

Staff: Patrick Linares, Information Technology Manager

Subject: Administration — Approval — Award the Request for Proposals and approve the purchase of Cisco Networking Equipment from AMS.NET, LLC, in the amount of $156,504.39.

Recommendation: Approve

Attachments: None

Recommendation:
For the City Council to approve the purchase of Cisco Network Equipment and award the Request for Proposal to AMS.NET, LLC for $156,504.39.

Executive Summary:
Included in the 2025-2026 Budget are funds to replace Cisco Network Switches, Access Points and other network devices that run most of the City's networks and telecommunications services. This network equipment has been in operation for several years and has met its life expectancy.

Staff requested proposals and received fourteen (14) responses with AMS.NET, LLC, submitting the lowest-cost, responsible proposal.

Background:
The City's existing network infrastructure consists of routers, switches, and various other components designed to ensure robust resilience and reliable connectivity across all city sites. Each location is supported by access to critical services such as email, internet, telecommunications, interagency connectivity, and management functions. Generally, this network equipment has an anticipated lifespan of six to ten years.

To maintain a stable and reliable network, staff perform yearly assessments to identify devices that meet certain criteria:

- Devices that are no longer supported or have reached their end-of-life
- Devices expected to have limited support within 18-24 months

- Devices that can no longer handle current operational demands

Staff select devices for replacement based on which ones most affect operations, choosing new network equipment that will support city services for over six years and accommodate future expansion.

In February 2026, staff issued a Request for Proposals (RFP) through the City's online bidding system to acquire replacement Cisco network equipment. Fourteen (14) proposals were submitted in total. The pricing, which included tax and shipping, was compared among all submissions.

Vendor Name	Proposal Total
AMS.NET, LLC	$156,504.39
Questivity, Inc.	$161,076.38
Axelliant, LLC	$163,470.82
Saitech, Inc.	$166,829.16
Accel Bi	$170,567.32
Blue Source Group	$171,966.23
Secure Techies, LLC	$171,992.25
New Tech Solutions	$172,207.74
Arif International Corp	$172,838.89
Cyber World Solutions, LLC	$173,147.32
EIDIM Group, Inc.	$180,726.20
KNZ Solutions, Inc.	$186,102.12
Quantum Byte Global	$207,694.94
Wexus Win Works, LLC	$231,624.64

Staff is recommending AMS.NET, LLC, because they submitted the lowest-cost and responsible proposal.

Fiscal Impact:
The total cost for the Cisco Networking Equipment is $156,504.39. Funds have been allocated in the Information Technology (IT) Division budget.

Reason for Recommendation:
The current networking switches and access points have met their normal life expectancy and will no longer be supported by the vendor. Staff went out with an RFP for replacement Cisco equipment and AMS.NET, LLC, submitted the lowest-cost, responsible proposal.

Actions Following Approval:
Staff will order the networking equipment; upon receipt, it will be installed and configured to run the City's networks and telecommunications systems and services.

Conflict of Interest:
None.

CITY of CLOVIS

Report to the City Council

To: City Council

From: General Services Department

Date: April 13, 2026

Staff: Lori Shively, Deputy General Services Director

Subject: General Services – Approval – Res. 26-___, Authorizing Amendments to the City's Classification and Compensation Plans by Revising the City Surveyor Classification in the Planning and Development Services Department with a Salary Range of $10,947 to $13,308 per month and re-assigning the classification from the Clovis Professional Technical Association (CPTA) to the Management Group.

Recommendation: Approve

Attachments: 1. City Surveyor Classification Revision ATT 1 Res 26-

Recommendation:
For City Council to approve a resolution authorizing amendments to the City's Classification and Compensation Plans by revising the City Surveyor classification in the Planning and Development Services Department with an updated salary range of $10,947 to $13,308 per month and re-assigning the classification from the Clovis Professional Technical Association (CPTA) to the Management Group.

Executive Summary:
Planning and Development Services staff have determined that the City Surveyor classification now has a need to include supervision of assigned staff. Amending the City's Classification and Compensation Plans to revise the City Surveyor classification to include supervisory duties with a revised salary range of $10,947 to $13,308 per month, along with reassigning the position from the Clovis Professional Technical Association (CPTA) bargaining unit to the Management Group, is deemed appropriate by staff and the City Manager. The proposed changes align the classification's responsibilities, organizational placement, and compensation with its expanded scope of authority. It is recommended that the City's Classification and Compensation Plans be amended to add the City Surveyor job description to the Management Group. Council approval is required for changes to the City's Classification and Compensation Plans.

Background:
The City Surveyor classification is currently assigned to the Clovis Professional Technical Association

(CPTA) bargaining unit within the Planning and Development Services Department. Over time, the scope and complexity of work performed by this position have evolved in response to organizational needs and continued City growth.The department has identified a need to formally incorporate supervisory responsibilities into the classification. The updated job description will reflect these expanded duties, including the direct supervision of assigned staff, oversight of professional surveying activities, coordination of project workflows, review of technical work products, and participation in personnel-related functions such as performance evaluations, training, and discipline, as appropriate.

Given the addition of ongoing supervisory responsibilities and the higher level of accountability associated with these duties, staff is recommending that the classification be reassigned to the Management Group. The proposed amendments to the Classification and Compensation Plans will align the position's organizational placement and compensation structure with its revised scope of responsibility.

The re-assignment of City Surveyor classification to the Management Group has been reviewed and approved by the Clovis Professional and Technical Association (CPTA) bargaining unit.

Fiscal Impact:
The fiscal impact of salary and benefits for the remainder of FY 2025-2026 is approximately an additional $6,000. There are adequate funds in the Planning and Development Services Department budget to cover the costs of this position for this fiscal year.

Reason for Recommendation:
The reassignment of the City Surveyor job description from the Clovis Professional Technical Association (CPTA) to the Management group reflects the expanded duties of the City Surveyor job classification in the Planning and Development Services Department. The revised classification and additional compensation require Council approval.

Actions Following Approval:
The City's Classification Plan will be updated to include the revised classification, and the incumbent would be reclassified to the Management Group.

Conflict of Interest:
None.

RESOLUTION 26-

RESOLUTION OF THE CITY COUNCIL OF THE CITY OF CLOVIS APPROVING AMENDMENTS TO THE CITY'S CLASSIFICATION AND COMPENSATION PLANS FOR THE CITY SURVEYOR CLASSIFICATION IN THE PLANNING AND DEVELOPMENT DEPARTMENT

WHEREAS, it has been determined that it is necessary to update the City Surveyor classification to support the needs of the Planning and Development Department; and

WHEREAS, amendments to the classifications' supervisory verbiage are necessary in order to accurately depict the current job requirements; and

WHEREAS, it has been determined that the appropriate salary range for the City Surveyor classification is $10,947 to $13,308 per month; and

WHEREAS, it has been determined that it is appropriate to re-assign the City Surveyor classification from the Clovis Professional Technical Association to the Management Group.

NOW, THEREFORE, BE IT RESOLVED that the City of Clovis will modify the City's Classification and Compensation Plans to re-assign the City Surveyor classification (Attachment A) with a monthly salary range of $10,947 to $13,308 per month, from the Clovis Professional Technical Association to the Management Group.

* * * * * *

The foregoing Resolution was introduced and adopted at a regular meeting of the City Council of the City of Clovis held on April 13, 2026, by the following vote to wit:

AYES:
NOES:
ABSENT:
ABSTAIN:

DATED: April 13, 2026

_____ _____

Mayor City Clerk

Attachment 1

City of Clovis
CITY SURVEYOR
$10,947 to $13,308 Monthly Salary

DEFINITION

Under ~~supervision~~ general direction, perform difficult and complex land surveying, drafting and mapping services; ~~provide administrative and technical leadership to survey staff~~; assign and supervise the work of survey staff; and perform related work as required.

CLASS CHARACTERISTICS:

~~The City Surveyor class~~ Reporting to the City Engineer, incumbent performs advanced professional journey-level land surveying and engineering work; provides project planning, and coordination and supervision ~~for~~ of survey staff and paraprofessionals; and provides technical staff training. Incumbent~~s~~ performs work which has some variation and allows or requires a moderate range of choice in the application of defined methods or procedures. Incumbent~~s~~ receives minimal instructions when tasks are assigned and have some latitude in selecting work methods. ~~Work is generally reviewed upon completion and incumbents are expected to refer to their supervisor for instruction on matters that do not fit a clear pattern.~~

EXAMPLES OF DUTIES:

Prepare maps, legal descriptions, field surveys, construction surveying, engineering plans and specifications for a variety of projects; review project plans and inspect construction sites to determine the scope and complexity of required survey work; coordinate and supervise the work of survey crews to ensure schedules are met; review parcel maps, tentative and final maps, lot line adjustment/lot mergers, certificates of correction, acquisitions, dedication of easements, rights-of-way and parcels; resolve difficult survey issues; certify final subdivision maps and related documents; sign and seal all documents in accordance with state law; statistically analyze data, prepare exhibits and write reports; compose agreements and staff reports; communicate with the public at the counter and over the telephone; consult with contractors, developers, engineering consultants and the public on public works standards, fees, civil engineering design problems and other related items; review, investigate and make recommendations regarding complaints from citizens; calculate project cost estimates, curb, gutter and street grades and traverses; copy, file and update maps and plans; check plans; check bids and billings for accuracy; participate fully in the work of the engineering staff; train and assign the work of subordinate staff on engineering projects; instruct assigned staff in work methods; check and correct work in progress and upon completion; check, establish and maintain a system of horizontal and vertical control monumentation; operate City vehicles; operate a personal computer; and perform related work as required.

Attachment A

TYPICAL QUALIFICATIONS:
LICENSE REQUIRED

- Possession of a valid California Driver's License and a good driving record;
- Possession of a valid Land Surveyor license issued by the State of California Department of Consumer Affairs Board for Professional Engineers, Land Surveyors, and Geologists.

EDUCATION AND EXPERIENCE

Education:

- Graduation from an accredited college or university with a Bachelor's Degree in Geodetic Engineering, Civil Engineering or a closely related field.

Experience:

- ~~A minimum of f~~Five (5) years of progressive responsible work experience in land surveying such as roads, construction surveying, rights-of-way and preparing legal descriptions; a minimum of 2 (two) years in a supervisory capacity.

QUALIFICATIONS

Knowledge of:

- Professional Surveyor Act and the Subdivision Map Act;
- Principles and practices of land surveying including boundary establishment and property description;
- Principles and practices of land surveying as applied to the design and construction of public works facilities, technical inspection services, design review and other areas;
- Principles of subdivision design and standards;
- Pertinent laws and regulatory codes dealing with development, construction, surveying and real estate;
- Applicable principles and practices of engineering as related to survey work;
- ~~Prepare and review preliminary studies, final maps and plans, detailed calculations, cost estimates and specifications;~~
- Operation and use of mapping equipment relating to land and photogrammetric surveying;
- Construction plans, specifications, parcel maps, subdivision maps and construction drawings;
- General operation of automated equipment and standard application software related to surveying functions;
- Principles of algebra, geometry and trigonometry as applied to technical engineering and surveying calculations;
- Engineer maps and records;
- Proper inspection methods and procedures;
- Record keeping and survey data collection methods;
- Techniques and general principles of training and lead supervision;
- Appropriate safety precautions and procedures.

Ability to:

- Organize, implement and direct survey related operations and activities;
- Perform a wide scope of professional surveying work in the preparation of maps, plans, designs and specification for public works and City facility development, construction and maintenance;
- Prepare and review preliminary studies, final maps and plans, detailed calculations, cost estimates and specifications;
- Understand and interpret legal descriptions, record survey maps and engineering plans, diagram and notes;
- Gather, organize, analyze and present a variety of technical engineering, land surveying and statistical data;
- Perform construction project administration, ensuring compliance with plans, specifications and contracts;
- Use and care of surveying instruments and equipment;
- Prepare and maintain accurate survey records;
- Establish and maintain effective relationships with those contacted in the course of work;
- Prepare accurate and concise reports;
- Utilize Computer Assisted Drafting (CAD) software;
- Communicate clearly orally and in writing;
- Read, understand and apply moderately difficult materials;
- Understand and carry out oral and written instructions;
- Operate a vehicle observing legal and defensive driving practices;
- Operate a personal computer accurately and efficiently~~.~~;
- Plan, schedule, and make work assignments for subordinates;
- Supervise the work of others.

SUPPLEMENTAL INFORMATION:
PHYSICAL DEMANDS AND WORKING CONDITIONS

- Strength: Ability to perform moderately heavy work with frequent lifting, carrying and/or pushing of objects weighing twenty-five (25) pounds and occasionally objects weighing up to fifty (50) pounds;
- Environment: Perform job functions in an office or outdoor site and may be required to work in all weather conditions;
- Other: ~~May be~~ Is required to attend occasional evening meetings;
- Incumbent is required to travel within and out of the City to attend meetings.

CITY of CLOVIS

Report to the City Council

To: City Council

From: General Services Department

Date: April 13, 2026

Staff: Lori Shively, Deputy General Services Director

Subject: General Services – Approval – Res. 26-___, Amending the City's FY 2025-2026 Position Allocation Plan by adding one (1) Geographic Information Systems Specialist position within the Planning and Development Services Department.

Recommendation: Approve

Attachments: 1. PDS Position Allocation Amendment ATT 1 Res 26-

Recommendation:
For Council to approve a Resolution amending the City's FY 2025-2026 Position Allocation Plan adding one (1) Geographic Information Systems Specialist position within the Planning and Development Services Department.

Executive Summary:
Currently, the Planning and Development Services Department is authorized for one (1) Geographic Information Systems Technician position and fifty-five percent (0.55) of a Geographic Information Systems Analyst position. It is recommended that the City's Position Allocation Plan be amended to include one (1) Geographic Information Systems Specialist position. This position was not included during the regular budget process.

Background:
The Planning and Development Services Department has conducted a comprehensive evaluation of its current workload and operational needs and has determined that the addition of one (1) Geographic Information Systems Specialist position would significantly enhance the Department's ability to effectively support both existing and anticipated demands. This position will provide critical technical expertise and improve overall efficiency in delivering Geographic Information Systems services across multiple functional areas. Furthermore, this assessment considered the Department's long-term operational requirements and the increasing reliance on Geographic Information Systems to support planning, engineering, and development activities. In light of the sustained growth in demand for these services, the Geographic Information Systems Specialist classification is deemed the most appropriate to ensure continued responsiveness, accuracy, and efficiency in service

delivery.

Fiscal Impact:
The fiscal impact of salary and benefits for the remainder for FY 2025-2026 would be approximately $8,800. There are adequate funds in the Planning and Development Services Department budget to cover the costs of the position.

Reason for Recommendation:
By adding one (1) Geographic Information Systems Specialist position this will provide the support needed within the Department. The change must be reflected in the authorized FY 2025-2026 Planning and Development Services Department position allocation. Modification of the Position Allocation Plan requires Council Approval.

Actions Following Approval:
The position allocation for the Planning and Development Services Department will be modified as noted in Attachment A of Attachment 1. The position vacancy will be filled through a recruitment.

Conflict of Interest:
None.

RESOLUTION 26-

RESOLUTION OF THE CITY COUNCIL OF THE CITY OF CLOVIS APPROVING AMENDMENTS TO THE CITY'S FY 2025-2026 POSITION ALLOCATION PLAN

WHEREAS, the FY 2025-2026 Position Allocation Plan in the Planning and Development Services Department was approved as part of the FY 2025-2026 City Budget adoption process; and

WHEREAS, a review of the staffing needs for the Planning and Development Services Department indicates that adding one (1) Geographic Information Systems Specialist Position is needed in order to provide the necessary support for the Planning and Development Services Department; and

WHEREAS, amending the City's adopted FY 2025-2026 Position Allocation Plan requires City Council authorization.

NOW THEREFORE, BE IT RESOLVED, that the City of Clovis shall amend the City's FY 2025-2026 Position Allocation Plan as noted in Attachment A.

* * * * * *

The foregoing Resolution was introduced and adopted at a regular meeting of the City Council of the City of Clovis held on April 13, 2026, by the following vote to wit:

AYES:
NOES:
ABSENT:
ABSTAIN:

DATED: April 13, 2026

_____ _____

Mayor City Clerk

Attachment 1

POSITION ALLOCATION ADJUSTMENT BY DEPARTMENT FY 2025-2026

DEPARTMENT		NUMBER OF POSITIONS
Planning and Development Services Department		
Add:	Geographic Information Systems Specialist	1.0

Attachment A

CITY of CLOVIS

Report to the City Council

To: City Council

From: General Services Department

Date: April 13, 2026

Staff: Lori Shively, Deputy General Services Director

Subject: General Services – Approval – Res. 26-___, Amending the City's FY 2026-2027 Position Allocation Plan by deleting one (1) Construction Manager position and adding one (1) Supervising Civil Engineer position within the Planning and Development Services Department.

Recommendation: Approve

Attachments: 1. Position Allocation Amendment ATT 1 Res. 26-____

Recommendation:
For Council to approve a Resolution amending the City's FY 2026-2027 Position Allocation Plan by deleting one (1) Construction Manager position and adding one (1) Supervising Civil Engineer position within the Planning and Development Services Department.

Executive Summary:
Currently, the Engineering Division within the Planning and Development Services Department is authorized one (1) Construction Manager position. It is recommended that the City's Position Allocation Plan be amended to convert this position to one (1) Supervising Civil Engineer position.

Background:
The Planning and Development Services Department has evaluated its work assignments and operational needs. Based on this assessment, the Department has determined that deleting one (1) Construction Manager position and adding one (1) Supervising Civil Engineer position will more efficiently support the current needs of the Engineering Division. With the resignation of the current Construction Manager and an existing shortage of staff within the Construction Management team, the Department believes it is prudent to fill the management role as soon as possible to ensure stability. After evaluating all available options, the Department has concluded that modifying the Construction Manager position to a Supervising Civil Engineer position provides the greatest opportunity for success.

This modification aligns Construction Management with the Capital Improvement Projects, Development Review Unit, and Traffic sections, each of which is overseen by a professional Civil

Engineer. This approach creates a more consistent management structure across the Engineering Division. The proposed position allocation change requires an amendment to the City's Position Allocation Plan, which is subject to Council approval.

Fiscal Impact:
The fiscal impact of salary and benefits for this conversion would be an increase of approximately $2,200. There are adequate funds in the Planning and Development Services Department budget to cover the costs of the position.

Reason for Recommendation:
By deleting one (1) Construction Manager position and adding one (1) Supervising Civil Engineer position this will provide more efficient administrative and technical support. The change must be reflected in the authorized FY 2026-2027 Planning and Development Services Department position allocation. Modification of the Position Allocation Plan requires Council Approval.

Actions Following Approval:
The position allocation for the Planning and Development Services Department will be modified as noted in Attachment A of Attachment 1. The position vacancy will be filled through a current eligibility list.

Conflict of Interest:
None.

RESOLUTION 26-___

RESOLUTION OF THE CITY COUNCIL OF THE CITY OF CLOVIS APPROVING AMENDMENTS TO THE CITY'S FY 2026-2027 POSITION ALLOCATION PLAN

WHEREAS, the FY 2026-2027 Position Allocation Plan in the Planning and Development Services Department was approved as part of the FY 2026-2027 City budget adoption process; and

WHEREAS, a review of the staffing needs of the City indicates that deleting one (1) Construction Manager position and adding one (1) Supervising Civil Engineer position is necessary in order to provide more efficient support within the Planning and Development Services Department; and

WHEREAS, amending the City's adopted FY 2026-2027 Position Allocation Plan requires City Council authorization.

NOW, THEREFORE, BE IT RESOLVED, that the City of Clovis amends the City's FY 2026-2027 Position Allocation Plan as noted in Attachment A.

* * * * *

The foregoing Resolution was introduced and adopted at a regular meeting of the City Council of the City of Clovis held on April 13, 2026, by the following vote to wit:

AYES:
NOES:
ABSENT:
ABSTAIN:

DATED: April 13, 2026

_____ _____
Mayor City Clerk

ATTACHMENT 1

POSITION ALLOCATION ADJUSTMENT BY DEPARTMENT FY 2026-2027

DEPARTMENT	NUMBER OF POSITIONS
Planning and Development Services Department	
Add: Supervising Civil Engineer	1.0
Delete: Construction Manager	1.0

ATTACHMENT A

CITY of CLOVIS

Report to the City Council

To: City Council

From: Planning and Development Services Department

Date: April 13, 2026

Staff: Thad Avery, City Engineer

Subject: Planning and Development Services – Approval – Final Acceptance for CIP 25-06 Antonio & Ashlan Alley Improvements, for a final contract cost of $135,063.66.

Recommendation: Approve

Attachments: 1. CIP 25-06 Final Acceptance ATT 1 Vicinity Map

Recommendation:
For the City Council to accept the work performed as complete and authorize the recording of the notice of completion for this project.

Executive Summary:
This project involved ±0.20 miles of alley improvements. Improvements included clearing & grubbing, grinding existing asphalt concrete (AC) pavement and replacing with new 2" AC section, installation of concrete drive approaches, AC speed humps & traffic striping and signage.

Background:
Bids were received on December 16, 2025, and the project was awarded by the City Council to the lowest responsible bidder, Asphalt Design by Juan Gomez, on January 5, 2026. The project was completed in accordance with the construction documents and the contractor has submitted a request for acceptance of the project.

Fiscal Impact:

Award	$126,100.00
Cost increases/decreases resulting from differences between estimated quantities used for award and actual quantities installed.	$7,149.66
Contract Change Orders	$1,814.00
Liquidated Damages Assessed	$0.00
Final Contract Cost	**$135,063.66**

This project was approved in the Community Investment Program 2025-2026 fiscal year budget and is funded by Community Development Block Grant (CBDG) program.

Reason for Recommendation:
The Public Utilities Department, the City Engineer, the Engineering Inspector and the Project Engineer agree that the work performed by the contractor is in accordance with the project plans and specifications and has been deemed acceptable. The contractor, Asphalt Design by Juan Gomez, has requested final acceptance from the City Council.

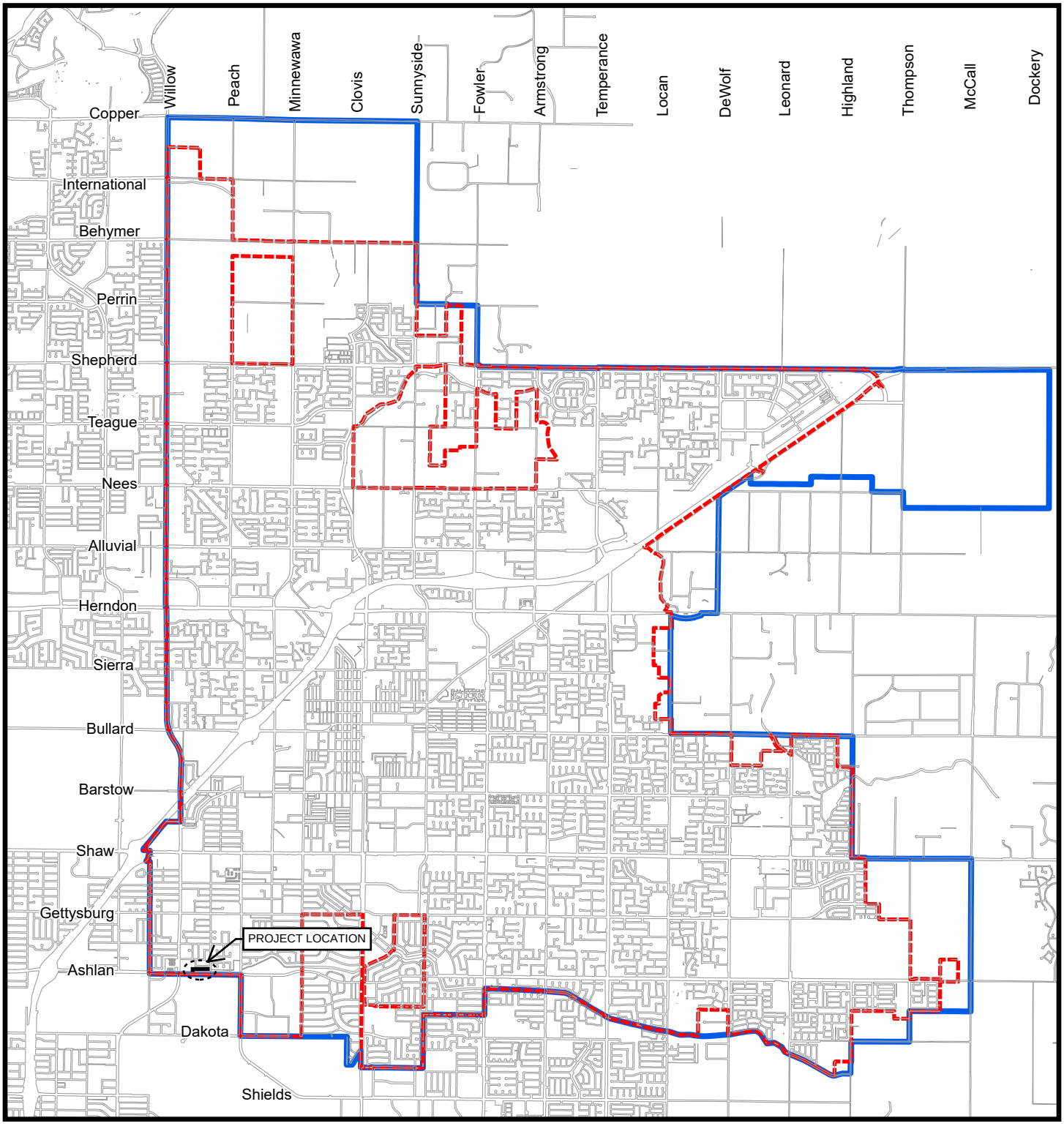
Actions Following Approval:
1. The Notice of Completion will be recorded; and

2. All remaining retention funds will be released no later than 35 calendar days following recordation of the notice of completion, provided no liens have been filed. Retention funds may be released within 60 days after the date of completion, provided no liens have been filed, with “completion” defined as the earlier of either (a) beneficial use and occupancy and cessation of labor, or (b) acceptance by the City Council per Public Contract Code Section 7107(c)(2).

Conflict of Interest:
None.

VICINITY MAP

CIP 25-06 Antonio & Ashlan Alley Improvements



Attachment 1

City Limits

Sphere of Influence

0 0.5 1 2

Miles

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Print Date: February 27, 2024

Nathaniel Stava

CITY of CLOVIS

Report to the City Council

To: City Council

From: Planning and Development Services Department

Date: April 13, 2026

Staff: Thad Avery, City Engineer

Subject: Planning and Development Services – Approval – Bid Award for CIP 24-26 Clovis Senior Activity Center Tenant Improvements to Fortune-Ratliff General Contractors, Inc., in the amount of $1,340,000.00 and Authorize the City Manager to execute the contract on behalf of the City.

Recommendation: Approve

Attachments: 1. CIP 24-26 Bid Award ATT 1 Vicinity Map

Recommendation:
1. For the City Council to award a contract for CIP 24-26 Clovis Senior Activity Center Tenant Improvements to Fortune-Ratliff General Contractors, Inc., in the amount of $1,340,000.00; and

2. For the City Council to authorize the City Manager to execute the contract on behalf of the City.

Executive Summary:
Staff is recommending that City Council award the contract to Fortune-Ratliff General Contractors, Inc., who was the lowest responsible bidder from the bid opening that took place on March 17, 2026, and authorize the City Manager to execute the project contract on behalf of the City.

The project involves furnishing all labor, materials, services and equipment, and performing all work necessary as specified for, but not limited to, tenant improvements on the Northwest Area of the Clovis Senior Activity Center building, which was originally not finished for use.

Background:
The following is a summary of the bids received on March 17, 2026:

BIDDERS	BASE BID
Fortune-Ratliff General Contractors, Inc.	$1,340,000.00
Ardent General, Inc.	$1,388,000.00
BMY Construction Group, Inc.	$1,419,000.00

Rakkar Development & Construction	$1,480,000.00
AMG & Associates, Inc.	$1,564,000.00
Go JRM Construction, Inc.	$1,646,532.00
Katch General	$1,680,213.00
Pure Diamond Construction	$1,795,000.00
ENGINEER'S ESTIMATE	**$1,848,000.00**

All bids were examined, and the bidder's submittals were found to be in order. Fortune-Ratliff General Contractors, Inc. is the lowest responsible bidder. Staff has validated the lowest bidder contractor's license status and bid bond.

Fiscal Impact:
This project was budgeted in the 2025-2026 Community Investment Program. The project is supported by General Government Services Funds through the City Community Investment Program.

Reason for Recommendation:
Fortune-Ratliff General Contractors, Inc., is the lowest responsible bidder. There are sufficient funds available for the anticipated cost of this project.

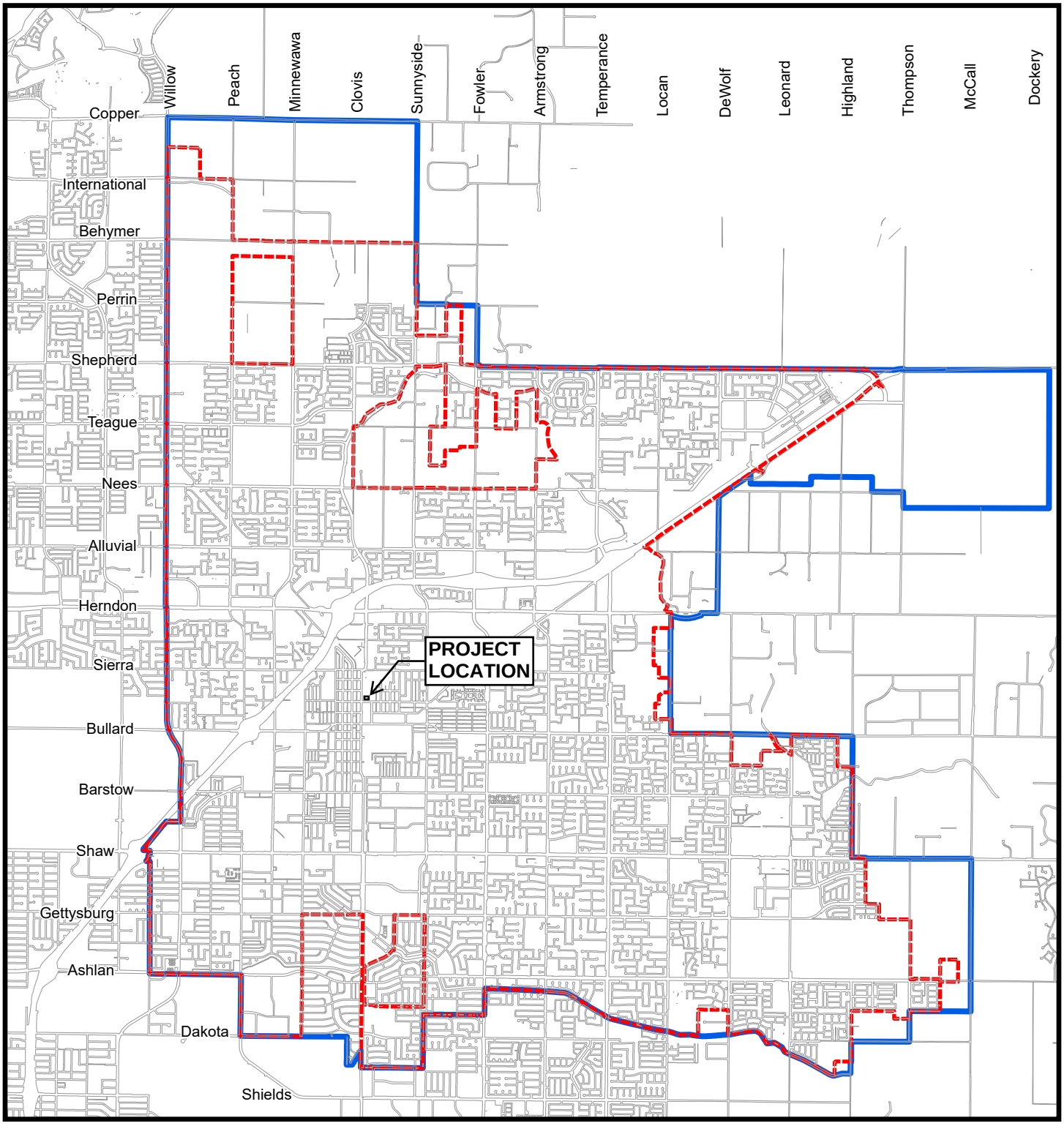
Actions Following Approval:
1. The contract will be prepared and executed, subject to the Contractor providing performance security that is satisfactory to the City.

2. Construction will begin approximately two (2) weeks after the contract execution and be completed in Two Hundred Forty (240) working days thereafter.

Conflict of Interest:
None.

VICINITY MAP

CIP 24-26 Clovis Senior Activity Center Tenant Improvements



Attachment 1

City Limits

Sphere of Influence

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Print Date: March 19, 2026

Benjamin Little

CITY of CLOVIS

Report to the City Council

To: City Council

From: Planning and Development Services Department

Date: April 13, 2026

Staff: Thad Avery, City Engineer

Subject: Planning and Development Services – Approval – Bid Award for CIP 24-27 Peach Avenue Street Improvements to Dave Christian Construction Co, Inc., in the amount of $958,816.95 and Authorize the City Manager to execute the contract on behalf of the City.

Recommendation: Approve

Attachments: 1. CIP 24-27 Bid Award ATT 1 Vicinity Map

Recommendation:

1. For the City Council to award a contract for CIP 24-27 Peach Avenue Street Improvements to Dave Christian Construction Co., Inc. in the amount of $958,816.95; and

2. For the City Council to authorize the City Manager to execute the contract on behalf of the City.

Executive Summary:

Staff is recommending that City Council award the contract to Dave Christian Construction Co., Inc. who was the lowest responsible bidder from a bid opening that took place on March 31, 2026, and authorize the City Manager to execute the project contract on behalf of the City.

The project involves ±0.50-mile of street rehabilitation on Peach Avenue from Ashlan Avenue to Gettysburg Avenue. Project improvements include removing and replacing existing asphalt concrete pavement; reconstructing concrete curb ramps, concrete curb and gutter, and concrete sidewalk; adjustment of existing utility manholes and utility valve boxes to finish grades; replacement of traffic striping, markings and signage, and traffic loop detectors.

Background:

The following is a summary of the bids received on March 31, 2026:

Bidders	Base Bid
Dave Christian Construction Co, Inc.	$ 958,816.95
Juarez Brothers General Engineering, Inc.	$ 977,689.17

Terra West Construction, Inc.	$	985,433.64
Cal Valley Construction, Inc.	$	1,069,600.00
Walsh Montgomery Construction, Inc.	$	1,095,768.35
Avison Construction, Inc.	$	1,103,312.00
Asphalt Design by Juan Gomez	$	1,130,000.00
Engineer's Estimate	**$**	**1,041,774.00**

All bids were examined, and the bidder's submittals were found to be in order, except for a few arithmetic and clerical errors that did not affect the order of the bid results. Dave Christian Construction Co, Inc., is the lowest responsible bidder. Staff has validated the lowest bidder contractor's license status and bid bond.

Fiscal Impact:
This project was approved in the Community Investment Program 2025-2026 fiscal year budget and is funded by SB1 funding through the City Community Investment Program.

Reason for Recommendation:
Dave Christian Construction Co, Inc., is the lowest responsible bidder. There are sufficient funds available for the anticipated cost of this project.

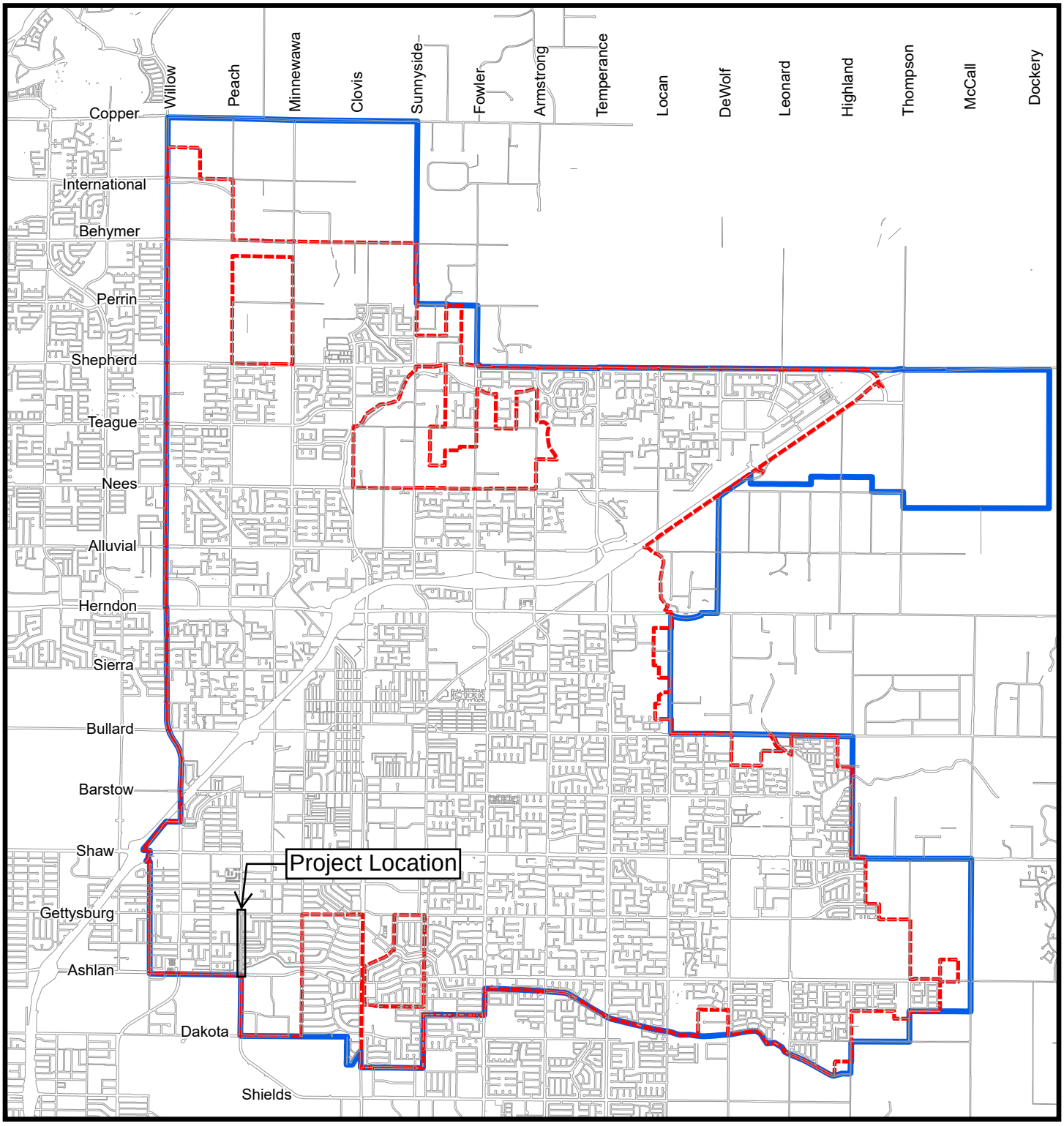
Actions Following Approval:
1. The contract will be prepared and executed, subject to the Contractor providing performance security that is satisfactory to the City.

2. Construction will begin approximately two (2) weeks after the contract execution and be completed in twenty-five (25) working days thereafter.

Conflict of Interest:
None.

VICINITY MAP

CIP 24-27 Peach Avenue Street Improvements



Attachment 1

City Limits

Sphere of Influence

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Print Date: April 01, 2026

Gerry Villalobos

CITY of CLOVIS

Report to the City Council

To: City Council

From: Planning and Development Services Department

Date: April 13, 2026

Staff: Marissa Parker, Associate Planner

Subject: Consider Approval – Res. 26-_____, GPA2026-002, A Resolution adopting a Class 32 Categorical Exemption from further environmental review under the CEQA Guidelines and approving a text amendment to the Shaw Avenue Specific Plan permitting storage facility uses with an approved conditional use permit for Area 6. Little Angels Day Care, LLC, property owner; Hawkins Companies, LLC, applicant; and Eric Tange, representative.

Recommendation: Approve

Attachments:

1. GPA2026-002 (Self Storage) ATT 1 Res. 26-____ GPA
2. GPA2026-002 (Self Storage) ATT 2 Site Plan, Floor Plan, Elevations
3. GPA2026-002 (Self Storage) ATT 3 Justification Letter
4. GPA2026-002 (Self Storage) ATT 4 Correspondence
5. GPA2026-002 (Self Storage) ATT 5 Opposition Letter - April 3, 2026

Recommendation:
Staff and the Planning Commission recommend that the City Council approve GPA2026-002 and adopt a finding that the Project is exempt from further environmental review pursuant to CEQA Guidelines section 15332.

Executive Summary:
Hawkins Companies, LLC ("Applicant"), is requesting approval of General Plan Amendment (GPA) 2026-002, approving a text amendment to the Shaw Avenue Specific Plan (Specific Plan) to allow storage facilities with an approved conditional use permit (CUP) in Area 6 as shown in **Figure 1** below, located north of Shaw Avenue, west of Laverne Avenue.

On March 26, 2026, the Planning Commission approved PC Resolution 26-07, recommending the Council adopt the proposed CEQA exemption and approve GPA2026-002. The Planning Commission also approved CUP2026-001, allowing a storage facility on the Project site as shown below in Figure 1. However, the CUP approval is contingent upon Council's approval of GPA2026-002. Approval of this request would allow the Applicant to proceed with a site plan review (SPR). Although the SPR process is reviewed administratively at the staff level, a conceptual site plan and

building elevations are provided in **Attachment 2** for informational purposes.

Figure 1 – Project Location



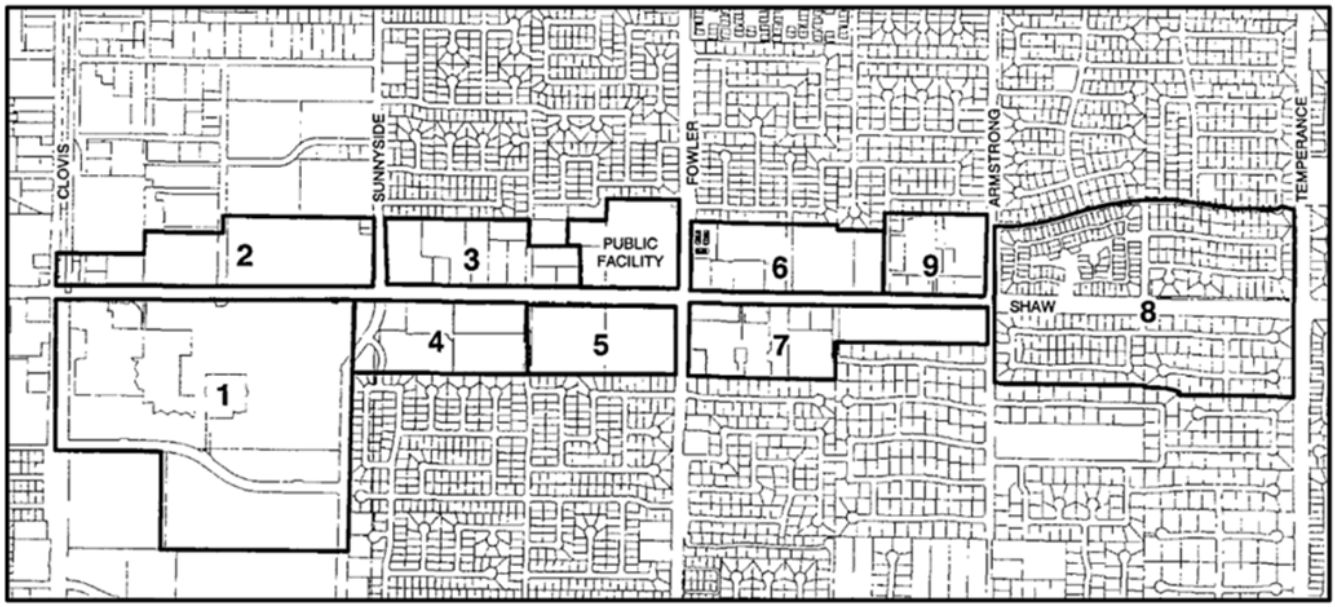
Background:

- General Plan Designation: O (Office)
- Specific Plan Designation: Shaw Avenue Specific Plan
- Existing Zoning: C-P (Administrative and Professional Office)
- Parcel Size: 4.45-acres
- Project Size: ±2.45 acres
- Current Land Use: Vacant
- Adjacent Land Uses:
  - North: Single-Family Residential
  - South: Commercial Center
  - East: Basin
  - West: Commercial / Office

The Specific Plan was adopted in 1978, with subsequent updates adopted in 1994, 1999, and 2020. The intent of the plan is to provide a well-designed boulevard and to prevent Shaw Avenue from

being developed as a continuation of the lineal commercial pattern which had become prevalent west of Clovis Avenue. To ensure that a pattern of lineal commercial development was prevented, commercial uses in this area were generally limited to development at a specific commercial center, along with the prohibition of other typical commercial uses such as drive-throughs and retail. Each of the nine (9) planning areas has specific land uses with the goal of achieving a superior experience along the Shaw Avenue corridor. The boundary of the Specific Plan is shown below in **Figure 2**.

Figure 2 – Specific Plan Boundary



The Project is located within Area 6, which consists of approximately 22 acres of land located at the northeast corner of Shaw and Fowler Avenues. Currently, the primary use allowed in Area 6 is office and the secondary use is 25% residential. With the addition of storage facility uses, the requirement of a CUP would allow the Planning Commission the opportunity to determine if the proposed use is appropriate for a particular site and to condition such uses as appropriate, to ensure compatibility with the surrounding area including safe circulation, and adequate separation from neighboring residential uses. In this instance, the Planning Commission has already considered and approved CUP2026-001, contingent upon Council's approval of GPA2026-002. If the Specific Plan amendment is approved, the Project would be subject to the storage facility standards per Clovis Municipal Code (CMC) section 9.40.121, for mini-storage facilities and project specific conditions of approval.

As the market demands change, it is appropriate to consider allowing land uses that reflect the current demand. For example, in 2018, the City Council approved GPA2018-14, which modified a portion of land within Area 6, located at the corner of Fowler and Shaw Avenues, to a commercial designation to allow development of a car wash facility. Additionally, in 2020, the City Council approved GPA2020-004, a text amendment to the Specific Plan, which allows drive-through uses with an approved CUP within its boundary. Therefore, this request to modify the allowed uses within Area 6 of the Specific Plan is consistent with previous actions taken by Council.

PROPOSAL AND ANALYSIS

The Applicant is requesting approval of GPA2026-002 to amend the language in the Shaw Avenue Specific Plan to allow storage facilities in Area 6 with an approved CUP. Approval of GPA2026-002 will facilitate the operation of a ±113,576 square foot storage facility with associated site

improvements on ±2.45 acres located north of Shaw Avenue between Fowler and Laverne Avenues.

General Plan Amendment 2026-002

In addition to being within the Specific Plan, the subject property is zoned C-P (Administrative and Professional Office). Per section 9.12.020 of the CMC, storage facilities are allowed with an approved CUP in the C-P Zone District. Although the property is zoned C-P, the Specific Plan limits the permitted uses within Area 6 to office, residential, banks and restaurants. Storage facilities are not considered office type uses and therefore do not meet the intent of the Specific Plan for Area 6. Accordingly, the Applicant is requesting this GPA to modify the Specific Plan to allow for storage facilities on this site. The text amendment proposed will be specific to this site.

Since the adoption of the Specific Plan, the subject property has remained undeveloped. This is likely caused by the development limitations imposed by the Specific Plan and a lack of market demand for office uses. The proposed storage facility has been evaluated to ensure it will fit on the site and complement the surrounding uses. Storage facilities are allowed with approval of a CUP in all zone districts throughout the City. Approving this request would therefore not introduce a new or unusual use. Storage facilities are also commonly located near residential areas because they typically generate low traffic and limited daily activity. Additionally, the storage use is compatible with the existing commercial developments within its vicinity and will serve as an appropriate transitional use between the nearby commercial and residential uses. To the west, a variety of office uses; Bank of the Sierra and a Ride & Shine Car Wash may be found. The Mountain View Commercial Center is located just south of Shaw Avenue, with major stores such as Walmart Neighborhood Market, Chase Bank, and American Tire Depot. Therefore, the storage facility use would not be out of character and would fit within the surrounding environment.

Findings for General Plan Amendments

The process for amending a Specific Plan is consistent with the process for a GPA. (CMC § 9.86.010, subd. (A).) The findings necessary to approve a GPA application pursuant to CMC section 9.86.060, and staff's response to each of those findings are listed below.

1. The proposed amendment is internally consistent with the goals, policies, and actions of the General Plan.

   This amendment to the Specific Plan does not modify the City's General Plan and therefore does not impact the General Plan. Although the request will modify the allowed uses within Area 6 of the Specific Plan to allow storage facilities, as described in the section above, the existing land use remains consistent with the General Plan and Zoning Code. The proposed text amendment is consistent with several goals and policies of the General Plan, including the development of a mix of different land uses to support a fiscally balanced City. Additionally, the Project was reviewed to ensure consistency with 2014 Clovis General Plan Goals and Policies. Further analysis is provided below; however, it has been determined that the amendment is internally consistent with the General Plan.

2. The proposed amendment would not be detrimental to the public interest, health, safety, convenience, or general welfare of the City.

   The proposed text amendment was determined not to be detrimental to the public interest, health, safety, and convenience, or general welfare of the City. As mentioned above, storage facilities are allowed throughout the City, in all zone districts, with an approved CUP. The use

would typically require a CUP and SPR if it were not located in the Specific Plan area. This Project is not out of the ordinary as it relates to the use and specific requirements and no concerns were expressed by the Department of Public Health, Police, or Fire. Additionally, the Planning Commission has approved CUP2026-001 for the storage facility on the site.

3. If applicable, the parcel is physically suitable (including absence of physical constraints, access, compatibility with adjoining land uses, and provision of utilities) for the requested/anticipated project.

   The Project has been reviewed twice, once preliminarily through the Development Review Committee, and again through the formal routing and review of the Project, which confirmed that there are adequate provisions in place to serve the property that would not be detrimental to public health or safety. ***Attachment 2*** *presents a conceptual depiction of the proposed development, which has been considered and approved with the Planning Commission through CUP2026-001. Further evaluation will occur through the SPR process to ensure compliance with all development standards. While minor adjustments to the site plan and elevations may be necessary during this review, they are not anticipated to impede the developability of the site itself.*

4. There is a compelling reason for the amendment.

   This amendment to the Specific Plan does not modify the City's General Plan and therefore does not impact the General Plan. Since the adoption of the Shaw Avenue Specific Plan, the subject property as well as other parcels within this area remain undeveloped. As mentioned above, as the market demands change, it is appropriate to consider amending the land uses to evolve with such demands. The proposed Project is consistent with existing surrounding commercial properties and the C-P Zone District. The Project fits in character with the existing commercial developments within its vicinity.

CUP2026-001

In addition to GPA2026-002, the Applicant concurrently applied for CUP2026-001. As shown below in **Figure 3**, CUP2026-001 is a request for the operation of a ±113,576 square foot storage facility with associated site improvements on ±2.45 acres of a larger ±4.45-acre parcel. The site is undeveloped, but is located near a variety of commercial and office uses to the west and south, and single-family residences to the north. The CUP process enabled the Planning Commission to make findings that the proposed development is in compliance with the intent and purpose of CMC section 9.64.050. Further information regarding the Planning Commission's decision is provided below.

The proposed storage facility will include a two-story, climate-controlled facility including a sales office, interior-access units, and exterior-access/drive-up units. The drive-up units and loading area will be secured behind wrought iron gates and accessible through the northern driveway from Laverne Avenue. These units are facing away from the public right-of way and screened from view with landscaping. Section 9.40.121 of the CMC provides specific standards for storage facilities; therefore, the conditions of approval reflect adherence to CMC section 9.40.121 to ensure operations are consistent with City standards. The Planning Commission approved additional conditions of approval as part of CUP2026-001. The CUP included specific conditions, including increased setback and a landscaping screening buffer to soften the transition between the storage facility and the residential properties to the north. If GPA2026-002 is approved, site features will be evaluated thoroughly to ensure all requirements are met through the SPR process.

Planning Commission

The Planning Commission considered GPA2026-002 and CUP2026-001 at its regular meeting on March 26, 2026. No public testimony was offered regarding the Project. After considering the Project, the Planning Commission adopted a resolution recommending approval of GPA2026-002 and conditionally approving CUP2026-001 with a 5-0 vote. CUP2026-001 was approved with a condition that the CUP shall only be effective following the City Council's approval of GPA2026-002, adopting an exemption from CEQA pursuant to CEQA Guidelines section 15332 and approving a text amendment to the Shaw Avenue Specific Plan to allow storage facilities in Area 6 to allow for storage facilities as a permitted use.

Review and Comments by Agencies

The Project was distributed to all City Divisions as well as outside agencies, including Caltrans, Clovis Unified School District, Fresno Irrigation District, Fresno Metropolitan Flood Control District, AT&T, PG&E, and the San Joaquin Valley Air Pollution Control District.

Comments received are attached (**Attachment 4**) only if the agency has provided concerns, conditions, or mitigation measures. Routine responses and comment letters are placed in the administrative record and provided to the applicant for their records.

Public Comments

A public notice was mailed to property owners within 800 feet of the Project site boundary. Prior to the finalization of the staff report, one response has been received regarding the Project (**Attachment 5**). The letter addresses concerns regarding privacy, a potential increase in traffic congestion, lighting, and noise. Staff analyzed each of these areas through the CUP process and included specific conditions from various City departments and outside agencies to ensure that the construction and operation of the facility is compliant with the CMC and all applicable requirements of outside agencies. The Fresno County Department of Public Health, the Fresno Metropolitan Flood Control District, and the San Joaquin Valley Air Pollution Control District provided conditions (**Attachment 4**) that the Project must comply with. Additionally, further evaluation will occur during the SPR process to ensure the Project meets all required development standards and conditions.

California Environmental Quality Act

The City has determined that this Project is exempt from CEQA pursuant to CEQA Guidelines section 15332 (Class 32 – In-Fill Development Projects) and that the exceptions identified under section 15300.2 of the CEQA Guidelines would not be triggered as a result of the Project.

The Class 32 categorical exemption exempts in-fill development projects that: (a) are consistent with the applicable land use designation, General Plan policies, and zoning; (b) are within city limits on a project site of no more than five (5) acres substantially surrounded by urban uses; (c) are located on sites with no value as habitat for endangered, rare, or threatened species; (d) would not result in significant effects relating to traffic, noise, air quality, and water quality; and (e) is located on a site that can be adequately served by all utilities. Based on staff's review of the Project, the Project meets the parameters for a Class 32 categorical exemption. (Cal. Code Regs., Tit. 14, § 15332.)

As noted above, the Project site is ±4.45 acres in total, with only 2.45 acres being used for the Project. Further, the Project site is located on Shaw and Laverne Avenues, which is within the Clovis city limits and is surrounded by other urban uses. The Project site poses no value as habitat for endangered or threatened species. Lastly, the Project would not result in any significant effects relating to traffic, noise, air quality, or water quality. The Project is an urban in-fill development and thus can be adequately served by all required utilities and public services.

The exceptions identified in CEQA Guidelines section 15300.2 identify further review of a categorical exemption by the Project's potential to result in a cumulative impact, significant effect, or proximity to a scenic highway, location on or within the vicinity of a hazardous waste site, and/or the potential to negatively impact a historical resource. Based on staff's review, these exceptions would not be triggered by the proposed Project. Therefore, a Notice of Exemption has been prepared, and Staff will file the notice with the County Clerk if the Project is approved.

Consistency with 2014 Clovis General Plan Goals and Policies

Staff has evaluated the Project in light of the General Plan Land Use goals and policies. The following goals and policies reflect Clovis' desire to maintain Clovis' tradition of responsible planning and well-managed growth to preserve the quality of life in existing neighborhoods and ensure the development and redevelopment in a responsible manner. The goals and policies seek to encourage and foster economic opportunities that support jobs for the area.

Land Use Element

Goal 5: A city with housing, employment, and lifestyle opportunities for all ages and incomes of residents.

Policy 5.5 **Jobs for residents.** Encourage development that provides job opportunities in industries and occupations currently underserved in Clovis.

Economic Development Element

Goal 5: A mix of land uses and types of development sufficient to support a fiscally balanced city able to invest in and pay for maintaining and improving public facilities and services and enhancing the quality of life.

Policy 5.1 **Decision-making.** Incorporate the full short-term and long-term economic and fiscal implications of proposed actions into decision-making.

Fiscal Impact:

None.

Reason for Recommendation:

The Project is consistent with the goals and policies of the General Plan and the CMC. Based on the findings above, staff and the Planning Commission recommend that the City Council adopt a resolution approving GPA2026-002 and adopt a finding that the Project is exempt from further environmental review under the CEQA Guidelines.

Actions Following Approval:

If approved, the project will continue with the SPR process.

Conflict of Interest:

None.

RESOLUTION 26-_____

RESOLUTION OF THE CITY COUNCIL OF THE CITY OF CLOVIS ADOPTING A CLASS 32 CATEGORICAL EXEMPTION FROM FURTHER ENVIRONMENTAL REVIEW UNDER THE CEQA GUIDELINES AND APPROVING GPA2026-002, A GENERAL PLAN AMENDMENT ALLOWING A TEXT AMENDMENT TO THE SHAW AVENUE SPECIFIC PLAN PERMITTING A STORAGE FACILITY USE WITH AN APPROVED CONDITIONAL USE PERMIT IN AREA 6

WHEREAS, Angeline Ji Ling of Hawkins Companies LLC, ("Applicant"), 855 West Broad Street, Suite 300, Boise, Idaho, applied for General Plan Amendment (GPA) 2026-002 to allow a text amendment to the Shaw Avenue Specific Plan permitting storage facility uses with an approved conditional use permit in Area 6 ("Project"); and

WHEREAS, on March 26, 2026, the Planning Commission considered and adopted Resolution 26-07, recommending approval of GPA2026-002; and

WHEREAS, the Planning Commission also considered and adopted Resolution 26-07, approving a conditional use permit for the Project contingent upon the City Council's approval of GPA2026-002; and

WHEREAS, the City published notice of the public hearing in *The Business Journal* on Friday, March 6, 2026, mailed public notices to property owners within 800 feet of the Project site more than ten (10) days prior to the Planning Commission hearing, and otherwise posted notice of the public hearing according to applicable law; and

WHEREAS, a duly noticed public hearing was held on April 13, 2026; and at which time the City Council considered GPA2026-002; and

WHEREAS, the City Council considered the California Environmental Quality Act (CEQA) analysis outlined in the staff report and elsewhere in the Administrative Record, which determined the Project meets the requirements of a Class 32 (In-Fill Development Projects) Categorical Exemption pursuant to CEQA Guidelines section 15332, and would not trigger any of the exceptions listed under CEQA Guidelines section 15300.2; and

WHEREAS, the City Council has had an opportunity to review and consider the entire administrative record relating to the Project, which is on file with the Department, and reviewed and considered those portions of the administrative record determined to be necessary to make an informed decision, including, but not necessarily limited to, the staff report, the written materials submitted with the request, and the verbal and written testimony and other evidence presented during the public hearing, which are incorporated herein by this reference ("Administrative Record").

NOW, THEREFORE, BASED UPON THE ENTIRE RECORD OF THE PROCEEDINGS, THE CITY COUNCIL RESOLVES AND FINDS AS FOLLOWS:

1. The City Council finds that the Project is categorically exempt from further environmental review under CEQA pursuant to CEQA Guidelines section 15332 and hereby adopts a Class 32 (In-Fill Development Projects) Categorical Exemption.

2. The Project satisfies the required findings for approval of a general plan amendment, pursuant to Clovis Municipal Code section 9.86.060, as follows:

   a. GPA2026-002 is internally consistent with the goals, policies, and actions of the General Plan.

   b. GPA2026-002 would not be detrimental to the public interest, health, safety, convenience, or general welfare of the City.

   c. The Property is physically suitable (including absence of physical constraints, access, compatibility with adjoining land uses, and provision of utilities) for the development of the Project.

   d. There is a compelling reason for the amendment, namely, the site has several development limitations, including lot size limitations under the current zoning designation, limited access and dedication obligations for the parcel.

3. The bases for the findings are detailed in the April 13, 2026, staff report, which is hereby incorporated by reference, the entire Administrative Record, as well as the evidence and comments presented during the public hearing.

* * * * * *

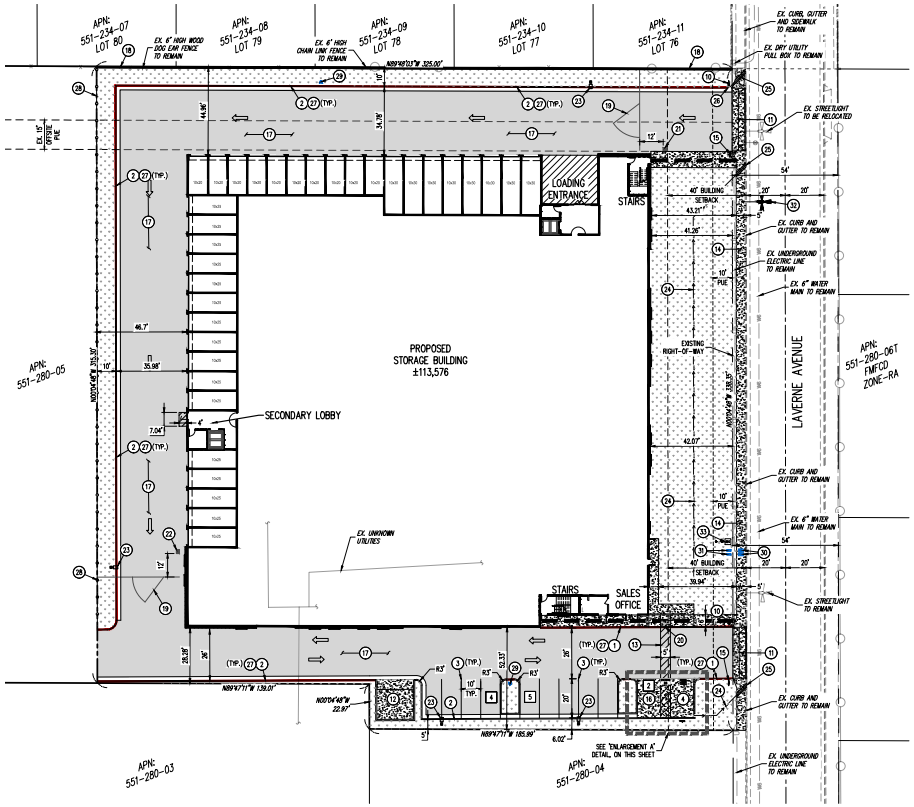
The foregoing resolution was introduced and adopted at a regular meeting of the City Council of the City of Clovis held on April 13, 2026, by the following vote, to wit.

AYES:
NOES:
ABSENT:
ABSTAIN:

DATED: April 13, 2026

_____ _____

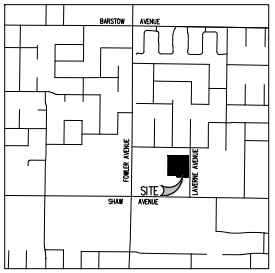
Mayor City Clerk





SITE SCHEDULE

1. CONSTRUCT 6" HIGH CONCRETE CURB PER CITY OF CLOVIS STD. DTL. ST-5.
2. CONSTRUCT 6" HIGH CONCRETE CURB AND GUTTER PER CITY OF CLOVIS STD. DTL. ST-5.
3. PAINT 4-INCH WIDE WHITE PARKING STRIPING.
4. PROPOSED ACCESSIBLE PARKING STALL (SEE TYPICAL DETAIL, THIS SHEET).
5. PAINT INTERNATIONAL SYMBOL OF ACCESSIBILITY PAVEMENT MARKING. 3' X 3' MINIMUM.
6. PAINT 4" WIDE PAINTED BLUE BORDER.
7. PAINT 4" WIDE HATCHED LINES IN A PAINT COLOR CONTRASTING ACCESS AISLE SURFACE. PREFERABLY BLUE OR WHITE PAINT. MAXIMUM 3' SPACING (CENTER TO CENTER).
8. PAINT "NO PARKING" PAVEMENT MARKING IN WHITE PAINT. MIN. 12" HIGH LETTERING.
9. INSTALL ACCESSIBLE STALL SIGNAGE. ACCESSIBLE PARKING ONLY/MINIMUM FINE COMBINATION SIGN (R99C (CA)) OR SIMILAR. VAN ACCESSIBLE STALL SHALL ALSO INCLUDE "VAN ACCESSIBLE" PLAQUE (R7-8B) BENEATH PARKING SIGN. BOTTOM OF LOWEST SIGN SHALL BE INSTALLED A MINIMUM OF 60" ABOVE FINISHED GRADE.
10. INSTALL R100B(CA) SIGN READING "UNAUTHORIZED VEHICLES PARKED IN DESIGNATED ACCESSIBLE SPACES NOT DISPLAYING DISTINGUISHING PLACARDS OR SPECIAL LICENSE PLATES ISSUED FOR PERSONS WITH DISABILITIES WILL BE TOWED AWAY AT THE OWNER'S EXPENSE. TOWED VEHICLES MAY BE RECLAIMED AT THE CITY OF CORCORAN POLICE DEPARTMENT OR BY TELEPHONING 875-4202." PER SEC. 118-502.B, 2019 CBC. MOUNTED A MINIMUM 8' FROM BOTTOM OF SIGN TO GROUND.
11. CONSTRUCT DRIVE APPROACH PER THE CITY OF CLOVIS STD. DWG. ST-6.
12. INSTALL TYPE V TRASH ENCLOSURE PER CITY OF CLOVIS STD. DWG. M-2.
13. PAINT WHITE 4" WIDE BORDER WITH 4" WIDE DIAGONAL HATCH LINES.
14. CONSTRUCT SIDEWALK PER CITY OF CLOVIS STD. DWG. ST-5.
15. INSTALL STOP SIGN PER CITY OF CLOVIS STD. DWG. ST-19.
16. EV CAPABLE SPACE PER 2022 CALGREEN SEC. 5.106.5.3.1.
17. CONSTRUCT ASPHALT PAVEMENT PER CITY OF CLOVIS PARKING STANDARDS.
18. PROPOSED 8' HIGH CMU WALL
19. PROPOSED WROUGHT IRON SWING GATE.
20. PROPOSED ADA CURB RAMP.
21. PROPOSED SWING GATE ACCESS CONTROL PEDESTAL.
22. PROPOSED SWING GATE EXIT ONLY ACCESS CONTROL PEDESTAL.
23. PROPOSED SITE LIGHT
24. PROPOSED LANDSCAPE SWALE
25. PROPOSED COMMERCIAL SIDEWALK DRAIN PER CITY OF CLOVIS STD. DWG. SD-4.
26. PROPOSED 2' WIDE CURB OPENING
27. PAINT CURB RED WITH MINIMUM 4-INCH HIGH WHITE LETTERING READING "FIRE LANE – NO PARKING" AT MAXIMUM 50-FOOT INTERVALS
28. PROPOSED 8' WROUGHT IRON FENCE
29. PROPOSED COMMERCIAL FIRE HYDRANT PER CITY OF CLOVIS STD. DWG. W-2A
30. PROPOSED WATER METERS PER CITY OF CLOVIS STD. DWG. W-6
31. PROPOSED PRIVATE BACKFLOW PREVENTION DEVICE PER CITY OF CLOVIS STD. DWG. W-19
32. PROPOSED STREET LIGHT
33. PROPOSED DOUBLE DETECTOR CHECK VALVE PER CITY OF CLOVIS FIRE DEPARTMENT STDS.



VICINITY MAP
NOT TO SCALE

811
ONE-CALL SYSTEM SEVEN (7) DAYS PRIOR TO ANY EXCAVATION

SITE LEGEND

- EXISTING PROPERTY LINE
- EXISTING RIGHT-OF-WAY
- EXISTING CENTERLINE
- EXISTING CHAINLINK FENCE
- EXISTING CURB AND GUTTER
- PROPOSED PROPERTY LINE
- PROPOSED ADA PATH OF TRAVEL
- PROPOSED CURB AND GUTTER
- LIMITS OF SAWCUT
- PARKING COUNT
- EXISTING WATER METER
- EXISTING WATER VALVE
- EXISTING STORM DRAIN MANHOLE
- EXISTING SANITARY SEWER MANHOLE
- PROPOSED ADA PARKING SYMBOL
- EXISTING STREET LIGHT
- PROPOSED SITE LIGHT
- EXISTING SIGN
- PROPOSED SIGN
- PROPOSED CONCRETE
- PROPOSED LANDSCAPED AREA
- PROPOSED ASPHALT PAVEMENT

PARKING SUMMARY TABLE			
TYPE	METHOD	REQUIRED	PROVIDED
VEHICLE	2 SPACES +1/250 SF OF OFFICE SPACE	10	11
ACCESSIBLE	TABLE 11B-208.2 & SEC. 11B-208.2.4, 2022 CBC	1 (1 VAN ACCESSIBLE)	1 (1 VAN ACCESSIBLE)
BICYCLE	SEC. 5.106.4.1.1 2022 CALGREEN STANDARDS	2	2
EV CAPABLE SPACES	TABLE 5.106.5.3.1 2022 CALGREEN STANDARDS	4	4
EVCS	TABLE 5.106.5.3.1 2022 CALGREEN STANDARDS	0	0

FEMA FLOOD ZONE
PER FIRMETTE 06019C1595H, EFFECTIVE 02/18/2009;

THIS PROPERTY RESIDES IN FEMA FLOOD HAZARD AREA X (OUTSIDE THE 500-YEAR FLOOD AND PROTECTED BY LEVEE FROM 100-YEAR FLOOD).

SITE NOTES
1. ELEVATION CHANGES GREATER THAN .5' ARE NOT ANTICIPATED ON THIS SITE. THERE WILL BE NO GRADE DIFFERENTIALS ABOVE 12" ALONG PROPERTY LINES.
2. GRADED SLOPES OF 2% FOR 10' AWAY FROM THE BUILDING PERIMETER OR TO AN APPROVED DRAINAGE FACILITY WILL BE PROVIDED. A MINIMUM 0.5% SLOPE WILL BE PROVIDED BEYOND THE BUILDING PERIMETER.
3. NO BUILDINGS EXIST ON THIS SITE.

UTILITY PROVIDERS

SANITARY SEWER:	CITY OF CLOVIS
WATER:	CITY OF CLOVIS
SOLID WASTE:	REPUBLIC SERVICES
ELECTRIC:	PACIFIC GAS & ELECTRIC
GAS:	PACIFIC GAS & ELECTRIC
IRRIGATION:	FRESNO IRRIGATION DISTRICT
TELECOM:	AT&T / COMCAST
STORM SEWER:	FRESNO METROPOLITAN FLOOD CONTROL DISTRICT

PROPOSED DRAINAGE PATTERN
SITE WILL SURFACE FLOW TO LAVERNE AVENUE.

LEGAL DESCRIPTION
APN: 551-280-05

THE LAND REFERRED TO HEREIN BELOW IS SITUATED IN THE CITY OF CLOVIS, COUNTY OF FRESNO, STATE OF CALIFORNIA AND IS DESCRIBED AS FOLLOWS:

PARCEL 2 OF THE MAP NO. 88-16, ACCORDING TO THE MAP THEREOF RECORDED IN BOOK 52, PAGE 1 OF PARCEL MAPS, FRESNO COUNTY RECORDS, BEING A PORTION OF THE SOUTH HALF OF THE SOUTHWEST QUARTER OF THE SOUTHWEST QUARTER OF SECTION 10, TOWNSHIP 13, RANGE 21 EAST, MOUNT DIABLO BASE AND MERIDIAN, ACCORDING TO THE OFFICIAL PLAT THEREOF.

PARCEL INFORMATION
SITE AREA

GROSS AREA:	±4.45 ACRES
NET AREA:	±2.45 ACRES
SITE ADDRESS:	NWC OF LAVERNE AND SHAW AVENUE CLOVIS, CA 93611

ZONING INFORMATION
ZONING

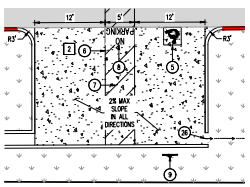
CURRENT ZONING:	ADMINISTRATIVE & PROFESSIONAL OFFICE (C-P)
REQUIRED ZONING:	ADMINISTRATIVE & PROFESSIONAL OFFICE (C-P)

LAND USE

EXISTING LAND USE:	VACANT PARCEL
PROPOSED LAND USE:	ADMINISTRATIVE & PROFESSIONAL OFFICE

SETBACKS

LAVERNE AVENUE:	40 FT BUILDING / 20 FT LANDSCAPE
NORTH/WEST:	10 FT
SOUTH:	5 FT
MAXIMUM BUILDING HEIGHT:	25 FT



ENLARGEMENT A – ACCESSIBLE STALLS, EV STALLS, AND VANPOOL STALLS
SCALE: 1"=10'



DEVELOPER
HAWKINS COMPANIES LLC
855 W. BROAD STREET, SUITE 300
BOISE, ID 83702
ATTN: ANGELINE J. LING
TEL: (208) 376-8522

PREPARED BY
GALLOWAY & COMPANY, INC
575 E. LOCUST AVENUE, SUITE 103
FRESNO, CA 93720
ATTN: TERRA MORTENSEN, PE
TEL: (559) 721-3030

Galloway
575 E. Locust Avenue, Suite 103
Fresno, CA 93720
559.721.5030
GallowayUS.com

REVISIONS

#	Date	Issue / Description	Init.

APPROVALS

CITY OF CLOVIS PLANNING AND DEVELOPMENT PLANNER DEPARTMENT

DRAWN BY: ARV
CHECKED BY: JOR
DATE: 10/12/25

PROJECT TITLE:
HAWKINS COMPANIES – CLOVIS STORAGE
SHAW AVENUE & LAVERNE AVENUE, CLOVIS, CA 93611

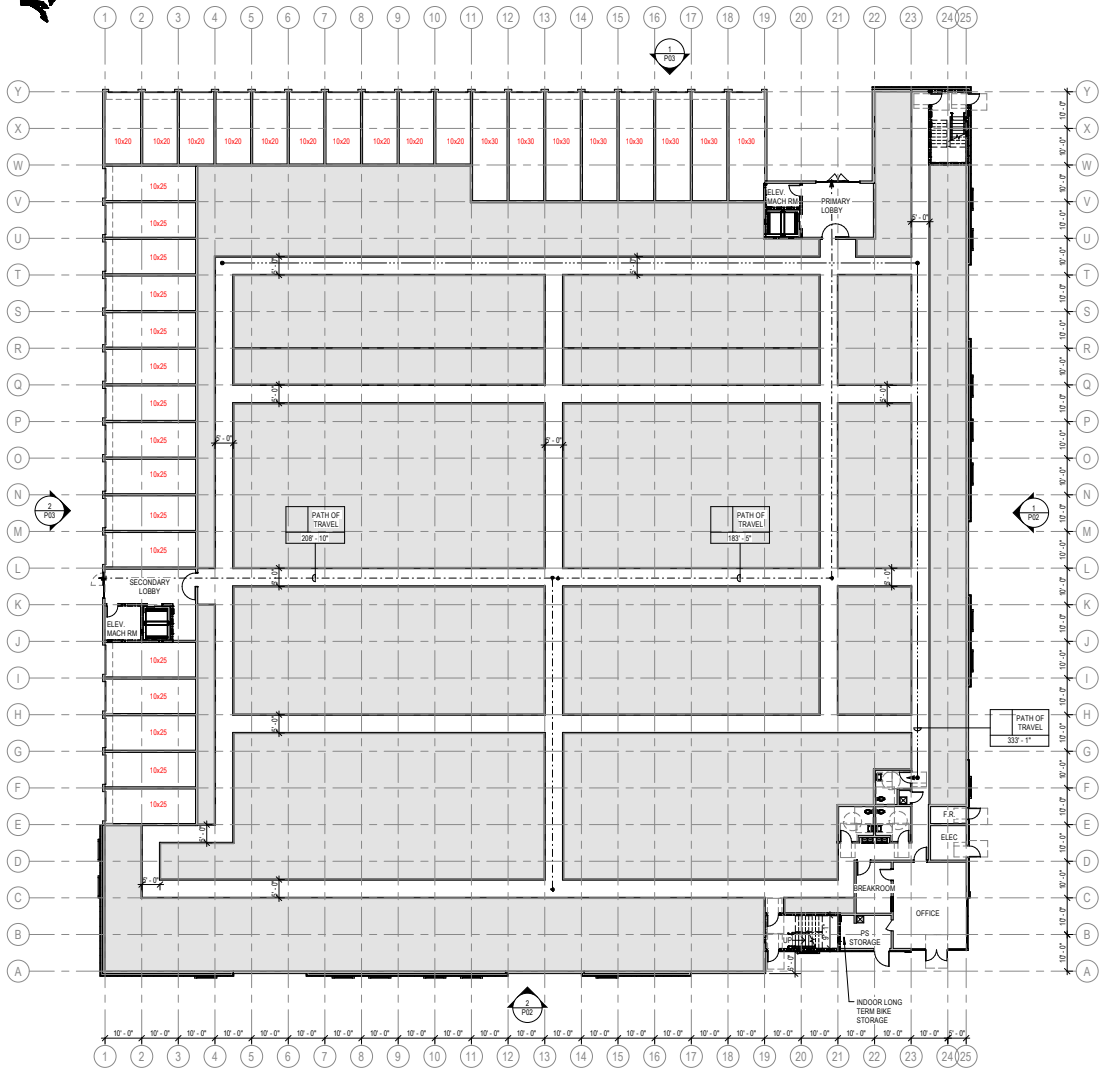
PROJECT NO.
SPR 2025-XXX

SHEET DESCRIPTION:
SITE PLAN

SHEET NO.
1 OF 1

811

ONE-CALL SYSTEM SEVEN
(7) DAYS PRIOR TO ANY
EXCAVATION



1 OVERALL FLOOR PLAN - LEVEL 1
SCALE: 1/16" = 1'-0"

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575 E. Locust Avenue, Suite 103
Fresno, CA 93720
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GallowayUS.com

REVISIONS
Date Issue / Description Init.

APPROVALS

CITY OF CLOVIS PLANNING AND DEVELOPMENT / PLANNER DEPARTMENT
DRAWN BY: MRH
CHECKED BY: MRH
DATE: 10/29/2025

PROJECT TITLE:
HAWKINS COMPANIES – CLOVIS STORAGE
SHAW AVENUE & LAVERNE AVENUE, CLOVIS, CA 93611

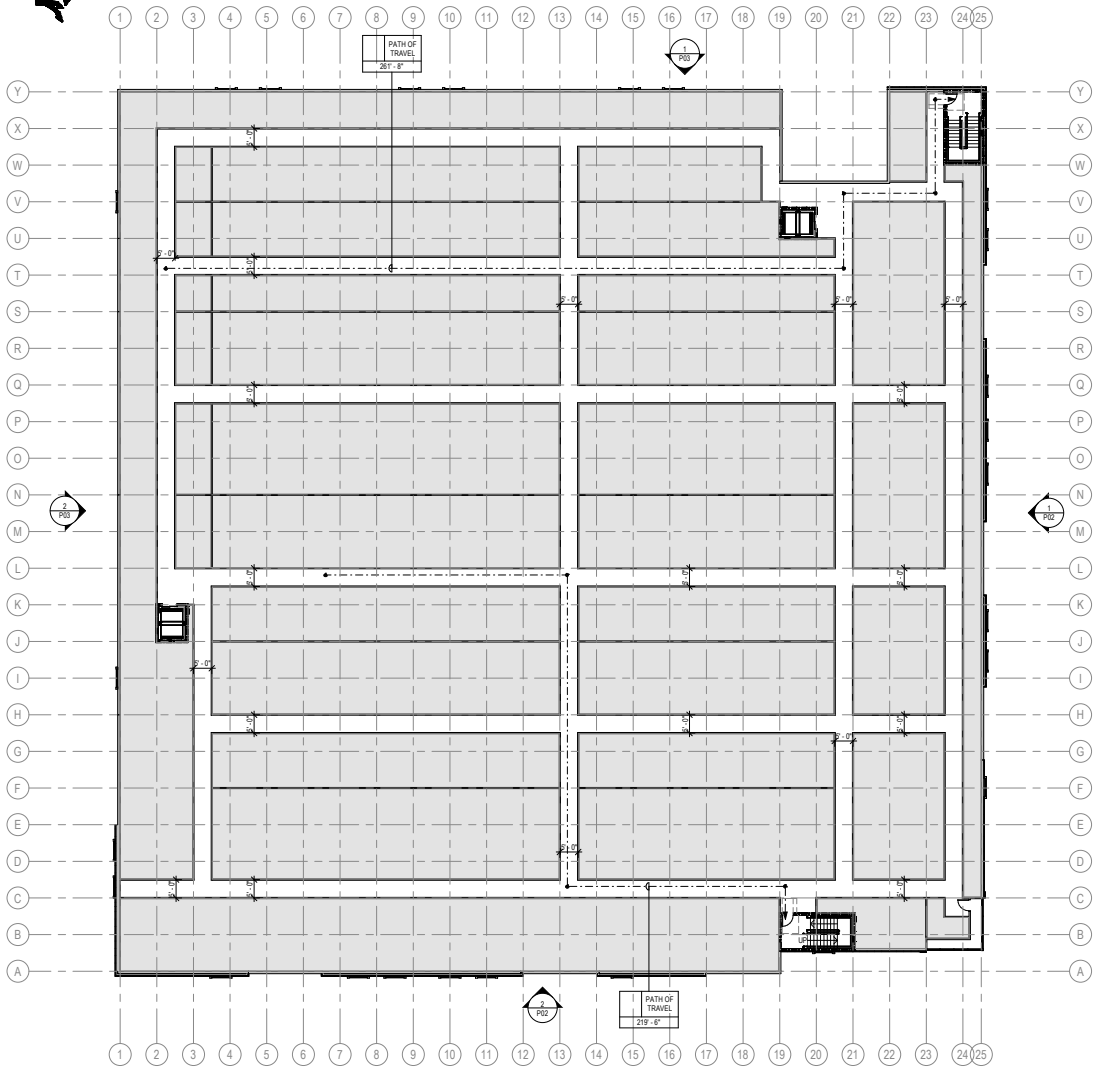
PROJECT NO:
SPR 2025-XXX

SHEET DESCRIPTION:

SHEET NO:

811

ONE-CALL SYSTEM SEVEN (7) DAYS PRIOR TO ANY EXCAVATION



1 OVERALL FLOOR PLAN - LEVEL 2

SCALE: 1/16" = 1'-0"

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REVISIONS

#	Date	Issue / Description	Init.
1			
2			
3			
4			
5			
6			
7			

APPROVALS

CITY OF CLOVIS — PLANNING AND DEVELOPMENT / PLANNER DEPARTMENT

DRAWN BY: MM
CHECKED BY: MM
DATE: 10/29/2025

PROJECT TITLE: HAWKINS COMPANIES – CLOVIS STORAGE
SHAW AVENUE & LAVERNE AVENUE, CLOVIS, CA 93611

PROJECT NO: SPR 2025-XXX

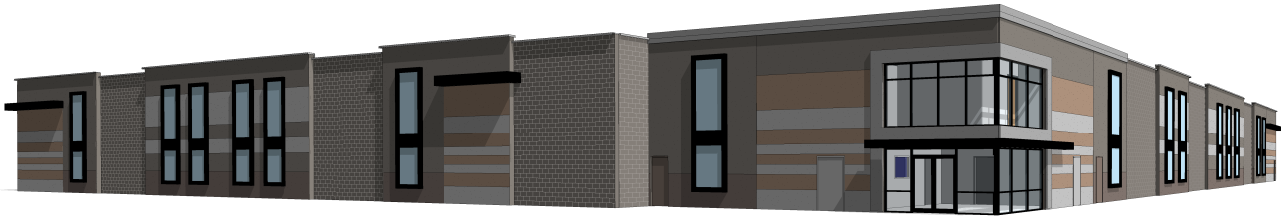
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SHEET NO:

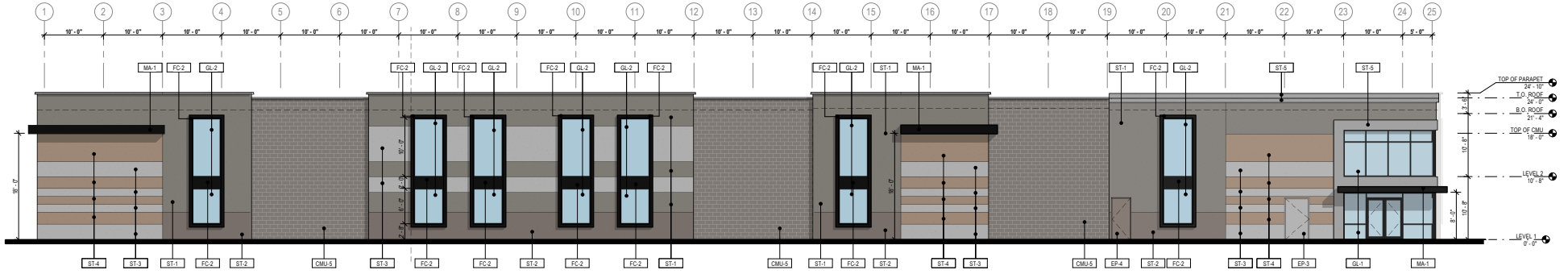
EXTERIOR MATERIALS LEGEND

LABEL	MATERIAL	COLOR
CMU-1	SPLIT FACE CMU BLOCK	FIELD COLOR - SMOOTH
CMU-2	SPLIT FACE CMU BLOCK	DARK BROWN - TEXTURED
CMU-3	SPLIT FACE CMU BLOCK	LIGHT GRAY - SMOOTH
CMU-4	SPLIT FACE CMU BLOCK	LIGHT TAN - SMOOTH
CMU-5	SPLIT FACE CMU BLOCK	MEDIUM GRAY - SMOOTH
ST-1	STUCCO	DARK GRAY
ST-2	STUCCO	MEDIUM BROWN GRAY
ST-3	STUCCO	LIGHT GRAY - SMOOTH
ST-4	STUCCO	LIGHT TAN - SMOOTH
ST-5	STUCCO	MEDIUM GRAY - SMOOTH
MA-1	METAL AWNING	BLACK
GL-1	1" INSULATED VISION GLAZING	CLEAR LOW-E
GL-2	1" INSULATED VISION GLAZING - SPANDREL	
FC-2		DARK GRAY
AL-1	ALUMINUM WINDOWS AND ENTRY SYSTEMS	ANODIZED ALUMINUM
EP-1	OVERHEAD DOORS	LIGHT GRAY
EP-2	OVERHEAD DOORS	LIGHT TAN
EP-3	MAN DOORS	LIGHT GRAY
EP-4	MAN DOORS	LIGHT TAN

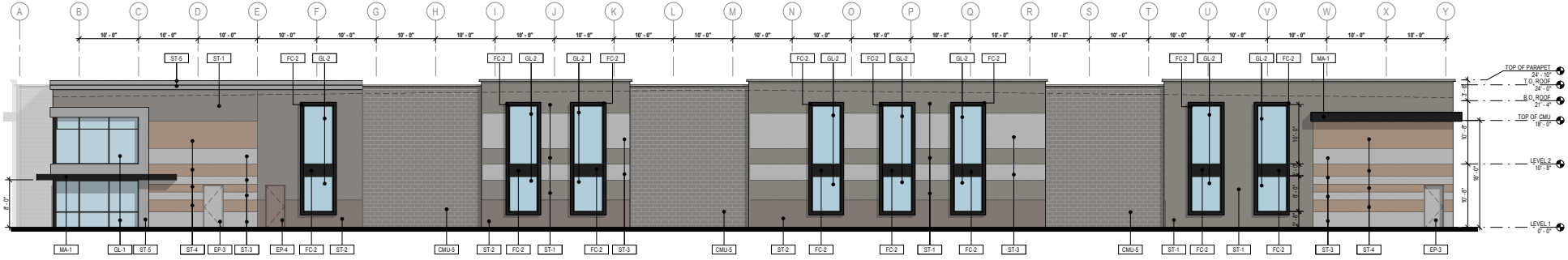
811
ONE-CALL SYSTEM SEVEN (7) DAYS PRIOR TO ANY EXCAVATION



3 FRONT ENTRY 3D VIEW
SCALE:



2 CONCEPT ELEVATION - SOUTH FACADE
SCALE: 1/8" = 1'-0"



1 CONCEPT ELEVATION - EAST FACADE
SCALE: 1/8" = 1'-0"

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REVISIONS

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APPROVALS

CITY OF CLOVIS PLANNING AND DEVELOPMENT PLANNER DEPARTMENT

DRAWN BY:
CHECKED BY:
DATE: 11.12.2025

PROJECT TITLE:
HAWKINS COMPANIES – CLOVIS STORAGE
SHAW AVENUE & LAVERNE AVENUE, CLOVIS, CA 93611

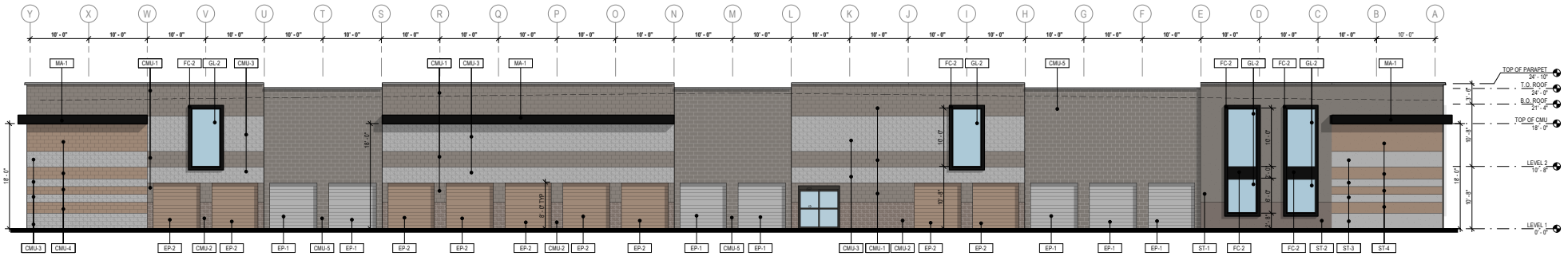
PROJECT NO.
SPR 2025-XXX

SHEET DESCRIPTION:
BUILDING ELEVATIONS

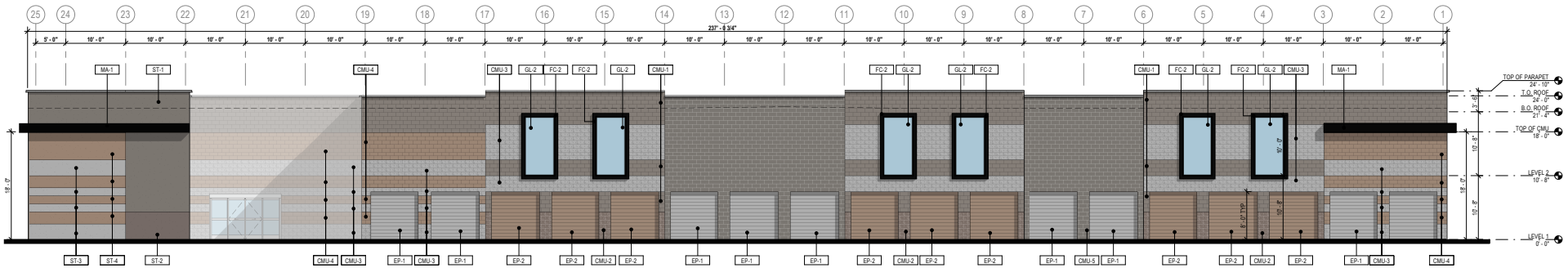
SHEET NO.

EXTERIOR MATERIALS LEGEND		
LABEL	**MATERIAL**	**COLOR**
CMU-1	SPLIT FACE CMU BLOCK	FIELD COLOR - SMOOTH
CMU-2	SPLIT FACE CMU BLOCK	DARK BROWN - TEXTURED
CMU-3	SPLIT FACE CMU BLOCK	LIGHT GRAY - SMOOTH
CMU-4	SPLIT FACE CMU BLOCK	LIGHT TAN - SMOOTH
CMU-5	SPLIT FACE CMU BLOCK	MEDIUM GRAY - SMOOTH
ST-1	STUCCO	DARK GRAY
ST-2	STUCCO	MEDIUM BROWN GRAY
ST-3	STUCCO	LIGHT GRAY - SMOOTH
ST-4	STUCCO	LIGHT TAN - SMOOTH
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AL-1	ALUMINUM WINDOWS AND ENTRY SYSTEMS	ANODIZED ALUMINUM
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EP-2	OVERHEAD DOORS	LIGHT TAN
EP-3	MAN DOORS	LIGHT GRAY
EP-4	MAN DOORS	LIGHT TAN

811
ONE-CALL SYSTEM SEVEN
(7) DAYS PRIOR TO ANY
EXCAVATION



2 CONCEPT ELEVATION - WEST FACADE
SCALE: 1/8" = 1'-0"



1 CONCEPT ELEVATION - NORTH FACADE
SCALE: 1/8" = 1'-0"

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REVISIONS
Date Issue / Description Init.

APPROVALS

CITY OF CLOVIS PLANNING AND DEVELOPMENT PLANNER DEPARTMENT
DRAWN BY:
CHECKED BY:
DATE: 11.12.2025

PROJECT TITLE:
HAWKINS COMPANIES – CLOVIS STORAGE
SHAW AVENUE & LAVERNE AVENUE, CLOVIS, CA 93611

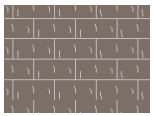
PROJECT NO.
SPR 2025-XXX

SHEET DESCRIPTION:
BUILDING ELEVATIONS

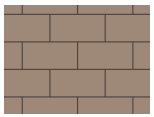
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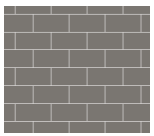
811
ONE-CALL SYSTEM SEVEN (7) DAYS PRIOR TO ANY EXCAVATION


SPLIT FACE CMU BLOCK - SMOOTH (CMU-1)
FIELD COLOR


SPLIT FACE CMU BLOCK - TEXTURED (CMU-2)
DARK BROWN


SPLIT FACE CMU BLOCK - TEXTURED (CMU-3)
LIGHT GRAY


SPLIT FACE CMU BLOCK - SMOOTH (CMU-4)
LIGHT TAN


SPLIT FACE CMU BLOCK - SMOOTH (CMU-5)
MEDIUM GRAY


STUCCO (ST-1)
DARK GRAY


STUCCO (ST-2)
MEDIUM BROWN/GRAY


STUCCO (ST-3)
LIGHT GRAY


STUCCO (ST-4)
LIGHT TAN


STUCCO (ST-5)
MEDIUM GRAY

Galloway
575 E. Locust Avenue, Suite 103
Fresno, CA 93720
559.721.5030
GallowayUS.com

REVISIONS
Date Issue / Description Init.

APPROVALS

CITY OF CLOVIS PLANNING AND DEVELOPMENT PLANNER DEPARTMENT

DRAWN BY:
CHECKED BY:
DATE: 11.12.2025

PROJECT TITLE:
HAWKINS COMPANIES – CLOVIS STORAGE
SHAW AVENUE & LAVERNE AVENUE, CLOVIS, CA 93611

PROJECT NO.
SPR 2025-XXX

SHEET DESCRIPTION:
EXTERIOR MATERIALS SCHEDULE

SHEET NO.



Galloway

HAWKINS - CLOVIS, CA

CLOVIS CALIFORNIA

ARCHITECTURAL RENDERING

10/07/2025

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Hawkins
Self Storage
Shaw & Laverne, Clovis, CA
November 12, 2025

Justification for Shaw Avenue Specific Plan Amendment

Project Address: Shaw Ave & Laverne Ave, Clovis, CA 93611

APN: 551-280-05

Proposed Building Area: +/- 113,576 SF

Existing Site Area: 4.45-acres (Gross Existing Parcel)

Proposed Site Area: 2.45-acres (per proposed parcel boundary)

Zoning & Land Use:
- Existing zone: Administrative & Professional Office (C-P)
- Proposed zone: No change
- Mini-Storage is not a permitted use, Shaw Avenue Specific Plan Amendment required for this use.

General:
Self-storage plays a vital role in supporting a wide variety of zone districts by providing a necessary service that enhances the livability and functionality of complete neighborhoods. These storage units are accommodating the needs of local businesses and residents alike. Self-storage facilities address space challenges for residential communities by offering secure, accessible solutions for storing seasonal items, recreational equipment, and household belongings, allowing residents to maximize their living spaces. For businesses, it provides an off-site solution for inventory and equipment storage, helping maintain the vibrancy of the area without sacrificing functionality.

The proposed self-storage facility surpasses expectations set by other facilities in the region through thoughtful design and aesthetics of the site, landscape features, building elevations, and materials further described in sections below.

Landscape:
The project thoughtfully integrates a 43-foot enhanced landscape buffer, exceeding the required 20-foot buffer, along the Laverne Avenue street-facing frontage. This enhanced landscape buffer including canopy trees above shrubs of varying heights creates a softened and visually appealing transition to the primary building elevation.

Along the north and west property boundaries, a 10-foot landscape setback is provided, consistent with neighboring developments. The south property line, adjacent to the parking area, incorporates a 5-foot landscaped edge that aligns with the transitions between the existing developments and surrounding undeveloped parcels.

Elevations:
The project team understands the desire for City of Clovis' to create a unified aesthetic within the community, in terms of materials, massing and color palette. In efforts to honor this unified aesthetic, we are proposing updated massing at the southeast corner of the building most visible to the street frontage to incorporate shade overhangs similar to the building at 1900 Shaw Ave. We believe this will be more in keeping with the established building massing.

- The building color scheme was modified to a lighter color palette with softer contrast at the recommendation of the Planning Division.
- The tops of parapets feature a coping cap for a more refined and finished look.
- With regard to the building within the site overall, the project team proposes site design features in the form of an augmented landscape buffer along Laverne Avenue. We suggest that these landscaped improvements will further soften the appearance of the building and significantly improve the frontage.

- Exterior materials square footage comparison is as follows:
    - East: Total material Area = approx. 5,961SF
        - Total Stucco & Non-CMU Materials = 4,545 SF = 76%
        - Total CMU = 1,416 SF = 24%
    - South: Total material Area = approx. 6,343 SF
        - Total Stucco & Non-CMU Materials = 4,927 SF = 78%
        - Total CMU = 1,416 SF = 22%
- High-grade and aesthetically pleasing split-faced CMU was used in lieu of standard CMU blocks. The CMU is used as an accent material on the main frontage facades. It is used to a greater degree on the loading facades facing away from the street frontage for durability and functionality.

Conclusion:
Overall, the project positively contributes to the enhancement of the neighborhood character and to the built and natural environment providing for self-storage options for the mixed-use corridor. It supports the residences and multi-family developments in the area by providing a variety of self-storage options; while activating and enhancing a currently underutilized vacant infill parcel.

Self-storage facilities generate significantly less traffic than retail or office spaces, making them a quiet and low-impact neighbor in residential and commercial areas. With most visits being short and spread out, self-storage facilities do not contribute to peak-hour traffic congestion.

County of Fresno

DEPARTMENT OF PUBLIC HEALTH
Environmental Health Division

August 26, 2024

LU0022760
2604

Lily Cha-Haydostian, Assistant Planner
City of Clovis
Planning and Development Services Department
1033 Fifth Street
Clovis, CA 93612

Dear Ms. Cha-Haydostian:

PROJECT NUMBER: **DRC2024-050**

DRC2024-050; 3 story self-storage facility 120,000 SF, with RV/Boat parking located north of the subject building, an office facing Laverne Ave, 2 loading stalls at the west of the building. We will need to subdivide the master parcel and create a new parcel of 2.45 acres.

APN: 551-280-05 **ZONING: C-P** **ADDRESS: 1859 Shaw Avenue**

Recommended Conditions of Approval:

- Facilities that use and/or store hazardous materials and/or hazardous wastes shall meet the requirements set forth in the California Health and Safety Code (HSC), Division 20, Chapter 6.95, and the California Code of Regulations (CCR), Title 22, Division 4.5. Your proposed business will handle hazardous materials and/or hazardous waste and will be required to submit a Hazardous Materials Business Plan pursuant to the HSC, Division 20, Chapter 6.95 (http://cers.calepa.ca.gov/). Contact the Fresno County Hazmat Compliance Program at (559) 600-3271 for more information.

- The proposed project has the potential to expose nearby residents to elevated noise levels. Consideration should be given to your City's municipal code.

- As a measure to protect ground water, all water wells and/or septic systems that exist or have been abandoned within the project area should be properly destroyed by an appropriately licensed contractor.

- Should any underground storage tank(s) be found during the project, the applicant shall apply for and secure an Underground Storage Tank Removal Permit from the Fresno County Department of Public Health, Environmental Health Division. Contact the Fresno County Hazmat Compliance Program at (559) 600-3271 for more information.

REVIEWED BY:



Kevin Tsuda, R.E.H.S.
Environmental Health Specialist II (559) 600-33271

KT

cc: Rogers, Moreno, C. Her & Jackson- Environmental Health Division (CT. 57.03)
Angeline Ling- Applicant (ajiling@hcollc.com)

FRESNO METROPOLITAN FLOOD CONTROL DISTRICT
NOTICE OF REQUIREMENTS

File No. 210.433

PUBLIC AGENCY

MARISSA PARKER
DEPARTMENT OF PLANNING AND
DEVELOPMENT SERVICES
CITY OF CLOVIS
1033 FIFTH STREET
CLOVIS, CA 93612

DEVELOPER

ANGELINE JI LING, HAWKINS COMPANIES LLC
855 W. BROAD STREET #300
BOISE, ID 83702

PROJECT NO: **2026-001**
ADDRESS: **1859 SHAW AVE.**
APN: **551-280-05**

SENT: **March 03, 2026**

Drainage Area(s)	Preliminary Fee(s)	Development Review Service Charge(s)	Fee(s)	
3F	$0.00	NOR Review *	$89.00	To be paid prior to release of District comments to Public Agency and Developer.
		Grading Plan Review *	$454.00	Amount to be submitted with first grading plan submittal.
	Total Drainage Fee: $0.00		**Total Service Charge: $543.00**	

* The Development Review Service Charge shown above is associated with CL SPR 2026-001 and is currently proposed to develop in conjunction with this permit. Payment for this entitlement shall satisfy the amount due on the associated permits.

The proposed development will generate storm runoff which produces potentially significant environmental impacts and which must be properly discharged and mitigated pursuant to the California Environmental Quality Act and the National Environmental Policy Act. The District in cooperation with the City and County has developed and adopted the Storm Drainage and Flood Control Master Plan. Compliance with and implementation of this Master Plan by this development project will satisfy the drainage related CEQA/NEPA impact of the project mitigation requirements.

Pursuant to the District's Development Review Fee Policy, the subject project shall pay review fees for issuance of this Notice of Requirements (NOR) and any plan submittals requiring the District's reviews. The NOR fee shall be paid to the District by Developer before the Notice of Requirement will be submitted to the City. The Grading Plan fee shall be paid upon first submittal. The Storm Drain Plan fee shall be paid prior to return/pick up of first submittal.

The proposed development shall pay drainage fees pursuant to the Drainage Fee Ordinance prior to issuance of a building permit at the rates in effect at the time of such issuance. The fee indicated above is valid through 3/01/27 based on the site plan submitted to the District on 2/11/26 Contact FMFCD for a revised fee in cases where changes are made in the proposed site plan which materially alter the proposed impervious area.

Considerations which may affect the fee obligation(s) or the timing or form of fee payment:

a.) Fees related to undeveloped or phased portions of the project may be deferrable.

b.) Fees may be calculated based on the actual percentage of runoff if different than that typical for the zone district under which the development is being undertaken and if permanent provisions are made to assure that the site remains in that configuration.

c.) Creditable storm drainage facilities may be constructed, or required to be constructed in lieu of paying fees.

d.) The actual cost incurred in constructing Creditable drainage system facilities is credited against the drainage fee obligation.

e.) When the actual costs incurred in constructing Creditable facilities exceeds the drainage fee obligation, reimbursement will be made for the excess costs from future fees collected by the District from other development.

f.) Any request for a drainage fee refund requires the entitlement cancellation and a written request addressed to the General Manager of the District within 60 days from payment of the fee. A non refundable $300 Administration fee or 5% of the refund whichever is less will be retained without fee credit.

CL CUP No. 2026-001

Approval of this development shall be conditioned upon compliance with these District Requirements.

1.

___ **a.** Drainage from the site shall

__X__ **b.** Grading and drainage patterns shall be as identified on Exhibit No. 2.

___ **c.** The grading and drainage patterns shown on the site plan conform to the adopted Storm Drainage and Flood Control Master Plan.

2. The proposed development shall construct and/or dedicate Storm Drainage and Flood Control Master Plan facilities located within the development or necessitated by any off-site improvements required by the approving agency:

___ Developer shall construct facilities as shown on Exhibit No. 1 as

__X__ None required.

3. The following final improvement plans and information shall be submitted to the District for review prior to final development approval:

__X__ Grading Plan

___ Street Plan

___ Storm Drain Plan

___ Water & Sewer Plan

___ Final Map

___ Drainage Report (to be submitted with tentative map)

___ Other

___ None Required

4. Availability of drainage facilities:

__X__ **a.** Permanent drainage service is available provided the developer can verify to the satisfaction of the City that runoff can be safely conveyed to the Master Plan inlet(s).

___ **b.** The construction of facilities required by Paragraph No. 2 hereof will provide permanent drainage service.

___ **c.** Permanent drainage service will not be available. The District recommends temporary facilities until permanent service is available.

___ **d.** See Exhibit No. 2.

5. The proposed development:

___ Appears to be located within a 100 year flood prone area as designated on the latest Flood Insurance Rate Maps available to the District, necessitating appropriate floodplain management action. (See attached Floodplain Policy.)

__X__ Does not appear to be located within a flood prone area.

6. ___ The subject site contains a portion of a canal or pipeline that is used to manage recharge, storm water, and/or flood flows. The existing capacity must be preserved as part of site development. Additionally, site development may not interfere with the ability to operate and maintain the canal or pipeline.

CL CUP No. 2026-001

7. The Federal Clean Water Act and the State General Permits for Storm Water Discharges Associated with Construction and Industrial Activities (State General Permits) require developers of construction projects disturbing one or more acres, and discharges associated with industrial activity not otherwise exempt from National Pollutant Discharge Elimination System (NPDES) permitting, to implement controls to reduce pollutants, prohibit the discharge of waters other than storm water to the municipal storm drain system, and meet water quality standards. These requirements apply both to pollutants generated during construction, and to those which may be generated by operations at the development after construction.

a. State General Permit for Storm Water Discharges Associated with Construction Activities, effective July 1, 2010, as amended. A State General Construction Permit is required for all clearing, grading, and disturbances to the ground that result in soil disturbance of at least one acre (or less than one acre) if part of a larger common plan of development or sale). Permittees are required to: submit a Notice of Intent and Permit Registration Documents to be covered and must pay a permit fee to the State Water Resources Control Board (State Board), develop and implement a storm water pollution prevention plan, eliminate non-storm water discharges, conduct routine site inspections, train employees in permit compliance, and complete an annual certification of compliance.

b. State General Permit for Storm Water Discharges Associated with Industrial Activities, April, 2014 (available at the District Office). A State General Industrial Permit is required for specific types of industries described in the NPDES regulations or by Standard Industrial Classification (SIC) code. The following categories of industries are generally required to secure an industrial permit: manufacturing; trucking; recycling; and waste and hazardous waste management. Specific exemptions exist for manufacturing activities which occur entirely indoors. Permittees are required to: submit a Notice of Intent to be covered and must pay a permit fee to the State Water Resources Control Board, develop and implement a storm water pollution prevention plan, eliminate non-storm water discharges, conduct routine site inspections, train employees in permit compliance, sample storm water runoff and test it for pollutant indicators, and annually submit a report to the State Board.

c. The proposed development is encouraged to select and implement storm water quality controls recommended in the Fresno-Clovis Storm Water Quality Management Construction and Post-Construction Guidelines (available at the District Office) to meet the requirements of the State General Permits, eliminate the potential for non-storm water to enter the municipal storm drain system, and where possible minimize contact with materials which may contaminate storm water runoff.

8. A requirement of the District may be appealed by filing a written notice of appeal with the Secretary of the District within ten days of the date of this Notice of Requirements.

9. The District reserves the right to modify, reduce or add to these requirements, or revise fees, as necessary to accommodate changes made in the proposed development by the developer or requirements made by other agencies.

10. **X** See Exhibit No. 2 for additional comments, recommendations and requirements.

Debbie Campbell
Digitally signed by Debbie Campbell Date: 3/3/2026 12:27:36 PM
Debbie Campbell
Design Engineer, RCE

Antonio Tolentino
Digitally signed by Antonio Tolentino Date: 2/20/2026 3:20:02 PM
Antonio Tolentino
Engineer I

CL CUP No. 2026-001

OTHER REQUIREMENTS

EXHIBIT NO. 2

Runoff from the site shall be directed to Laverne Avenue and/or Fowler Avenue. The City of Clovis shall verify that drainage covenants are in place to allow runoff from CL CUP 2026-001 to drain to Fowler Avenue as required.

In an effort to improve storm runoff quality, outdoor storage areas shall be constructed and maintained such that material that may generate contaminants will be prevented from contact with rainfall and runoff and thereby prevent the conveyance of contaminants in runoff into the storm drain system.

The District encourages, but does not require that roof drains from non-residential development be constructed such that they are directed onto and through a landscaped grassy swale area to filter out pollutants from roof runoff.

Runoff from areas where industrial activities, product, or merchandise come into contact with and may contaminate storm water must be treated before discharging it off-site or into a storm drain. Roofs covering such areas are recommended. Cleaning of such areas by sweeping instead of washing is to be required unless such wash water can be directed to the sanitary sewer system. Storm drains receiving untreated runoff from such areas shall not be connected to the District's system. Loading docks, depressed areas, and areas servicing or fueling vehicles are specifically subject to these requirements. The District's policy governing said industrial site NPDES program requirements is available on the District's website at: www.fresnofloodcontrol.org or contact the District's Environmental Department for further information regarding these policies related to industrial site requirements.

San Joaquin Valley
AIR POLLUTION CONTROL DISTRICT

HEALTHY AIR LIVING™

February 25, 2026

Marissa Parker
City of Clovis
Planning & Development Services
1033 Fifth Street
Clovis, CA 93612

Project: General Plan Amendment 2026-02, Conditional Use Permit 2026-001, Site Plan Review 2026-001

District CEQA Reference No: 20260141

Dear Ms. Parker:

The San Joaquin Valley Air Pollution Control District (District) has reviewed the General Plan Amendment (GPA), Conditional Use Permit (CUP), and Site Plan Review (SPR) from the City of Clovis (City). Per the GPA/CUP/SPR, the project consists of a 113,576 square foot self-storage development on 2.45 acres (Project). The Project is located at 1859 Shaw Avenue, in Clovis, CA.

The District offers the following comments at this time regarding the Project:

1) Project Related Emissions

At the federal level under the National Ambient Air Quality Standards (NAAQS), the District is designated as extreme nonattainment for the 8-hour ozone standards and serious nonattainment for the particulate matter less than 2.5 microns in size (PM2.5) standards. At the state level under California Ambient Air Quality Standards (CAAQS), the District is designated as nonattainment for the 8-hour ozone, PM10, and PM2.5 standards.

Based on information provided to the District, Project specific annual criteria pollutant emissions from construction and operation are not expected to exceed any of the significance thresholds as identified in the District's Guidance for Assessing and Mitigating Air Quality Impacts (GAMAQI): https://ww2.valleyair.org/media/g4nl3p0g/gamaqi.pdf.

Samir Sheikh
Executive Director/Air Pollution Control Officer

Northern Region
4800 Enterprise Way
Modesto, CA 95356-8718
Tel: (209) 557-6400 FAX: (209) 557-6475

Central Region (Main Office)
1990 E. Gettysburg Avenue
Fresno, CA 93726-0244
Tel: (559) 230-6000 FAX: (559) 230-6061

Southern Region
34946 Flyover Court
Bakersfield, CA 93308-9725
Tel: (661) 392-5500 FAX: (661) 392-5585

www.valleyair.org www.healthyairliving.com

1a) Construction Emissions

The District recommends, to reduce impacts from construction-related diesel exhaust emissions, the Project should utilize the cleanest available off-road construction equipment.

2) Health Risk Screening/Assessment

The City should evaluate the risk associated with the Project for sensitive receptors (residences, businesses, hospitals, day-care facilities, health care facilities, etc.) in the area and mitigate any potentially significant risk to help limit exposure of sensitive receptors to emissions.

To determine potential health impacts on surrounding receptors (residences, businesses, hospitals, day-care facilities, health care facilities, etc.) a Prioritization and/or a Health Risk Assessment (HRA) should be performed for the Project. These health risk determinations should quantify and characterize potential Toxic Air Contaminants (TACs) identified by the Office of Environmental Health Hazard Assessment/California Air Resources Board (OEHHA/CARB) that pose a present or potential hazard to human health.

Health risk analyses should include all potential air emissions from the project, which include emissions from construction of the project, including multi-year construction, as well as ongoing operational activities of the project. Note, two common sources of TACs can be attributed to diesel exhaust emitted from heavy-duty off-road earth moving equipment during construction, and from ongoing operation of heavy-duty on-road trucks.

Prioritization (Screening Health Risk Assessment):
A “Prioritization” is the recommended method for a conservative screening-level health risk assessment. The Prioritization should be performed using the California Air Pollution Control Officers Association’s (CAPCOA) methodology. Please contact the District for assistance with performing a Prioritization analysis.

The District recommends that a more refined analysis, in the form of an HRA, be performed for any project resulting in a Prioritization score of 10 or greater. This is because the prioritization results are a conservative health risk representation, while the detailed HRA provides a more accurate health risk evaluation.

Health Risk Assessment:
Prior to performing an HRA, it is strongly recommended that land use agencies/ project proponents develop and submit for District review a health risk modeling protocol that outlines the sources and methodologies that will be used to perform the HRA.

A development project would be considered to have a potentially significant health risk if the HRA demonstrates that the health impacts would exceed the District's established risk thresholds, which can be found here: https://ww2.valleyair.org/permitting/cega/.

A project with a significant health risk would trigger all feasible mitigation measures. The District strongly recommends that development projects that result in a significant health risk not be approved by the land use agency.

The District is available to review HRA protocols and analyses. For HRA submittals please provide the following information electronically to the District for review:

- HRA (AERMOD) modeling files
- HARP2 files
- Summary of emissions source locations, emissions rates, and emission factor calculations and methodologies.

For assistance, please contact the District's Technical Services Department by:

- E-Mailing inquiries to: hramodeler@valleyair.org
- Calling (559) 230-5900

Recommended Measure: Development projects resulting in TAC emissions should be located an adequate distance from residential areas and other sensitive receptors to prevent the creation of a significant health risk in accordance to CARB's Air Quality and Land Use Handbook: A Community Health Perspective located at https://ww2.arb.ca.gov/our-work/programs/resource-center/strategy-development/land-use-resources.

3) Ambient Air Quality Analysis

An Ambient Air Quality Analysis (AAQA) uses air dispersion modeling to determine if emissions increases from a project will cause or contribute to a violation of State or National Ambient Air Quality Standards. The District recommends an AAQA be performed for the Project if emissions exceed 100 pounds per day of any pollutant.

An AAQA uses air dispersion modeling to determine if emission increase from a project will cause or contribute to a violation of State or National Ambien Air Quality Standards. An acceptable analysis would include emissions from both project-specific permitted and non-permitted equipment and activities. The District recommends consultation with District staff to determine the appropriate model and input data to use in the analysis.

Specific information for assessing significance, including screening tools and modeling guidance, is available online at the District's website: https://ww2.valleyair.org/permitting/ceqa/.

4) Vegetative Barriers and Urban Greening

There are residential units located near the Project and an elementary (Jefferson Elementary School) located west of the Project. The District suggests the City consider the feasibility of incorporating vegetative barriers and urban greening as a measure to further reduce air pollution exposure on sensitive receptors (e.g., residential units and schools).

While various emission control techniques and programs exist to reduce air quality emissions from mobile and stationary sources, vegetative barriers have been shown to be an additional measure to potentially reduce a population's exposure to air pollution through the interception of airborne particles and the update of gaseous pollutants. Examples of vegetative barriers include, but are not limited to the following: trees, bushes, shrubs, or a mix of these. Generally, a higher and thicker vegetative barrier with full coverage will result in greater reductions in downwind pollutant concentrations. In the same manner, urban greening is also a way to help improve air quality and public health in addition to enhancing the overall beautification of a community with drought tolerant, low-maintenance greenery.

5) Clean Lawn and Garden Equipment in the Community

Since the Project consists of commercial development, gas-powered commercial lawn and garden equipment have the potential to result in an increase of NOx and PM2.5 emissions. Utilizing electric lawn care equipment can provide residents with immediate economic, environmental, and health benefits. The District recommends the Project proponent consider the District's Clean Green Yard Machines (CGYM) program which provides incentive funding for replacement of existing gas-powered lawn and garden equipment. More information on the District CGYM program and funding can be found at: https://ww2.valleyair.org/grants/zero-emission-landscaping-equipment-voucher-program/.

6) On-Site Solar Deployment

It is the policy of the State of California that renewable energy resources and zero-carbon resources supply 100% of retail sales of electricity to California end-use customers by December 31, 2045. While various emission control techniques and programs exist to reduce air quality emissions from mobile and stationary sources, the production of solar energy is contributing to improving air quality and public health. The District suggests that the City consider incorporating solar power systems as an emission reduction strategy for the Project.

7) Electric Infrastructure

To support and accelerate the installation of electric vehicle charging equipment and development of required infrastructure, the District offers incentives to public agencies, businesses, and property owners of multi-unit dwellings to install electric charging infrastructure (Level 2 and 3 chargers). The purpose of the District's Charge Up! Incentive program is to promote clean air alternative-fuel technologies and the use of low or zero-emission vehicles. The District recommends that the City and project proponents install electric vehicle chargers at project sites, and at strategic locations.

Please visit https://ww2.valleyair.org/grants/charge-up for more information.

8) District Rules and Regulations

The District issues permits for many types of air pollution sources, and regulates some activities that do not require permits. A project subject to District rules and regulations would reduce its impacts on air quality through compliance with the District's regulatory framework. In general, a regulation is a collection of individual rules, each of which deals with a specific topic. As an example, Regulation II (Permits) includes District Rule 2010 (Permits Required), Rule 2201 (New and Modified Stationary Source Review), Rule 2520 (Federally Mandated Operating Permits), and several other rules pertaining to District permitting requirements and processes.

The list of rules below is neither exhaustive nor exclusive. Current District rules can be found online at: https://ww2.valleyair.org/rules-and-planning/current-district-rules-and-regulations. To identify other District rules or regulations that apply to future projects, or to obtain information about District permit requirements, the project proponents are strongly encouraged to contact the District's Small Business Assistance (SBA) Office at (559) 230-5888.

8a) District Rules 2010 and 2201 - Air Quality Permitting for Stationary Sources

Stationary Source emissions include any building, structure, facility, or installation which emits or may emit any affected pollutant directly or as a fugitive emission. District Rule 2010 (Permits Required) requires operators of emission sources to obtain an Authority to Construct (ATC) and Permit to Operate (PTO) from the District. District Rule 2201 (New and Modified Stationary Source Review) requires that new and modified stationary sources of emissions mitigate their emissions using Best Available Control Technology (BACT).

This Project may be subject to District Rule 2010 (Permits Required) and Rule 2201 (New and Modified Stationary Source Review) and may require District permits. Prior to construction, the Project proponent should submit to the District an application for an ATC. For further information or assistance, the project proponent may contact the District's SBA Office at (559) 230-5888.

8b) District Rule 9510 - Indirect Source Review (ISR)

The Project is subject to District Rule 9510 because it will receive a project-level discretionary approval from a public agency and will equal or exceed 2,000 square feet of commercial space.

The purpose of District Rule 9510 is to reduce the growth in both NOx and PM emissions associated with development and transportation projects from mobile and area sources; specifically, the emissions associated with the construction and subsequent operation of development projects. The ISR Rule requires developers to mitigate their NOx and PM emissions by incorporating clean air design elements into their projects. Should the proposed development project clean air design elements be insufficient to meet the required emission reductions, developers must pay a fee that ultimately funds incentive projects to achieve off-site emissions reductions.

Per Section 5.0 of the ISR Rule, an Air Impact Assessment (AIA) application is required to be submitted no later than applying for project-level approval from a public agency. As of the date of this letter, the District has not received an AIA application for this Project. Please inform the project proponent to immediately submit an AIA application to the District to comply with District Rule 9510 so that proper mitigation and clean air design under ISR can be incorporated into the Project's design.

Information about how to comply with District Rule 9510 can be found online at: https://ww2.valleyair.org/permitting/indirect-source-review-rule-overview

The AIA application form can be found online at: https://ww2.valleyair.org/permitting/indirect-source-review-rule-overview/forms-and-applications/

District staff is available to provide assistance and can be reached by phone at (559) 230-5900 or by email at ISR@valleyair.org.

8c) District Rule 4601 (Architectural Coatings)

The Project may be subject to District Rule 4601 since it may utilize architectural coatings. Architectural coatings are paints, varnishes, sealers, or stains that are applied to structures, portable buildings, pavements or curbs.

The purpose of this rule is to limit VOC emissions from architectural coatings. In addition, this rule specifies architectural coatings storage, cleanup and labeling requirements. Additional information on how to comply with District Rule 4601 requirements can be found online at: https://ww2.valleyair.org/media/tkgjeusd/rule-4601.pdf

8d) District Regulation VIII (Fugitive PM10 Prohibitions)

The project proponent may be required to submit a Construction Notification Form or submit and receive approval of a Dust Control Plan prior to commencing any earthmoving activities as described in Regulation VIII, specifically Rule 8021 – *Construction, Demolition, Excavation, Extraction, and Other Earthmoving Activities.*

Should the project result in at least 1-acre in size, the project proponent shall provide written notification to the District at least 48 hours prior to the project proponents intent to commence any earthmoving activities pursuant to District Rule 8021 (Construction, Demolition, Excavation, Extraction, and Other Earthmoving Activities). Also, should the project result in the disturbance of 5-acres or more, or will include moving, depositing, or relocating more than 2,500 cubic yards per day of bulk materials, the project proponent shall submit to the District a Dust Control Plan pursuant to District Rule 8021 (Construction, Demolition, Excavation, Extraction, and Other Earthmoving Activities). For additional information regarding the written notification or Dust Control Plan requirements, please contact District Compliance staff at (559) 230-5950.

The application for both the Construction Notification and Dust Control Plan can be found online at: https://ww2.valleyair.org/media/fm3jrbsq/dcp-form.docx

Information about District Regulation VIII can be found online at: https://ww2.valleyair.org/dustcontrol

8e) Other District Rules and Regulations

The Project may also be subject to the following District rules: Rule 4102 (Nuisance) and Rule 4641 (Cutback, Slow Cure, and Emulsified Asphalt, Paving and Maintenance Operations).

9) District Comment Letter

The District recommends that a copy of the District's comments be provided to the Project proponent.

If you have any questions or require further information, please contact Ryan Grossman by e-mail at ryan.grossman@valleyair.org or by phone at (559) 230-6569.

Sincerely,

Mark Montelongo
Director of Policy and Government Affairs



Daniel Martinez
Program Manager

Rebecca Simonian

From: Melisa Nilmeier [redacted]
Sent: Friday, April 3, 2026 9:35 AM
To: Diane Pearce; Vong Mouanoutoua; Lynne Ashbeck; Matt Basgall; Drew Bessinger
Cc: Andrew Haussler
Subject: Planning Commission Report Res.26_, GPA2026-002
Attachments: City of Clovis Letter.docx

Regarding Item for City Council Meeting for Monday, April 13, 2026, Consider Approval Res.26_, GPA2026-002. For consideration of approval of building a storage unit on an undeveloped lot on Laverne Ave, north of Shaw.

Good morning,

I'm sending this email now along with an attached letter directly to you to provide you possibly a little more time to review my concerns regarding the proposed storage unit you will be considering at the next city council meeting. I will also put a comment for the record but this issue to too important to myself and the couple of neighbors that even if this is out of line, I am sending the letter directly to you for your consideration. I live right across Laverne from this proposed storage facility so I will be directly affected by the project.

I've listed my concerns and issues in the attached letter. I will thank you in advance for your consideration in this matter.

Have a great Easter,

Lisa Nilmeier
[redacted]

Attachment 5

Regarding proposed development on the undeveloped land located close to the intersection of Shaw and Laverne. This Project was heard before the planning commission on March 26, 2026.

After reading the Report to the Planning Commission by Marissa Parker, dated March 26, 2026, and watching the video from Planning Commission Meeting from March 26, 2026, I am submitting this document for consideration of the Clovis City Council with some concerns I have as a resident living on the lot directly across Laverne.

In the report under the "Findings for General Plan Amendments" item #2, it states the proposed amendment would not be detrimental to the public interest, health, safety, convenience, or general welfare of the City, And "no concerns were expressed by the Department of Public Health, Police, or Fire." But the report from the County of Fresno, Department of Public Health, states "The proposed project has the potential to expose nearby residents to elevated noise levels. Consideration should be given to your City's municipal code. Then in the report from the San Joaquin Valley Air Pollution Control District, under "Health Risk Screening/Assessment", there is a paragraph which states, "Health risk analyses should include all potential air emissions from the project, which include emissions from construction of the project, including multi-year construction, as well as ongoing operational activities of the project. Note, two common sources of TACs can be attributed to diesel exhaust emitted from heavy-duty off-road earth moving equipment during construction, and from ongoing operation of heavy-duty on-road trucks. Neither of these recommendation or concerns were mentioned in the Report to the Planning Commission. As a resident it is concerning that these issues were not mentioned at all in the report. And no further discussion was made to the Planning Commission that further studies may need to be performed or discussed. By leaving these two concerns/recommendations out of the official report, it may expose the City of Clovis to legal action if the project is approved without further testing of mitigating factors. If this project is built then residents who live along the fence line or in the surrounding area develop physical or mental health issues due to the increase in ongoing noise, exposure to vehicle exhaust, and light disturbances, they may have grounds to sue to the City of Clovis for not following the recommendations of the agencies mentioned.

The hours of operation are listed as 6 am to 10 pm, 7 days a week. The North side entrance will be a wrought iron gate driven by a hydraulic or chain mechanism. That gate opening/closing will result in the residence having to endure the noise right next to their backyard, house, and windows. The storage units on the North and West side have exterior entrances which appear to be rollup doors. These also will be a noise nuisance for the residents.

So far, the established residences will have to endure noise from the gates opening/closing most likely 5:45 am to 10:15 pm for staff to arrive at work early to open the business, 7-days a week! The noise of rollup doors for the outside storage units. Along with the noise of the

vehicles of customers. A 10-foot buffer of trees and scrubs will not dampen the noise level enough to mitigate chances of central nervous issues for people who live in those homes. I believe the residential area have noise ordinances on when we are allowed to use outdoor yard equipment or power tools, but this company is requesting to work outside of those.

Not to mention having to breathe the vehicle exhaust from the vehicles going in and out. Or vehicles parking at the outside units and leaving their vehicle running as they unload or they are storing a towed vehicle. The report from the San Joaquin Valley Air Pollution Control District actually mentions the air quality issues and recommends the City evaluate the project for sensitive receptors to mitigate any potential risk to help limit exposure of sensitive receptors to emissions. Exhaust fumes will easily travel through landscape and cause health issues for folks with asthma or other respiratory issues. No one wants to spend time in their backyard when they will have to endure vehicle exhaust exposure or increase noise. Residents won't be able to have their windows open, due to both the vehicle exhaust and noise. The residents who live in the neighborhood should not have to accept being exposed to either excess noise or exhaust fumes. Not to mention the parking lot light which per the mark-up map will be between two homes, illuminating their backyards and houses every night.

Under fencing and screening in the report the minimum requirement is a 10-foot setback but the project will have a 44-foot setback on the northern property line with an 8-foot brick wall. **That clearance isn't for the benefit of the homeowners, it is required for the customers of the storage units on the North and West sides of the building to access the larger storage units!!**

Not only will that 44-foot setback on the northside not help mitigate the issues, neither will an 8-foot brick wall.

Nowhere in the Report to the Planning Commission is there mention of cameras nor lighting. But on Attachment 3, the site map it shows #23 proposed site light, one if which is along the northside of the property. This light shows a position between the first two properties on Keats west of Laverne. There is no mention if this light will be on a pole or the 8-foot fence. If this light will be on a pole, how tall of a pole will be used and what number of lumens will the light be? So the homes will have their backyards lit up 24 hours a days whether they like it or not? The company marketing materials show security as a factor for customers to use their product, but there is no mention of camera placement in the report or any other document that I can find.

The operational statement from Hawkings states, the drive up units and loading entrance will be secured behind a wrought iron gates accessible only through the North access drive off of Laverne Ave. (Right next the fence of the homes). These units are facing away from the public right-of-way and screened from view with landscaping. So you can't see them from Shaw or Laverne but the residents do and will be impacted by them. Their statement also

states the facility will be well lit to ensure accessibility and safety. Security cameras will be installed throughout the facility for monitoring purposes. In other words, the residents will be impacted with lighting in excess of what a neighborhood would have and most likely have security cameras high enough on the exterior of the building to monitor residents in the backyards.

Since we know there will be cameras especially on the North and West side where there are outside storage access, where will the cameras be installed? On the 24 foot building, looking down and out? So they can record the whole property and into the backyards and windows of the residents? An 8-foot fence is not going to be tall enough to shield the backyards and windows from cameras. I understand we only have a *reasonable right to privacy in public* but the residents should have a complete right to privacy in our backyards and windows/doors. Especially when the residents have no control over the data being recorded or stored. We should feel safe from being watched or recorded in our backyards and homes.

There also is no mention of the increase in traffic in the neighborhood from the customers of the business. We already have a high amount of nonresident traffic due to 90% of the DMV driving test start on Laverne and either turn left to Fowler or turn right into the neighborhood. Then add the traffic of five driving schools practicing throughout the day, 7-days a week. And they all finish up in the neighborhood, driving south on Burl back to the DMV. I live on the corner of Keats and Laverne, so I can attest to the amount of DMV traffic. If the storage customers are coming off Fowler, they can easily choose to drive East on Keats, to avoid going through the traffic signal and crossing Shaw onto Laverne. That traffic would be driving on Keats from 6 am to 10 pm. There are families who live on Keats with kids who ride bikes and play basketball who shouldn't have an increase risk of injury due to a storage customer cutting through the neighborhood.

The Report as written to the planning commission believes this project should be approved due to market changes in our areas and a decrease in need for office space in our area. I respectfully but strongly disagree with that statement. If you pay attention to the Shaw Ave Corridor the Southwest corner of Shaw and Armstrong was vacant a few years ago but is now full of office space, an EECU branch, daycare, and a salon. The shopping center on the Northwest side of Shaw and Armstrong is full of a variety of businesses and any vacancy is filled rather quickly. The Southeast and Southwest corners of Shaw and Fowler also have a consist occupancy with a variety of businesses. With the increase in homes being built in Loma Visit the need for office space is going to be high demand in the near future. Office space, as the lot was originally zoned for is the perfect fit for that plot of land. And more conducive to blend with the neighborhood.

The Report states under Circulation and Parking, the Project would be accessed via two (2) points of ingress/egress, along Laverne Ave. The northern access driveway will be secured with a wrought-iron gate and intended to provide customers with access to the drive-up

gates and loading entrance. The southern access drive aisle is not gated and will provide reciprocal access to and from the adjacent properties. On the mark-up map it shows a proposed gate on the southwest corner but it is facing west.

Why would the planning department have them put a proposed ungated egress/ingress for reciprocal access to and from the adjacent properties when the land on the west side of this property has already been approved in 2022 for a daycare that has yet to be constructed? The name of the approved daycare is the same name as of land owner, which leads me to believe the daycare will not be built but we will go through another rezoning of that property in the future. Also why would that drive aisle not be gated, unless whatever is constructed on the west side will be part of the Project being proposed in this Report? The land on the south side of this proposed Project are two separate pieces of property owned by two separate entities and were added to the list of properties approved for moderate/high density housing that resulted from the law suit that the City of Clovis recently settled.

This storage facility is very nice and needed but it would be better suited to an area farther from homes than a 10-foot buffer of plants and trees. Even Derrel's Mini Storage has a buffer of storage units around the perimeter walls and cameras on the outside wall looking in and low enough to not be invasive to those around it.

I'm sorry I wasn't able to attend either meeting regarding this change of use and the proposed project but this gave me time to pull the reports to analyze the changes but also how this would impact not just myself but my neighbors. I understand this particular property has been undeveloped for a very long time and the landowners, Little Angels Daycare LLC. aren't generating any income from an idle property. But that is not the residents' problem and in no way more important than the direct, mostly negative, affect this project would have the Clovis City residents who live along Keats and the Laverne cul-de-sac . We are the human factor in this situation and would have to sacrifice the comfort of our homes, backyards, and street for a business whose headquarters are out of state. The human factors in this situation would have to endure additional noise, lights, vehicle exhaust, which we already have due to the DMV and Clovis High's new sound system at the stadium.

The value of homes will decrease on Keats, into the cul-de-sacs along with the homes along the ponding basin due to the increase in noise which will spread into the neighborhood but also along the fence line of the ponding basin over to Burgan. The homes along Keats with lights along the fence line could possibly see a decrease in price of their homes when selling. Again, I will mention in the Report to the Planning Commission, under *Findings for General Plan Amendments, #2. The proposed amendment would not be detrimental to the public interest, health, safety, convenience, or general welfare of the City.* I'm not sure how that statement is correct when there are two reports from outside agencies that contradicts that statement and the Citizens of Clovis who live close to this Project weren't taken into consideration. Again, since the reports from the Department of

Public Health and the Pollution Control weren't cited or taken into account in the report, this could lead to legal action being taken against the City of Clovis should there be any physical, mental, or emotional health issues caused by the Project.

Per the City of Clovis Organization Chart, the CITIZENS OF CLOVIS, are on top. The citizens and what is best for their way of life should come first and foremost than before an out of state company.

The motto Clovis – A Way of Life has always been correct, but that way of life is due to the citizens who help make this a great town, along with government who actively listens to the residents who live, work, and shop here. I thank you for your time and consideration in this matter that is important to my amazing neighborhood.

CITY of CLOVIS

Report to the City Council

To: City Council

From: Administration

Date: April 13, 2026

Staff: Claudia Cázares, Housing Program Manager, Chad McCollum, Economic Development, Housing and Communications Director

Subject: Consider approval of various actions related to Ordinance Amendment 2026-001 for the Mixed-Income Zoning Ordinance for residential development projects.

a. Consider Introduction and Adoption — Ord. 26-___, an Urgency Ordinance of the City Council of the City of Clovis finding that the proposed ordinance amendment is exempt from CEQA pursuant to CEQA Guidelines Section 15061, Subdivision (b)(3); and amending the City's Development Code by adding Chapter 9.27 to the Clovis Municipal Code to establish a Mixed-Income Zoning Ordinance for Residential Development Projects.

b. Consider Introduction — Ord. 26-____, an Ordinance of the City of Council of the City of Clovis finding that the proposed ordinance amendment is exempt from CEQA pursuant to CEQA Guidelines Section 15061, Subdivision (b)(3); and amending the City's Development Code by adding Chapter 9.27 to the Clovis Municipal Code to establish a Mixed-Income Zoning Ordinance for Residential Development Projects.

Recommendation: Adopt and Approve

Attachments:

1. MIZO ATT 1 Urgency Ord. 26 -
2. MIZO ATT 2 Ord. 26 -
3. MIZO ATT 3 Judgment
4. MIZO ATT 4 Feasibility Study

Recommendation:

For the City Council to adopt a finding that Ordinance Amendment 2026-001 is exempt from further environmental review pursuant to the California Environmental Quality Act (CEQA) Guidelines Section 15061, subdivision (b)(3), and to introduce and adopt, by four-fifths vote, an urgency ordinance, and introduce a regular ordinance, amending the City's Development Code by adding Chapter 9.27 to the Clovis Municipal Code to establish a Mixed-Income Zoning Ordinance for

residential development projects.

Executive Summary:
In accordance with the terms of the Judgment (Attachment 3) entered in the *Martinez v. City of Clovis* case ("Judgment"), the City of Clovis ("City") is required to establish the Ordinance to help address the availability of affordable housing to individuals and families at lower income levels within the City. The Ordinance is also a required program in the City's 6th Cycle Housing Element that will help the City meet its current and future regional housing needs allocation (RHNA) obligations, while increasing the availability of affordable housing units. The Ordinance will require any new residential development project consisting of eleven (11) or more units to set aside five percent (5%) of the units as affordable housing units, or to otherwise meet the requirements of the Ordinance through an alternate compliance measure.

Background:
The City is required to establish the Ordinance to assist in increasing the number of housing units available to lower-income households. Over the past year, City staff has been diligently working on drafting the Ordinance. Staff met with housing industry representatives in March 2025 to discuss the development of the Ordinance, and to identify requirements for the applicability of the Ordinance. In March 2025, the City provided a Frequently Asked Questions handout to the housing development community that outlined the applicability timeline of the future Ordinance. Additionally, to assist in the development of the Ordinance, the City contracted with Keyser Marsten Associates, Inc. (KMA) to conduct a study of the financial feasibility of a proposed ordinance for residential development projects in the City. The feasibility study was completed in October 2025 (Attachment 4). Since completion of the feasibility study, staff have incorporated those findings in drafting the Ordinance.

The recommendations of the feasibility study, in accordance with the Judgment, are as follows:

1. The Ordinance should apply to projects with eleven (11) or more units.
2. The Ordinance should require five percent (5%) of units in new developments to be set aside as affordable or mixed-income units.
3. At least fifty percent (50%) of mixed-income rental units shall be affordable for very low-income households (earning up to 50% or below the area median income (AMI)); and the balance (the remaining 50%) shall be affordable for low-income households (earning up to 80% of the AMI).
4. The Ordinance should provide for multiple alternative compliance options, such as land dedication, or off-site construction of affordable units.
5. Amongst these alternative compliance options, the Ordinance should include an in-lieu fee option to provide a feasible pathway for compliance. The in-lieu fee should be set at $2.80 per square foot of the net livable residential floor area of all the market-rate units for the applicable project.
6. The Ordinance should provide flexibility in development and design requirements.

City staff then prepared the Ordinance taking into consideration these recommendations, along with additional requirements set forth in the Judgment, and codified them for implementation. The Ordinance will apply to any new residential projects consisting of eleven (11) or more units, as may be approved by the City, to be built anywhere in the City, and in any area that may be annexed to the City in the future.

The requirements of the Ordinance are as follows:

Mixed-Income Zoning Ordinance Requirements: For projects that trigger the requirements of the

Ordinance, no less than five percent (5%) of all proposed market rate units shall be Mixed-Income Units (affordable units). For rental residential projects, at least fifty percent (50%) of the required Mixed-Income Units shall be affordable to very low-income households (up to 50% AMI), and the balance of the required Mixed-Income Units shall be affordable to low-income households (up to 80% AMI). In for-sale residential development projects, all of the required Mixed-Income Units shall be affordable to low-income households (up to 80% AMI).

The Ordinance includes five (5) additional alternative compliance measures, as follows:

1. Payment of an in-lieu fee of $2.80 per square foot of net livable space of market-rate units. Fees will be deposited into the City's Housing Trust Fund and be set aside to be used for future affordable housing projects or activity(ies).
2. Dedication of Land Off-Site. Developers shall have the option to dedicate vacant land sufficient for constructing the required number of Mixed-Income Units to the City for future affordable housing use. The fair market value of the land proposed to be dedicated/conveyed shall be of equal or greater value than the estimated amount of the in-lieu fees that would otherwise be required under the Ordinance. Acceptance of land and location is at the discretion of the City.
3. Construction of required Mixed-Income Units at an off-site location. Location to be approved at the discretion of the City.
4. Acquisition/Rehabilitation of Existing Dwelling Units. Developers may acquire and rehabilitate (as needed) existing market rate units elsewhere in the City. Location/Rehabilitation to be approved at the discretion of the City.
5. City Discretion/Other Option(s): Developers may propose an alternative compliance measure, not addressed above, to fulfill the requirements of the Ordinance. Acceptance of the alternative measures is at the discretion of the City.

The draft Ordinance was provided to housing industry partners on December 10, 2025, and presented in a meeting on December 18, 2025. The Ordinance will be jointly implemented and administered by the Planning and Development Services Department and the Economic Development, Housing and Communications Department. The City Manager will have final authority for approval regarding implementation of the Ordinance. Any project-specific development or affordability agreement(s) will be brought before the City Council for approval as applicable residential projects are approved.

California Environmental Quality Act

The project qualifies for the "common sense" exemption under CEQA Guidelines, section 15061, subdivision (b)(3), which applies to activities for which it can be seen with certainty that there is no possibility that the activity in question may have a significant effect on the environment. There is no reasonable possibility that the project would result in a significant environmental effect, and no unusual circumstances exist that would create a reasonable possibility of such effects. Adoption of the Ordinance only creates new requirements under the City's Development Code, but these requirements do not create any foreseeable changes in the environment. There is no requirement to increase or decrease the number of units created in a project or change the development standards of future residential projects. Rather, this Ordinance merely sets forth affordability requirements for a certain number of units for development projects that the Ordinance is applicable to.

Public Notice

The City published notice of this public hearing in *The Business Journal* on Friday, March 27, 2026.

Planning Commission

The Planning Commission considered Ordinance Amendment 2026-001 and its related environmental finding at its regular meeting on February 26, 2026. No written public comments were received; one member of the public provided comment at the meeting. The Planning Commission approved the project with a 4–0-1 vote, with Commissioner Hebert absent.

Fiscal Impact:
The cost of the program will primarily be carried by residential housing developers. There will be a yet-to-be determined staff cost associated with administering the program, which may be offset through the use of future application fees.

Reason for Recommendation:
The proposed Ordinance was initiated to satisfy one of the requirements of the Judgment. This action is also required as part of the City's 6th Cycle Housing Element and is a result of the findings of the feasibility study.

Staff is requesting Council to adopt the *Urgency* Ordinance and approve the *Regular* Ordinance together because: (1) the provisions of the judgment require that the City adopt the MIZO as an urgency ordinance; and (2) the Urgency Ordinance has a 45-day sunset period which requires the City to then adopt the Regular Ordinance to make it a permanent part of the City's Development Code. The Regular Ordinance will be provided to Council for adoption at the April 20, 2026, Council meeting.

Findings of Approval
The findings to consider when making a decision on an ordinance amendment include.

1. The proposed amendment is consistent with the goals, policies, and actions of the General Plan.

The proposed ordinance amendment is consistent with existing General Plan policies that emphasize the provision of a diverse mix of housing types and sizes to meet the needs of the community. The amendment supports a range of housing product types, including both ownership and rental opportunities, which helps accommodate households at different life stages, income levels, and housing preferences. By encouraging a balanced mix of housing options, the proposed amendment advances the General Plan's objectives for housing diversity, choice, and long-term community sustainability.

2. The proposed amendment would not be detrimental to the public interest, health, safety, convenience, or general welfare of the City.

The Project is not detrimental to the public interest, health, safety, convenience, or general welfare of the City. Rather, it would provide a public benefit by increasing the availability of affordable housing for individuals and families at lower income levels. By helping to address documented housing needs within the community, the Project would support the City's housing goals, promote stability for lower-income households, and contribute to a balanced and inclusive community without resulting in adverse effects to surrounding properties or public services.

3. The proposed amendment is internally consistent with other applicable provisions of this Development Code.

The proposed amendment would enable the City to meet the requirements of the Judgment entered in the Martinez v. City of Clovis case by implementing the necessary regulatory changes. Adoption of

the amendment would bring the City's regulations into compliance with the terms of the Judgment and support timely implementation of the required actions. In addition, a review of the proposed amendment has not identified any conflicts with existing provisions of the Development Code, and the amendment would function consistently within the City's overall regulatory framework.

Actions Following Approval:
Staff will develop necessary documents to implement and administer the Ordinance(s) consistent with the Judgment.

Conflict of Interest:
None.

URGENCY ORDINANCE 26-____

AN URGENCY ORDINANCE OF THE CITY COUNCIL OF THE CITY OF CLOVIS FINDING THAT THE PROPOSED ORDINANCE AMENDMENT 2026-001 IS EXEMPT FROM CEQA PURSUANT TO CEQA GUIDELINES SECTION 15061, SUBDIVISION (B)(3); AND AMENDING THE CITY'S DEVELOPMENT CODE BY ADDING CHAPTER 9.27 TO THE CLOVIS MUNICIPAL CODE TO ESTABLISH A MIXED-INCOME ZONING ORDINANCE FOR RESIDENTIAL DEVELOPMENT PROJECTS.

WHEREAS, in October 2019, an individual ("Petitioner") filed a lawsuit that included causes of action challenging the validity of the City of Clovis's ("City") General Plan and Housing Element (*Martinez v. City of Clovis*); and

WHEREAS, in April 2021, the Fresno County Superior Court granted Petitioner's request for a writ of mandate, ordering the City to adopt a compliant Housing Element and to implement a rezoning program to meet its Regional Housing Needs Assessment ("RHNA") for the 2008-2015 planning period; and

WHEREAS, in April 2023, the Fifth District Court of Appeal denied the City's appeal to the April 2021 order granting the writ of mandate. In July 2023, the California Supreme Court denied the City's request for review of the Court of Appeal's decision; and

WHEREAS, following a settlement agreement between the parties, the Fresno County Superior Court entered a Judgment in the *Martinez v. City of Clovis* case on March 19, 2024 ("Judgment"); and

WHEREAS, the terms of the Judgment require the City to adopt a Mixed-Income Zoning Ordinance as a program within the City's 6th Cycle Housing Element and conduct a financial feasibility analysis for such an ordinance; and

WHEREAS, in accordance with the Judgment, the City contracted with Keyser Marsten Associates, Inc. ("KMA") in May 2024 to conduct a study of the financial feasibility of a mixed income zoning ordinance on residential development projects in Clovis, and the KMA feasibility report was issued in October 2025; and

WHEREAS, on November 4, 2024, the City adopted its 6th Cycle Housing Element covering the eight (8) year period of 2024-2031, which includes adoption of a Mixed-Income Zoning Ordinance as one of the required programs the City will implement (Program H12); and

WHEREAS, California is facing a severe shortage of housing options for individuals and families at lower income levels, and many municipalities throughout the State have adopted Mixed-Income Zoning Ordinances to help address the availability of affordable housing to individuals and families at lower income levels; and

WHEREAS, the adoption of a Mixed-Income Zoning Ordinance is intended to increase the number of housing units available to lower income households; and

WHEREAS, adoption of a Mixed-Income Zoning Ordinance is a required program in the City's 6th Cycle Housing Element that will help the City meet its current and future RHNA obligations of facilitating lower-income housing availability; and

WHEREAS, increasing the availability of affordable housing is consistent with the City's General Plan; and Housing Element Program H12 "Mixed Income Zoning Ordinance" includes an objective to facilitate the construction of at least 320 low- and very low-income units, depending on overall housing production during the 6th Cycle (2024-2031); and

WHEREAS, on February 26, 2026, the City's Planning Commission considered the proposed Ordinance and adopted Planning Commission Resolution No. 26-04, recommending that the City Council approve the proposed Ordinance; and

WHEREAS, notice of the public hearing for the consideration of this Ordinance was published in the Business Journal on March 27, 2026, and the notice of the Public Hearing was also posted in accordance with applicable law; and

WHEREAS, the City Council has considered the California Environmental Quality Act ("CEQA") analysis for this proposed ordinance as described and summarized in the staff report and elsewhere in the record of proceedings for this matter, which analysis includes a determination that the Mixed-Income Zoning Ordinance will not result in any significant effect on the environment, and is therefore exempt from further environmental under CEQA pursuant to CEQA Guidelines 15061, subdivision (b)(3); and

WHEREAS, the City Council has reviewed and considered the Judgment, the KMA feasibility report, the CEQA analysis, staff report, and all written materials submitted in connection with this proposed Ordinance and public hearing, and considered all written and oral presentations presented to the City Council for this item during the public hearing ("Administrative Record").

NOW, THEREFORE, BASED UPON THE ENTIRE RECORD OF THE PROCEEDINGS, THE CITY COUNCIL HEREBY ORDAINS AS FOLLOWS:

Section 1. Based on the Administrative Record, the City Council finds that the Mixed-Income Zoning Ordinance is exempt from further environmental review under CEQA pursuant to CEQA Guidelines section 15601, subdivision (b)(3).

Section 2. The City Council makes the following findings in accordance with Clovis Municipal Code section 9.86.060:

(A) The proposed ordinance amendment is consistent with the goals, policies, and actions of the General Plan.

(B) The proposed ordinance amendment would not be detrimental to the public interest, health, safety, convenience, or general welfare of the City.

(C) The proposed ordinance amendment is internally consistent with other applicable provisions of the City's Development Code.

Section 3. The bases for these findings are detailed in the April 13, 2026, staff report, which is hereby incorporated by reference, the entire Administrative Record, as well as the evidence and comments presented during the public hearing.

Section 4. The City Council finds that the State of California and the City of Clovis is experiencing a housing shortage, especially for affordable housing. A goal of the City is to achieve a balanced community with housing available for households at different income levels. Increasingly, affordable housing opportunities in the City are diminishing for households with lower incomes who may work or desire to work in and/or live within the City. The City further finds that the housing shortage for affordable housing is detrimental to the public health, safety, and welfare, and it is a public purpose of the City, and a public policy of the State of California, as mandated by the requirements for adoption of the Housing Element of the City's General Plan, to implement policies and programs intended to help provide opportunities so that an adequate supply of housing is available for persons of all economic segments of the community. Accordingly, the City Council further finds that there is an urgent need to adopt this Ordinance on an interim basis as an urgency measure to comply with the Judgment and to protect the public safety, health, and welfare, to be effective immediately and without delay. (Gov. Code § 65858.)

Section 5. The City Council hereby approves Ordinance Amendment 2026-001, which amends Title 9 of the Clovis Municipal Code to add Chapter 9.27 (Mixed-Income Zoning Ordinance) as outlined in Attachment A, attached hereto and incorporated by this reference herein.

Section 6. This Ordinance is an urgency Ordinance and shall be effective immediately upon its final passage and adoption. It shall have no further force and effect forty-five (45) days from the date of its adoption, unless extended by the City Council.

APPROVED: _____, 2026

_____ _____
Mayor City Clerk

* * * * * * * * * *

The foregoing Ordinance was passed and adopted at a regular meeting of said Council held on _____, 2026, by the following vote, to wit:

AYES:
NOES:
ABSENT:
ABSTAIN:

DATED: _____, 2026

_____
City Clerk

ATTACHMENT A

Chapter 9.27
MIXED-INCOME ZONING ORDINANCE

Sections:

9.27.010 Purpose
9.27.020 Definitions
9.27.030 Applicability of Mixed-Income Unit Requirements
9.27.040 Mixed-Income Unit Requirements
9.27.050 In-Lieu Fees and Alternatives to Compliance
9.27.060 Mixed-Income Unit Standards
9.27.070 Development Project Approval
9.27.080 Occupancy and Continuing Availability of Mixed-Income Units
9.27.090 Collection and Use of In-Lieu Fees
9.27.100 Implementation, Monitoring, and Enforcement

Section 9.27.010 – Purpose

The purpose of this Chapter is to enhance the public welfare by facilitating mixed-income housing opportunities and contributing toward the City's share of the region's housing needs, assisting in the implementation of the City's Housing Element goals, policies, and programs, and ensuring compatibility of future housing development by requiring that land in the City developed for future residential housing is utilized in a manner consistent with State and local land use and housing policies.

Section 9.27.020 – Definitions

For the purposes of this Chapter, unless otherwise apparent from the context, certain words and terms used herein are defined as follows:

Administrator shall mean the housing program administrator, which shall either be the City itself or a third-party administrator acting as an agent for the City pursuant to an agreement entered into between the City and the administrator, as such agreement may be amended or replaced from time to time.

Affordable shall mean that the cost of a housing unit (rent or sale price) does not exceed thirty percent (30%) of the state maximum household income adjusted for family size appropriate for the unit. The term "adjusted for family size appropriate for the unit" shall have the same meaning as provided in Health and Safety Code section 50052.5, subdivision (c) as it may be amended, or in any successor statute.

Affordable Housing Plan shall mean a plan submitted as part of a residential development project application that contains information specifying the manner in which the applicant proposes to comply with the requirements of this Chapter.

Applicant shall mean any person, firm, partnership, association, joint venture, corporation, or any other entity or combination of entities, who either (i) submits an application to the City

for approval of a residential development project subject to this Chapter, or (ii) submits an application for a building permit for construction in any approved residential development project subject to this Chapter.

Area Median Income shall mean the area median income as periodically established by the Department of Housing and Community Development pursuant to Health and Safety Code section 50093 as it may be amended, or in any successor statute.

Attached single-family dwelling unit shall mean a single-family dwelling unit having one (1) or more walls attached to and in common with one (1) or more single-family dwellings.

Density bonus shall mean a density increase over the otherwise maximum allowable density on a site pursuant to Government Code section 65915 and Chapter 9.26 of this Title (Affordable Housing Incentives: Density Bonus).

Detached single-family dwelling unit shall mean a dwelling unit intended for use by a single household and not attached to any other building.

Director shall mean the City's Planning and Development Services Director or designee.

Dwelling unit shall mean a residential unit, either for sale or rent.

For-sale residential development project shall mean a residential development project that includes the creation of one (1) or more new dwelling units that may be sold individually. A for-sale residential development project also includes the conversion of a residential rental development to a residential ownership development.

Gap Financing means the amount of funding necessary to fill the gap between the estimated funding required to develop and make available the Mixed-Income Units and the resources commonly available to residential development applicants as described in the October 2025 Mixed Income Zoning Ordinance feasibility report on file with the City.

In-lieu fee shall mean a monetary payment made by an applicant for a residential development project subject to this Chapter to the City in lieu of constructing the number of Mixed-Income Units that would otherwise be required under this Chapter. The in-lieu fee is intended to provide funds needed to cover the Gap Financing necessary to facilitate the construction of required Mixed-Income Units as described in the October 2025 Mixed Income Zoning Ordinance feasibility report on file with the City.

Lower/Low-income household shall mean a household whose income does not exceed eighty percent (80%) of the Area Median Income, adjusted for household size, applicable to Fresno County, as set forth in Health and Safety Code section 50079.5, as it may be amended, or in any successor statute.

Market rate unit shall mean a new dwelling unit for sale or rent in a residential development project that is not a Mixed-Income Unit.

Mixed-Income Unit or Mixed-Income Zoning Ordinance (MIZO) Unit shall mean a dwelling unit available at an Affordable rent or sold at an Affordable price to very low-, or low-income households in accordance with Section 9.27.050 of this Chapter. A dwelling unit designated as a Mixed-Income Unit or MIZO Unit shall remain affordable for the longest feasible duration (but not less than fifty-five (55) years for rental units and forty-five (45) years for for-sale units) from the date of recordation of a covenant or regulatory agreement or similar document recorded with the Fresno County Recorder's office. The recording must occur prior to the issuance of the Certificate of Occupancy.

Multi-family unit shall mean a residential unit intended for the use of a single household that is part of a larger building having one (1) or more walls attached to and in common with other residential units.

Qualified buyer shall refer to the eligible member(s) of a low-income household that are qualified to purchase a for-sale Mixed-Income unit.

Rental residential development project shall mean a residential development project that creates one (1) or more dwelling units that cannot be lawfully sold individually in conformance with the Subdivision Map Act.

Residential development project shall mean a development for which a discretionary approval is required for a development that includes the creation of one (1) or more new dwelling units, conversion of nonresidential uses to dwelling units, or the conversion of a use from a rental residential development project to a for-sale residential development project, and includes any for-sale residential development project and any rental residential development project.

Unit type shall mean the type of dwelling unit, either attached single-family dwelling unit, detached single-family dwelling unit, or multi-family unit.

Very low-income household shall mean a household whose income does not exceed fifty percent (50%) of the Area Median Income, adjusted for household size, applicable to Fresno County, as set forth in Health and Safety Code section 50105, as it may be amended, or in any successor statute.

Vesting tentative map shall mean a map which confers certain vested rights to proceed with development for a specified period of time after recordation in accordance with the Subdivision Map Act. (Gov. Code § 66452, subd. (b).)

Section 9.27.030 – Applicability of Mixed-Income Unit Requirements

Applicability. Any new residential development project consisting of eleven (11) or more market rate units as approved by the City to be built anywhere within the City, and in any area within the City's sphere of influence to be annexed to the City in the future, shall comply with the requirements of this Chapter.

Section 9.27.040 – Mixed-Income Unit Requirements

Any residential development project to which this Chapter applies shall include Mixed-Income Units as determined herein. The number of Mixed-Income Units to be included in the residential development project and constructed on the project site shall be based on the total number of units proposed in the residential development project without regard to any density bonus units provided pursuant to Chapter 9.26 of this Title (Affordable Housing Incentives: Density Bonus).

A. Mixed-Income Unit Requirement. No less than five percent (5%) of all proposed units for a residential development project to which this Chapter applies shall be Mixed-Income Units. The minimum five percent (5%) total shall be achieved using the following allowable ranges of affordability:

    1. Rental residential development projects:

        i. At least fifty percent (50%) of the required Mixed-Income Units shall be affordable to very low-income households, and the balance of the required Mixed-Income Units shall be affordable to low-income households. For purposes of this provision, the minimum fifty percent (50%) affordable to very low-income households shall be calculated as no less than one (1) very-low income unit for every one (1) low-income unit.

    2. For-sale residential development projects:

        i. One hundred percent (100%) of the required Mixed-Income Units shall be affordable to low-income households.

B. Fractional units. Notwithstanding any other provision of law or this Chapter, when the application of the percentage specified in Section 9.27.040, subdivision (A) results in a number that includes a fraction, the fraction shall be rounded to the nearest whole number to determine the Mixed-Income Unit requirement for the project.

    Examples: For-sale residential development project proposing 11 market rate units (x.05) = 0.55 (rounded to the nearest whole number) = 1 Mixed-Income Unit.

    For-sale residential development project proposing 29 market rate units (x.05) = 1.45 (rounded to the nearest whole number) = 1 Mixed-Income Unit.

    Rental residential development project proposing 40 market rate units (x.05) = 2 Mixed-Income Units = 1 unit affordable to very low-income households and 1 unit affordable to low-income households.

Rental residential development project proposing 24 market rate units (x.05) = 1.2 (rounded to the nearest whole number) = 1 Mixed-Income Unit = 1 unit affordable to low-income households.

C. Density Bonus. Any Mixed-Income Units provided on site in compliance with this Chapter may be used to qualify for a density bonus in accordance with the provisions of Chapter 9.26 of this Title (Affordable Housing Incentives: Density Bonus).

D. Affordable Housing Agreement. The applicant for a residential development project subject to this Chapter shall execute a written agreement with the City at the time the project is approved, indicating the number, type, location, approximate size, and construction schedule of all dwelling units for the project as required to determine the project's compliance with this Chapter, and duly execute any applicable affordability restriction to be recorded and run with the land for the required Mixed-Income Units.

E. Construction Timing. All Mixed-Income Units constructed on the project site, or constructed off-site as authorized by Section 9.27.050, subdivision (C), shall be completed no later than the completion of all market rate units for the applicable residential development project. For phased developments, Mixed-Income Units shall be completed in reasonably approximate proportion to the number of market rate units completed in each phase. The City may approve guidelines to assist in implementing this Chapter.

Section 9.27.050 – In-Lieu Fees and Alternatives for Compliance

Notwithstanding any provision in this Chapter addressing constructing Mixed-Income Units on the project site as provided in Section 9.27.040, any applicant of a residential development project subject to this Chapter may fulfill the requirements of this Chapter by any of the following alternatives, rather than constructing Mixed-Income Units on the project site:

A. In-Lieu Fee. Payment of an in-lieu fee as provided herein. The fee amount shall be $2.80 per square foot of residential floor area for each market rate unit. The in-lieu fee shall be calculated based on the net livable residential floor area (in square feet) of all market rate units for the applicable residential development project.

Example: In-Lieu Fee = [Net livable residential floor area of the market rate units] x [$2.80/sq.ft.])

1. Payment of In-Lieu Fee. Such in-lieu fee for an applicable project shall be paid no later than upon issuance of a building permit for each market rate units in the residential development project but may be deferred to occupancy as approved by the Director.

2. The City Council may, by resolution, adjust the in-lieu fee rate by any reasonable means, including, without limitation, for inflation in accordance with Municipal Code Section 3.10.02, as necessary to reflect changes in land costs,

construction costs, and needed subsidy levels — provided that the revised fee continues to reasonably approximate the City's estimated per-square-foot cost of providing Gap Financing.

B. Land Dedication/Conveyance. Land sufficient for constructing the required number of Mixed-Income Units for a residential development project may be dedicated or conveyed to the City, as provided herein, in lieu of constructing Mixed-Income Units. The City shall evaluate any proposed land based on the following criteria and any guidelines approved as provided in Section 9.27.100:

1. The fair market value of the land proposed to be dedicated/conveyed shall be of equal or greater value than the estimated amount of the in-lieu fees that would otherwise be required under this section. A recent appraisal of the land shall be submitted as prepared by an MAI appraiser approved by the City. Costs associated with the appraisal, title insurance, property transfer, document recordation and related costs shall be borne by the applicant.

2. The Director shall review the proposed land to be dedicated/conveyed to determine if the land is economically feasible to develop or be used to facilitate development of Mixed-Income Units. The Director's review and determination may include, without limitation, determining whether adequate infrastructure exists to serve the site, whether the site is a sufficient size, physically suitable, and includes an appropriate General Plan land use designation and zoning to accommodate or facilitate the development of the required number of Mixed-Income Units. The Director shall also determine that development of the land would not be significantly restricted by environmental constraints, hazardous materials, public service constraints, or public health and safety concerns before the City accepts the dedication or conveyance. The City Manager or designee shall make the final determination as to whether the City will accept any land proposed to fulfill the requirements of this Chapter.

3. Unless otherwise approved by the City Manager, the applicant must complete the dedication/conveyance of the land to the City within ninety (90) days of the City's final determination that the land proposed for dedication/conveyance is acceptable to fulfill the requirements of this Chapter.

   Example: Residential development project proposing 100 market rate units (x.05) = 5 Mixed-Income Units. Applicant may propose land suitable to develop or facilitate development of the 5 Mixed-Income Units.

C. Off-Site Construction of Mixed-Income Units. Any applicant may build Mixed-Income Units not located within the residential development project or physically contiguous to the market rate units of the applicable residential development project, provided they are built in the city limits and equal to or more than the number of Mixed-Income Units required under Section 9.27.040 of this Chapter. Off-site construction of Mixed-Income Units shall be subject to appropriate application by the applicant and approval by the City.

D. Acquisition and Rehabilitation of Existing Dwelling Units. Any applicant may fulfill the requirements of this Chapter for any applicable residential development project by acquiring and rehabilitating existing market rate units elsewhere in the City to become Mixed-Income Units. Acquisition and rehabilitation of existing units in-lieu of constructing Mixed-Income Units shall be allowed only if the applicant's rehabilitation plan is approved by the City Manager or designee, and only if the rehabilitated units meet each of the standards provided in Section 9.27.060 below.

E. Discretion. An applicant may propose an alternative not specifically addressed above to fulfill the requirements of this Chapter. The City Manager or designee may approve, conditionally approve, or reject any alternative proposed by the applicant. The City Manager's determination shall be final, subject to appeal to the City Council.

Section 9.27.060 – Mixed-Income Unit Standards

The following standards shall apply to Mixed-Income Units constructed to fulfill the requirements of this Chapter, whether constructed on the residential development project site or elsewhere within the City.

A. Recipient Requirements. All Mixed-Income Units shall be sold or rented to low-income, or very low-income households.

1. Qualified buyers of for-sale Mixed-Income Units shall enter into an affordable housing agreement with the City and execute appropriate implementation documents as required by the City.

2. Renters shall be subject to the applicant's affordable housing agreement and must be selected by means of an open and public process.

B. Unit Type and Physical Quality. The unit type(s) of the Mixed-Income Units constructed to fulfill the requirements of this Chapter shall comply with the following:

1. Except as otherwise provided in Section 9.27.050, subdivision (C), Mixed-Income Units constructed on the same site as the applicable residential development project subject to this Chapter shall be reasonably dispersed throughout the project to prevent a concentration of Mixed-Income Units.

2. Detached single-family affordable dwelling units constructed to fulfill the Mixed-Income Unit requirements of this Chapter shall comply with comparable design requirements as market-rate units in the same residential development project as approved by the City in accordance with any applicable guidelines approved as provided in Section 9.27.100.

Section 9.27.070 – Development Project Approval

A. From and after the effective date of this Chapter, a residential development application will not be deemed complete until the applicant has provided the City with an Affordable Housing Plan that demonstrates the manner in which the applicant proposes to fulfill the requirements of this Chapter, if applicable, including, without limitation, any plans indicating the location of on-site/off-site Mixed-Income Units, land dedication, or intent to pay in-lieu fees, or some other alternative as authorized by Section 9.27.050, subdivision (E).

B. Fulfillment of the requirements of this Chapter shall be a condition of approval for any residential development project subject to this Chapter. Condition(s) for fulfilling the requirements of this Chapter shall be imposed by the City on the first approval of an entitlement for an applicable residential development project.

   The imposition of any condition(s) on the first approval of an entitlement does not preclude the appropriate authority from imposing such other conditions as may be required by this Chapter when acting on a subsequent application for a subsequent approval for all or part of the same residential development project to which this Chapter applies.

C. Any determination made by the approval authority to implement this Chapter in connection with granting a first approval of an entitlement for an applicable project may be appealed in accordance with the provisions of Chapter 9.90 of this Code.

Section 9.27.080 – Occupancy and Continuing Availability of Mixed-Income Units

A. Ongoing Affordability of For-Sale Mixed-Income Units. In order to maintain the availability of for-sale Mixed-Income Units constructed pursuant to this Chapter, the following requirements apply to such Mixed-Income Units, which shall remain affordable for forty-five (45) years, and shall be documented in an affordable housing agreement and affordability restriction(s) as described in section 9.27.040, subdivision (D) and recorded against the property upon which the Mixed-Income Unit is constructed:

   1. The monthly housing costs (including principal, interest, taxes, insurance, and any mandatory association dues) of a for-sale Mixed-Income Unit shall not exceed thirty percent (30%) of the State maximum household income adjusted for household size appropriate for the unit.

   2. The qualified buyer shall occupy the Mixed-Income Unit as the buyer's principal place of residence.

   3. The qualified buyer shall not lease or rent the Mixed-Income Unit, or any portion of the Mixed-Income Unit, to another party, including listing the Mixed-Income Unit as a short-term rental. Any such lease or rental of the Mixed-Income Unit or a portion of the Mixed-Income Unit, or any use other than as

the buyer's principal place of residence shall constitute a default under the requirements of this Chapter and the affordable housing agreement between the City and the qualified buyer.

B. Ongoing Affordability of Rental Mixed-Income Units. In order to maintain the availability of rental Mixed-Income Units constructed pursuant to this Chapter, such rental Mixed-Income Units shall remain affordable for fifty-five (55) years, as documented in an affordable housing agreement as described in Section 9.27.040, subdivision (D) and recorded against the property upon which the Mixed-Income Unit is constructed.

Section 9.27.090 – Collection and Use of In-Lieu Fees

Any in-lieu fees received by the City pursuant to this Chapter shall be deposited into the City's Housing Trust Fund, to be used for authorized purposes and expenditures.

Section 9.27.100 – Implementation, Monitoring, and Enforcement

A. Establishment of Guidelines. The City Council may approve Mixed-Income Zoning guidelines to assist in the implementation of this Chapter.

B. Establishment of Administrative Fees. The City Council, by resolution, may establish fees to recover the costs to the City for ongoing administration and monitoring of Mixed-Income Units in the City, which fees may be adjusted by City Council resolution.

C. Enforcement. The City may pursue and undertake enforcement action as authorized under this Code and/or any other action authorized by law or by any regulatory document, restriction, or agreement executed under this Chapter.

D. Project Approval Restrictions. No permit, license, map, or other approval or entitlement for a residential development project to which this Chapter applies shall be issued, including without limitation a final inspection or certificate of occupancy, until all applicable requirements of this Chapter have been satisfied.

E. Annual Monitoring.

1. Homeowners may receive an annual monitoring notice from the City to confirm the owner occupancy requirement and prohibition of renting the dwelling unit. For rental units, an annual monitoring notice from the City may be sent to any management company of rental units to confirm residents are eligible to reside in the Mixed-Income Units.

2. The City shall prepare and present at a regular City Council meeting an annual report on the status of this Mixed-Income Zoning Ordinance, including how many market-rate residential development projects are subject to this Chapter,

how each of the projects has satisfied the requirements of this Chapter, and a record of funds deposited in the City's Housing Trust Fund.

ORDINANCE 26-____

AN ORDINANCE OF THE CITY COUNCIL OF THE CITY OF CLOVIS FINDING THAT THE PROPOSED ORDINANCE AMENDMENT 2026-001 IS EXEMPT FROM CEQA PURSUANT TO CEQA GUIDELINES SECTION 15061, SUBDIVISION (B)(3); AND AMENDING THE CITY'S DEVELOPMENT CODE BY ADDING CHAPTER 9.27 TO THE CLOVIS MUNICIPAL CODE TO ESTABLISH A MIXED-INCOME ZONING ORDINANCE FOR RESIDENTIAL DEVELOPMENT PROJECTS.

WHEREAS, in October 2019, an individual ("Petitioner") filed a lawsuit that included causes of action challenging the validity of the City of Clovis's ("City") General Plan and Housing Element (*Martinez v. City of Clovis*); and

WHEREAS, in April 2021, the Fresno County Superior Court granted Petitioner's request for a writ of mandate, ordering the City to adopt a compliant Housing Element and to implement a rezoning program to meet its Regional Housing Needs Assessment ("RHNA") for the 2008-2015 planning period; and

WHEREAS, in April 2023, the Fifth District Court of Appeal denied the City's appeal to the April 2021 order granting the writ of mandate. In July 2023, the California Supreme Court denied the City's request for review of the Court of Appeal's decision; and

WHEREAS, following a settlement agreement between the parties, the Fresno County Superior Court entered a Judgment in the *Martinez v. City of Clovis* case on March 19, 2024 ("Judgment"); and

WHEREAS, the terms of the Judgment require the City to adopt a Mixed-Income Zoning Ordinance as a program within the City's 6th Cycle Housing Element and conduct a financial feasibility analysis for such an ordinance; and

WHEREAS, in accordance with the Judgment, the City contracted with Keyser Marsten Associates, Inc. ("KMA") in May 2024 to conduct a study of the financial feasibility of a mixed income zoning ordinance on residential development projects in Clovis, and the KMA feasibility report was issued in October 2025; and

WHEREAS, on November 4, 2024, the City adopted its 6th Cycle Housing Element covering the eight (8) year period of 2024-2031, which includes adoption of a Mixed-Income Zoning Ordinance as one of the required programs the City will implement (Program H12); and

WHEREAS, California is facing a severe shortage of housing options for individuals and families at lower income levels, and many municipalities throughout the State have adopted Mixed-Income Zoning Ordinances to help address the availability of affordable housing to individuals and families at lower income levels; and

WHEREAS, the adoption of a Mixed-Income Zoning Ordinance is intended to increase the number of housing units available to lower income households; and

WHEREAS, adoption of a Mixed-Income Zoning Ordinance is a required program in the City's 6th Cycle Housing Element that will help the City meet its current and future RHNA obligations of facilitating lower-income housing availability; and

WHEREAS, increasing the availability of affordable housing is consistent with the City's General Plan; and Housing Element Program H12 "Mixed Income Zoning Ordinance" includes an objective to facilitate the construction of at least 320 low- and very low-income units, depending on overall housing production during the 6th Cycle (2024-2031); and

WHEREAS, on February 26, 2026, the City's Planning Commission considered the proposed Ordinance and adopted Planning Commission Resolution No. 26-04, recommending that the City Council approve the proposed Ordinance; and

WHEREAS, notice of the public hearing for the consideration of this Ordinance was published in the Business Journal on March 27, 2026, and the notice of the Public Hearing was also posted in accordance with applicable law; and

WHEREAS, the City Council has considered the California Environmental Quality Act ("CEQA") analysis for this proposed ordinance as described and summarized in the staff report and elsewhere in the record of proceedings for this matter, which analysis includes a determination that the Mixed-Income Zoning Ordinance will not result in any significant effect on the environment, and is therefore exempt from further environmental under CEQA pursuant to CEQA Guidelines 15061, subdivision (b)(3); and

WHEREAS, the City Council has reviewed and considered the Judgment, the KMA feasibility report, the CEQA analysis, staff report, and all written materials submitted in connection with this proposed Ordinance and public hearing, and considered all written and oral presentations presented to the City Council for this item during the public hearing ("Administrative Record").

NOW, THEREFORE, BASED UPON THE ENTIRE RECORD OF THE PROCEEDINGS, THE CITY COUNCIL HEREBY ORDAINS AS FOLLOWS:

Section 1. Based on the Administrative Record, the City Council finds that the Mixed-Income Zoning Ordinance is exempt from further environmental review under CEQA pursuant to CEQA Guidelines section 15601, subdivision (b)(3).

Section 2. The City Council makes the following findings in accordance with Clovis Municipal Code section 9.86.060:

(A) The proposed ordinance amendment is consistent with the goals, policies, and actions of the General Plan.

(B) The proposed ordinance amendment would not be detrimental to the public interest, health, safety, convenience, or general welfare of the City.

(C) The proposed ordinance amendment is internally consistent with other applicable provisions of the City's Development Code.

Section 3. The bases for these findings are detailed in the April 13, 2026, staff report, which is hereby incorporated by reference, the entire Administrative Record, as well as the evidence and comments presented during the public hearing.

Section 4. The City Council hereby approves Ordinance Amendment 2026-001, which amends Title 9 of the Clovis Municipal Code to add Chapter 9.27 (Mixed-Income Zoning Ordinance) as outlined in Attachment A, attached hereto and incorporated by this reference herein.

Section 5. This Ordinance shall go into effect and be in full force after thirty (30) days from its final passage and adoption. Upon the effective date of this Ordinance, that certain Urgency Ordinance No. ___, adopted on April 13, 2026, is hereby repealed in its entirety and shall be of no further force or effect.

It is the intent of the City Council that this Ordinance shall supersede and replace the provisions of said Urgency Ordinance as of the effective date of this Ordinance.

APPROVED: _____, 2026

_____ _____
Mayor City Clerk

* * * * * * * * * *

The foregoing Ordinance was passed and adopted at a regular meeting of said Council held on _____, 2026, by the following vote, to wit:

AYES:
NOES:
ABSENT:
ABSTAIN:

DATED: _____, 2026

_____
City Clerk

ATTACHMENT A

Chapter 9.27
MIXED-INCOME ZONING ORDINANCE

Sections:

9.27.010 Purpose
9.27.020 Definitions
9.27.030 Applicability of Mixed-Income Unit Requirements
9.27.040 Mixed-Income Unit Requirements
9.27.050 In-Lieu Fees and Alternatives to Compliance
9.27.060 Mixed-Income Unit Standards
9.27.070 Development Project Approval
9.27.080 Occupancy and Continuing Availability of Mixed-Income Units
9.27.090 Collection and Use of In-Lieu Fees
9.27.100 Implementation, Monitoring, and Enforcement

Section 9.27.010 – Purpose

The purpose of this Chapter is to enhance the public welfare by facilitating mixed-income housing opportunities and contributing toward the City's share of the region's housing needs, assisting in the implementation of the City's Housing Element goals, policies, and programs, and ensuring compatibility of future housing development by requiring that land in the City developed for future residential housing is utilized in a manner consistent with State and local land use and housing policies.

Section 9.27.020 – Definitions

For the purposes of this Chapter, unless otherwise apparent from the context, certain words and terms used herein are defined as follows:

Administrator shall mean the housing program administrator, which shall either be the City itself or a third-party administrator acting as an agent for the City pursuant to an agreement entered into between the City and the administrator, as such agreement may be amended or replaced from time to time.

Affordable shall mean that the cost of a housing unit (rent or sale price) does not exceed thirty percent (30%) of the state maximum household income adjusted for family size appropriate for the unit. The term "adjusted for family size appropriate for the unit" shall have the same meaning as provided in Health and Safety Code section 50052.5, subdivision (c) as it may be amended, or in any successor statute.

Affordable Housing Plan shall mean a plan submitted as part of a residential development project application that contains information specifying the manner in which the applicant proposes to comply with the requirements of this Chapter.

Applicant shall mean any person, firm, partnership, association, joint venture, corporation, or any other entity or combination of entities, who either (i) submits an application to the City

for approval of a residential development project subject to this Chapter, or (ii) submits an application for a building permit for construction in any approved residential development project subject to this Chapter.

Area Median Income shall mean the area median income as periodically established by the Department of Housing and Community Development pursuant to Health and Safety Code section 50093 as it may be amended, or in any successor statute.

Attached single-family dwelling unit shall mean a single-family dwelling unit having one (1) or more walls attached to and in common with one (1) or more single-family dwellings.

Density bonus shall mean a density increase over the otherwise maximum allowable density on a site pursuant to Government Code section 65915 and Chapter 9.26 of this Title (Affordable Housing Incentives: Density Bonus).

Detached single-family dwelling unit shall mean a dwelling unit intended for use by a single household and not attached to any other building.

Director shall mean the City's Planning and Development Services Director or designee.

Dwelling unit shall mean a residential unit, either for sale or rent.

For-sale residential development project shall mean a residential development project that includes the creation of one (1) or more new dwelling units that may be sold individually. A for-sale residential development project also includes the conversion of a residential rental development to a residential ownership development.

Gap Financing means the amount of funding necessary to fill the gap between the estimated funding required to develop and make available the Mixed-Income Units and the resources commonly available to residential development applicants as described in the October 2025 Mixed Income Zoning Ordinance feasibility report on file with the City.

In-lieu fee shall mean a monetary payment made by an applicant for a residential development project subject to this Chapter to the City in lieu of constructing the number of Mixed-Income Units that would otherwise be required under this Chapter. The in-lieu fee is intended to provide funds needed to cover the Gap Financing necessary to facilitate the construction of required Mixed-Income Units as described in the October 2025 Mixed Income Zoning Ordinance feasibility report on file with the City.

Lower/Low-income household shall mean a household whose income does not exceed eighty percent (80%) of the Area Median Income, adjusted for household size, applicable to Fresno County, as set forth in Health and Safety Code section 50079.5, as it may be amended, or in any successor statute.

Market rate unit shall mean a new dwelling unit for sale or rent in a residential development project that is not a Mixed-Income Unit.

Mixed-Income Unit or Mixed-Income Zoning Ordinance (MIZO) Unit shall mean a dwelling unit available at an Affordable rent or sold at an Affordable price to very low-, or low-income households in accordance with Section 9.27.050 of this Chapter. A dwelling unit designated as a Mixed-Income Unit or MIZO Unit shall remain affordable for the longest feasible duration (but not less than fifty-five (55) years for rental units and forty-five (45) years for for-sale units) from the date of recordation of a covenant or regulatory agreement or similar document recorded with the Fresno County Recorder's office. The recording must occur prior to the issuance of the Certificate of Occupancy.

Multi-family unit shall mean a residential unit intended for the use of a single household that is part of a larger building having one (1) or more walls attached to and in common with other residential units.

Qualified buyer shall refer to the eligible member(s) of a low-income household that are qualified to purchase a for-sale Mixed-Income unit.

Rental residential development project shall mean a residential development project that creates one (1) or more dwelling units that cannot be lawfully sold individually in conformance with the Subdivision Map Act.

Residential development project shall mean a development for which a discretionary approval is required for a development that includes the creation of one (1) or more new dwelling units, conversion of nonresidential uses to dwelling units, or the conversion of a use from a rental residential development project to a for-sale residential development project, and includes any for-sale residential development project and any rental residential development project.

Unit type shall mean the type of dwelling unit, either attached single-family dwelling unit, detached single-family dwelling unit, or multi-family unit.

Very low-income household shall mean a household whose income does not exceed fifty percent (50%) of the Area Median Income, adjusted for household size, applicable to Fresno County, as set forth in Health and Safety Code section 50105, as it may be amended, or in any successor statute.

Vesting tentative map shall mean a map which confers certain vested rights to proceed with development for a specified period of time after recordation in accordance with the Subdivision Map Act. (Gov. Code § 66452, subd. (b).)

Section 9.27.030 – Applicability of Mixed-Income Unit Requirements

Applicability. Any new residential development project consisting of eleven (11) or more market rate units as approved by the City to be built anywhere within the City, and in any area within the City's sphere of influence to be annexed to the City in the future, shall comply with the requirements of this Chapter.

Section 9.27.040 – Mixed-Income Unit Requirements

Any residential development project to which this Chapter applies shall include Mixed-Income Units as determined herein. The number of Mixed-Income Units to be included in the residential development project and constructed on the project site shall be based on the total number of units proposed in the residential development project without regard to any density bonus units provided pursuant to Chapter 9.26 of this Title (Affordable Housing Incentives: Density Bonus).

A. Mixed-Income Unit Requirement. No less than five percent (5%) of all proposed units for a residential development project to which this Chapter applies shall be Mixed-Income Units. The minimum five percent (5%) total shall be achieved using the following allowable ranges of affordability:

    1. Rental residential development projects:

        i. At least fifty percent (50%) of the required Mixed-Income Units shall be affordable to very low-income households, and the balance of the required Mixed-Income Units shall be affordable to low-income households. For purposes of this provision, the minimum fifty percent (50%) affordable to very low-income households shall be calculated as no less than one (1) very-low income unit for every one (1) low-income unit.

    2. For-sale residential development projects:

        i. One hundred percent (100%) of the required Mixed-Income Units shall be affordable to low-income households.

B. Fractional units. Notwithstanding any other provision of law or this Chapter, when the application of the percentage specified in Section 9.27.040, subdivision (A) results in a number that includes a fraction, the fraction shall be rounded to the nearest whole number to determine the Mixed-Income Unit requirement for the project.

    Examples: For-sale residential development project proposing 11 market rate units (x.05) = 0.55 (rounded to the nearest whole number) = 1 Mixed-Income Unit.

    For-sale residential development project proposing 29 market rate units (x.05) = 1.45 (rounded to the nearest whole number) = 1 Mixed-Income Unit.

    Rental residential development project proposing 40 market rate units (x.05) = 2 Mixed-Income Units = 1 unit affordable to very low-income households and 1 unit affordable to low-income households.

Rental residential development project proposing 24 market rate units (x.05) = 1.2 (rounded to the nearest whole number) = 1 Mixed-Income Unit = 1 unit affordable to low-income households.

C. Density Bonus. Any Mixed-Income Units provided on site in compliance with this Chapter may be used to qualify for a density bonus in accordance with the provisions of Chapter 9.26 of this Title (Affordable Housing Incentives: Density Bonus).

D. Affordable Housing Agreement. The applicant for a residential development project subject to this Chapter shall execute a written agreement with the City at the time the project is approved, indicating the number, type, location, approximate size, and construction schedule of all dwelling units for the project as required to determine the project's compliance with this Chapter, and duly execute any applicable affordability restriction to be recorded and run with the land for the required Mixed-Income Units.

E. Construction Timing. All Mixed-Income Units constructed on the project site, or constructed off-site as authorized by Section 9.27.050, subdivision (C), shall be completed no later than the completion of all market rate units for the applicable residential development project. For phased developments, Mixed-Income Units shall be completed in reasonably approximate proportion to the number of market rate units completed in each phase. The City may approve guidelines to assist in implementing this Chapter.

Section 9.27.050 – In-Lieu Fees and Alternatives for Compliance

Notwithstanding any provision in this Chapter addressing constructing Mixed-Income Units on the project site as provided in Section 9.27.040, any applicant of a residential development project subject to this Chapter may fulfill the requirements of this Chapter by any of the following alternatives, rather than constructing Mixed-Income Units on the project site:

A. In-Lieu Fee. Payment of an in-lieu fee as provided herein. The fee amount shall be $2.80 per square foot of residential floor area for each market rate unit. The in-lieu fee shall be calculated based on the net livable residential floor area (in square feet) of all market rate units for the applicable residential development project.

Example: In-Lieu Fee = [Net livable residential floor area of the market rate units] x [$2.80/sq.ft.])

1. Payment of In-Lieu Fee. Such in-lieu fee for an applicable project shall be paid no later than upon issuance of a building permit for each market rate units in the residential development project but may be deferred to occupancy as approved by the Director.

2. The City Council may, by resolution, adjust the in-lieu fee rate by any reasonable means, including, without limitation, for inflation in accordance with Municipal Code Section 3.10.02, as necessary to reflect changes in land costs,

construction costs, and needed subsidy levels — provided that the revised fee continues to reasonably approximate the City's estimated per-square-foot cost of providing Gap Financing.

B. Land Dedication/Conveyance. Land sufficient for constructing the required number of Mixed-Income Units for a residential development project may be dedicated or conveyed to the City, as provided herein, in lieu of constructing Mixed-Income Units. The City shall evaluate any proposed land based on the following criteria and any guidelines approved as provided in Section 9.27.100:

1. The fair market value of the land proposed to be dedicated/conveyed shall be of equal or greater value than the estimated amount of the in-lieu fees that would otherwise be required under this section. A recent appraisal of the land shall be submitted as prepared by an MAI appraiser approved by the City. Costs associated with the appraisal, title insurance, property transfer, document recordation and related costs shall be borne by the applicant.

2. The Director shall review the proposed land to be dedicated/conveyed to determine if the land is economically feasible to develop or be used to facilitate development of Mixed-Income Units. The Director's review and determination may include, without limitation, determining whether adequate infrastructure exists to serve the site, whether the site is a sufficient size, physically suitable, and includes an appropriate General Plan land use designation and zoning to accommodate or facilitate the development of the required number of Mixed-Income Units. The Director shall also determine that development of the land would not be significantly restricted by environmental constraints, hazardous materials, public service constraints, or public health and safety concerns before the City accepts the dedication or conveyance. The City Manager or designee shall make the final determination as to whether the City will accept any land proposed to fulfill the requirements of this Chapter.

3. Unless otherwise approved by the City Manager, the applicant must complete the dedication/conveyance of the land to the City within ninety (90) days of the City's final determination that the land proposed for dedication/conveyance is acceptable to fulfill the requirements of this Chapter.

   Example: Residential development project proposing 100 market rate units (x.05) = 5 Mixed-Income Units. Applicant may propose land suitable to develop or facilitate development of the 5 Mixed-Income Units.

C. Off-Site Construction of Mixed-Income Units. Any applicant may build Mixed-Income Units not located within the residential development project or physically contiguous to the market rate units of the applicable residential development project, provided they are built in the city limits and equal to or more than the number of Mixed-Income Units required under Section 9.27.040 of this Chapter. Off-site construction of Mixed-Income Units shall be subject to appropriate application by the applicant and approval by the City.

D. Acquisition and Rehabilitation of Existing Dwelling Units. Any applicant may fulfill the requirements of this Chapter for any applicable residential development project by acquiring and rehabilitating existing market rate units elsewhere in the City to become Mixed-Income Units. Acquisition and rehabilitation of existing units in-lieu of constructing Mixed-Income Units shall be allowed only if the applicant's rehabilitation plan is approved by the City Manager or designee, and only if the rehabilitated units meet each of the standards provided in Section 9.27.060 below.

E. Discretion. An applicant may propose an alternative not specifically addressed above to fulfill the requirements of this Chapter. The City Manager or designee may approve, conditionally approve, or reject any alternative proposed by the applicant. The City Manager's determination shall be final, subject to appeal to the City Council.

Section 9.27.060 – Mixed-Income Unit Standards

The following standards shall apply to Mixed-Income Units constructed to fulfill the requirements of this Chapter, whether constructed on the residential development project site or elsewhere within the City.

A. Recipient Requirements. All Mixed-Income Units shall be sold or rented to low-income, or very low-income households.

1. Qualified buyers of for-sale Mixed-Income Units shall enter into an affordable housing agreement with the City and execute appropriate implementation documents as required by the City.

2. Renters shall be subject to the applicant's affordable housing agreement and must be selected by means of an open and public process.

B. Unit Type and Physical Quality. The unit type(s) of the Mixed-Income Units constructed to fulfill the requirements of this Chapter shall comply with the following:

1. Except as otherwise provided in Section 9.27.050, subdivision (C), Mixed-Income Units constructed on the same site as the applicable residential development project subject to this Chapter shall be reasonably dispersed throughout the project to prevent a concentration of Mixed-Income Units.

2. Detached single-family affordable dwelling units constructed to fulfill the Mixed-Income Unit requirements of this Chapter shall comply with comparable design requirements as market-rate units in the same residential development project as approved by the City in accordance with any applicable guidelines approved as provided in Section 9.27.100.

Section 9.27.070 – Development Project Approval

A. From and after the effective date of this Chapter, a residential development application will not be deemed complete until the applicant has provided the City with an Affordable Housing Plan that demonstrates the manner in which the applicant proposes to fulfill the requirements of this Chapter, if applicable, including, without limitation, any plans indicating the location of on-site/off-site Mixed-Income Units, land dedication, or intent to pay in-lieu fees, or some other alternative as authorized by Section 9.27.050, subdivision (E).

B. Fulfillment of the requirements of this Chapter shall be a condition of approval for any residential development project subject to this Chapter. Condition(s) for fulfilling the requirements of this Chapter shall be imposed by the City on the first approval of an entitlement for an applicable residential development project.

   The imposition of any condition(s) on the first approval of an entitlement does not preclude the appropriate authority from imposing such other conditions as may be required by this Chapter when acting on a subsequent application for a subsequent approval for all or part of the same residential development project to which this Chapter applies.

C. Any determination made by the approval authority to implement this Chapter in connection with granting a first approval of an entitlement for an applicable project may be appealed in accordance with the provisions of Chapter 9.90 of this Code.

Section 9.27.080 – Occupancy and Continuing Availability of Mixed-Income Units

A. Ongoing Affordability of For-Sale Mixed-Income Units. In order to maintain the availability of for-sale Mixed-Income Units constructed pursuant to this Chapter, the following requirements apply to such Mixed-Income Units, which shall remain affordable for forty-five (45) years, and shall be documented in an affordable housing agreement and affordability restriction(s) as described in section 9.27.040, subdivision (D) and recorded against the property upon which the Mixed-Income Unit is constructed:

   1. The monthly housing costs (including principal, interest, taxes, insurance, and any mandatory association dues) of a for-sale Mixed-Income Unit shall not exceed thirty percent (30%) of the State maximum household income adjusted for household size appropriate for the unit.

   2. The qualified buyer shall occupy the Mixed-Income Unit as the buyer's principal place of residence.

   3. The qualified buyer shall not lease or rent the Mixed-Income Unit, or any portion of the Mixed-Income Unit, to another party, including listing the Mixed-Income Unit as a short-term rental. Any such lease or rental of the Mixed-Income Unit or a portion of the Mixed-Income Unit, or any use other than as

the buyer's principal place of residence shall constitute a default under the requirements of this Chapter and the affordable housing agreement between the City and the qualified buyer.

B. Ongoing Affordability of Rental Mixed-Income Units. In order to maintain the availability of rental Mixed-Income Units constructed pursuant to this Chapter, such rental Mixed-Income Units shall remain affordable for fifty-five (55) years, as documented in an affordable housing agreement as described in Section 9.27.040, subdivision (D) and recorded against the property upon which the Mixed-Income Unit is constructed.

Section 9.27.090 – Collection and Use of In-Lieu Fees

Any in-lieu fees received by the City pursuant to this Chapter shall be deposited into the City's Housing Trust Fund, to be used for authorized purposes and expenditures.

Section 9.27.100 – Implementation, Monitoring, and Enforcement

A. Establishment of Guidelines. The City Council may approve Mixed-Income Zoning guidelines to assist in the implementation of this Chapter.

B. Establishment of Administrative Fees. The City Council, by resolution, may establish fees to recover the costs to the City for ongoing administration and monitoring of Mixed-Income Units in the City, which fees may be adjusted by City Council resolution.

C. Enforcement. The City may pursue and undertake enforcement action as authorized under this Code and/or any other action authorized by law or by any regulatory document, restriction, or agreement executed under this Chapter.

D. Project Approval Restrictions. No permit, license, map, or other approval or entitlement for a residential development project to which this Chapter applies shall be issued, including without limitation a final inspection or certificate of occupancy, until all applicable requirements of this Chapter have been satisfied.

E. Annual Monitoring.

1. Homeowners may receive an annual monitoring notice from the City to confirm the owner occupancy requirement and prohibition of renting the dwelling unit. For rental units, an annual monitoring notice from the City may be sent to any management company of rental units to confirm residents are eligible to reside in the Mixed-Income Units.

2. The City shall prepare and present at a regular City Council meeting an annual report on the status of this Mixed-Income Zoning Ordinance, including how many market-rate residential development projects are subject to this Chapter,

how each of the projects has satisfied the requirements of this Chapter, and a record of funds deposited in the City's Housing Trust Fund.

FILED
MAR 19 2024
SUPERIOR COURT OF CALIFORNIA
COUNTY OF FRESNO
BY _____ DEPUTY

Scott G. Cross, SBN 199116
David J. Wolfe, SBN 137659
Matthew M. Lear, SBN 316582
LOZANO SMITH
7404 N. Spalding Avenue
Fresno, CA 93720-3370
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RECEIVED
3/18/2024 9:55 AM
FRESNO COUNTY SUPERIOR COURT
By: Estela Gonzalez, Deputy

Attorneys for CITY OF CLOVIS, CLOVIS CITY COUNCIL and LUKE SERPA

SUPERIOR COURT OF THE STATE OF CALIFORNIA

COUNTY OF FRESNO

DESIREE MARTINEZ, an individual,

Petitioners/Plaintiffs,

v.

CITY OF CLOVIS, CLOVIS CITY COUNCIL, LUKE SERPA, in his official capacity as City Manager of Clovis, and DOES 1-20,

Respondents/Defendants.

Case No. 19CECG03855

ASSIGNED FOR ALL PURPOSES TO:
Hon. Kristi Culver Kapetan

~~[PROPOSED]~~ JUDGMENT PURSUANT TO STIPULATION

Complaint Filed: October 23, 2019
FAC Filed: December 16, 2019

LOZANO SMITH
7404 N. Spalding Avenue Fresno, CA 93720-3370
Tel 559-431-5600 Fax 559-261-9366

JUDGMENT

Pursuant to the foregoing Stipulation for Judgment between the Petitioner/Plaintiff Desiree Martinez and Respondents/Defendants City of Clovis, Clovis City Council, and Luke Serpa, and pursuant to the Court's authority under Code of Civil Procedure section 664.6:

IT IS HEREBY ORDERED, ADJUDGED AND DECREED that judgment be, and hereby is, entered in accordance with the terms of the Settlement Agreement which is attached as **Exhibit A** to the foregoing Stipulation for Judgment. This judgment expressly incorporates the terms of the parties' Settlement Agreement, including but not limited to the provisions of Government Code section 65759, which provides in part that the California Environmental Quality Act ("CEQA") "does not apply to any action necessary to bring [the City's] general plan or relevant mandatory elements of the plan into

compliance with any court order or judgment under this article." Pursuant to Section 65759, CEQA does not apply to any discretionary actions necessary to bring the Housing Element and any relevant mandatory elements of the General Plan into compliance with State law.

The Court retains jurisdiction over the parties at their request to enforce the Settlement Agreement until the terms are fulfilled or excused.

DATED: 3/19/24

Judge of the Superior Court

LOZANO SMITH
7404 N. Spalding Avenue Fresno, CA 93720-3370
Tel 559-431-5600 Fax 559-261-9366

EXHIBIT A

SETTLEMENT AGREEMENT AND GENERAL RELEASE

This Settlement Agreement and General Release ("Agreement") is entered effective on February 20, 2024 ("Effective Date"), by and between the City of Clovis, a California municipal corporation ("City") and Desiree Martinez ("Martinez") with respect to the following Recitals, which are a substantive part of this Agreement. City and Martinez are hereinafter sometimes referred to individually as the "Party" and together as the "Parties."

RECITALS

A. On October 23, 2019, Martinez, as Petitioner/Plaintiff, commenced an action against the City, Clovis City Council, and Luke Serpa, in his official capacity as the Clovis City Manager in the Superior Court of California, County of Fresno, as Case No. 19CECG03855 ("Action"). For purposes of this Agreement "City" includes the City of Clovis, Clovis City Council, and Luke Serpa, in his official capacity as the Clovis City Manager, as Respondents/Defendants listed in the Verified Petition for Writ of Mandate and Complaint for Declaratory and Injunctive Relief Respondent filed in the Action.

B. Martinez filed a First Amended Verified Petition for Writ of Mandate and Complaint for Declaratory and Injunctive Relief on December 16, 2019, in the Action against Respondents/Defendants.

C. On April 30, 2021, the Fresno County Superior Court issued an Order Granting Petition for Writ of Mandate in Part in the Action, and on June 1, 2021, the Court issued a Judgment for Writ of Mandate directing City within 120 days to adopt a Housing Element in substantial compliance with Government Code section 65754, and to implement Program 4 by rezoning an adequate number of sites to accommodate the City's unmet share of the Regional Housing Needs Assessment ("RHNA") for the 2008-2015 Housing Element planning period.

D. City and Martinez timely appealed the Court's Judgment.

E. On April 7, 2023, the Fifth District Court of Appeal issued its Opinion in Case No. F082914, on the appeal of City and cross-appeal of Martinez from the Judgment for Writ of Mandate entered by the Court on June 1, 2021. The Court of Appeal awarded costs to the Petitioner.

F. On May 17, 2023, the City filed a Petition for Review of the Court of Appeal Opinion with the California Supreme Court, which was denied by the Supreme Court on July 19, 2023. On June 6, 2023, the City filed a letter in the Supreme Court requesting depublication of the Court of Appeal's opinion.

G. On July 19, 2023, the California Supreme Court denied the City's petition for review, and denied the request for depublication.

H. On July 20, 2023, the Court of Appeal issued the Remittitur to the Superior Court.

I. On August 22, 2023, following remand by the Fifth District Court of Appeal, the Superior Court issued an Order overruling the City's Demurrer to Martinez's fourth and fifth causes of action in First Amended Petition.

J. On August 24, 2023, Petitioner filed and served a Memorandum of Costs on Appeal totaling $714.95 in the Fresno County Superior Court.

K. City filed and served an Answer to the First Amended Petition on November 1, 2023. Martinez's fourth, fifth, sixth, and eighth causes of action are at issue and remain to be tried. The Petitioner prevailed in part on the seventh cause of action, which was remanded in part for an evidentiary hearing on additional issues. Those causes of action pertain to Unlawful Land Use Discrimination, Violation of the Federal Fair Housing Act, the California Fair Employment and Housing Act, City's Duty to Affirmatively Further Fair Housing, and for Declaratory and Injunctive Relief.

L. The Court has held two Status Conferences, on October 19, 2023, and December 5, 2023, at which time the Parties informed the Court of ongoing settlement discussions over the various issues in this Action.

M. In accordance with Government Code section 65754, and as set forth in this Court's Order of April 30, 2021, the City has a mandatory obligation to bring its Housing Element into compliance within 120 days of the date of remittitur. Compliance necessarily includes implementing any programs in the Housing Element necessary for statutory compliance. These obligations are statutorily exempt from the California Environmental Quality Act ("CEQA"), as set forth in Government Code section 65759 and CEQA Guidelines (14 Cal. Code Regs.) section 15282, subdivision (s).

N. City and Martinez now desire to avoid the time and expense involved with further litigation in the Action and intend to compromise and settle all actual and potential issues and claims arising from or connected with the Action, the Judgment issued by the Court on June 1, 2021, and any rulings directed towards the Court contained in the April 7, 2023, Fifth District Court of Appeal Opinion and by way of the remittitur issued on July 20, 2023, and to set forth the terms and conditions of the settlement.

NOW, THEREFORE, in consideration of the mutual promises set forth herein, Martinez and City agree as follows:

1. Definitions. The terms below shall have the following meanings when used in this Agreement and any Exhibit attached hereto.

"Affordable" means that the cost of a housing unit (rent or sale price) does not exceed thirty percent (30%) of the state maximum household income adjusted for family size appropriate for the unit. The term "adjusted for family size appropriate for the unit" shall have the same meaning as provided in Health and Safety Code section 50052.5(c) as it may be amended, or in any successor statute.

"Affordable Housing" means a dwelling unit available at an Affordable rent or sold at an Affordable housing price. A dwelling unit designated for Affordable Housing shall remain affordable for the longest feasible duration (but not less than fifty-five years for rental units and forty-five years for for-sale units) from the date of recordation of a covenant or regulatory agreement or similar document recorded with the Fresno County Recorder's office. The recording must occur prior to the issuance of the Certificate of Occupancy. Affordable Housing Dwelling Units funded by a City Action Item program described in this Agreement within a multi-family housing project will be required to remain affordable for a minimum of fifty-five (55) years. Affordable Housing Dwelling Units funded by a City Action Item program within a single-family housing project will be required to remain affordable for a minimum of forty-five (45) years.

"Area Median Income" means area median income as periodically established by the Department of Housing and Community Development pursuant to Health & Safety Section 50093. (Gov. Code § 65589.5(h)(4).)

"Dwelling Unit" means one residential unit, either for sale or rent.

"Extremely Low-Income Household" means a household whose income does not exceed thirty percent (30%) of the Area Median Income, adjusted for household size, applicable to Fresno County, as set forth in Health and Safety Code section 50106, as it may be amended, or in any successor statute. Extremely Low-Income Household may also be referenced herein as an ELI Household.

"Gap Financing" means the amount of funding necessary to fill the gap between the funding required to develop and make available the Affordable Housing Dwelling Units and the resources commonly available to developers.

"Low-Income Household" means a household whose income does not exceed eighty percent (80%) of Area Median Income, adjusted for household size, applicable to Fresno County, as set forth in Health and Safety Code section 50079.5, as it may be amended, or in any successor statute. Low-Income Household may also be referenced herein as an LI Household.

"Very Low-Income Household" means a household whose income does not exceed fifty percent (50%) of the Area Median Income, adjusted for household size, applicable to Fresno County, as set forth in Health and Safety Code section 50105, as it may be amended, or in any successor statute. Very Low-Income Household may also be referenced herein as a VLI Household.

2. City Action Items. City shall take the following actions. Upon full execution of this Agreement by the Parties and their respective legal counsel, City shall immediately notify the California Department of Housing and Community Development ("HCD") of this Agreement and all City Action Item programs will be included in the City's 6th Cycle Housing Element (2023-2031).

a. **ACTION ITEM 1: CHANGES TO R-3 ZONE DISTRICT**: City shall amend its R-3 medium density zone district increasing the minimum permitted density from 15 units/acre to 20 units/acre.

i. The R-3 zone amendment ordinance shall be initiated by the City Council no later than the third regularly scheduled and held City Council meeting after Notice of Entry of the Stipulated Judgment (referenced in Section 9 below) is served on all parties.

ii. Completion of the R-3 zone amendment shall occur no later than July 31, 2024.

iii. The City will not initiate, nor approve, any action that would reduce the current capacity in the R-3 zone district.

iv. The R-3 zone allows for three story projects by right in accordance with Clovis Municipal Code section 9.10.030, Table 2-3 (R-3 Zone).

v. Reduced parking standards are available for affordable housing projects under the City's Density Bonus Ordinance in accordance with Clovis Municipal Code section 9.26.050.

vi. The following parking language, or something substantially similar as approved by HCD, will be included as a program (proposed program H8) in the City's 6th Cycle Housing Element:

"Review and update the Development Code to remove identified constraints on housing development, including reducing parking standards for multifamily housing to require no more than one parking space for studio and one-bedroom units and reducing open space requirements in the R-3 and R-4 zones. Initiate a comprehensive Development Code update to address inconsistencies between the Development Code and the General Plan land use designations and standards. [*Source: New Program*]

- Objective: Accelerate housing production by ensuring that the City's development standards facilitate rather than constrain new development.
- Timeframe: Review and amend development standards by June 2025; initiate Code update to address General Plan consistency by 2027.
- Responsible Department: Planning and Development Services Department (Planning Division)."

vii. During the month of April 2024, as part of the annual progress report to HCD, and each March thereafter until the amendment to the R-3 zone district is completed, City shall provide a written summary to the below entities ("Facilitator") describing City's efforts to complete such changes. Following delivery of the written summary, City and Facilitator may meet and confer to discuss progress and obstacles.

Central California Legal Services
2115 Kern St., Suite 200, Fresno, CA 93721
mkezirian@centralcallegal.org, sborchers@centralcallegal.org
Attention: Executive Director Michelle Kezirian, Litigation Director Stephanie Hamilton Borchers

Public Interest Law Project

449 15th Street, Ste. 301, Oakland, CA 94612-2821
vfeldman@pilpca.org
Attention: Valerie Feldman

Law Office of Patience Milrod
985 N. Van Ness Ave., Fresno, CA. 93728
pm@patiencemilrod.com
Attention: Patience Milrod

Dez Martinez
705 W. University Ave.
Fresno, CA 93705
wearenotinvisible2015@gmail.com

b. **ACTION ITEM 2: LOCAL HOUSING TRUST FUND**: City shall establish a Local Housing Trust Fund ("Housing Trust Fund") for Affordable Housing that meets the requirements of HCD, and shall contribute at least $1.8 million in general fund money to the Housing Trust Fund.

i. City shall establish a Local Housing Trust Fund ("Housing Trust Fund") for affordable housing meeting the requirements of the California Department Housing and Community Development ("HCD") and contribute at least $1.8 million of general fund money to the Housing Trust Fund.

ii. City Council adoption of the Housing Trust Fund shall occur no later than the third regularly scheduled and held City Council meeting after the Notice of Entry of the Stipulated Judgment is served on all parties.

iii. City shall make an initial contribution of $1 million to the Housing Trust Fund to be approved with the Fiscal Year (July 1 – June 30) 2024/2025 budget (July 2024).

iv. City shall budget no less than an additional $100,000.00 contribution to the Housing Trust Fund on an annual basis beginning in July 2025 (FY 2025-26) for a minimum period of eight (8) years, through FY 2032-33, and shall continue until units for the Regional Housing Need Allocation for lower income households in the 2008-2015 Housing Element planning period have been constructed (3,035 units).

v. Transfer of funds to the Housing Trust Fund shall be made based upon State Notice of Funding Availability ("NOFA") timing to maximize the opportunity for state matching funds.

vi. City contributions to the Housing Trust Fund required under this Action Item, including any State match, shall not be used to prefund Development Impact Fee Deferrals/Waivers required by Action Item 6 (Section 2.f. of this Agreement).

vii. Other funding and resources that will contribute to the Housing Trust Fund include: HCD's Permanent Local Housing Allocation Program (PLHA); In Lieu fees paid through a Mixed Income Housing Ordinance as identified in Action Item 5 (Section 2.e. of this Agreement); real property identified in Action Item 3 (Section 2.c. of this Agreement); additional discretionary City funding above the $1.8 million contribution identified herein; interest earned on funds in the account through the Local Agency Investment

Fund ("LAIF"). These funds must also be used for the production and preservation of Affordable Housing.

viii. City may contribute additional general fund or other monies into the Housing Trust Fund in its sole and absolute discretion. Any such contributions in addition to the contributions described above, including any State match resulting specifically from deposits made above and beyond the deposits required, may be used for any purpose authorized by applicable law including but not limited to prefunding Development Impact Fee Deferrals/Waivers as required by Action Item 6 (Section 2.f. of this Agreement).

ix. Other Affordable Housing programs for which the City receives funding but which will not be deposited in the Housing Trust Fund include but are not necessarily limited to: income received from affordable housing programs through the City's former Redevelopment Agency; Community Development Block Grant ("CDBG") funding; CalHOME grants; HOME grants. These additional affordable housing programs, when allowed by the program terms, may be available to augment the Housing Trust Fund on an Affordable Housing project.

x. The Housing Trust Fund, including any real property placed into the Housing Trust Fund, shall be used for production and preservation of permanent housing affordable to LI, VLI, and ELI households. Multi-family units will be required to remain affordable for a minimum of fifty-five (55) years and single-family units will be required to remain affordable for a minimum of forty-five (45) years.

xi. For all Affordable units created pursuant to or as a result of this Action Item 2, the City agrees to enter into affordability agreements and recorded covenants. The affordability agreements and covenants will prescribe requirements such as occupancy, resale, notices to the City of changed circumstances, City's right of first refusal, options to purchase, equity share, and related terms to ensure long term Affordability of all units.

xii. City shall monitor compliance with all Affordability covenants pursuant to an updated Affordable Housing Unit Compliance Monitoring Policy, attached hereto as Exhibit 1, in the same manner and with the same frequency as the City monitors other housing programs utilizing City funds or containing occupancy income restrictions.

xiii. During the month of April 2024, as part of the annual progress report to HCD, and each March thereafter until the Local Housing Trust Fund is fully established, City shall provide a written summary to the Facilitator describing City's efforts to establish the Trust Fund. Following delivery of the written summary, City and Facilitator may meet and confer to discuss progress and obstacles.

c. <u>ACTION ITEM 3: REAL PROPERTY DEDICATION</u>:

i. City shall dedicate to the Housing Trust Fund identified in Action Item 2, the following two (2) City owned properties: an approximate 0.89 acre parcel at 650 Fowler Avenue and an approximate 0.43 acre parcel at 354 Osmun Circle ("Initial Property Dedication").

A. The Initial Property Dedication will be dedicated to the Housing Trust Fund within thirty (30) days of creation of the Housing Trust Fund.

B. The Initial Property Dedication will be actively marketed for Affordable Housing development affordable to LI, VLI, or ELI households. The parties acknowledge that the 650 Fowler Avenue parcel will not be available for physical development until at least December 2024.

C. If the Initial Property Dedication does not result in an entitled, permitted Affordable Housing development on either or both parcels by December 31, 2025, City may choose to sell the unentitled and unpermitted parcel(s) included in the Initial Property Dedication. Any sale shall be at fair market value as established by an appraisal by an MAI appraiser and the proceeds of any sale shall be deposited into the Housing Trust Fund.

D. City shall provide a written summary of City's efforts to develop or sell the Initial Property Dedication to the Facilitator during the month of April 2024, as part of the annual progress report to HCD, and each March thereafter until the Initial Property Dedication is developed with affordable housing or sold. Following delivery of the written summary, City and Facilitator may meet and confer to discuss ways to eliminate hurdles to developing or selling the Initial Property Dedication.

ii. City shall either acquire or provide financing to an Affordable Housing developer to purchase a third parcel of real property that will accommodate not less than fifty (50) units of Affordable Housing. If the City acquires the parcel it shall be transferred into the Housing Trust Fund ("Additional Parcel Dedication").

A. City is currently actively identifying parcel(s) to acquire and actively identifying an Affordable Housing developer to enter into a development agreement for a specific parcel, and such efforts will continue following execution of this Agreement.

B. City shall use its best efforts to close escrow on a parcel and/or enter into a development agreement with an Affordable Housing developer no later than December 31, 2024.

C. If City provides financing to an Affordable Housing developer to purchase the Additional Parcel Dedication, City will require the parcel be used for the construction of Affordable Housing units affordable to LI, VLI, or ELI households.

D. During the month of April 2024, as part of the annual progress report to HCD, and each March thereafter until the Additional Parcel Dedication closes escrow and/or a development agreement is executed, City shall provide a written summary to the Facilitator of City's efforts to acquire a parcel and enter into a development agreement. Following delivery of the written summary, City and Facilitator may meet and confer to discuss ways to eliminate hurdles to acquiring a parcel or entering into a development agreement.

iii. For all Affordable units created pursuant to or as a result of this Action Item 3, the City agrees to enter into affordability agreements and recorded covenants prior to the issuance of the Certificate of Occupancy. The affordability agreements and covenants will prescribe requirements such as occupancy, resale, notices to the City of changed circumstances, City's right of first refusal, options to purchase, equity share, and related terms to ensure long term Affordability of all units.

iv. City shall monitor compliance with all Affordability covenants pursuant to the City's

updated Affordable Housing Unit Compliance Monitoring Policy, attached hereto as Exhibit 1, in the same manner and with the same frequency as the City monitors other housing programs utilizing City funds or containing occupancy income restrictions.

d. <u>ACTION ITEM 4: INFILL REZONE PROGRAM</u>: City shall complete an Infill Rezone Program.

i. The Infill Rezone Program is based upon a map and analysis of sites dated December 8, 2023, and delivered to Martinez's counsel on December 8, 2023 ("Sites Map and Analysis"). The Sites Analysis identified 24 parcels, comprising approximately 54 acres, to be re-zoned to R-3 or R-4 creating capacity to provide approximately 1,284 Affordable Housing Dwelling Units. The Sites Map and Analysis is on file with City and with Martinez's counsel, and is attached hereto as Exhibit 2.

ii. The Infill Rezone Program shall be separate, independent, and in addition to any rezone program through which the City is required to accommodate 100 percent of the Regional Housing Needs Assessment ("RHNA") for its 6th Cycle Housing Element (2024-2031), which is currently pending review and approval by HCD.

iii. The Infill Rezone Program shall be initiated by the City Council no later than the third regularly scheduled and held City Council meeting after Notice of Entry of the Stipulated Judgment is served on all parties. Prior to or concurrently with initiation of the Infill Rezone Program, City shall begin the preparation of an Initial Study in accordance with the requirements of Government Code section 65759.

iv. Formal noticing for the Infill Rezone Program shall begin within two (2) weeks after completion of the Initial Study, barring any need to comply with Government Code section 65759(b).

v. City shall use its best efforts to implement the Infill Rezone Program by January 31, 2025, and shall complete the program no later than June 30, 2025.

vi. The Parties recognize that during the Infill Rezone process some parcels may need to be removed and other parcels added, in order to create capacity for 1,284 additional multi-family dwelling units pursuant to this Action Item. If parcels need to be replaced or the unit count on any particular parcel needs to decrease, prior to making any change City shall both 1) provide not less than ten (10) days' notice to Facilitator, and 2) meet and confer regarding the proposed changes. Facilitator shall approve the change if City identifies another parcel of similar size and equal or greater capacity that will be rezoned to R-3 or R-4 prior to removing any of the identified 24 parcels, or decreasing the capacity on any of the identified parcels. Any other changes shall be approved at the discretion of Facilitator following meet and confer with the City.

vii. The parties recognize that there may be unforeseen delays in processing the Infill Rezone Program including legal challenges. In that regard, during the month of April 2024, as part of the annual progress report to HCD, and again in December 2024, and each March thereafter until the City Council has approved rezonings to create capacity for 1,284 units as required by the Infill Rezone Program, City shall provide a written summary to the Facilitator of City's efforts to complete the Infill Rezone Program. Any anticipated delays

beyond January 31, 2025, shall be set forth in the written summary. City and Facilitator shall meet and confer regarding any anticipated delays.

e. **ACTION ITEM 5: MIXED INCOME ZONING ORDINANCE**: City shall adopt a Mixed Income Zoning Ordinance, and shall include a Program to adopt the Ordinance in its 6th Cycle Housing Element that provides that the Ordinance will be adopted within twelve (12) months after Notice of Entry of the Stipulated Judgment is served on all parties, or February 28, 2025, whichever is earlier.

i. City shall retain Keyser Marston Associates ("Consultant"), or a company with comparable experience, under written Contract at City's cost to complete a Financial Feasibility Analysis ("Analysis") for a Mixed Income Zoning Ordinance. City shall approve the written contract within thirty (30) days after Facilitator's written approval of a scope of work for the Analysis as described below.

   A. The parties agree that time is of the essence for achievement of this Action Item 5, and that the Contract with Consultant shall incorporate provisions to expedite the process to the furthest degree possible, with the goal of concluding the Analysis and drafting the Mixed Income Zoning Ordinance for adoption no later than the end of the fourteenth (14) month of the planning period; that is, by February 28, 2025.

   B. The Analysis shall include an evaluation of a range of feasible affordable housing set-aside percentages ("Set-Aside Percentage") for new residential developments in the City of Clovis. The Analysis shall also evaluate feasible complementary mechanisms by which a residential housing developer may meet the required Set-Aside Percentage. Such mechanisms will include, but are not limited to, an in lieu fee ("In Lieu Fee"), land donation, and construction of Affordable Housing units on alternative sites.

   C. The In Lieu Fee analysis shall identify a per-unit or per-square-foot formula for fees sufficient to cover the need for Gap Financing, and to ensure that revenue generated by the In Lieu Fees is sufficient to facilitate the construction of enough Affordable Housing dwelling units to meet the Set Aside Percentage requirement for each new development.

ii. Key components of the Mixed Income Zoning Ordinance, in addition to the Set-Aside Percentage and alternatives, shall include the following:

   A. The adopted ordinance shall establish that in all new residential developments of more than ten (10) units in the City and in any area that may be annexed to the City in the future, a Set Aside Percentage of Affordable Housing units will be required, with fractional units rounded to the nearest whole number.

   B. The Set Aside Percentage shall be the highest percentage supported by the Analysis that does not exceed ten percent (10.0%), and shall be no less than five percent (5.0%) even if the highest percentage supported by the Analysis is less than five percent (5.0%).

   C. The Affordable Housing required by the Set Aside Percentage must be affordable to LI and VLI Households. For Affordable Housing rental units, the ordinance will require that at least fifty percent (50%) of the Affordable Housing units will be

affordable to VLI households and the balance of the Affordable Housing units will be affordable to LI households. One hundred percent (100%) of for-sale Affordable Housing units will be affordable at least to LI Households.

D. Affordable units within a multi-family housing project will be required to remain affordable for not less than fifty-five (55) years and single-family units affordable for not less than forty-five (45) years.

E. A requirement that affordability agreements and recorded covenants be entered into with the City for all Affordable units prior to issuance of a Certificate of Occupancy. The affordability agreements and covenants will prescribe requirements such as occupancy, resale, notices to the City of changed circumstances, City right of first refusal, options to purchase, equity share, and related terms to ensure long term Affordability of all units.

F. City shall monitor compliance with all Affordability covenants pursuant to the City's updated Affordable Housing Unit Compliance Monitoring Policy, attached hereto as Exhibit 1, in the same manner and with the same frequency as the City monitors other housing programs utilizing City funds or containing occupancy income restrictions.

G. City will prepare and present at a City Council meeting an annual report on the status of the Mixed Income Zoning Ordinance, including how many market rate developments are subject to the Mixed Income Zoning Ordinance, how each of these developments satisfied the requirements of the Ordinance, and a record of funds deposited in the Housing Trust Fund. The report will be provided to Facilitator at least ten (10) days prior to the report being presented at City Council.

iii. City shall use its best efforts to complete the Analysis and adopt the Mixed Income Zoning Ordinance within ten (10) months after issuing a notice to proceed to Consultant to begin the Analysis with adoption of the Ordinance no later than twelve (12) months after Notice of Entry of the Stipulated Judgment is served on all parties, or February 28, 2025, whichever is earlier. The Ordinance will be introduced, read, and adopted as an urgency measure, and will go into effect immediately.

iv. City shall meet and confer with Facilitator throughout the process for adopting the Mixed Income Zoning Ordinance. This includes:

A. Obtaining written approval (includes email) from Facilitator of the scope of the Analysis and methodologies to be used.

B. Requiring the Consultant to contact any regional affordable housing developer identified by Facilitator as able to provide important information for the Analysis.

C. Submitting draft(s) of the Analysis to Facilitator for comment at least twenty (20) days before circulation to the general public for comment.

D. Obtaining written approval (includes email) from Facilitator of the final Analysis before processing the Mixed Income Zoning Ordinance for approval before the Planning Commission and City Council.

E. Notifying Facilitator in writing (includes email) at least ten (10) days before any noticed public meetings. Noticed public meetings include community meetings initiated by the City, Planning Commission meetings, and City Council meetings.

F. Notifying Facilitator of any anticipated delays in obtaining the Analysis, conducting public meetings, and approving the Mixed Income Zoning Ordinance.

f. **ACTION ITEM 6: DEVELOPMENT IMPACT FEE DEFERRAL/WAIVER PROGRAM**: City shall adopt a Development Impact Fee Deferral/Waiver Program.

i. City shall present a written program deferring/waiving development impact fees ("Impact Fee Deferral/Waiver Program") to the City Council for approval no later than the third regularly scheduled and held City Council meeting after Notice of Entry of the Stipulated Judgment is served on all parties, and the Impact Fee Deferral/Waiver Program shall be approved/adopted by the City Council no later than the third regularly scheduled and held City Council meeting after Notice of Entry of the Stipulated Judgment.

ii. The Impact Fee Deferral/Waiver Program shall be available for up to fifty percent (50%) of City's major facility sewer and water fees for up to one hundred twenty (120) deed restricted Affordable Housing units per year. Affordable units constructed pursuant to the Mixed Income Zoning Ordinance shall not be included in this program. Any unused fee deferrals/waivers in a given year shall be carried over to the following year. The reduction shall be as follows:

   A. Low-income: 40%

   B. Very Low-income: 45%

   C. Extremely Low-income: 50%

iii. The Impact Fee Deferral/Waiver Program shall be calculated as a percentage of each development's major facility sewer and water fees, rather than as a prescribed dollar amount.

iv. The Impact Fee Deferral/Waiver Program shall begin as a zero-interest "residual receipts loan," payable in seventeen (17) years, or other term of years as may be required by senior financing. The residual receipts loans shall be as customarily defined in the industry. If the City receives any payments from a residual receipts loan, those payments shall be returned to the Impact Fee Deferral/Waiver Program or Housing Trust Fund and be available for additional affordable housing projects.

v. The Impact Fee Deferral/Waiver Program shall be marketed in the Spring of 2024 following City Council approval/adoption, and available for use starting July 1, 2024.

vi. For all Affordable Housing Dwelling Units benefiting from any fee deferral or waiver pursuant to this Action Item 6, the City agrees to enter into affordability agreements and recorded covenants. The affordability agreements and covenants will prescribe requirements such as occupancy, resale, notices to the City of changed circumstances, City's right of first refusal, options to purchase, equity share, and related terms to ensure long term Affordability of all units.

vii. City shall monitor compliance with all Affordability covenants pursuant to the City's updated Affordable Housing Unit Compliance Monitoring Policy, attached hereto as Exhibit 1, in the same manner and with the same frequency as the City monitors other housing programs utilizing City funds or containing occupancy income restrictions.

viii. City will prepare and present at a City Council meeting an annual report on the status of the Development Impact Fee/Deferral Waiver Program, including how many residential development projects received deferral/waiver of impact fees, and the number of units at each affordability level to be built as a result of the program. The report will be provided to Facilitator at least ten (10) days prior to the report being presented at City Council.

3. Sixth Cycle Housing Element. The parties agree to cooperate toward the City's adoption of a legally compliant 6th Cycle Housing Element.

4. General Release. In consideration of the promises set forth herein, and except as otherwise expressly stated in this Agreement, this Agreement is intended to be and shall act as a full and final settlement and release of all claims set forth in the First Amended Petition for Writ of Mandate and Complaint for Declaratory and Injunctive Relief on file in the Action. Entry of this Agreement as a Stipulated Judgment shall be deemed by the Parties and the Court as having satisfied the terms of the Court's Order issued on April 30, 2021, and Judgment issued on June 1, 2021, any rulings directed towards the Court contained in the April 7, 2023, Fifth District Court of Appeal Opinion, and remittitur issued on July 20, 2023, the Court's August 22, 2023 Order Overruling Demurrer to First Amended Petition for Writ of Mandate After Remand, and any other Orders issued by the Court in this case. Upon entry of the Stipulated Judgment, the remaining fourth, fifth, sixth, seventh (in part), and eighth causes of action in the First Amended Petition for Writ of Mandate and Complaint for Declaratory and Injunctive Relief shall be dismissed with prejudice.

5. Waiver of Rights Under Civil Code Section 1542. The parties expressly waive and release all rights and benefits afforded by Section 1542 of the California Civil Code and do so understanding and acknowledging the significance and consequence of such specific waiver of Section 1542. Section 1542 of the California Civil Code states as follows:

> ***A general release does not extend to claims that the creditor or releasing party does not know or suspect to exist in his or her favor at the time of executing the release and that, if known by him or her, would have materially affected his or her settlement with the debtor or released party.***

The Parties expressly waive the provisions of California Civil Code section 1542, and further expressly waive any right to invoke said provisions with respect to claims existing now or any time up to the date of the Parties' execution of this Agreement. Therefore, except as expressly provided in this Agreement, the Parties expressly acknowledge that this release is intended to include in its effect, without limitation, all claims and causes of action which they do not know or suspect to exist in their favor and that this release contemplates the extinguishment of all such claims and causes of action arising out of or connected with the Action. In connection with such waiver and relinquishment, the Parties acknowledge that they are aware that they, or their attorney(s), agent(s), or successor(s), may hereafter discover claims or facts in addition to or different from those which they now know or believe to exist with respect to the subject matter of, or any Party named in, this Agreement, but that it is their intention hereby fully, finally, and forever to settle and release all of the released matters. In furtherance of such

intention, each of the releases herein given shall be and remain in effect as a full and complete release notwithstanding the discovery or existence of any such additional or different claims or facts.

6. All Obligations Extinguished by Release. It is expressly understood and agreed that, except as to matters with respect to which the Court will retain jurisdiction pending complete performance (Sections 8 and 9), this Agreement is in full accord, satisfaction, discharge, and compromise of disputed claims up to the date of the Parties' execution of this Agreement, and that this Agreement has been executed with the express intention of effectuating the legal consequences provided for in Section 1541 of the California Civil Code, i.e., the extinguishing of all obligations as herein described. Section 1541 states as follows:

> ***Obligation Extinguished by Release. An obligation is extinguished by a release therefrom given to the debtor by the creditor, upon a new consideration, or in writing, with or without new consideration.***

7. No Admission of Liability. Each Party acknowledges and agrees that this Agreement effects the settlement of claims and potential claims that are contested, disputed, and denied and does not constitute an admission of liability by any Party for any purpose. Moreover, nothing contained in this Agreement, including without limitation the payment of any sums provided for in this Agreement shall be offered, admitted or construed as an admission by any Party of any liability or the amount of any liability to any other Party. Nothing in this Agreement shall be construed as an admission of any liability or wrongdoing of any kind with respect to any matters alleged in or related to the Action. Martinez hereby agrees that the execution, and performance, of this Agreement resolve any and all of her claims related to, or arising from, the City's 2015 Housing Element and the Action, and satisfy all of the City's obligations under the Court's Order issued on April 30, 2021, and the Judgment issued on June 1, 2021.

8. Attorneys' Fees and Costs. Martinez is the prevailing party in the Action, and is entitled to her reasonable attorneys' fees. Martinez's counsel agree to meet and confer with City in an effort to reach a resolution on the issue of attorneys' fees and costs incurred in the Superior Court. Only if such a meet-and-confer is unsuccessful will Martinez seek an award of reasonable attorneys' fees from the Court. Any such motion for an award of attorneys' fees and costs must be filed and served on the City's counsel no later than one hundred twenty (120) days from the date the Notice of Entry of the Stipulated Judgment is served on all parties, unless such time is further extended by a stipulation approved by the Court, or by a court order; the prevailing party on any attorneys' fees motion will be entitled to costs and attorneys' fees incurred in bringing and litigating the motion. The Court of Appeal awarded costs on appeal and City will pay the amount of costs requested in Martinez's Memorandum of Costs on Appeal filed and served on August 24, 2023. Payment shall be made to Central California Legal Services at the same time City remits payment of the agreed upon or court-ordered attorneys' fees.

9. Stipulated Judgment and Retention of Jurisdiction. Upon execution of this Agreement by all parties, the Parties shall jointly request the Court enter a Stipulated Judgment that incorporates this Agreement. The Parties agree, stipulate and request that the Fresno County

Superior Court shall maintain jurisdiction of the Action and the Parties until the obligations of the Parties under this Agreement have been fully performed or excused. The Fresno County Superior Court may enforce this Agreement pursuant to Code of Civil Procedure section 664.6.

10. Meet and Confer Before Seeking Court Relief. The Parties agree to make a good faith effort to meet and confer to resolve any concerns about the performance of any obligations under the terms of this Agreement before filing any request for enforcement of this Agreement with the Fresno County Superior Court. The Parties agree that for the purposes of this Agreement, good faith means: (1) providing written notice to the opposing party at least thirty (30) days prior to filing any motion to seek enforcement with the Court; (2) providing the opposing party an opportunity to cure during the thirty (30) day period; and (3) meeting with the opposing party's representatives and counsel within ten (10) days after providing said notice to attempt to resolve the dispute. The Parties, by stipulation, may modify or extend any of the deadlines or terms of this Agreement. Any party that successfully enforces the terms of this Agreement may recover attorneys' fees and costs expended in the enforcement from the opposing party.

11. Cooperation/Execution of Supplemental Documents. The Parties agree to cooperate fully, at their own cost and expense, in carrying out the terms and conditions of this Agreement, including taking further action that may be reasonably necessary to implement the Action Items or the terms of this Agreement.

12. Amendments; Waiver. No supplement, modification, or amendment to this Agreement will be binding unless executed in writing by each Party or a duly authorized representative or legal counsel of each Party. No waiver of any provisions of this Agreement will be deemed or will constitute a waiver of any other provision, whether or not similar, nor will any waiver constitute a continuing waiver. No waiver shall be binding unless executed in writing by the Party making the waiver.

13. Governing Law. This Agreement shall be interpreted, enforced, and governed by California law.

14. Binding Effect. The rights and obligations specified in this Agreement shall inure to the benefit of and bind the respective successors, heirs, next of kin, personal representatives, assigns, affiliates, and agents of the Parties.

15. Notices. All notices required or authorized pursuant to this Agreement shall be sent, in writing, via U.S. Mail or email to each of the following:

For City:

Scott Cross, City Attorney
Lozano Smith
7404 N. Spalding Avenue
Fresno, CA 93720

For Martinez:

Valerie Feldman
Public Interest Law Project
449 15th Street, Ste. 301
Oakland, CA 94612-2821
vfeldman@pilpca.org

Dez Martinez
705 W. University Ave.
Fresno, CA 93705
wearenotinvisible2015@gmail.com

City of Clovis
John Holt, City Manager
1033 Fifth Street
Clovis, CA 93612

Patience Milrod, Esq.
985 N. Van Ness Avenue
Fresno, CA 93728
pm@patiencemilrod.com

Michelle Kezirian, Executive Director
Stephanie Hamilton Borchers
Royce Stuteville
Central California Legal Services
2115 Kern Street, Suite 200
Fresno, CA 93721
mkezirian@centralcallegal.org
sborchers@centralcallegal.org
rstuteville@centralcallegal.org

Any Party may change the address(es) for notice purposes by providing prior notice of such change to the other Party as provided herein.

16. Execution in Counterparts. This Agreement may be executed in counterparts such that the signatures may appear on separate signature pages. Copies of signatures, including electronic copies of signatures, shall be deemed original signatures for all purposes. In addition, any Party may execute a copy of this Agreement that has been transmitted to the signing party by email or facsimile. A copy, facsimile or an original, with all signatures appended together, shall be deemed a fully executed Agreement.

17. Severability. If any provision of this Agreement as applied to any Party or to any circumstance is adjudged by a court to be void or unenforceable, the same shall in no way effect any other provision of this Agreement or the validity or enforceability of the Agreement as a whole, and the remaining provisions of the Agreement shall remain in full force and effect.

18. Voluntary Agreement; Opportunity to Consult Counsel. Each Party hereby affirms, acknowledges, and warrants that such Party has been adequately represented by competent legal counsel during the Action and the negotiation of this Agreement, and has completely reviewed the terms of this Agreement with such Party's own legal counsel and is fully informed and understands and appreciates the meaning and effect of this Agreement, and voluntarily accepts the benefits and obligations thereof.

19. Interpretation. This Agreement is the result of the combined efforts of the Parties and/or their respective attorneys and shall be construed according to its fair meaning and as if prepared by both Parties hereto. If any provision of this Agreement is found ambiguous, the

ambiguity shall not be resolved by construing this Agreement in favor of or against any Party, but by construing the terms according to their generally accepted meaning.

20. Headings and Captions. The headings appearing in this Agreement have been inserted for the purpose of convenience and ready reference. They do not purport to and shall not be deemed to define, limit, or extend the scope or intent of the sections or paragraphs to which they appertain.

21. Entire Agreement. This Agreement, together with the documents incorporated herein by reference and any exhibits referenced herein and attached hereto, constitutes the entire understanding and agreement among the Parties regarding the subject matters set forth in this Agreement, and supersedes any and all other discussions, agreements, negotiations or understandings, either oral or in writing, express or implied, between the Parties to the same, other than a court determination or settlement of the amount of attorneys' fees and costs. No other representations, covenants, undertakings, or other prior or contemporaneous agreements, oral or written, respecting such matters, which are not specifically incorporated herein, shall be deemed in any way to exist or bind any of the Parties. Each Party signing this Agreement represents and acknowledges that such Party has not executed this Agreement in reliance on any promise, representation, conduct or warranty of any other Party not expressly set forth in this Agreement.

22. Authority to Sign Agreement. Each of the signatories to this Agreement represents and warrants that he or she is competent and authorized to sign and enter into this Agreement on behalf of the Party to whom he or she purports to sign.

WHEREFORE, Martinez and City, by the respective signatures below, enter into this Agreement effective on the Effective Date provided above.

///

///

[Remainder of page is blank – signatures on page 17]

City of Clovis, a California Municipal Corporation

By: _____
John Holt, City Manager

ATTEST:

By: _____
~~Karey Cha~~, City Clerk
Andrew Haussler

APPROVED AS TO FORM:

By: _____
Scott G. Cross, City Attorney

Desiree Martinez

By: _____

APPROVED AS TO FORM:

Public Interest Law Project

By: _____
Valerie Feldman, Attorney for Desiree Martinez

Patience Milrod

By: Patience Milrod
Patience Milrod, Attorney for Desiree Martinez

Central California Legal Services

By: _____
Stephanie Hamilton Borchers, Attorney for Desiree Martinez

City of Clovis, a California Municipal Corporation

By: _____
John Holt, City Manager

ATTEST:

By: _____
Karey Cha, City Clerk

APPROVED AS TO FORM:

By: _____
Scott G. Cross, City Attorney

Desiree Martinez

By: _____

APPROVED AS TO FORM:

Public Interest Law Project

By: Val Fe
Valerie Feldman, Attorney for Desiree Martinez

Patience Milrod

By: Patience Milrod
Patience Milrod, Attorney for Desiree Martinez

Central California Legal Services

By: _____
Stephanie Hamilton Borchers, Attorney for Desiree Martinez

CITY OF CLOVIS POLICY FOR AFFORDABLE HOUSING UNIT COMPLIANCE MONITORING

EXHIBIT 1

City of Clovis

Policy for Affordable Housing Unit Compliance Monitoring

The City of Clovis will use this policy to develop and implement guidelines to monitor and preserve the affordability of the housing units developed by the following Affordable Housing Programs ("Programs"):

- Affordable Housing Trust Fund
- Mixed Income Zoning Ordinance
- Affordable Housing Development Impact Fee Deferral Program

1. Deed Restrictions/Affordability Covenants:
   All units developed by the Programs shall have deed restrictions recorded requiring the units to remain affordable, for the applicable income level and for the applicable affordability period - forty-five (45) years for ownership units, and fifty-five (55) years for multi-family rental units.

2. Annual Occupancy Restrictions and Certifications:
   The City shall conduct an annual occupancy review and certification process consisting of the following by each November for all Program units.

   Owner-Occupant Units:

   The City will require owner-occupants to annually certify occupancy during the affordability period by submitting utility bills or other documentation of proof or occupancy in the unit as the owner-occupant's primary place of residence.

   Rental Units:

   The City will require Owner/Developer/Property Manager to annually certify the income eligibility of the occupants during the affordability period by submitting income documentation or a third-party regulatory report such as TCAC or HCD annual reviews.

3. Required Noticing and Restrictions on Any Changes of Title or Occupancy:

   In all cases where there is a change in title, occupancy, or use of the unit, the Occupant/Owner/Developer/Property Manager must notify the City in writing of any change within 30 days. City and Occupant/Owner/Developer/Property Manager shall work together to ensure the unit is kept in compliance with the original Program terms and conditions such that it remains available as affordable housing for lower income households at the applicable income level for the duration of the affordability period. Changes in title, occupancy, or use of any unit must be in keeping with the objective of benefiting lower income households at the applicable income levels identified at the time of construction.

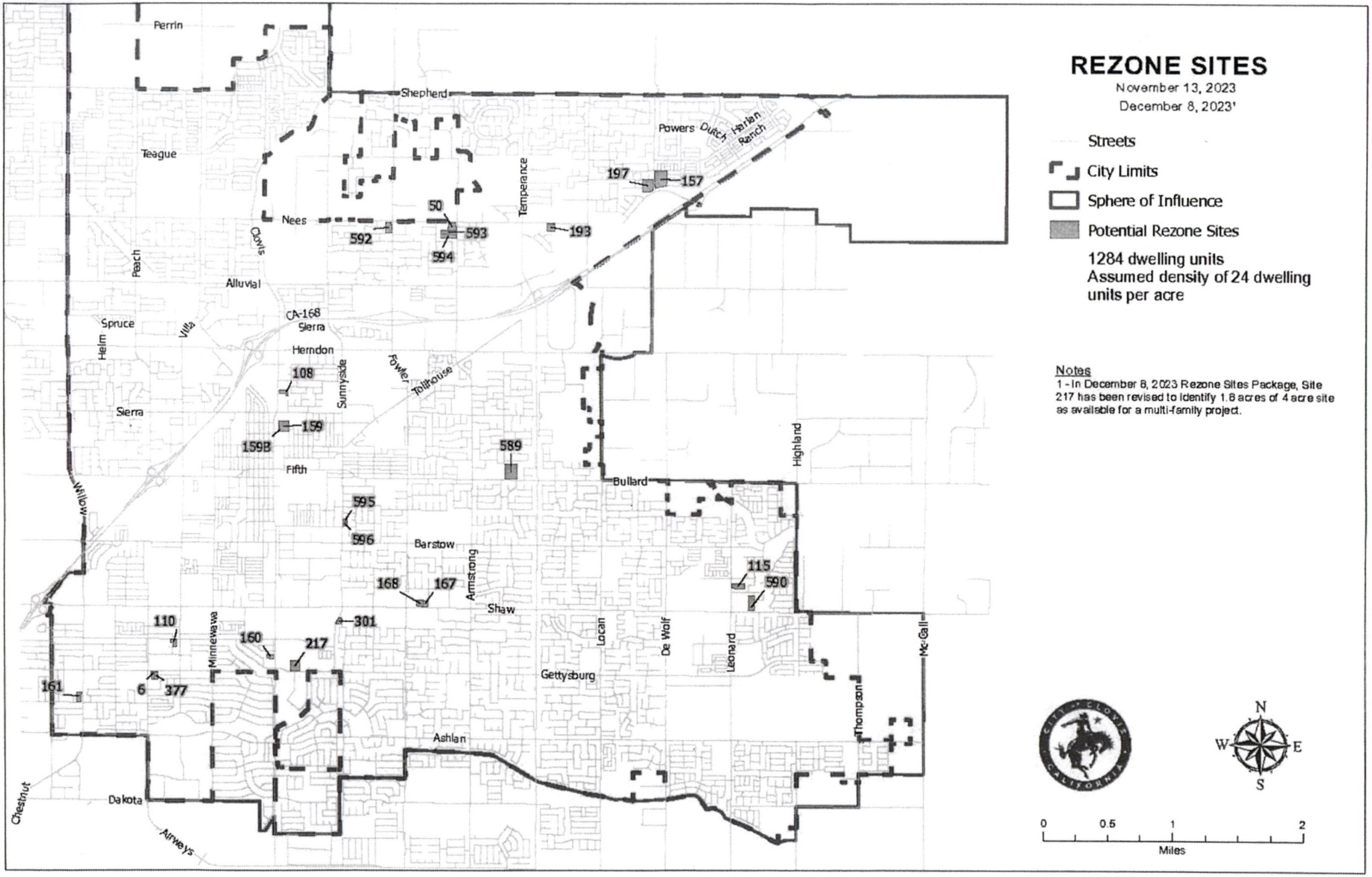
4. Consequence of Failure to Comply

If any occupant/owner/developer/property manager fails to comply with the applicable affordability requirements, the City will exercise its rights to enforce the affordability restriction and gain compliance, up to and including foreclosure and eviction. Following any foreclosure and/or eviction, the City shall maintain the unit as affordable and available to eligible lower income households for no less than the duration of the original affordability period, including, if necessary, recording a new deed restriction and/or affordability covenants.

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REZONE SITES MAP AND ANALYSIS

EXHIBIT 2


REZONE SITES
November 13, 2023
December 8, 2023'
Streets
City Limits
Sphere of Influence
Potential Rezone Sites
1284 dwelling units
Assumed density of 24 dwelling units per acre
Notes
1 - In December 8, 2023 Rezone Sites Package, Site 217 has been revised to identify 1.8 acres of 4 acre site as available for a multi-family project.
Perrin
Shepherd
Teague
Nees
Alluvial
Spruce
Herndon
Sierra
Fifth
Barstow
Shaw
Gettysburg
Ashlan
Dakota
Bullard
Powers
Dutch Harlan Ranch
Temperance
Peach
Clovis
Villa
Helm
Sunnyside
Fowler
Tollhouse
Highland
Willow
Minnewawa
Armstrong
Locan
De Wolf
Leonard
Mc Gall
Thompson
Chestnut
Airways
50
592
593
594
193
197
157
108
159
159B
589
595
596
168
167
115
590
110
301
160
217
161
6
377
N
S
E
W
0
0.5
1
2
Miles

						ASSUMED DENSITY (DU/AC)	24															
Site ID	APN	GP landuse Code	Zoning	Size	Existing Use	Units	Hospital (1 mile)	High School (1 mile)	Pharmacy (0.5 miles)	Existing Bus Stops (0.5 miles)	Future Bus Stops (0.5 miles)2	Park/Community Center (0.5 miles)	Library (0.5 miles)	Grocery (0.5 miles)	Medical Clinic (0.5 miles)	Middle School (0.5 miles)	Elementary School (0.5 miles)	Elementary School (0.25 miles)	Internet	TCAC/HCD Zone	Flood Zone	Water	Sewer
6	49931154	GC	C-2	0.90	Vacant. Southern end - parking lot. Abuts Site 377 & Same Owner	22	N	N	N	Y	N	Y	N	N	N	N	Y	N	Y	Y	N	Y	Y
50	56324504	L	R-1-7500	2.30	Vacant	55	Y	N	N	N	N	Y	N	N	N	N	Y	Y	Y	Y	N	Y	Y
108	49123124	M	C-2	1.25	Vacant	30	N	Y	N	Y	Y	Y	N	Y	Y	N	Y	N	Y	Y	N	Y	Y
110	49906074	M	R-1	1.25	Vacant	30	N	N	Y	Y	Y	N	N	Y	Y	N	Y	N	Y	Y	N	Y	Y
115	554570445	M	R-1	2.31	Vacant	56	N	Y	N	N	N	Y	N	N	N	N	N	N	Y	Y	N	Y	Y
157	558083595	MU-V	P-C-C	7.24	Vacant	174	N	N	N	N	N	Y	N	Y	N	N	N	N	Y	Y	N	Y	Y
159	49208092	MU-V	M-U	3.78	Primarily Vacant - 1 vacant bldg. (Marketed for MF) Abuts 159B & Same Owner	91	N	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	Y	N	Y	Y
159B	492010545	MU-V	M-U	0.42	Vacant - Abuts 159 & Same owner	10	N	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	Y	N	Y	Y
160	499134205	NC	C-P	1.08	Vacant	25	N	N	Y	Y	Y	N	N	Y	N	N	N	N	Y	Y	N	Y	Y
161	43043316	O	C-P	1.67	Vacant	40	N	N	N	Y	Y	Y	N	N	N	N	N	N	Y	Y	Y	Y	Y
167	55128004	O	C-P	1.04	Vacant Abuts 168 - Same owner	25	N	Y	Y	Y	Y	Y	N	Y	Y	N	Y	Y	Y	Y	N	Y	Y
168	55128008	O	C-P	1.30	Vacant Abuts 167 - Same owner	31	N	Y	Y	Y	Y	Y	N	Y	Y	N	Y	Y	Y	Y	N	Y	Y
198	56406042	VL	R-A	2.10	Vacant	51	Y	N	N	Y	Y	Y	N	N	N	N	N	N	Y	Y	N	Y	Y
301	499081215	O	C-P	0.94	Vacant	23	N	N	Y	Y	Y	N	N	Y	Y	N	Y	N	Y	Y	Y	Y	Y
377	49931155	GC	C-2	0.81	Vacant. Southern end - parking lot. Abuts Site 6 & Same Owner	19	N	N	N	Y	N	Y	N	N	N	N	Y	N	Y	Y	N	Y	Y
589	55026023	L	R-A	8.01	Former Rogers Helpicopter. Owner interested in MF Project.	192	Y	N	N	Y	Y	Y	N	N	N	N	N	N	Y	Y	Y	Y	Y
590	554580345	M	R-1	3.02	SFR. Owner interested in MF	72	N	Y	N	N	N	Y	N	N	N	N	N	N	Y	Y	N	Y	Y
593	56324505	L	R-1-7500	2.30	SFR. Owner interested in MF Abuts 594 - Same Owner	55	Y	N	N	N	N	Y	N	N	N	N	Y	Y	Y	Y	N	Y	Y
594	56324506	L	R-1-7500	2.30	SFR. Owner interested in MF Abuts 593 - Same Owner	55	Y	N	N	N	N	Y	N	N	N	N	Y	Y	Y	Y	N	Y	Y
595	49817202	L	R-1	0.41	Vacant Abuts 596 - Same Owner	10	N	N	N	Y	Y	Y	Y	N	N	N	N	N	Y	Y	N	Y	Y
596	49817201	L	R-1	0.72	Vacant Abuts 595 - Same Owner	17	N	N	N	Y	Y	Y	Y	N	N	N	N	N	Y	Y	N	Y	Y
NEW SITES ADDED 11-15-23 TO ACCOMMODATE 50+ UNITS																							
197	55849230	VL	R-1-AH	4.5	Existing rural residential home.	108	N	N	N	N	N	Y	N	N	N	N	N	N	Y	Y	N	Y	Y
217	49954013ST	I	M-1	1.80	Commerical business - Clovis Acadmeny of Gymnastics and Dance	43	N	N	Y	Y	Y	N	N	Y	N	N	N	N	Y	Y	N	Y	Y
592	56308131	L	R-A	2.09	Existing rural residential home.	50	N	N	N	N	N	Y	N	N	N	N	Y	N	Y	Y	N	Y	Y
TOTAL				53.50		1,284																	

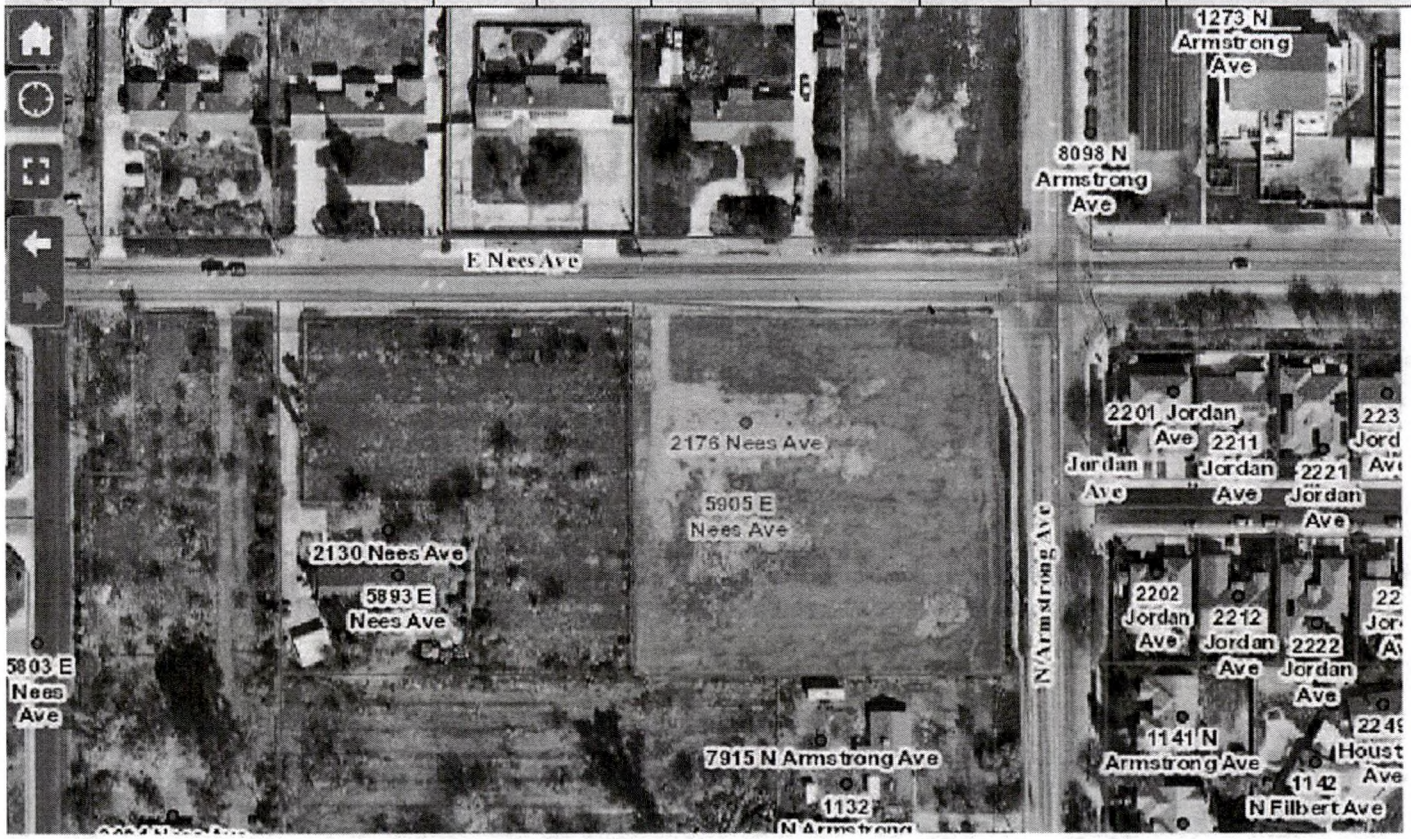
SITE 6

Site ID	Hospital (1 mile)	High School (1 mile)	Pharmacy (0.5 miles)	Existing Bus Stops (0.5 miles)	Future Bus Stops (0.5 miles)2	Park/Community Center (0.5 miles)	Library (0.5 miles)	Grocery (0.5 miles)	Medical Clinic (0.5 miles)	Middle School (0.5 miles)	Elementary School (0.5 miles)	Elementary School (0.25 miles)	Internet	TCAC/HCD Zone	Flood Zone	Water	Sewer
6	N	N	N	Y	N	Y	N	N	N	N	Y	N	Y	Y	N	Y	Y



SITE 50

Site ID	Hospital (1 mile)	High School (1 mile)	Pharmacy (0.5 miles)	Existing Bus Stops (0.5 miles)	Future Bus Stops (0.5 miles)2	Park/Community Center (0.5 miles)	Library (0.5 miles)	Grocery (0.5 miles)	Medical Clinic (0.5 miles)	Middle School (0.5 miles)	Elementary School (0.5 miles)	Elementary School (0.25 miles)	Internet	TCAC/HCD Zone	Flood Zone	Water	Sewer
50	Y	N	N	N	N	Y	N	N	N	N	Y	Y	Y	Y	N	Y	Y



Parcels - Clovis _Query result

Displayed features:1/1

Parcels - Clovis: 56324504

APN	56324504
Created By	BILLF
Created When	5/17/2019
Modified By	STEPHANIEA
Modified When	9/25/2019
NAME1	DA REAL ESTATE HOLDINGS LLC
NAME2	
ADDRESS1	1396 W HERNDON #101
ADDRESS2	FRESNO CA 93711
ADDRESS3	
ADDRESS4	
PERCENT_INTEREST1	0.00
JOINT_TENANCY_CODE1	
CHANGE_DATE1	6/29/2021

SITE 108

Site ID	Hospital (1 mile)	High School (1 mile)	Pharmacy (0.5 miles)	Existing Bus Stops (0.5 miles)	Future Bus Stops (0.5 miles)2	Park/Community Center (0.5 miles)	Library (0.5 miles)	Grocery (0.5 miles)	Medical Clinic (0.5 miles)	Middle School (0.5 miles)	Elementary School (0.5 miles)	Elementary School (0.25 miles)	Internet	TCAC/HCD Zone	Flood Zone	Water	Sewer
108	N	Y	N	Y	Y	Y	N	Y	Y	N	Y	N	Y	Y	N	Y	Y



Parcels - Clovis _Query result

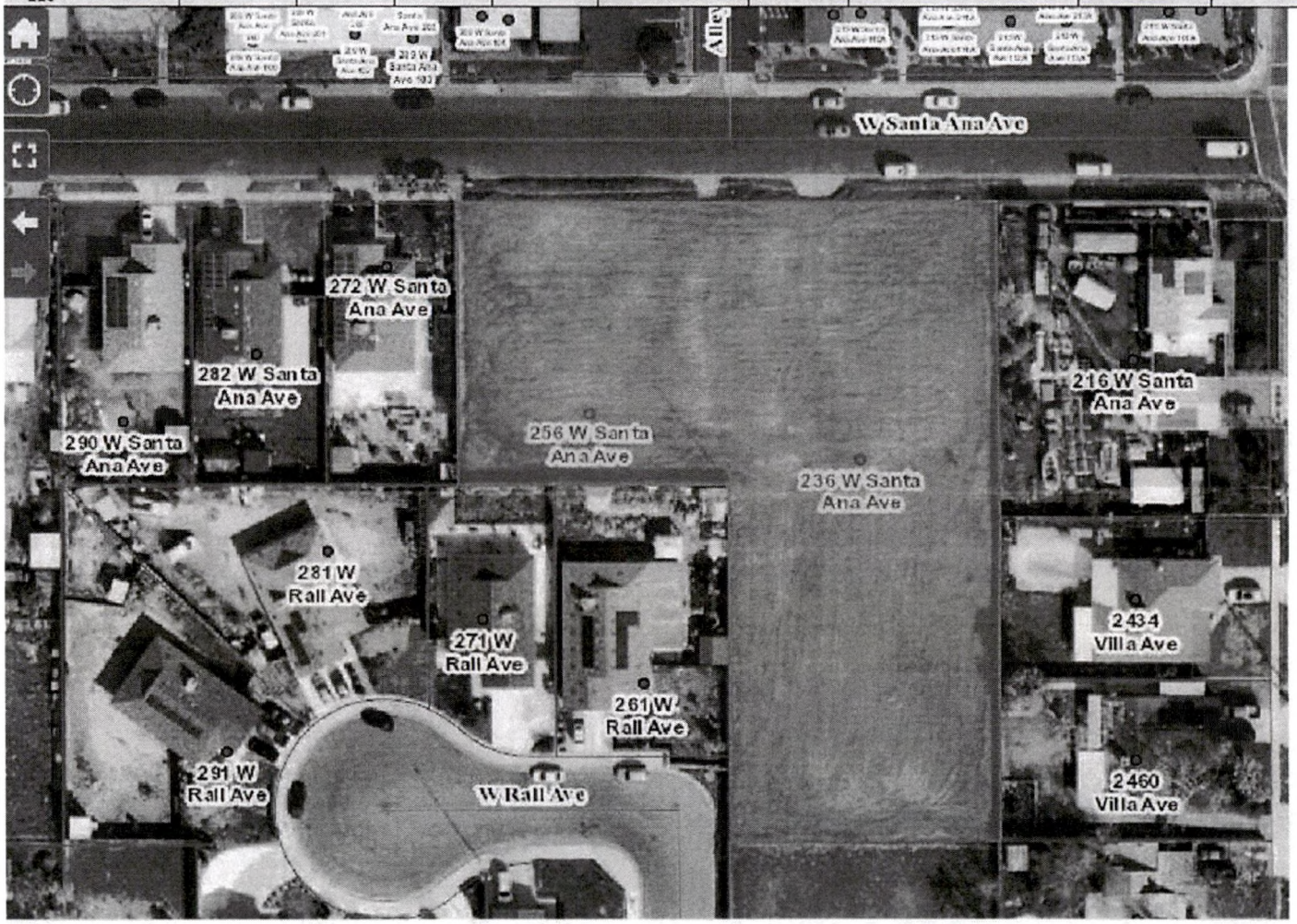
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Parcels - Clovis: 49123124

APN	49123124
Created By	BILLF
Created When	5/17/2019
Modified By	STEPHANIEA
Modified When	9/25/2019
NAME1	JOHN GREGORY DEVELOPMENT CO INC
NAME2	
ADDRESS1	301 E HILLCREST
ADDRESS2	FRESNO CA 93720
ADDRESS3	
ADDRESS4	
PERCENT_INTEREST1	0.00
JOINT_TENANCY_CODE1	
CHANGE_DATE1	6/26/2012
RECORDING_DATE1	6/26/2012
INSTRUMENT_NUMBER1	0089115
PERCENT_INTEREST2	0.00
JOINT_TENANCY_CODE2	
CHANGE_DATE2	
RECORDING_DATE2	

SITE 110

Site ID	Hospital (1 mile)	High School (1 mile)	Pharmacy (0.5 miles)	Existing Bus Stops (0.5 miles)	Future Bus Stops (0.5 miles)2	Park/Community Center (0.5 miles)	Library (0.5 miles)	Grocery (0.5 miles)	Medical Clinic (0.5 miles)	Middle School (0.5 miles)	Elementary School (0.5 miles)	Elementary School (0.25 miles)	Internet	TCAC/HCD Zone	Flood Zone	Water	Sewer
110	N	N	Y	Y	Y	N	N	Y	Y	N	Y	N	Y	Y	N	Y	Y



Parcels - Clovis _Query result

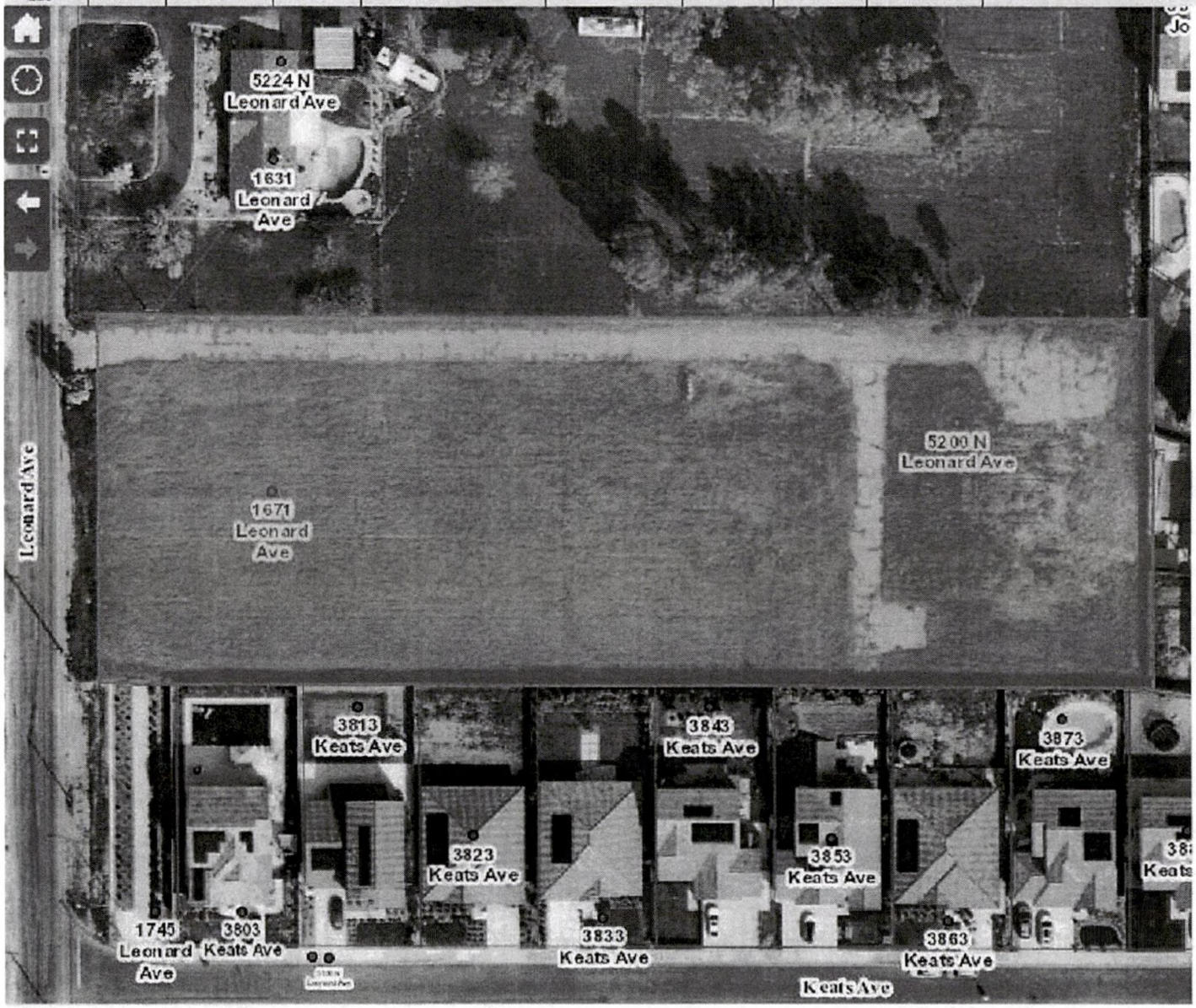
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Parcels - Clovis: 49906074

APN	49906074
Created By	BILLF
Created When	5/17/2019
Modified By	STEPHANIEA
Modified When	9/25/2019
NAME1	ATTIA AMIN KAMAL
NAME2	
ADDRESS1	P O BOX 3335
ADDRESS2	CLOVIS CA 93613
ADDRESS3	
ADDRESS4	
PERCENT_INTEREST1	0.00
JOINT_TENANCY_CODE1	
CHANGE_DATE1	1/6/2015
RECORDING_DATE1	1/6/2015
INSTRUMENT_NUMBER1	0001414
PERCENT_INTEREST2	0.00
JOINT_TENANCY_CODE2	
CHANGE_DATE2	12/31/1999
RECORDING_DATE2	

SITE 115

Site ID	Hospital (1 mile)	High School (1 mile)	Pharmacy (0.5 miles)	Existing Bus Stops (0.5 miles)	Future Bus Stops (0.5 miles)2	Park/Community Center (0.5 miles)	Library (0.5 miles)	Grocery (0.5 miles)	Medical Clinic (0.5 miles)	Middle School (0.5 miles)	Elementary School (0.5 miles)	Elementary School (0.25 miles)	Internet	TCAC/HCD Zone	Flood Zone	Water	Sewer
115	N	Y	N	N	N	Y	N	N	N	N	N	N	Y	Y	N	Y	Y



Parcels - Clovis _Query result

Displayed features: 1/1

Parcels - Clovis: 55457044S

APN	55457044S
Created By	BILLF
Created When	5/17/2019
Modified By	STEPHANIEA
Modified When	6/1/2020
NAME1	SULTAN INTISAB & NOREEN INTISAB TRS
NAME2	
ADDRESS1	7301 N FANCHER
ADDRESS2	CLOVIS CA 93619
ADDRESS3	
ADDRESS4	
PERCENT_INTEREST1	0.00
JOINT_TENANCY_CODE1	
CHANGE_DATE1	10/22/2019
RECORDING_DATE1	10/22/2019
INSTRUMENT_NUMBER1	0127046
PERCENT_INTEREST2	0.00
JOINT_TENANCY_CODE2	
CHANGE_DATE2	10/22/2019
RECORDING_DATE2	
INSTRUMENT_NUMBER2	0000000
WORD_DESCRIPTION	1671 LEONARD CL
LOT_WIDTH	0.00
LOT_DEPTH	0.00

SITE 157

Site ID	Hospital (1 mile)	High School (1 mile)	Pharmacy (0.5 miles)	Existing Bus Stops (0.5 miles)	Future Bus Stops (0.5 miles)2	Park/Community Center (0.5 miles)	Library (0.5 miles)	Grocery (0.5 miles)	Medical Clinic (0.5 miles)	Middle School (0.5 miles)	Elementary School (0.5 miles)	Elementary School (0.25 miles)	Internet	TCAC/HCD Zone	Flood Zone	Water	Sewer
157	N	N	N	N	N	Y	N	Y	N	N	N	N	Y	Y	N	Y	Y



SITE 159

Site ID	Hospital (1 mile)	High School (1 mile)	Pharmacy (0.5 miles)	Existing Bus Stops (0.5 miles)	Future Bus Stops (0.5 miles)2	Park/Community Center (0.5 miles)	Library (0.5 miles)	Grocery (0.5 miles)	Medical Clinic (0.5 miles)	Middle School (0.5 miles)	Elementary School (0.5 miles)	Elementary School (0.25 miles)	Internet	TCAC/HCD Zone	Flood Zone	Water	Sewer
159	N	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	Y	N	Y	Y



SITE 159B

Site ID	Hospital (1 mile)	High School (1 mile)	Pharmacy (0.5 miles)	Existing Bus Stops (0.5 miles)	Future Bus Stops (0.5 miles)2	Park/Community Center (0.5 miles)	Library (0.5 miles)	Grocery (0.5 miles)	Medical Clinic (0.5 miles)	Middle School (0.5 miles)	Elementary School (0.5 miles)	Elementary School (0.25 miles)	Internet	TCAC/HCD Zone	Flood Zone	Water	Sewer
159B	N	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	Y	N	Y	Y



Parcels - Clovis:492010545

APN	492010545
OWNER1	[illegible]
OWNER2	[illegible]
MAILING1	[illegible]
MAILING2	[illegible]
NAME1	[illegible]
NAME2	[illegible]
ADDRESS1	[illegible]
ADDRESS2	[illegible]
ADDRESS3	[illegible]
ADDRESS4	[illegible]
PERCENT_INTEREST1	0.00
JOINT_TENANCY_CODE1	[illegible]
CHANGE_DATE1	4/18/2017, 3:00 PM
RECORDING_DATE1	4/18/2017, 3:00 PM
INSTRUMENT_NUMBER1	046143
PERCENT_INTEREST2	0.00
JOINT_TENANCY_CODE2	[illegible]
CHANGE_DATE2	12/31/1899, 4:00 PM
RECORDING_DATE2	[illegible]
INSTRUMENT_NUMBER2	000000
WORD_DESCRIPTION	SUBJECT TO DEED OF TRUST
LOT_WIDTH	15.00
LOT_DEPTH	1.00
TOTAL_ASSESSED_VALUE	223,101
LAST_RECORDED_DATE	4/18/2017, 3:00 PM
ASSESS_LAND_VAL	223,101
ASSESS_IMP_VAL	0
TFL_VALUE	0
PERS_PROP_VAL	0
MOBILE_HOME_VAL	0
HOMEOWNER_EXEMP	0

SITE 160

Site ID	Hospital (1 mile)	High School (1 mile)	Pharmacy (0.5 miles)	Existing Bus Stops (0.5 miles)	Future Bus Stops (0.5 miles)2	Park/Community Center (0.5 miles)	Library (0.5 miles)	Grocery (0.5 miles)	Medical Clinic (0.5 miles)	Middle School (0.5 miles)	Elementary School (0.5 miles)	Elementary School (0.25 miles)	Internet	TCAC/HCD Zone	Flood Zone	Water	Sewer
160	N	N	Y	Y	Y	N	N	Y	N	N	N	N	Y	Y	N	Y	Y


Gabriel Ave
Santa Ana Ave
Gretna Green Way
Gretna Green Way
Gretna Green Way

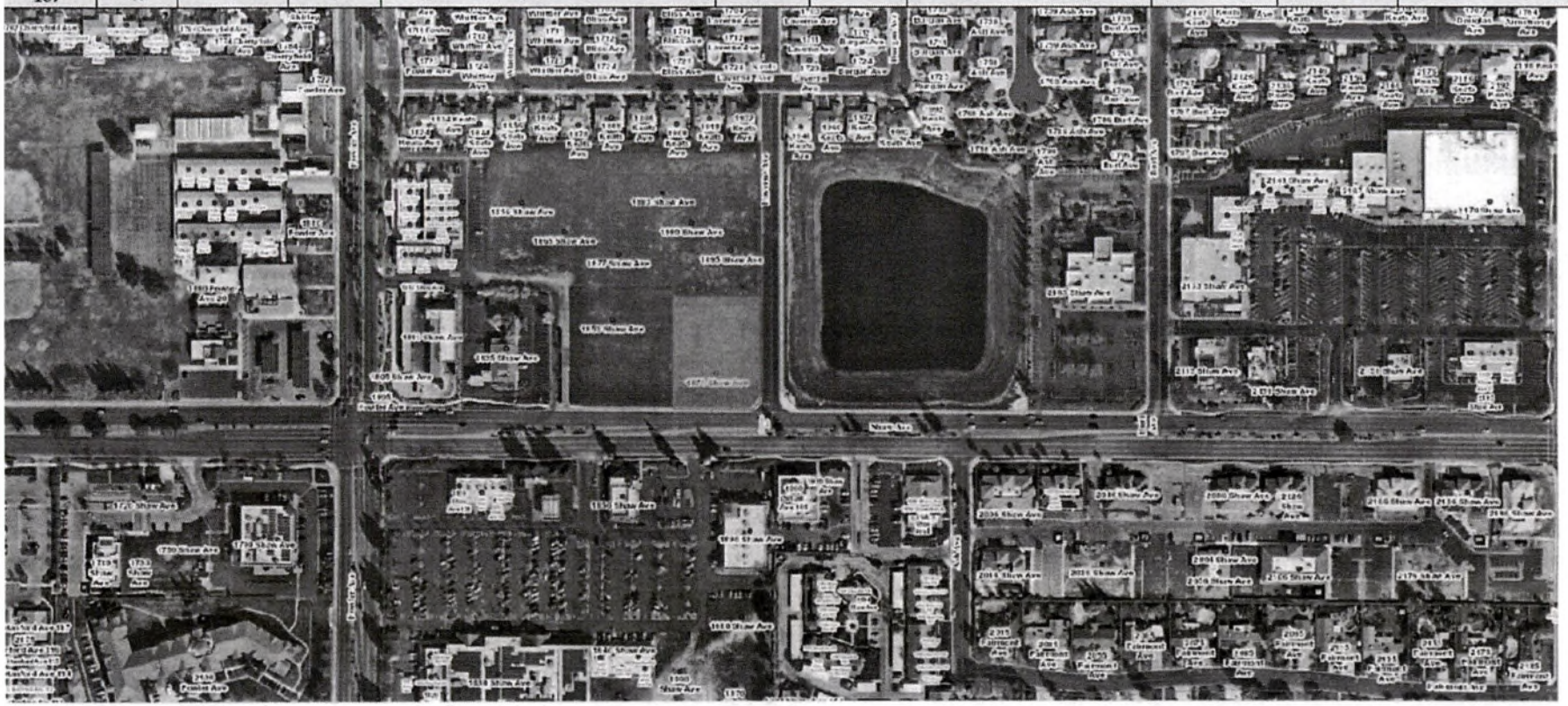
SITE 161

Site ID	Hospital (1 mile)	High School (1 mile)	Pharmacy (0.5 miles)	Existing Bus Stops (0.5 miles)	Future Bus Stops (0.5 miles)2	Park/Community Center (0.5 miles)	Library (0.5 miles)	Grocery (0.5 miles)	Medical Clinic (0.5 miles)	Middle School (0.5 miles)	Elementary School (0.5 miles)	Elementary School (0.25 miles)	Internet	TCAC/HCD Zone	Flood Zone	Water	Sewer
161	N	N	N	Y	Y	Y	N	N	N	N	N	N	Y	Y	Y	Y	Y



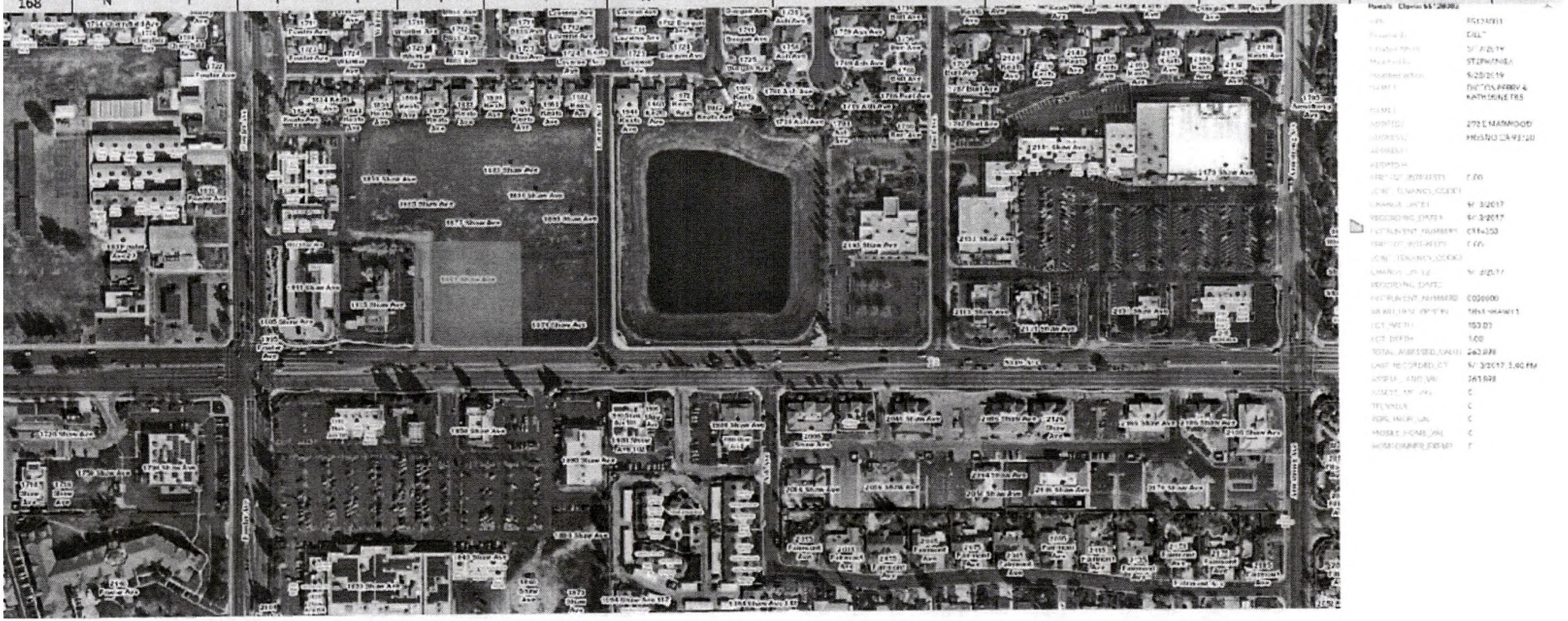
SITE 167

Site ID	Hospital (1 mile)	High School (1 mile)	Pharmacy (0.5 miles)	Existing Bus Stops (0.5 miles)	Future Bus Stops (0.5 miles)2	Park/Community Center (0.5 miles)	Library (0.5 miles)	Grocery (0.5 miles)	Medical Clinic (0.5 miles)	Middle School (0.5 miles)	Elementary School (0.5 miles)	Elementary School (0.25 miles)	Internet	TCAC/HCD Zone	Flood Zone	Water	Sewer
167	N	Y	Y	Y	Y	Y	N	Y	Y	N	Y	Y	Y	Y	N	Y	Y



SITE 168

Site ID	Hospital (1 mile)	High School (1 mile)	Pharmacy (0.5 miles)	Existing Bus Stops (0.5 miles)	Future Bus Stops (0.5 miles)2	Park/Community Center (0.5 miles)	Library (0.5 miles)	Grocery (0.5 miles)	Medical Clinic (0.5 miles)	Middle School (0.5 miles)	Elementary School (0.5 miles)	Elementary School (0.25 miles)	Internet	TCAC/HCD Zone	Flood Zone	Water	Sewer
168	N	Y	Y	Y	Y	Y	N	Y	Y	N	Y	Y	Y	Y	N	Y	Y



SITE 193

Site ID	Hospital (1 mile)	High School (1 mile)	Pharmacy (0.5 miles)	Existing Bus Stops (0.5 miles)	Future Bus Stops (0.5 miles)2	Park/Community Center (0.5 miles)	Library (0.5 miles)	Grocery (0.5 miles)	Medical Clinic (0.5 miles)	Middle School (0.5 miles)	Elementary School (0.5 miles)	Elementary School (0.25 miles)	Internet	TCAC/HCD Zone	Flood Zone	Water	Sewer
193	Y	N	N	Y	Y	Y	N	N	N	N	N	N	Y	Y	N	Y	Y



Parcels - Clovis_Query result

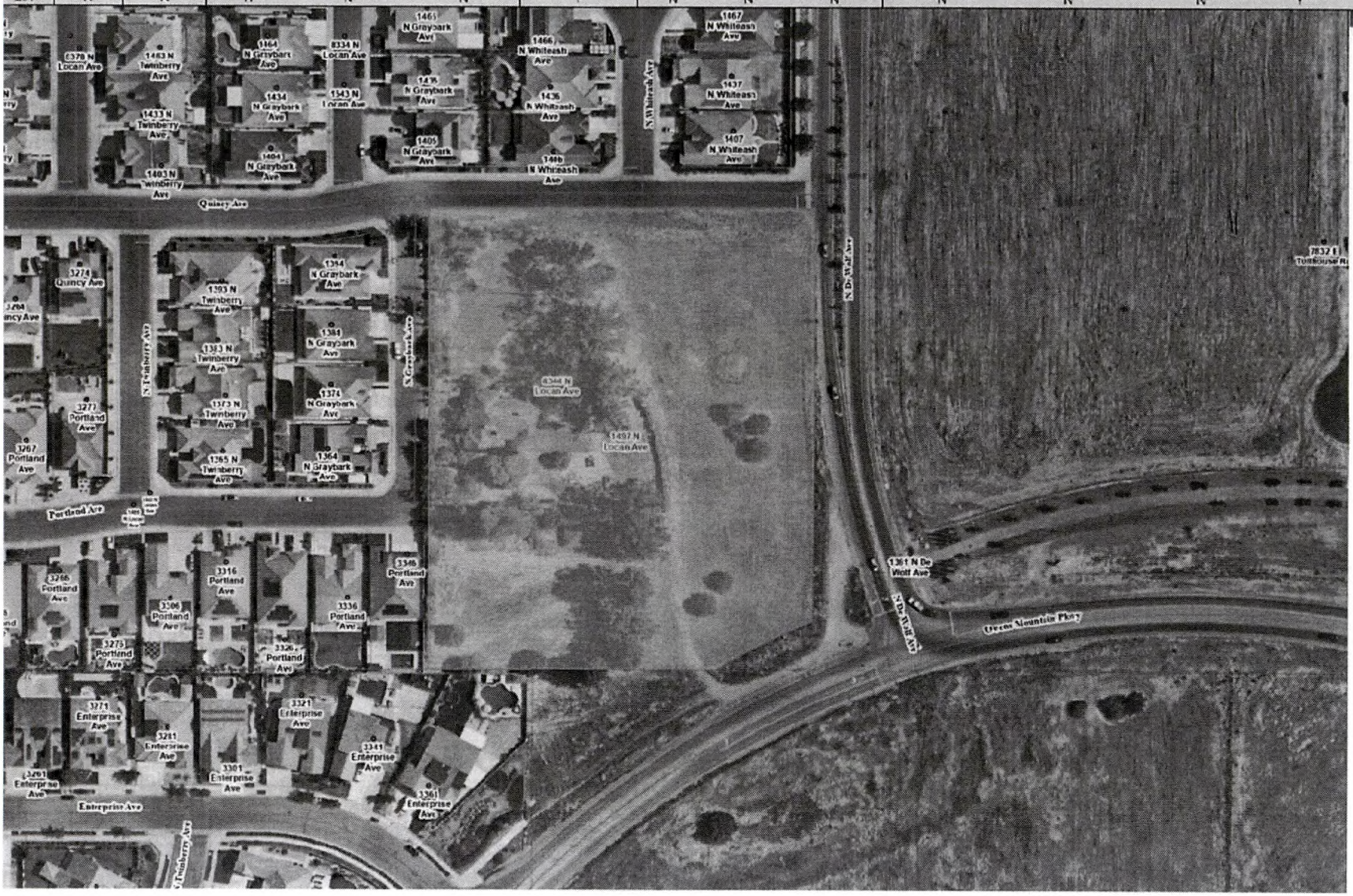
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Parcels Clovis: 56406042

APN	56406042
Created By	BILLF
Created When	5/17/2019
Modified By	STEPHANIEA
Modified When	9/25/2019
NAME1	DA REAL ESTATE LLC
NAME2	
ADDRESS1	1396 W HERNDON #101
ADDRESS2	FRESNO CA 93711
ADDRESS3	
ADDRESS4	
PERCENT_INTEREST1	0.00
JOINT_TENANCY_CODE1	
CHANGE_DATE1	3/16/2021
RECORDING_DATE1	3/16/2021
INSTRUMENT_NUMBER1	0044751
PERCENT_INTEREST2	0.00
JOINT_TENANCY_CODE2	
CHANGE_DATE2	
RECORDING_DATE2	
INSTRUMENT_NUMBER2	0000000
WORD_DESCRIPTION	2780 E NEES CL
LOT_WIDTH	210.00

SITE 197

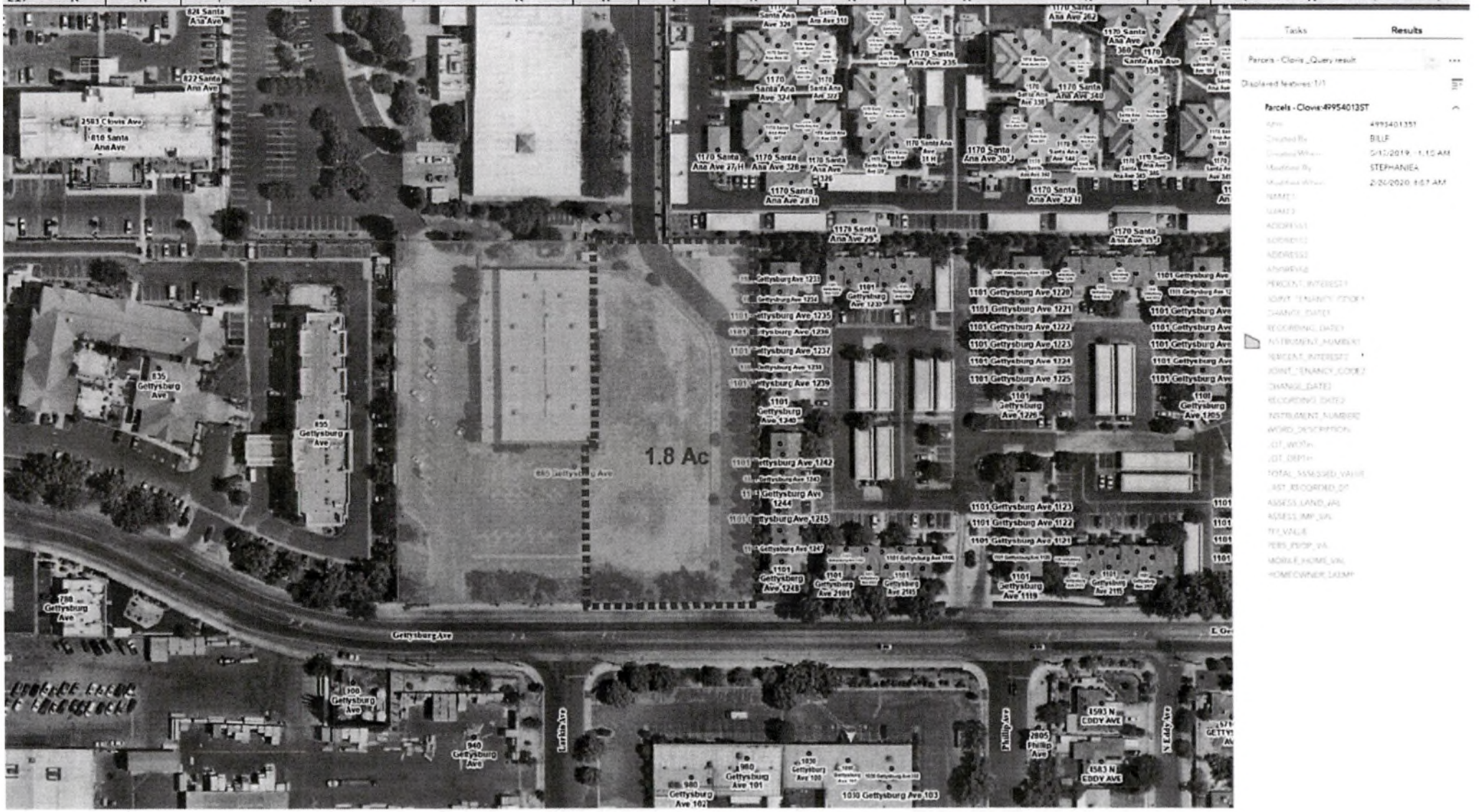
Site ID	Hospital (1 mile)	High School (1 mile)	Pharmacy (0.5 miles)	Existing Bus Stops (0.5 miles)	Future Bus Stops (0.5 miles)2	Park/Community Center (0.5 miles)	Library (0.5 miles)	Grocery (0.5 miles)	Medical Clinic (0.5 miles)	Middle School (0.5 miles)	Elementary School (0.5 miles)	Elementary School (0.25 miles)	Internet	TCAC/HCD Zone	Flood Zone	Water	Sewer
197	N	N	N	N	N	Y	N	N	N	N	N	N	Y	Y	N	Y	Y





SITE 217 REVISED 12-8-23

Site ID	Hospital (1 mile)	High School (1 mile)	Pharmacy (0.5 miles)	Existing Bus Stops (0.5 miles)	Future Bus Stops (0.5 miles)2	Park/Community Center (0.5 miles)	Library (0.5 miles)	Grocery (0.5 miles)	Medical Clinic (0.5 miles)	Middle School (0.5 miles)	Elementary School (0.5 miles)	Elementary School (0.25 miles)	Internet	TCAC/HCD Zone	Flood Zone	Water	Sewer
217	N	N	Y	Y	Y	N	N	Y	N	N	N	N	Y	Y	N	Y	Y



Tasks | Results

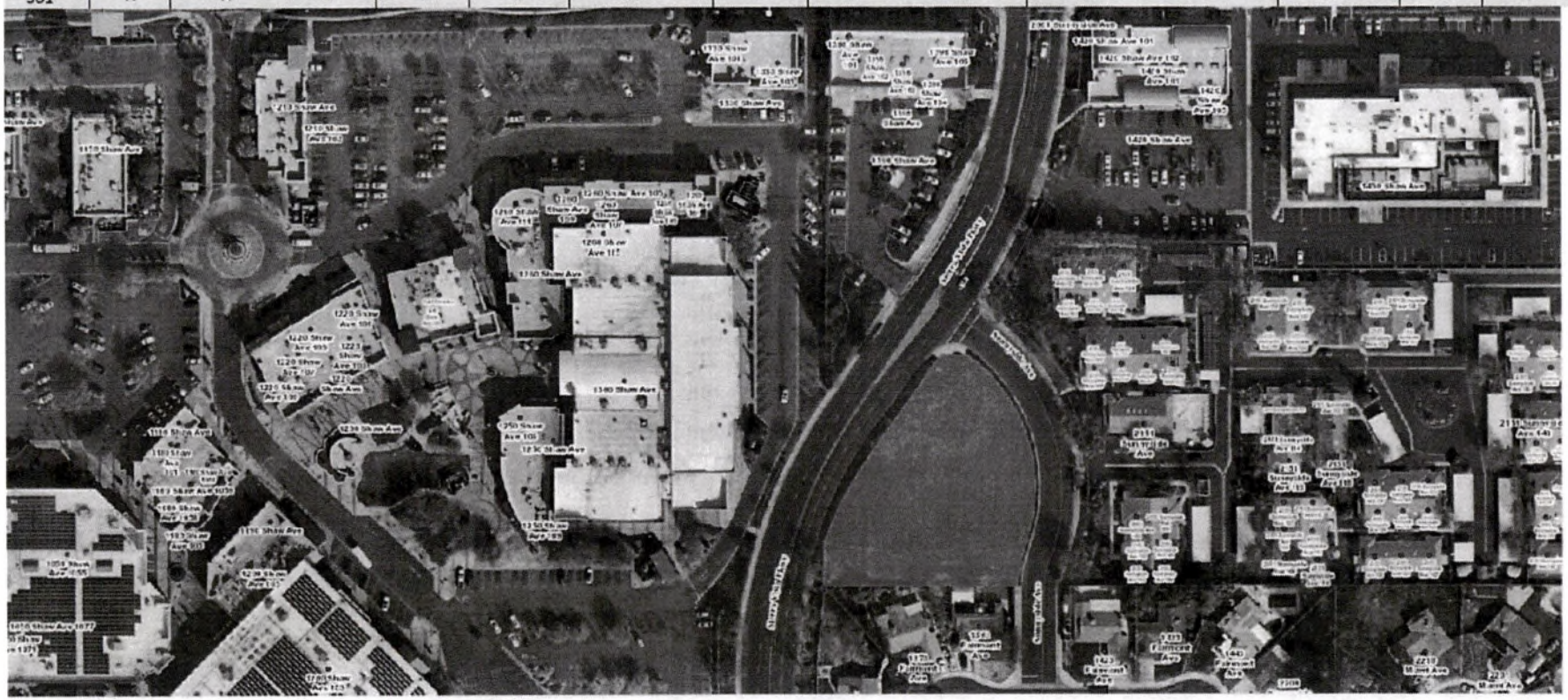
Parcels - Clovis_Query result

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Parcels - Clovis:499540135T

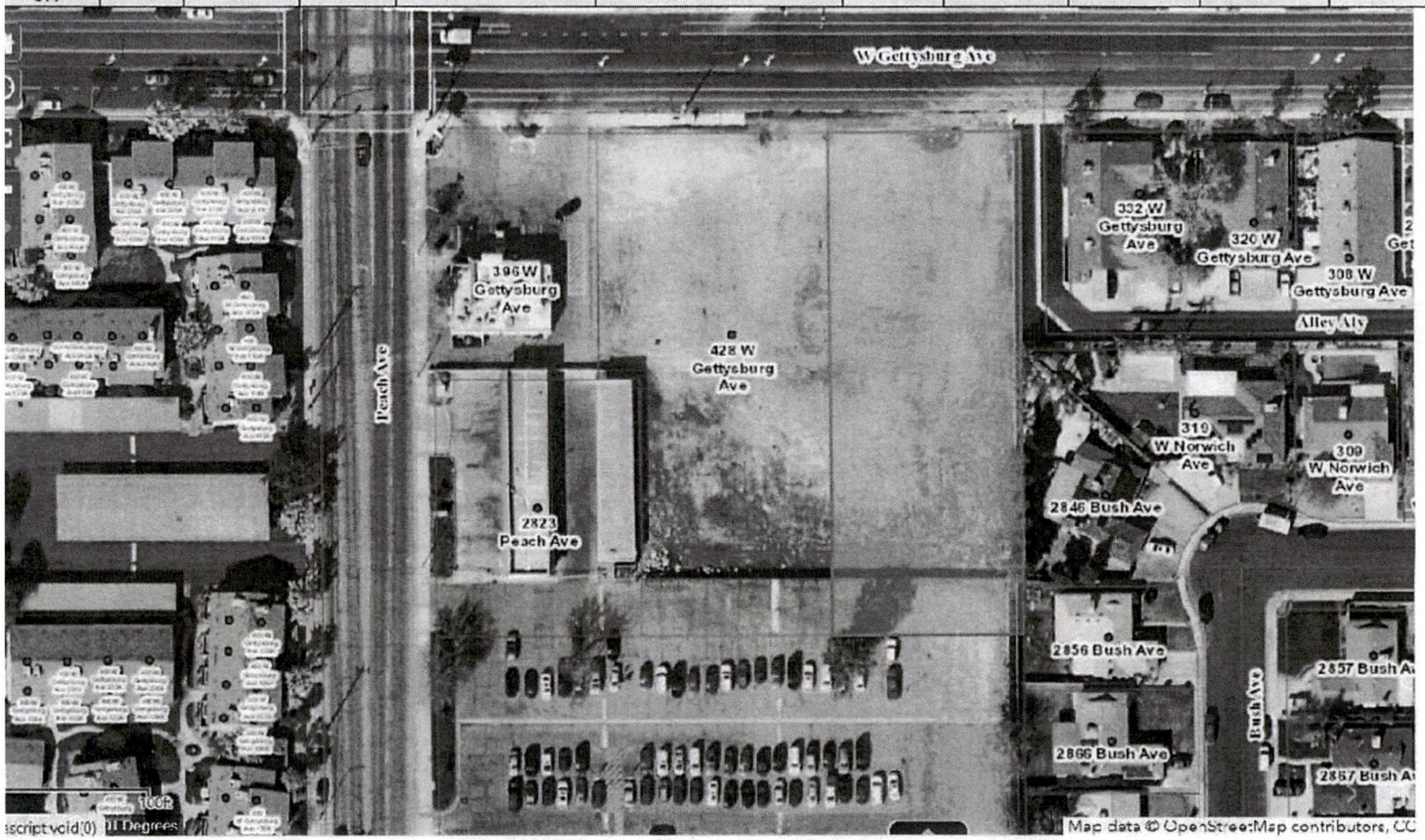
SITE 301

Site ID	Hospital (1 mile)	High School (1 mile)	Pharmacy (0.5 miles)	Existing Bus Stops (0.5 miles)	Future Bus Stops (0.5 miles)2	Park/Community Center (0.5 miles)	Library (0.5 miles)	Grocery (0.5 miles)	Medical Clinic (0.5 miles)	Middle School (0.5 miles)	Elementary School (0.5 miles)	Elementary School (0.25 miles)	Internet	TCAC/HCD Zone	Flood Zone	Water	Sewer
301	N	N	Y	Y	Y	N	N	Y	Y	N	Y	N	Y	Y	Y	Y	Y



SITE 377

Site ID	Hospital (1 mile)	High School (1 mile)	Pharmacy (0.5 miles)	Existing Bus Stops (0.5 miles)	Future Bus Stops (0.5 miles)2	Park/Community Center (0.5 miles)	Library (0.5 miles)	Grocery (0.5 miles)	Medical Clinic (0.5 miles)	Middle School (0.5 miles)	Elementary School (0.5 miles)	Elementary School (0.25 miles)	Internet	TCAC/HCD Zone	Flood Zone	Water	Sewer
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Tasks | Results

Parcels - Clovis _Query result

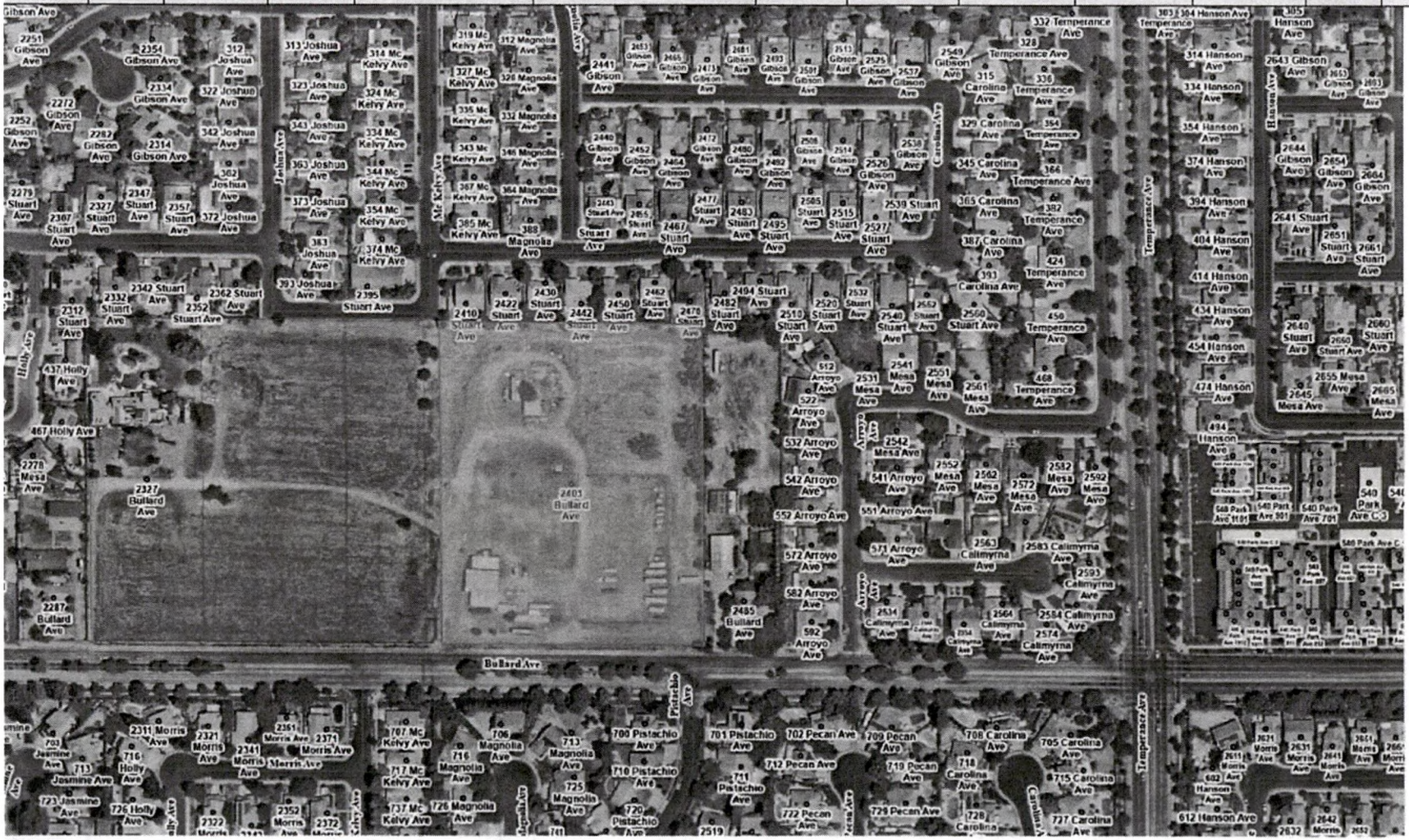
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Parcels Clovis: 49931155

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Created By	BILLF
Created When	5/17/2019
Modified By	STEPHANIEA
Modified When	2/27/2020
NAME1	DAVIS ROBERT KELSEY & BRENDA BERLENE
NAME2	
ADDRESS1	17922 E TOLLHOUSE
ADDRESS2	CLOVIS CA 93611
ADDRESS3	
ADDRESS4	
PERCENT_INTEREST1	0.00
JOINT_TENANCY_CODE1	RS
CHANGE_DATE1	5/7/2019
RECORDING_DATE1	5/7/2019
INSTRUMENT_NUMBER1	0047485
PERCENT_INTEREST2	0.00
JOINT_TENANCY_CODE2	
CHANGE_DATE2	
RECORDING_DATE2	
INSTRUMENT_NUMBER2	0000000
WORD_DESCRIPTION	E115.50 FT OF PAR A BK 22/07 & OF PAR B

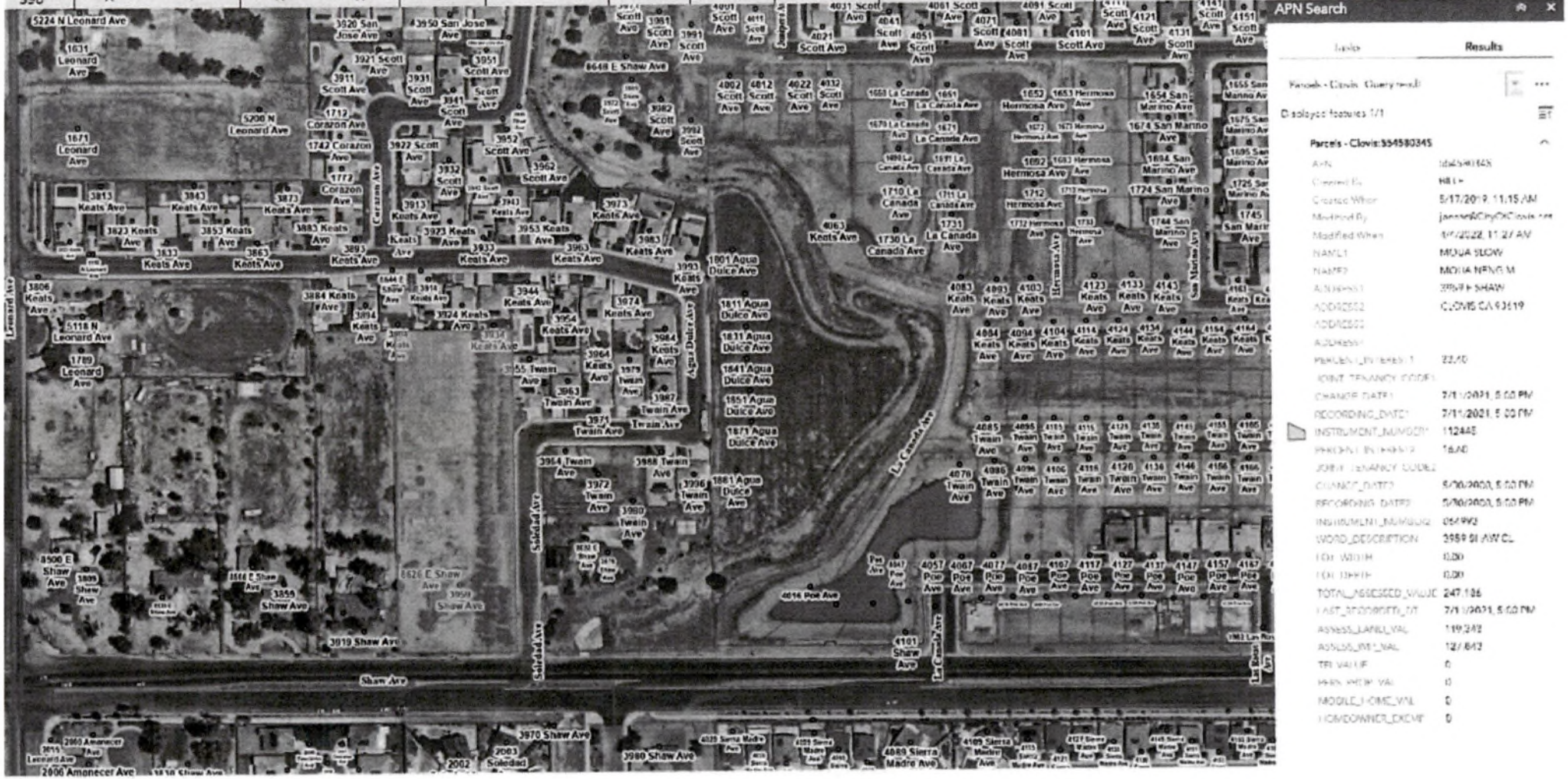
SITE 589

Site ID	Hospital (1 mile)	High School (1 mile)	Pharmacy (0.5 miles)	Existing Bus Stops (0.5 miles)	Future Bus Stops (0.5 miles)2	Park/Community Center (0.5 miles)	Library (0.5 miles)	Grocery (0.5 miles)	Medical Clinic (0.5 miles)	Middle School (0.5 miles)	Elementary School (0.5 miles)	Elementary School (0.25 miles)	Internet	TCAC/HCD Zone	Flood Zone	Water	Sewer
589	Y	N	N	Y	Y	Y	N	N	N	N	N	N	Y	Y	Y	Y	Y



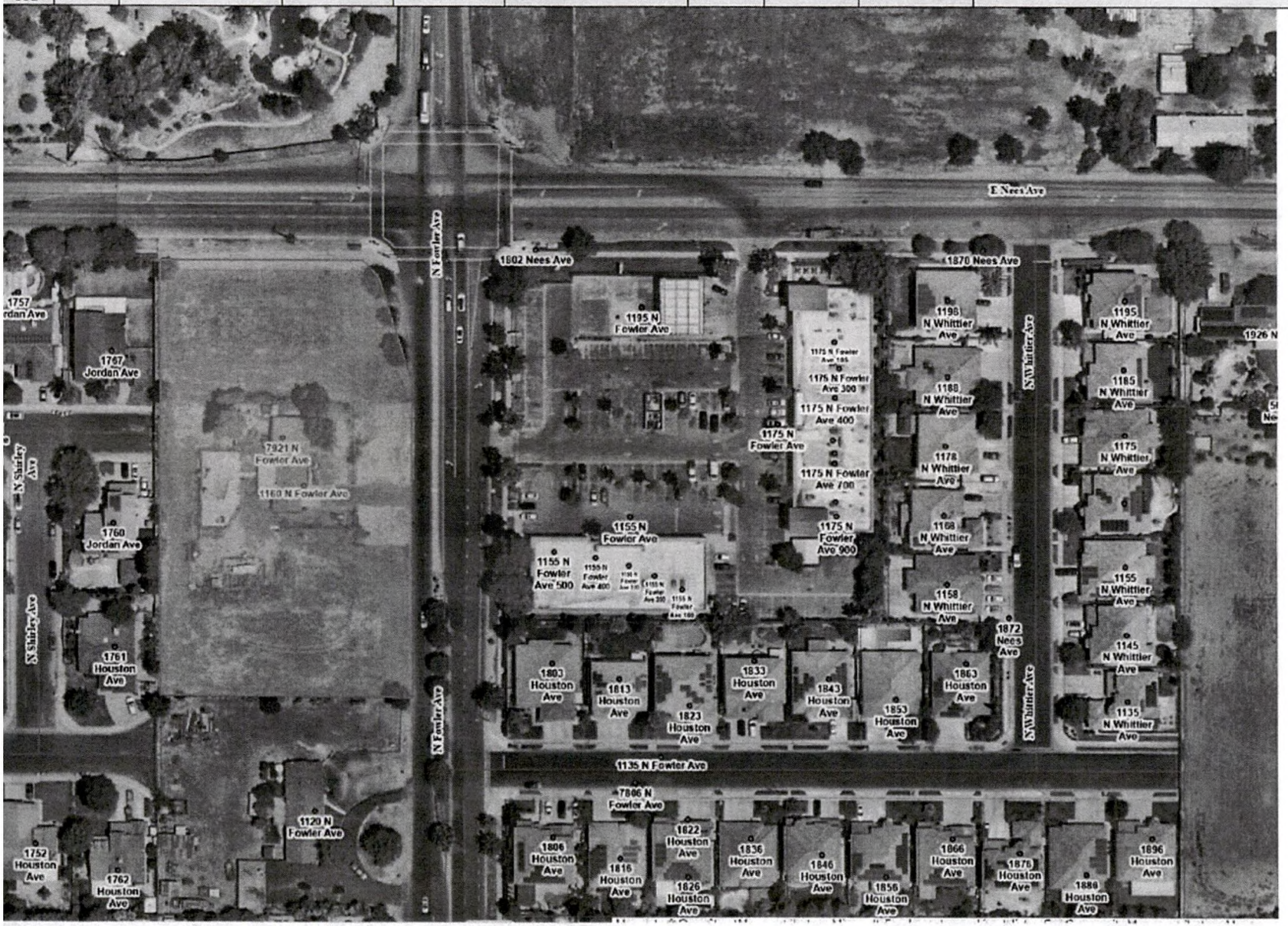
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SITE 592

Site ID	Hospital (1 mile)	High School (1 mile)	Pharmacy (0.5 miles)	Existing Bus Stops (0.5 miles)	Future Bus Stops (0.5 miles)2	Park/Community Center (0.5 miles)	Library (0.5 miles)	Grocery (0.5 miles)	Medical Clinic (0.5 miles)	Middle School (0.5 miles)	Elementary School (0.5 miles)	Elementary School (0.25 miles)	Internet	TCAC/HCD Zone	Flood Zone	Water	Sewer
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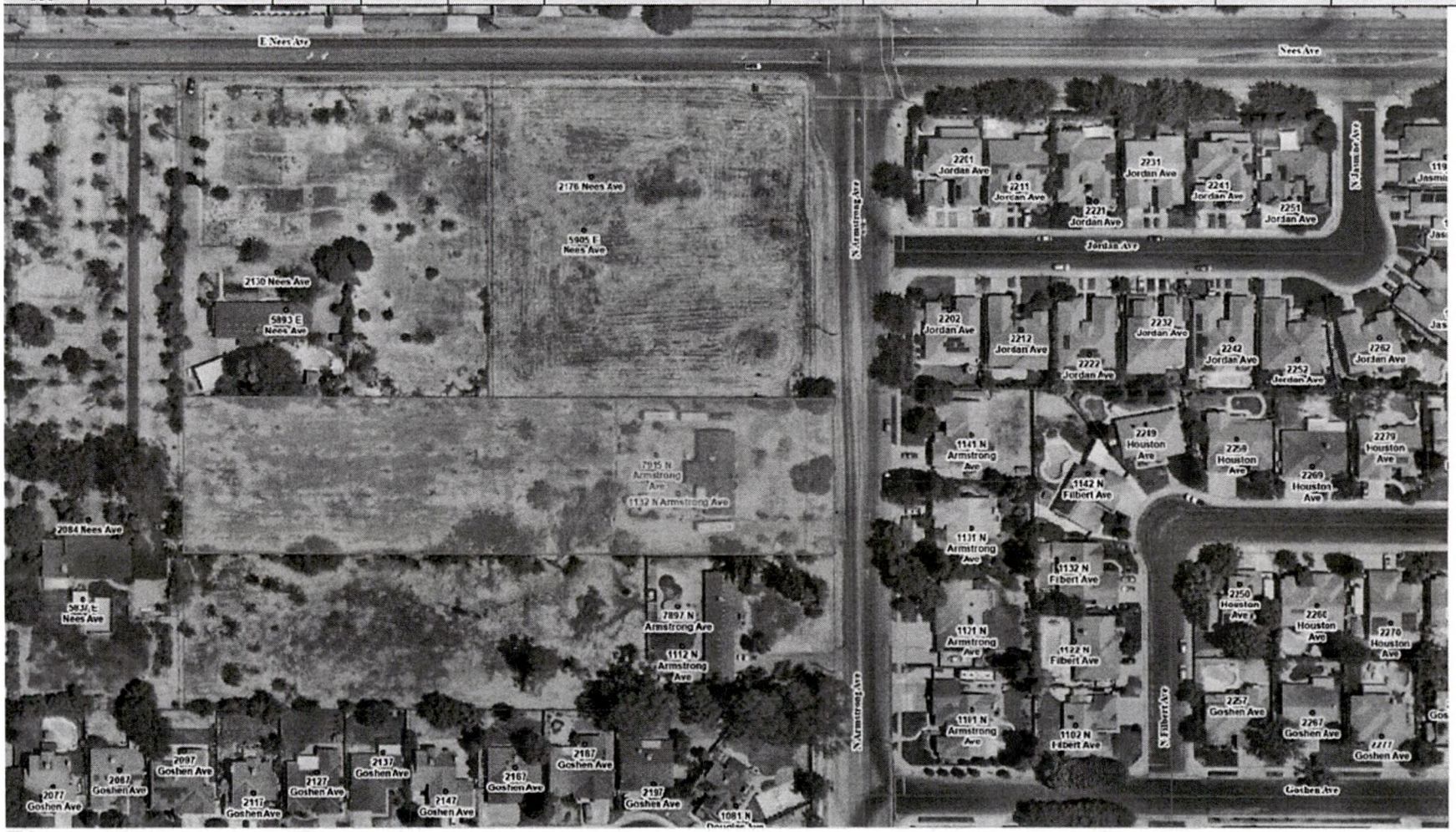


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SITE 594

Site ID	Hospital (1 mile)	High School (1 mile)	Pharmacy (0.5 miles)	Existing Bus Stops (0.5 miles)	Future Bus Stops (0.5 miles)2	Park/Community Center (0.5 miles)	Library (0.5 miles)	Grocery (0.5 miles)	Medical Clinic (0.5 miles)	Middle School (0.5 miles)	Elementary School (0.5 miles)	Elementary School (0.25 miles)	Internet	TCAC/HCD Zone	Flood Zone	Water	Sewer
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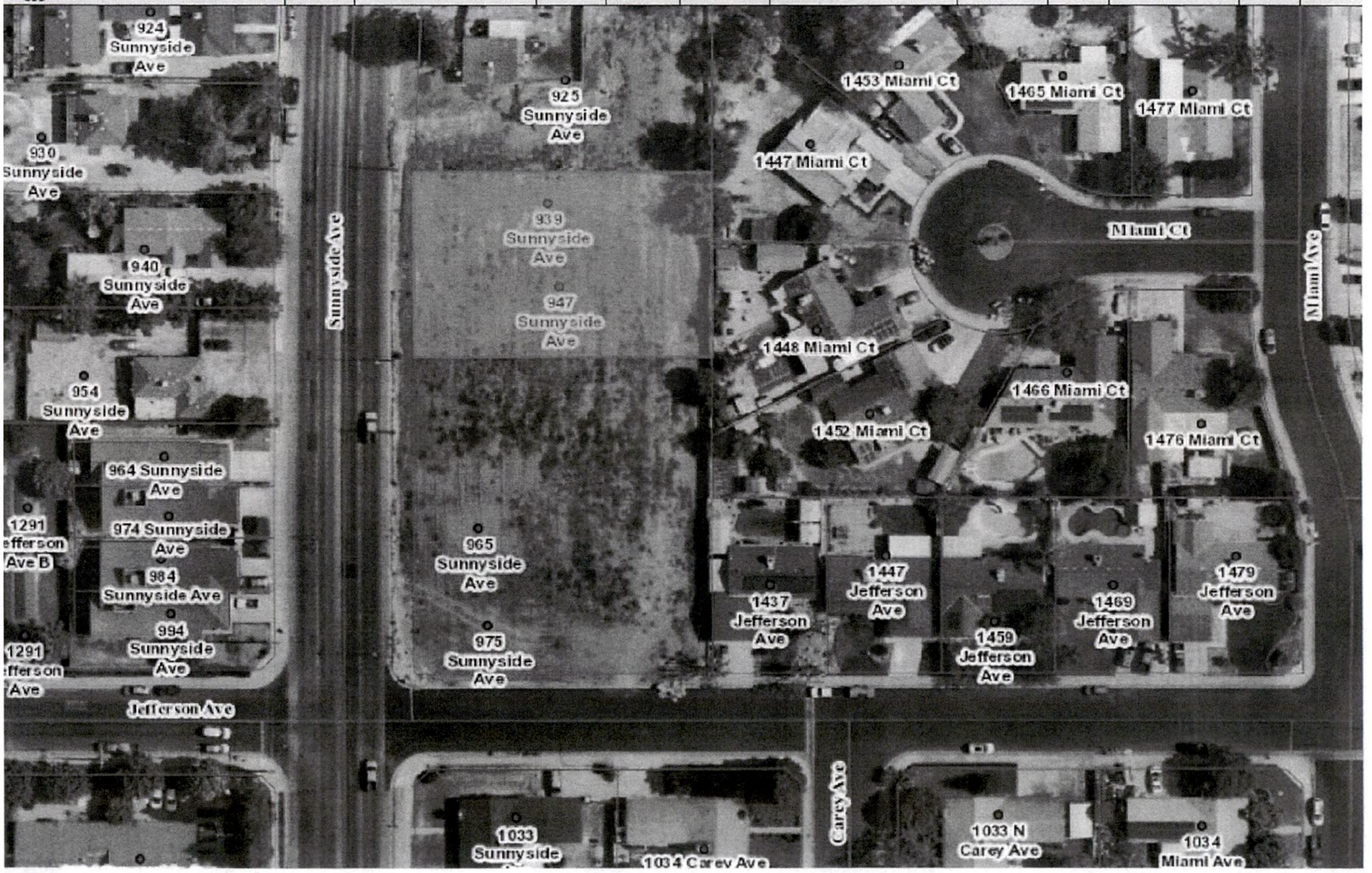
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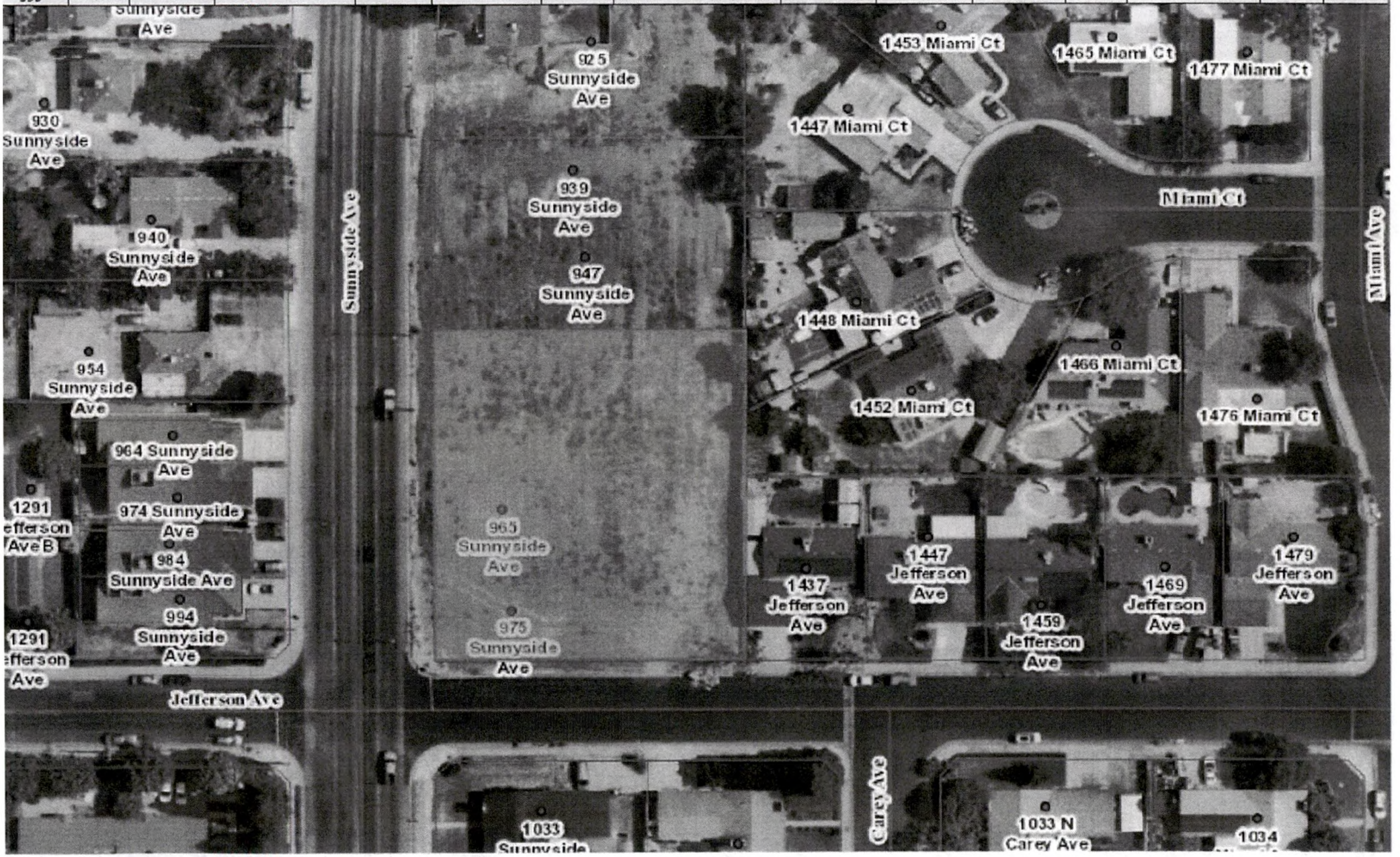
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SITE 596

Site ID	Hospital (1 mile)	High School (1 mile)	Pharmacy (0.5 miles)	Existing Bus Stops (0.5 miles)	Future Bus Stops (0.5 miles)2	Park/Community Center (0.5 miles)	Library (0.5 miles)	Grocery (0.5 miles)	Medical Clinic (0.5 miles)	Middle School (0.5 miles)	Elementary School (0.5 miles)	Elementary School (0.25 miles)	Internet	TCAC/HCD Zone	Flood Zone	Water	Sewer
596	N	N	N	Y	Y	Y	Y	N	N	N	N	N	Y	Y	N	Y	Y



KEYSER MARSTON ASSOCIATES

FEASIBILITY ANALYSIS

of a Proposed New

MIXED INCOME ZONING ORDINANCE

Prepared for
City of Clovis

Prepared by
Keyser Marston Associates, Inc.

October 2025

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1.0 EXECUTIVE SUMMARY

The City of Clovis ("City") committed to establishing a new Mixed Income Zoning Ordinance ("MIZO") as part of a settlement agreement and stipulated judgement in the *Martinez v. City of Clovis* case ("Settlement Agreement"). Pursuant to the Settlement Agreement the new MIZO will require residential developments with more than ten units to include affordable housing. The commitment is to require no less than 5% and no more than 10% of units to be affordable, with the specific affordable unit percentage to be set within this 5% to 10% range based on a feasibility study. This Feasibility Analysis of a Proposed New Mixed Income Zoning Ordinance ("Feasibility Study") was prepared pursuant to the Settlement Agreement to evaluate the ability of market rate residential developments to sustain a new inclusionary requirement and to inform determination of the inclusionary percentage under a new MIZO.

1.1 Feasibility Study Findings

The Feasibility Study evaluates the ability of five prototype residential development projects in three geographic areas of Clovis to sustain inclusionary and in-lieu fee requirements. Findings are summarized in Table 1-1.

Table 1-1. Feasibility Analysis Findings

	North of Herndon	East of Fowler / South of Herndon	West of Fowler / South of Herndon	Maximum Feasibility in All Areas and for All Development Types
For-Sale Housing				
No Inclusionary	Feasible in all areas			
On-site Inclusionary *if affordable units must be the same size as market rate*	Large lot homes: 5% infeasible; Other single family: 6-8% feasible	Infeasible at 5%	Infeasible at 5%	Infeasible at 5%
On-site Inclusionary *if affordable units allowed to be smaller units (max of 1,500 sf) on smaller lots*	7% feasible	Smaller homes: Infeasible at 5% Larger homes: 7% feasible	Infeasible at 5%	Infeasible at 5%
In-Lieu Fee	Feasible at $5.60/SF	Smaller homes: infeasible at $2.80/SF; Larger homes: feasible up to $3.40/SF	Infeasible at $2.80/SF	Infeasible at $2.80/SF
Rental Housing				
Infeasible in all areas and in all scenarios tested				

Note: Findings are based on current rents, sales, prices, development costs and can be expected to change over time. The economics of individual projects will vary based on project-specific circumstances. See Tables 4-7 and 4-8 for more detailed results.

- **For-Sale Projects -** Up to 7% affordable units is feasible if *affordable units are allowed to be smaller than the market rate units (avg size <=1,500 sf).* Smaller homes South of Herndon are an exception where 5% on-site inclusionary was found to be infeasible. If affordable

units are required to be comparable in size to the market rate units, 5% inclusionary is infeasible for all but two of the three North of Herndon prototypes.

- **Rental Projects** – rental projects are infeasible without any inclusionary requirement and are unable to support a new inclusionary or in-lieu fee requirement under current market conditions. Rentals were previously feasible, as evidenced by recent built projects in Clovis; however, feasibility has eroded due to higher development and financing costs, slower rent growth, and a downward trend in the value of completed projects driven by higher interest rates.

- **In-Lieu Fees** – Feasibility testing of in-lieu fees was focused on rates between $2.80, calculated based on a 5% inclusionary requirement, and $5.60 per square foot, calculated based on a 10% inclusionary requirement. In-lieu fee amounts are calculated in Section 6.3 based on the terms of the Settlement Agreement. For-sale projects North of Herndon are feasible at the $5.60 per square foot maximum in-lieu fee level tested. Larger homes South of Herndon are feasible with an in-lieu fee up to $3.40 per square foot and smaller homes are infeasible with the minimum in-lieu fee tested of $2.80 per square foot. Rental projects are infeasible with or without an in-lieu fee.

1.2 Recommendations

Based on the findings of this Feasibility Study and the terms of the Settlement Agreement, KMA recommends the City of Clovis adopt a new MIZO that includes the following provisions.

a. **Projects Subject to a MIZO** – The MIZO should apply to projects with 11 or more units in accordance with the Settlement Agreement.

b. **Inclusionary Percentage** – The MIZO should require 5% of units in new developments be set aside as affordable. This is based on the Feasibility Study finding that even a 5% requirement is infeasible citywide and thus the 5% minimum inclusionary percentage under the Settlement Agreement applies. While support for up to a 7% inclusionary requirement was identified for some geographic areas and project types, KMA recommends a uniform citywide inclusionary percentage for simplicity.

c. **Affordable Rents and Prices** – Set affordable rents for inclusionary units at a mix of Very Low Income (50% of Area Median Income, or AMI) and Low Income (80% of AMI) rents, with at least half of required units at Very Low Income. Set affordable prices at Low Income (80% of AMI). These recommended affordability levels are based on the Settlement Agreement.

d. **In-lieu Fees** – Include an in-lieu fee option as part of the MIZO to provide a feasible pathway for compliance. Apply fees based on net livable square feet (excluding garages, common hallways) so that the fee burden is proportionate to market rate unit size. Set the in-lieu fee at $2.80 per

square foot, an amount determined based on the 5% recommended inclusionary requirement and the terms of the Settlement Agreement.

e. **Alternatives** – Provide multiple alternative compliance options to allow flexibility and creativity in meeting the MIZO requirement, such as:

    i. **Land Dedication** – provide a land dedication option, subject to requirements that dedicated sites are served by adequate infrastructure and have a parcel size and allowable density adequate to accommodate an affordable housing development. Appraised value should at least equal the in-lieu fee that would otherwise be due, or if not, should be credited toward the in-lieu fee to the extent of appraised value.

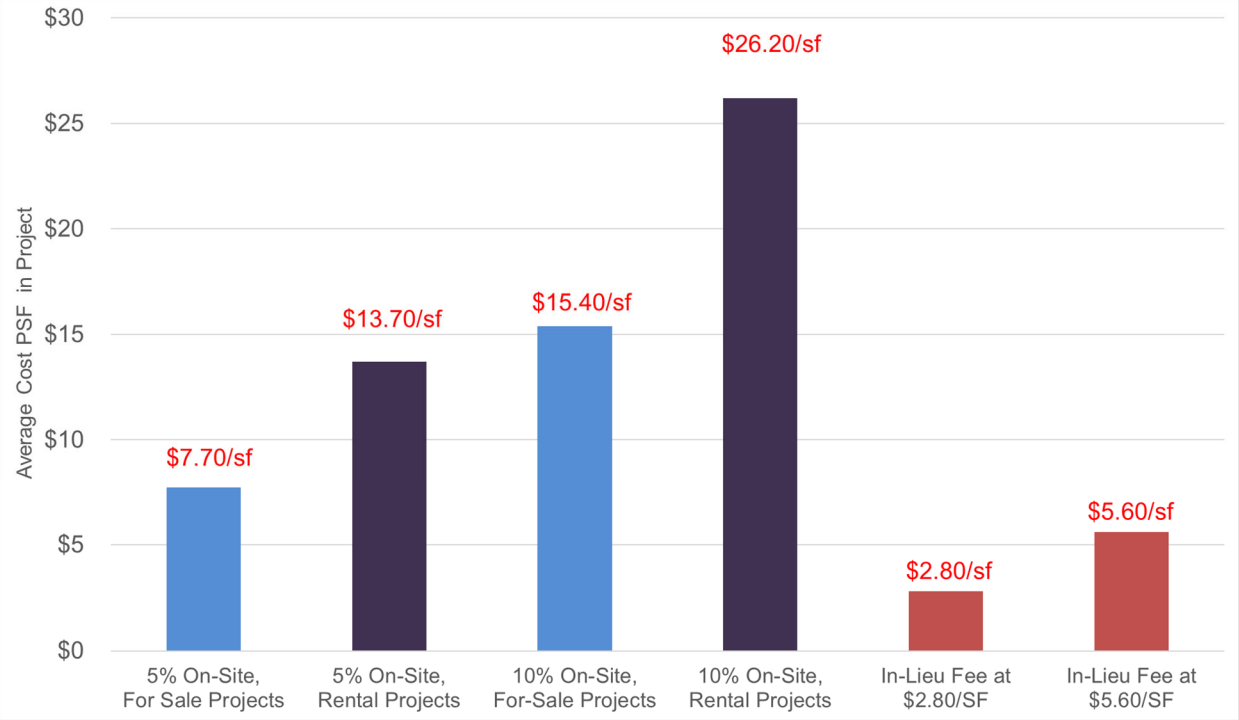
    ii. **Off-site Construction of Affordable Units** – Allow inclusionary units to be built on an alternative site within the City of Clovis.

f. **Affordable Unit Size and Features** - Allow affordable units to have different square footage sizes, unit types, and interior features and finishes than market rate units, so long as units are comparable in overall quality of construction and consistent with contemporary standards for new housing. Providing flexibility in this regard can be helpful in encouraging projects to provide units on-site rather than paying the in-lieu fee. Standards for affordable units are expected to be established as part of implementation guidelines.

1.3 In-Lieu Fees Compared to Cost of Providing Units On-Site

The cost of providing inclusionary units on-site was expressed as a cost per square foot to enable a simple comparison to in-lieu fee rates. As shown in Chart 1-1, in-lieu fees set at either $2.80 or $5.60 per square foot would be substantially less costly than constructing affordable units on-site. If in-lieu fees are set at these rates and allowed by right, the City should anticipate that most projects will choose the fee option.

Chart 1-1. Estimated Per Square Foot Costs to Comply with Inclusionary Requirements

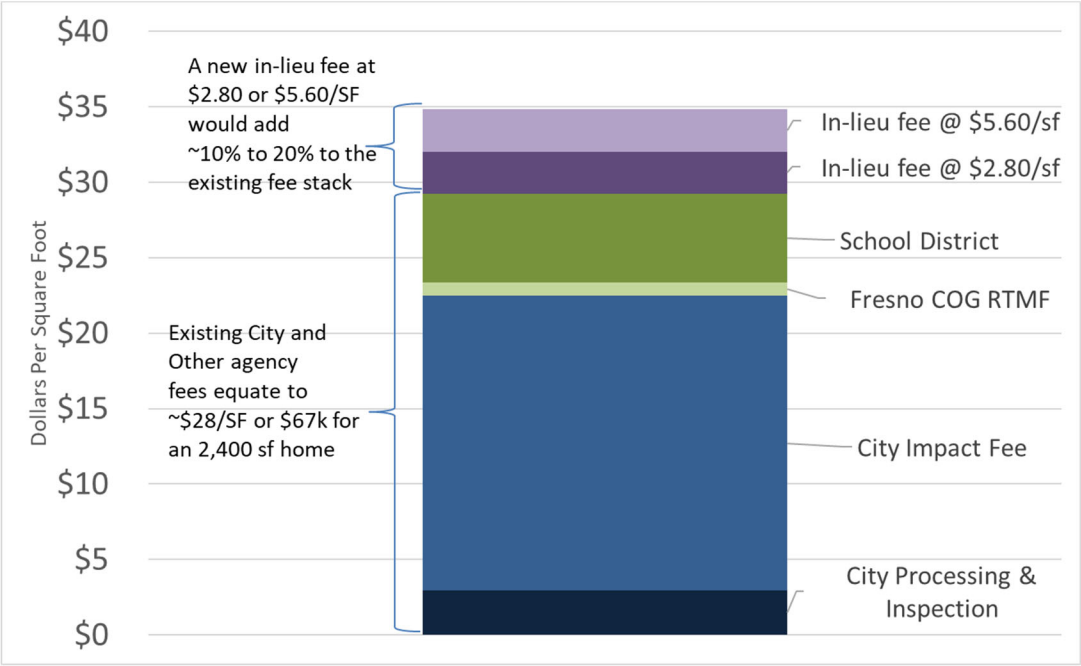


Note: figures are based on averages for multiple prototype projects.

1.4 Influence on Total Fees and Permits Cost

If in-lieu fees are allowed by right and set at $2.80 to $5.60 per square foot, the effective cost of the inclusionary requirement for a 2,400 square foot home will be $6,700 to $13,400 per unit. This would represent an increase of 10% to 20% over the aggregate cost of existing impact, connection, and processing charges, which total an estimated $67,000 per unit, as shown in Chart 1-2. Existing fee amounts represent estimates that blend differing rates by geographic location (See Appendix D Table 1 for detailed fee estimates).

Chart 1-2. Potential New In-Lieu Fees Relative to Total Existing Fee Stack



Note: based on a 2,400 square foot home and an average of rates for North of Herndon and East of Fowler prototypes.

Prices are set by the market; therefore, developers may be unable to pass on the $6,700 to $13,400 per home cost to homebuyers. To the extent the cost is passed on to homebuyers, it would translate to an estimated monthly mortgage payment increase of approximately $35 to $69 per month[1]. See Section 4.10 for a discussion of other potential market responses to a new MIZO requirement.

[1] Illustrative monthly mortgage payment amounts reflect a 30-year fixed rate mortgage with 6.7% interest and 20% down.

2.0 INTRODUCTION

The City has committed to adoption of a new MIZO requiring residential developments with more than ten units to set aside a percentage of units as affordable. This Feasibility Study was prepared by Keyser Marston Associates, Inc. (KMA) to evaluate the financial feasibility of residential developments in Clovis that are subject to a new MIZO requirement of between 5% and 10% affordable units. The following components are included:

- **Housing Market Context** (Section 3) – Provides data on home price trends, vacancy rates and permitting activity.

- **Financial Feasibility Analysis** (Section 4) – Evaluates the ability of residential developments to sustain inclusionary and in-lieu fee requirements.

- **Other Metrics** (Section 5) – Identifies the dollar per square foot cost associated with complying with inclusionary requirements, the change in prices or rents sufficient to offset the cost of a new requirement and the effect of a new in-lieu fee on the City's total fee stack.

- **Affordability of Existing Units and Gap Financing Analysis** (Section 6) – Evaluates the income needed to afford market rate units, the gap financing required to create a new affordable unit, provides a calculation of potential in-lieu fees, and provides analysis to support a possible compliance alternative to place affordability restrictions on existing units.

- **Developer Interviews** (Section 7) – Summarizes feedback from a series of interviews with local development professionals.

The feasibility analysis represents a snapshot of real estate market conditions as of the time this analysis was prepared in summer / fall 2024. Median incomes, affordable rents and prices, and certain housing market data provided in Section 3 have been updated through 2025.

2.1 Settlement Agreement Criteria for Proposed MIZO

As part of the Settlement Agreement, the City agreed to certain criteria for the new MIZO, including the following:

(1) The percentage of affordable units to be required will be set at the maximum percentage that is feasible, but in no case less than 5% or more than 10%.

(2) The MIZO will apply to residential projects with more than ten units.

(3) Affordable rental units must be affordable to Very Low Income and Low Income households, with at least 50% of the affordable units for Very Low Income.

(4) Affordable for-sale units must be affordable to Low Income households.

(5) Alternatives to on-site affordable units may include, but are not limited to, in-lieu fee payment, land donation and construction of affordable units on alternative sites.

(6) In-lieu fees may be structured on a per unit or per square foot basis and should generate sufficient revenue to fund the inclusionary units not provided within the project.

2.2 Household Income Categories

The analysis addresses income categories as defined by the California Department of Housing and Community Development (HCD) in relation to the Area Median Income (AMI):

- Very Low Income: households earning up to 50% of AMI; and
- Low Income: households earning over 50% of AMI, up to 80% of AMI.

The focus on Very Low and Low Income units is based on the Settlement Agreement terms described in Section 2.1.

The 2025 median income for a family of four in Fresno County is $93,900. Table 2-1 identifies income limits, affordable sales prices, and affordable rents by bedroom size.

Table 2-1. Income Limits and Affordable Prices and Rents

Number of Bedrooms	Studio	One BR	Two BR	Three BR	Four BR	Five BR
Household Income Limits						
Very Low Income	$32,900	$37,600	$42,300	$46,950	$50,750	$54,500
Low Income	$52,600	$60,100	$67,600	$75,100	$81,150	$87,150
Affordable Sales Prices						
Low Income			$160,900	$175,200	$181,600	$191,200
Affordable Rents						
Very Low Income	$742/mo	$844/mo	$924/mo	$1,005/mo		
Low Income	$1,234/mo	$1,407/mo	$1,556/mo	$1,709/mo		

See supporting calculations in Appendix D Tables 10 and 11. Affordable rents are net of a utility allowance.

2.3 Prototypes and Geographic Areas Addressed

The feasibility analysis addresses three “prototypical” or representative for-sale residential project types and two rental project types, listed below:

- Large Lot Single Family
- Single Family
- Smaller Single Family

- Rental Apartments, Lower Density
- Rental Apartments, Higher Density

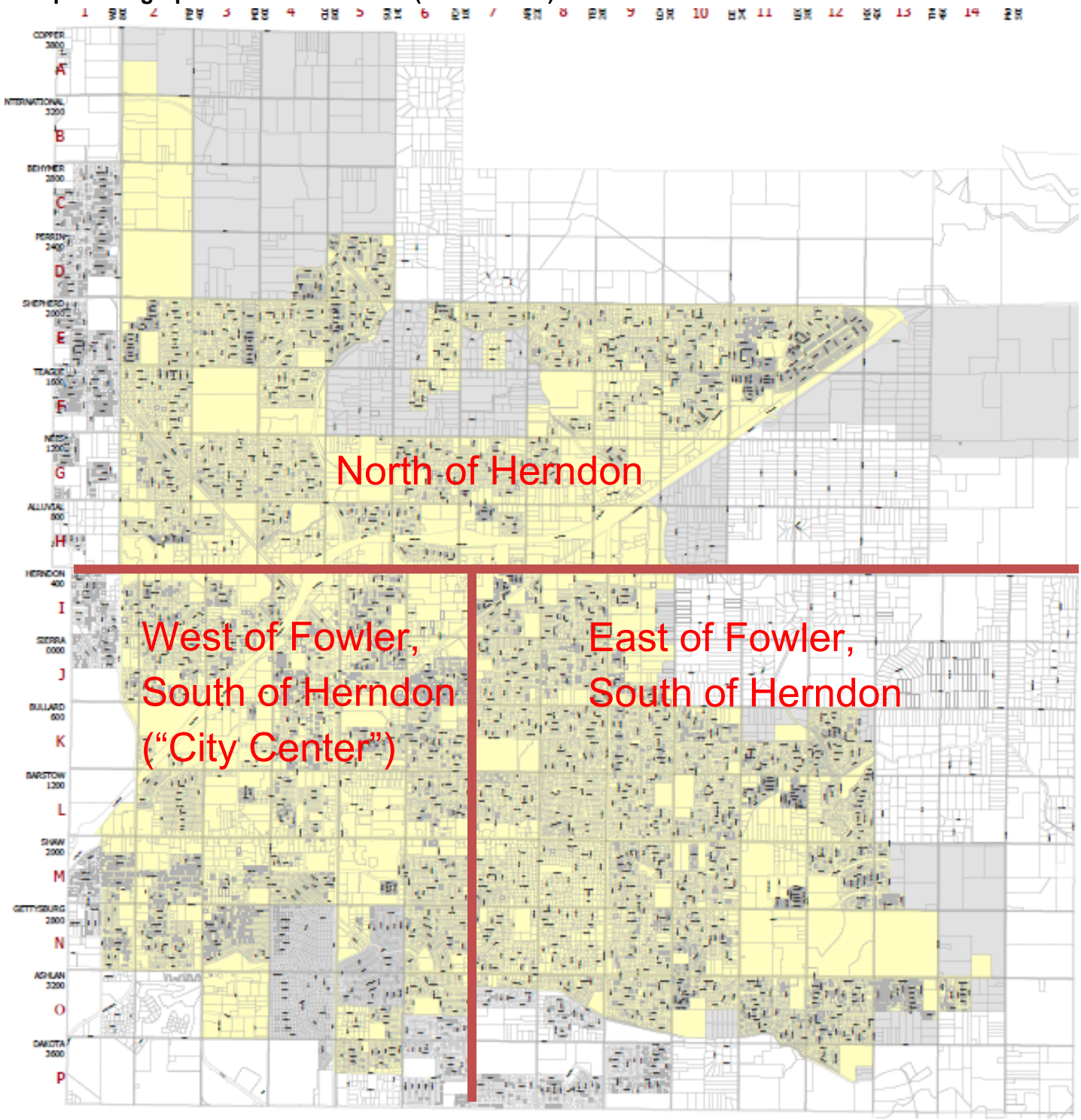
The lower density rental prototype is more representative of recent developments in Clovis. The higher density example was included to explore whether findings would be materially different for projects at a higher density than Clovis has historically seen.

The prototypes are evaluated within three geographic “subareas” or “submarkets,” depicted on Map 1 below, including:

- North of Herndon, encompassing the Northeast and Northwest growth areas.
- East of Fowler and South of Herndon, encompassing the Loma Vista growth area.
- West of Fowler and South of Herndon, also referred to as City Center, where development opportunities are primarily infill.

The intent of the geographic subareas is to capture differences in market prices, rents, land costs, and permits and fees, which contribute to differences in feasibility by location.

Map 1. Geographic Areas Addressed (Submarkets)

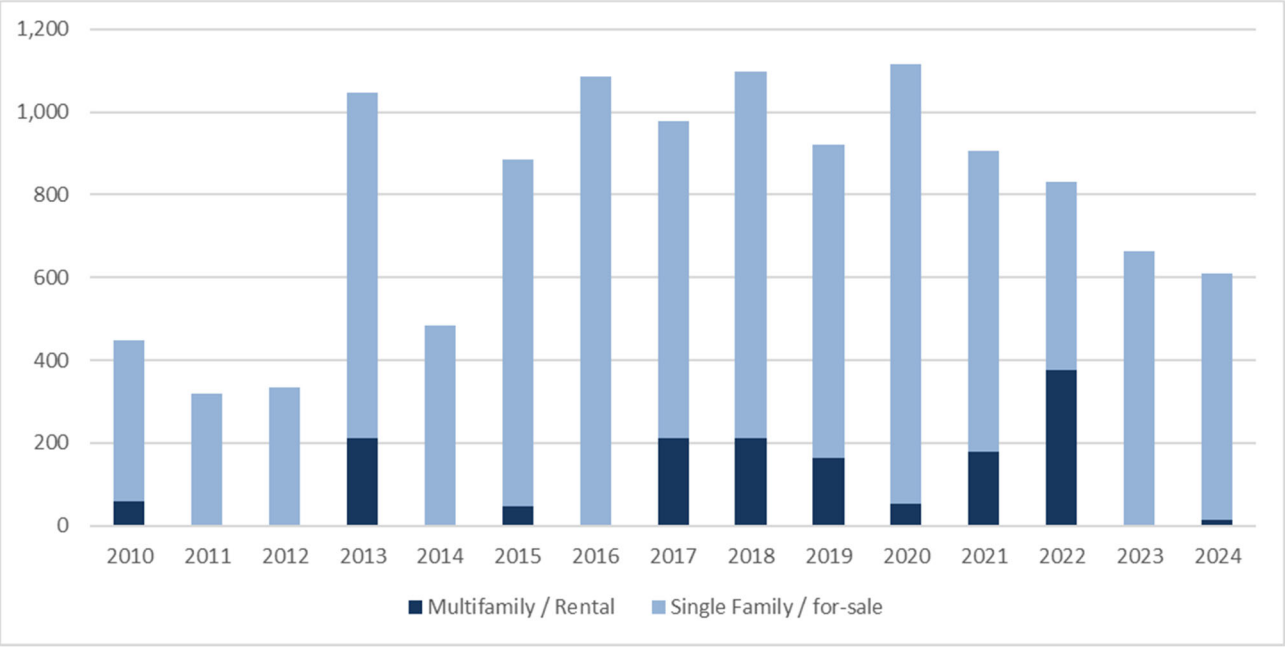


3.0 HOUSING MARKET CONTEXT

This section provides background on housing production, home price and rental rate trends in Clovis.

Approximately 900 housing units were permitted per year on average during the twelve-year period from 2013 to 2024, not including the 2010 to 2012 period shown on the graph, which overlaps with the Great Recession and foreclosure crises, a period of low housing production both locally and nationally. Over 85% of the units produced were single family. Chart 3-1 shows housing units permitted by year.

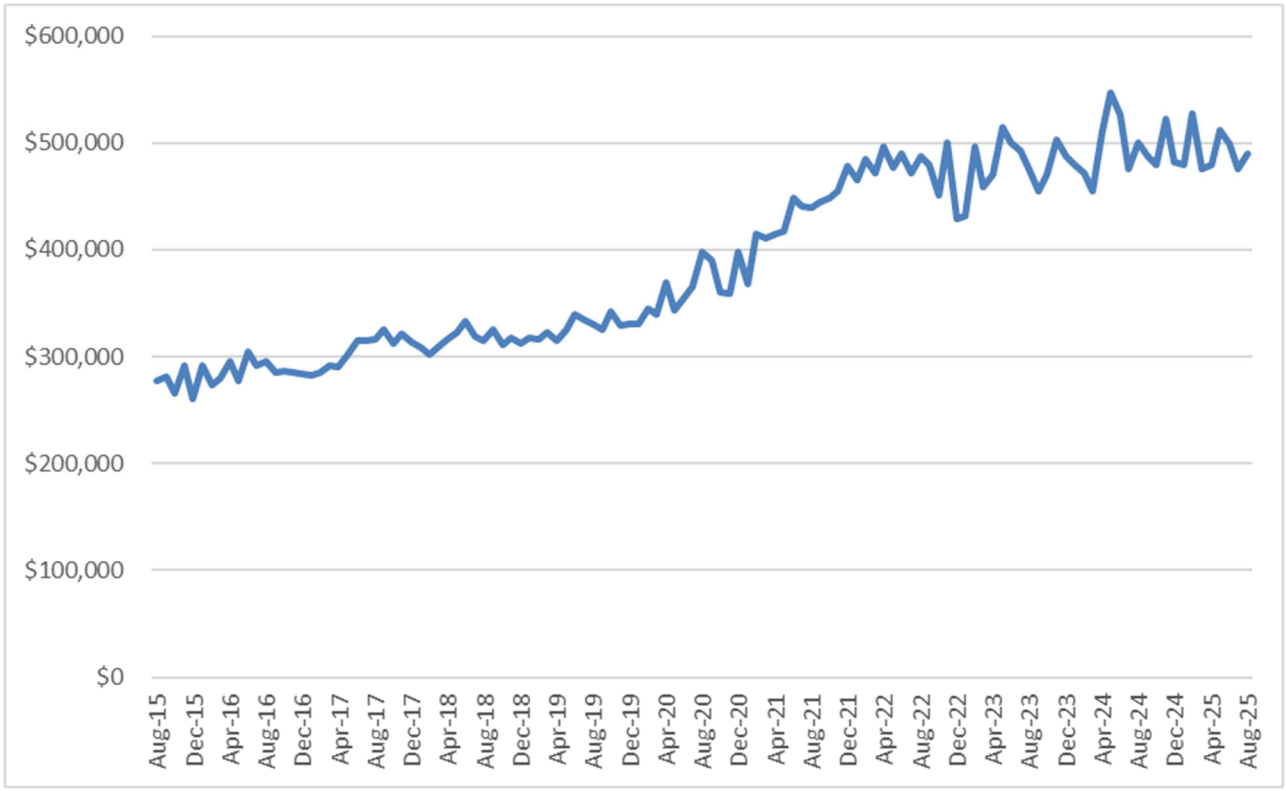
Chart 3-1. Housing Units Permitted by Year, City of Clovis



Sources: City annual housing element progress reports (2018 to 2024) and Construction Industry Research Board (2010 to 2017)

Home prices escalated rapidly during the pandemic and by April 2022 were approximately 44% higher than just prior to the start of the pandemic in February 2020. The rapid price escalation of the initial pandemic years has now abated, and prices have become less stable. Prices are under competing influences of higher mortgage rates, which negatively impacts the ability of buyers to afford homes, limited supply of existing homes as existing homeowners protect historically low mortgage rates they locked in several years ago, pent up housing demand, and the effects of inflation on household budgets. Chart 3-2 shows trends in median home prices since 2015.

Chart 3-2. Median Home Price, City of Clovis



Source: Redfin

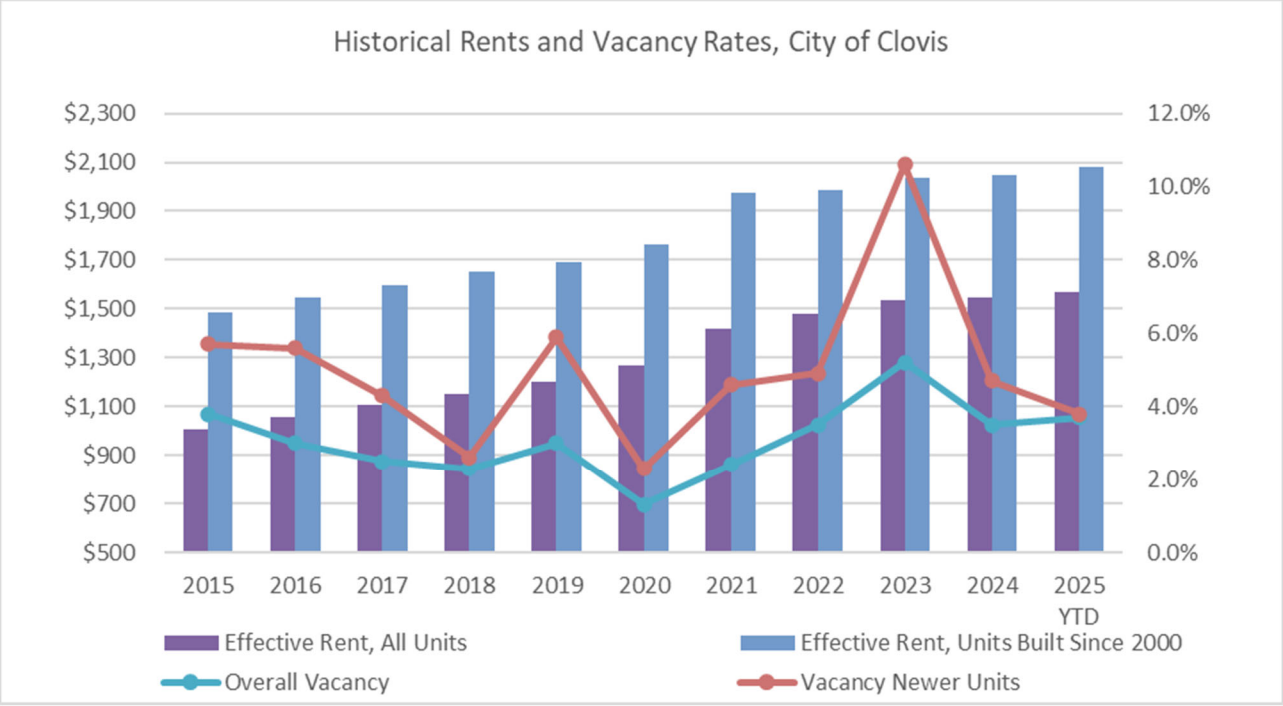
Chart 3-3 shows trends in rents and vacancy rates since 2015. Overall vacancy increased from a low of 1.3% in 2020 to 3.7% in 2025. Vacancy rates for newer units built since 2000 increased from a low of 2.3% in 2020 to 10.6% in 2023, driven by recent construction completions undergoing initial lease up, and have since declined to 3.8% as the new units have been absorbed.

Average rents in Clovis increased approximately 56% over the 2015 to 2025 period to approximately $1,566 per month. Rents for newer apartments reflect an approximately 33% premium over overall average rents. After reaching a peak of 12% in 2021, rent growth in 2025 has been at a more modest 1.6% rate overall and 2.7% for newer units built since 2000.

Approximately 1,100 new multifamily units have been completed in Clovis since 2019; however, in 2024, just 15 multifamily units pulled permits and there are multiple entitled projects on hold.

A multifamily market report published by Colliers International for the Fresno market notes that new groundbreakings for multifamily projects in the Fresno region have stalled due to financing constraints, rising interest rates, and escalating costs. Inflation has strained household budgets, increasing price sensitivity for many renters, which can limit the ability for newly built rentals to achieve premium rents and can slow the pace of initial lease up.

Chart 3-3. Rents and Vacancy Rate Trends, City of Clovis



Source: CoStar

Recent shifts in the market have altered the conditions that supported a period of feasibility for rentals, including the following:

- The supply of completed new rental units, combined with increased price sensitivity among renters driven by inflation, has resulted in slower rent growth for newer units.

- Development costs increased rapidly during the pandemic and continue to increase, which means higher rents are needed today for projects to "pencil" financially.

- Higher interest rates have adversely affected rental projects for several reasons:
    - Rising interest rates increase the cost of construction financing.
    - Lender debt service coverage requirements combined with higher interest rates increase the share of project costs that must be financed with equity.
    - Higher interest rates put downward pressure on building valuations and upward pressure on the return on cost a project needs to attract investment and justify development risk relative to safer investment alternatives like government bonds.

These factors have contributed to a slowdown in new rental construction starts that may persist for some time.

4.0 FINANCIAL FEASIBILITY ANALYSIS

This section presents a financial feasibility analysis addressing a range of residential development types in Clovis and their ability to sustain potential on-site inclusionary and in-lieu fee requirements. The financial feasibility analysis estimates the cost to develop a new market rate residential project and the sales revenues or rental income it will generate upon completion. If sales revenues or rental income are sufficient to support the development costs and generate a risk-adjusted return adequate to justify the investment, the prototype is considered feasible. This approach to evaluating financial feasibility is standard practice in the real estate industry and is utilized in one form or another by all developers when analyzing new construction projects.

4.1 Analysis Limitations

This feasibility analysis, by its nature, can only provide an overview-level assessment of development economics because it is based on prototypical projects rather than specific projects. Every project has unique characteristics that will dictate rents or sale prices supported by the market as well as development costs and developer return requirements. Each developer will assess the project's risk and return and assemble project financing differently. This feasibility analysis is intended to reflect prototypical projects in Clovis, but it is recognized that the economics of some projects may look better, and some may look worse than those of the prototypes analyzed.

The feasibility analysis represents a snapshot of real estate market conditions as of the time this analysis was prepared in summer / fall 2024. Real estate development economics are fluid and impacted by constantly changing conditions with regard to achievable rents and sales prices, construction costs, land costs, and financing. Conditions will undoubtedly be different in a year or two.

4.2 Project Types Evaluated

The feasibility analysis addresses three for-sale and two rental project types across three submarkets, as summarized in Table 4-1. The project types are reflective of recently built and proposed projects in the City's development pipeline. Select projects in Fresno were also reviewed with a goal of exploring if there are higher density project types being developed elsewhere in the region that could potentially occur in Clovis in the future. Appendix E provides a summary of the pipeline projects reviewed in identifying programmatic assumptions for the prototypes.

Table 4-1. Prototype Residential Projects Evaluated					
	For-Sale			Rental	
	Large Lot Single Family	Single Family Detached	Smaller Single Family	Lower Density	Higher Density
Density (units per acre)	3 dua	7 dua	10 to 13 dua	20 dua	30 dua
Average Unit Size	4,000 sf	2,400 sf	1,500 sf	1,200 sf	1,000 sf
Average Lot Size	10,000 sf	4,000 sf	2,000 to 2,600 sf	N/A	N/A
Geographic Areas Evaluated					
North of Herndon	x	x	x	x	x
East of Fowler / South of Herndon		x	x	x	x
West of Fowler / South of Herndon			x	x	x

4.3 Estimated Home Prices and Rents

Market home prices were estimated based upon a review of prices for new homes currently being marketed for sale in Clovis. Market rents are based on rental data for recently built market rate apartments in Clovis. Estimates are summarized in Table 4-2. The pricing and rent data that supports these estimates is presented in Charts 4-1, 4-2, and 4-3 on the following pages. Appendix D provides additional supporting data. Due to limited data, price and rent estimates for the area South of Herndon, West of Fowler are based on data for projects East of Fowler combined with data on resales of existing homes indicating slightly lower pricing West of Fowler.

Table 4-2. Estimated Home Prices and Rents					
	For-Sale			Rental	
	Large Lot Single Family	Single Family Detached	Smaller Single Family	Lower Density	Higher Density
Prices / Rents					
North of Herndon	$1,000,000	$620,000	$480,000	$2,220/mo	$2,050/mo
East of Fowler / South of Herndon	N/A	$535,000	$430,000	$2,300/mo	$2,150/mo
West of Fowler / South of Herndon	N/A	N/A	$410,000	$2,280/mo	$2,120/mo
Prices / Rents Per Square Foot					
North of Herndon	$250/sf	$258/sf	$320/sf	$1.85/sf/mo	$2.05/sf/mo
East of Fowler / South of Herndon	N/A	$223/sf	$287/sf	$1.92/sf/mo	$2.15/sf/mo
West of Fowler / South of Herndon	N/A	N/A	$273/sf	$1.90/sf/mo	$2.12/sf/mo

Chart 4-1. Pricing for New Homes North of Herndon and Estimated Prototype Pricing

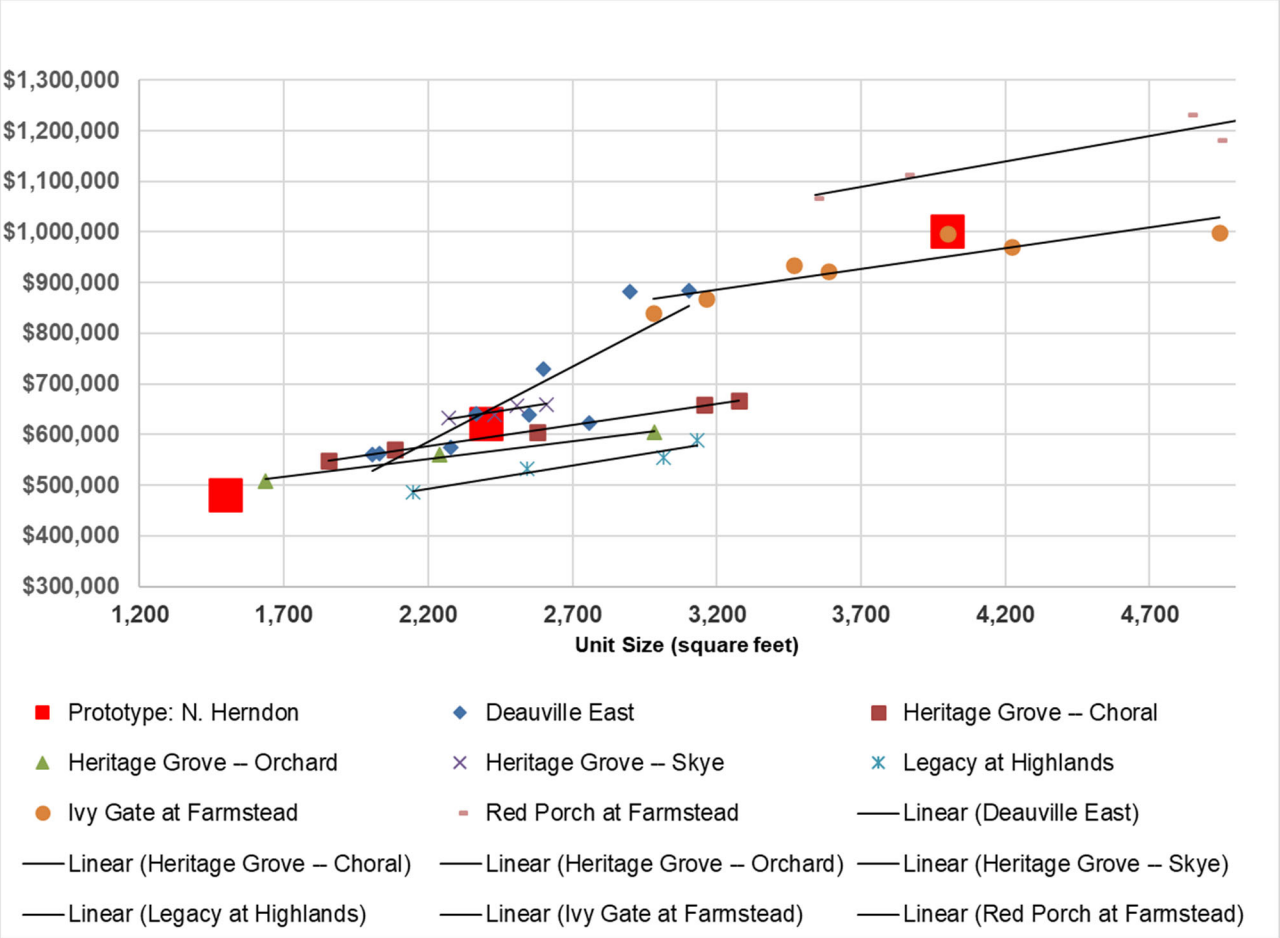
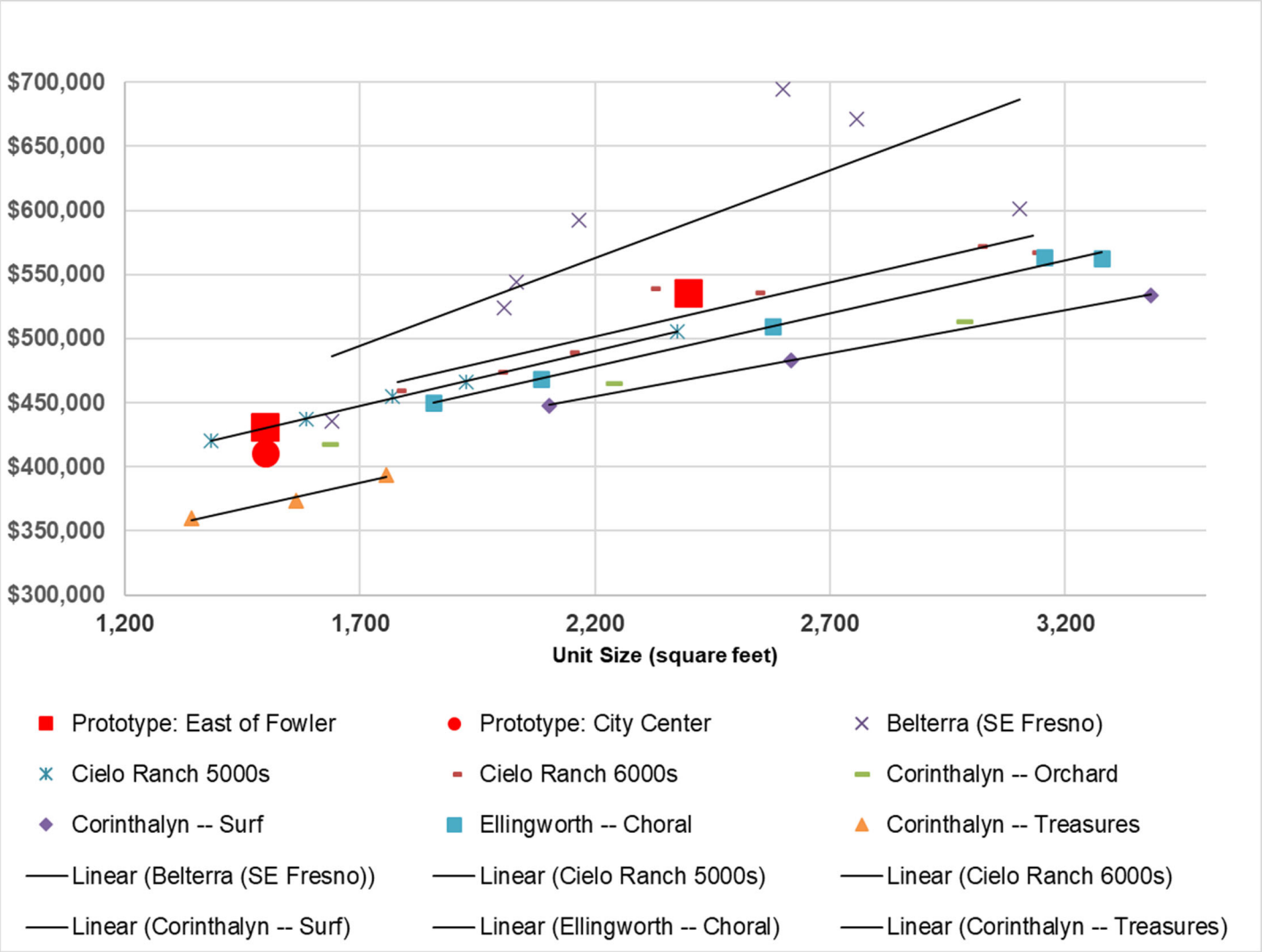
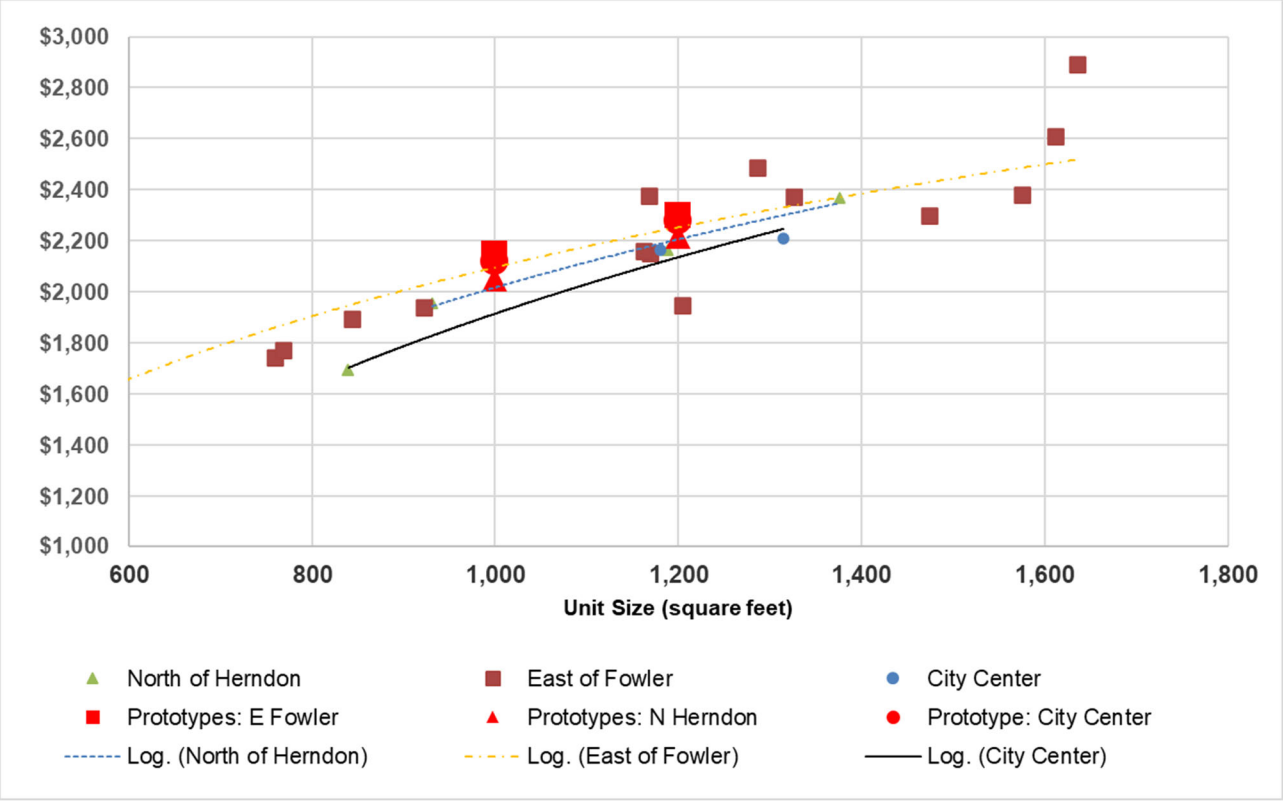


Chart 4-2. Pricing for New Homes South of Herndon and Estimated Prototype Pricing



Rental income for the apartment prototypes is estimated based on rental data for recently built apartments in Clovis. Estimated rents are summarized in Table 4-2. Chart 4-3 illustrates the rent data along with the estimated rents for each apartment prototype. Supporting rental market data is provided in Appendix D.

Chart 4-3. Asking Rents, Recently Built Apartments and Estimated Prototype Rents



4.4 Developer Investment Supported, Rental Projects

The first step in estimating the amount of developer investment that can be supported in a new rental development is to estimate Net Operating Income (NOI). NOI is equal to the annual rental income, minus operating expenses and a 5% allowance for credit loss and vacancy. As shown in Table 4-3, the NOI for market rate units is estimated to range from $14,900 to $16,800/unit/year depending on the submarket and average unit size.

NOI is divided by a return on cost (ROC)[2] to estimate the amount of developer investment (debt and equity) that can be supported by the rental income from the project. A 7% threshold developer return on cost is used. This 7% figure reflects a 1% spread over an estimated 6% market capitalization rate[3] for a new multifamily project in Clovis. This 1% spread provides a return to the developer for undertaking a ground up development rather than purchasing an existing rental property. The estimated market capitalization rate is based on cap rates reflected in recent multifamily building sales in Clovis and Fresno, summarized in Appendix D Table 13, which average 5.96% and the published cap rate surveys summarized in Appendix D Table 14.

[2] Return on Cost (ROC) represents the ratio between net operating income and development cost of the project.
[3] A capitalization rate or "cap rate" represents the ratio between net operating income and the market value of the completed project.

Increases in interest rates since 2022 have placed upward pressure on cap rates, which in turn place upward pressure on the ROC developers need to finance projects. On this basis, the supported investment for a 100% market rate project is estimated to range from $213,000 to $239,000 depending on the prototype and estimated rents by area, as shown in Table 4-3.

Table 4-3. Net Operating Income and Investment Supported, Rentals

	Effective Gross Income Per Year	Annual Operating Expense	Net Operating Income (NOI)	Threshold Return on Cost (ROC)	Developer Investment Supported (=NOI/ ROC)
North of Herndon					
Lower Density (1,200 sf avg size)	$26,400	($10,600)	$15,800	7%	$226,400
Higher Density (1,000 sf avg size)	$24,500	($9,600)	$14,900	7%	$213,000
East of Fowler / South of Herndon					
Lower Density (1,200 sf avg size)	$27,400	($10,600)	$16,800	7%	$239,400
Higher Density (1,000 sf avg size)	$25,700	($9,600)	$16,100	7%	$229,300
West of Fowler / South of Herndon					
Lower Density (1,200 sf avg size)	$27,100	($10,600)	$16,500	7%	$236,200
Higher Density (1,000 sf avg size)	$25,300	($9,600)	$15,700	7%	$224,400

See Appendix C Table 1 for additional information.

4.5 Development Cost Estimates

Development costs for the prototype units are summarized in Table 4-4. As shown, costs range from approximately $310,000 to just over $1 million, depending on the unit type and size. With for-sale projects a threshold builder net profit margin of 8% is included as part of the total. KMA prepared initial cost estimates drawing on third party sources such as RS Means and the Marshall and Swift Valuation Service and then refined these estimates based on information provided by the local development professionals interviewed for this assignment, summarized in Section 7, in which we sought cost data for active local projects and specific feedback on individual cost line items in the pro forma.

Table 4-4. Development Costs and Builder Margin

	Unit Size	Land / Lot Cost	Home Construction	Fees and Permits	Indirects / financing	Sales & Marketing	Builder Margin[1]	Total Cost and Builder Margin
For-Sale Projects								
North of Herndon								
Large Lot Single Family	4,000 sf	$261,700	$380,000	$96,100	$135,400	$50,000	$80,000	$1,003,200
Single Family	2,400 sf	$137,000	$240,000	$70,100	$83,900	$31,000	$49,600	$611,600
Smaller Single Family	1,500 sf	$109,200	$180,000	$56,400	$64,400	$24,000	$38,400	$472,400
East of Fowler / S of Herndon								
Single Family	2,400 sf	$118,300	$216,000	$64,200	$73,800	$26,800	$42,800	$541,900
Smaller Single Family	1,500 sf	$96,100	$180,000	$49,900	$60,100	$21,500	$34,400	$442,000
West of Fowler / S of Herndon								
Small Lot Single Family	1,500 sf	$87,100	$180,000	$42,800	$58,000	$20,500	$32,800	$421,200
Rentals								
North of Herndon								
Lower Density	1,200 sf	$19,600	$249,700	$47,900	$48,100	n/a	n/a	$365,300
Higher Density	1,000 sf	$13,100	$225,200	$46,300	$43,400	n/a	n/a	$328,000
East of Fowler / S of Herndon								
Lower Density	1,200 sf	$13,100	$249,700	$43,900	$47,600	n/a	n/a	$354,300
Higher Density	1,000 sf	$8,700	$225,200	$41,400	$42,900	n/a	n/a	$318,200
West of Fowler / S of Herndon								
Lower Density	1,200 sf	$13,100	$249,700	$37,000	$47,300	n/a	n/a	$347,100
Higher Density	1,000 sf	$8,700	$225,200	$34,700	$42,600	n/a	n/a	$311,200

[1] Threshold net builder profit margin estimated at 8% of sales. For rentals, developer returns are reflected as part of the return on cost used to identify supported investment, described in Section 4-4.

See Appendix B Table 1 and Appendix C Table 1 for additional information.

The direct costs of development include all contractor labor and material costs to construct the project, including general requirements, contractor fees, and contingencies. As shown in Table 4-4, the direct construction costs are estimated to range from $180,000 to $380,000/unit depending upon the unit type and size. Key variables with respect to direct costs include the size of the unit, the type of unit and density. In general, higher density prototypes are more costly on a per square foot basis than lower density prototypes and smaller units are more costly on a per square foot basis than larger units. Costs also depend on factors such as materials and finishes (e.g. type of siding, appliances, flooring) and complexity of the design.

The cost of land, grading, and internal streets, and utilities needed to create a buildable lot are based on land sales data presented in Section 4-6 plus estimated in-tract costs.

Indirect costs of development include architecture and engineering (A&E), municipal fees and permits costs, taxes, insurance, overhead, debt financing costs, etc. Estimated fees and permit costs reflect published FY 2024-25 fee schedules. The City provided estimates of fees and permit costs for each prototype for fees administered by the City, which in some instances were modified by KMA to incorporate multiple street or utility undergrounding areas, which affect applicable rates. School impact fees and regional traffic management fees were calculated by KMA using published rate schedules. See Appendix D Table 1 for details.

The for-sale pro forma analysis reflects a threshold builder net profit margin of 8% of sales revenue. This reflects specific feedback from developer interviews and is generally in line with the National Association of Homebuilders reported average net profit margin of 7% from its 2022 Builders Cost of Doing Business study. KB Homes 2023 annual report identifies a net profit margin of 11.5% for the company's West Coast homebuilding operations.[4] Lennar reports a 13.9% net profit margin for its Western U.S. operations, as of 2023. For rental projects, profit to the developer is captured in the 7% return on cost, discussed in the prior section.

4.6 Residential Land Costs

Data on residential land sales was accessed from sources including CoStar, a third-party vendor of market data, and comparable sales identified in recent appraisals. Table 4-5 provides a summary of the residential land sale transactions since 2019. Based on the data in Table 4-5, KMA estimated the cost of unimproved land at approximately $260,000 per acre ($6 psf of land) South of Herndon and $490,000 per acre ($9 psf of land) North of Herndon.

Table 4-5. Land Sale Transactions Since 2019

	No. of Sales	Sale Price ($/acre) Min.	Max.	Average
Apartment Sites				
South of Herndon	5	$165,000	$288,000	$204,000
North of Herndon	2	$181,000	$384,000	$301,000
All sales	7	$165,000	$384,000	$238,000
Single Family Land Sales				
South of Herndon	7	$114,000	$302,000	$171,000
North of Herndon	4	$113,000	$492,000	$278,000
All sales	11	$113,000	$492,000	$202,000

See Appendix D, Table 12 for details.

[4] As reported in the Company's 10k filing the U.S. Security and Exchange Commission.

4.7 Feasibility Criteria

The financial feasibility analysis is based on the relationship between the project's estimated revenue, development costs, and a threshold developer return commensurate with the cost of funds and development risk. Each prototype project is placed into one of the following two categories based on pro forma results for each scenario:

> *Feasible* – includes projects that are generally feasible and expected to develop under current market conditions. For-sale projects are classified as feasible if sales revenues are in balance with development costs plus an 8% profit to the developer. Rental projects are classified as feasible if the developer investment supported by the project's rental income, based on a threshold return on cost of 7%, is in balance with the cost to develop the project. Revenues are deemed to be in balance if they are within 3% of costs. This 3% tolerance is in recognition of the preliminary nature of the estimates and the fact slightly more bullish revenue assumptions or minor changes in cost estimates would show the project fully in balance. Some developers may be willing to move forward with slightly lower returns, may operate at a lower overhead, or may be able to achieve concessions on land costs. Depending on the market cycle, access to capital, or other factors, developers are sometimes willing to invest in projects when estimated returns fall below targeted thresholds, or that require optimism about achievable prices / rents to show feasibility, particularly at the predevelopment stage.
>
> *Infeasible / Marginal* – This category includes project types that do not pencil based on current market prices or rents. Projects classified as infeasible / marginal have development costs plus builder profit that are out of balance with the achievable revenues. Projects within this category require some combination of increased market prices and rents or lower costs to move forward. This category encompasses projects anywhere from those falling just slightly below the threshold for feasibility, described above, to projects with far deeper feasibility challenges.

The above categories allow characterization of results in a systematic fashion to facilitate simple comparisons across scenarios. A limitation is that projects with economics that are narrowly separated might be placed in different feasibility categories, without capturing that nuance. A series of additional metrics are reported for each scenario in Section 5 and Appendix A to enable a quantitative understanding of differences between scenarios.

Factors that can improve project feasibility over time include increases in prices or rents, more competitive construction pricing, decreases in fees or other requirements, adjustments to land costs, more favorable investment conditions that reduce the cost of capital, or a combination of these factors. Future changes may also move in the opposite direction and adversely affect feasibility.

4.8 Base Case Feasibility Analysis Findings

Table 4-6 summarizes the base case pro forma analysis under existing requirements without a proposed new inclusionary program.

Table 4-6. Base Case Pro Forma Summary

	For-Sale			Rental	
	Large Lot Single Family	Single Family Detached	Smaller Single Family	Lower Density	Higher Density
North of Herndon					
Prices / Investment Supported	$1,000,000	$620,000	$480,000	$226,400	$213,000
Development Cost	$923,200	$562,000	$434,000	$365,300	$328,000
Builder Margin	$80,000	$49,600	$38,400	n/a (1)	n/a (1)
Total Cost Plus Margin	$1,003,200	$611,600	$472,400	$365,300	$328,000
%Development Costs Supported	100%	101%	102%	62%	65%
Feasibility Conclusion	F	F	F	I	I
East of Fowler / South of Herndon					
Prices / Investment Supported		$535,000	$430,000	$239,400	$229,300
Development Cost		$499,100	$407,600	$354,300	$318,200
Builder Margin		$42,800	$34,400	n/a (1)	n/a (1)
Total Cost Plus Margin		$541,900	$442,000	$354,300	$318,200
%Development Costs Supported		99%	97%	68%	72%
Feasibility Conclusion		F	F	I	I
West of Fowler / South of Herndon					
Prices / Investment Supported			$410,000	$236,200	$224,400
Development Cost			$388,400	$347,100	$311,200
Builder Margin			$32,800	n/a (1)	n/a (1)
Total Cost Plus Margin			$421,200	$347,100	$311,200
%Development Costs Supported			97%	68%	72%
Feasibility Conclusion			F	I	I

F= Feasible
I= Infeasible / Marginal

(1) For rental projects, profit is taken into account in the identified investment supported, which is the amount of investment that can be made in the project while achieving a threshold return on cost of 7%.

The for-sale projects have revenues that approximately balance with development costs and thus are identified as feasible in all submarkets.

Rental projects have estimated development costs that significantly exceed the investment supported by the rent revenue, with only 62% to 72% of costs supported. For this reason, all rental projects are classified as infeasible. Deceleration in rent growth, reduced valuations for completed

projects, higher financing costs, and development cost and operating expenses increases have contributed to a deterioration in the economics of rental projects. Although rentals were previously feasible as evidenced by recently built projects, it may take time before Clovis experiences another favorable market cycle for development of rentals.

4.9 Feasibility Results with a New Inclusionary Requirement

The base case pro forma summarized above was used to evaluate the ability of new residential development projects in Clovis to sustain alternative inclusionary requirements. The scenarios tested are based on the criteria for a new MIZO established in the Settlement Agreement and include the following:

- **On-Site Inclusionary Units** were evaluated from 5% to 10% of total units in the project, in 1% increments.

- **In-lieu fees** were evaluated at rates ranging from $2.80 to $5.60 per square foot. See Section 6 for the basis of these amounts.

Results of the scenario testing for for-sale projects are summarized in Table 4-7. Large lot single family projects North of Herndon are not able to support a 5% inclusionary requirement, while single family and smaller single family projects support a 6% and 8% inclusionary requirement, respectively. Projects South of Herndon were found to be infeasible with the minimum 5% inclusionary requirement, due to somewhat lower market pricing. These results assume affordable units are similar in size and on comparable-sized lots to the market rate units.

If affordable units in for-sale projects are permitted to be provided as smaller single family for-sale units, consistent with the small single family prototype (~1,500 sf), a 7% inclusionary requirement is feasible for all prototypes North of Herndon and for the larger single family prototype East of Fowler.

Results are sensitive to small changes in factors such as market prices, construction costs, fees and permits, and land costs.

Table 4-7. For-Sale Project Feasibility Findings						
	North of Herndon			East of Fowler, South of Herndon		West of Fowler, South of Herndon
Scenario	Large Lot Single Family	Single Family	Smaller Single Family	Single Family	Smaller Single Family	Small Lot Single Family
Existing Baseline (no IH Requirement)	F	F	F	F	F	F
5% On-Site For-Sale Affordable Units	I	F	F	I	I	I
6% On-Site For-Sale Affordable Units	I	F	F	I	I	I
7% On-Site For-Sale Affordable Units	I	I	F	I	I	I
8% On-Site For-Sale Affordable Units	I	I	F	I	I	I
9% On-Site For-Sale Affordable Units	I	I	I	I	I	I
10% On-Site For-Sale Affordable Units	I	I	I	I	I	I
7% On-Site; 1,500sf max affordable size	F	F	F	F	I	I
In-Lieu Fee @5% affordable ($2.80/SF)	F	F	F	F	I	I
In-Lieu Fee @6% affordable ($3.40/SF)	F	F	F	F	I	I
In-Lieu Fee @7% affordable ($3.90/SF)	F	F	F	I	I	I
In-Lieu Fee @8% affordable ($4.50/SF)	F	F	F	I	I	I
In-Lieu Fee @9% affordable ($5.10/SF)	F	F	F	I	I	I
In-Lieu Fee @10% affordable ($5.60/SF)	F	F	F	I	I	I

F= Feasible
I= Infeasible / Marginal

Table 4-8 summarizes scenario testing for rentals. The base case rental project without an inclusionary requirement was found to be infeasible and this finding also holds for any scenario with an inclusionary requirement.

Table 4-8. Rental Project Feasibility Findings						
	North of Herndon		East of Fowler / South of Herndon		West of Fowler, South of Herndon	
Scenario	Lower Density Rental	Higher Density Rental	Lower Density Rental	Higher Density Rental	Lower Density Rental	Higher Density Rental
Existing Baseline (no IH Requirement)	I	I	I	I	I	I
5% On-Site Rental Affordable Units	I	I	I	I	I	I
6% On-Site Rental Affordable Units	I	I	I	I	I	I
7% On-Site Rental Affordable Units	I	I	I	I	I	I
8% On-Site Rental Affordable Units	I	I	I	I	I	I
9% On-Site Rental Affordable Units	I	I	I	I	I	I
10% On-Site Rental Affordable Units	I	I	I	I	I	I
In-Lieu Fee @5% affordable ($2.80/SF)	I	I	I	I	I	I
In-Lieu Fee @6% affordable ($3.40/SF)	I	I	I	I	I	I
In-Lieu Fee @7% affordable ($3.90/SF)	I	I	I	I	I	I
In-Lieu Fee @8% affordable ($4.50/SF)	I	I	I	I	I	I
In-Lieu Fee @9% affordable ($5.10/SF)	I	I	I	I	I	I
In-Lieu Fee @10% affordable ($5.60/SF)	I	I	I	I	I	I
F= Feasible						
I= Infeasible / Marginal						

Outside subsidy sources are not assumed to offset the cost of providing on-site inclusionary units. Projects may be able to leverage outside subsidy sources if they partner with an affordable developer and cluster affordable units on a portion of the site in a stand-alone affordable project. Larger housing developments with a significant inclusionary obligation are typically best positioned to pursue this approach since 100% affordable projects typically need around 50 units or more on a dedicated site to make sense from an operational and/or service delivery standpoint. Self-help housing projects may be feasible with as few as ten units. Feasibility will be strengthened to the extent projects are able to partner with an affordable developer to deliver the affordable units at a lower net cost to the market rate project, with the extent of improvement in feasibility dependent on the specific business terms with any separate affordable developer.

4.10 Potential Ways Development May Respond to a New Inclusionary Requirement

There are a variety of ways development projects might respond to a new inclusionary requirement, just as projects adapt to fluctuations in home prices, rents, construction costs, or increases in impact fees or parks and open space requirements. A minor change in costs may not result in a substantive adjustment to the economics of projects and may not lead to material effects, while a more substantive change might elicit one or more of the following possible outcomes:

- *Improving Market Conditions Sustain Feasibility* – When prices and rents are rising, it can help absorb the cost of a new requirement and allow projects to move forward despite an added cost.

- *Adjustments to Land Costs* – Developers purchase development sites at values that will allow for financially feasible projects. When a housing fee or inclusionary housing requirement is in place, developers "price in" the requirement when evaluating a project's economics and negotiating the purchase price for development sites. When affordable housing fees or inclusionary requirements are increased, it is possible that downward pressure on land costs could result as developers adjust what they can afford to pay for land. This downward pressure on land prices can, to some degree, bring costs back into better balance with the overall economics supported by projects. While adjustments to land costs are possible, several factors limit the extent to which adjustments can occur. Existing uses on a site that generate income or alternative land uses that compete for a site will tend to dampen the potential for downward adjustments to land price. Landowners have expectations regarding the value of their property and may hold the property off the market rather than accept a less attractive price, especially if the property is generating income, or it may take time for pricing expectations to adjust. For larger master plan developments with substantial infrastructure requirements, a reduction in the value supported by the residential units affects the resources available to fund infrastructure and constrains the ability to absorb reduced land values while maintaining a viable financing plan for required infrastructure. As indicated in the analysis in Appendix A Table 5, adjustments to land values needed to absorb potential modified requirements can be quite substantial depending on the scenario and may not be realistic as a mechanism for absorbing a substantial share of the cost of a new requirement in many scenarios.

- *Narrower Range of Market Conditions where Projects Pencil* – If a new requirement makes projects significantly more challenging, projects may only move forward under a narrower range of market conditions, or in the extreme case, not at all. For example, following a downturn in the market, once conditions begin to improve again and new development projects start to move forward, a significant new requirement could increase the length of time for projects to begin moving again. In effect, projects may wait for market conditions to support somewhat higher market prices or rents before they move forward. In the extreme case, projects may not develop at all if requirements are too high for any market condition the jurisdiction is likely to see.

- *Shift in Development to Other Communities* – A new requirement that increases the cost to build in Clovis relative to other nearby communities may result in other communities absorbing a larger share of new residential development compared to Clovis. Of course, decisions about where to live often balance a complex set of considerations such as personnel preferences, school districts, connections to place and family, amenities, among others. These factors may mitigate, to some degree, the potential that development will shift elsewhere.

Changes that represent a tiny fraction of the overall development cost of a project may not have a material effect. For more substantive changes, a combination of all the above adjustments may occur, or changes may be weighted toward one type of adjustment or another, depending on conditions specific to the jurisdiction. A community or neighborhood where market conditions are very strong and supply is very limited may see new requirements absorbed mainly through adjustments to land values, while a community where market conditions are not as strong and potential purchasers of new units tend to be more cost sensitive may be more likely to see projects shift toward other jurisdictions or move forward under a narrower set of market conditions.

5.0 OTHER MEASURES OF POTENTIAL INFLUENCE ON RESIDENTIAL DEVELOPMENT

This section provides a series of metrics to gauge the extent to which a new inclusionary requirement may affect development decisions in Clovis. The metrics also provide a means to compare the inclusionary and in-lieu fee scenarios evaluated in this report quantitatively. The following metrics are presented:

- Compliance costs, representing the net cost of inclusionary requirements expressed per net square foot of building area.

- Market rent or price increase that is sufficient to offset the cost of a new inclusionary requirement.

- Percentage change in the City's total fee stack with a new in-lieu fee.

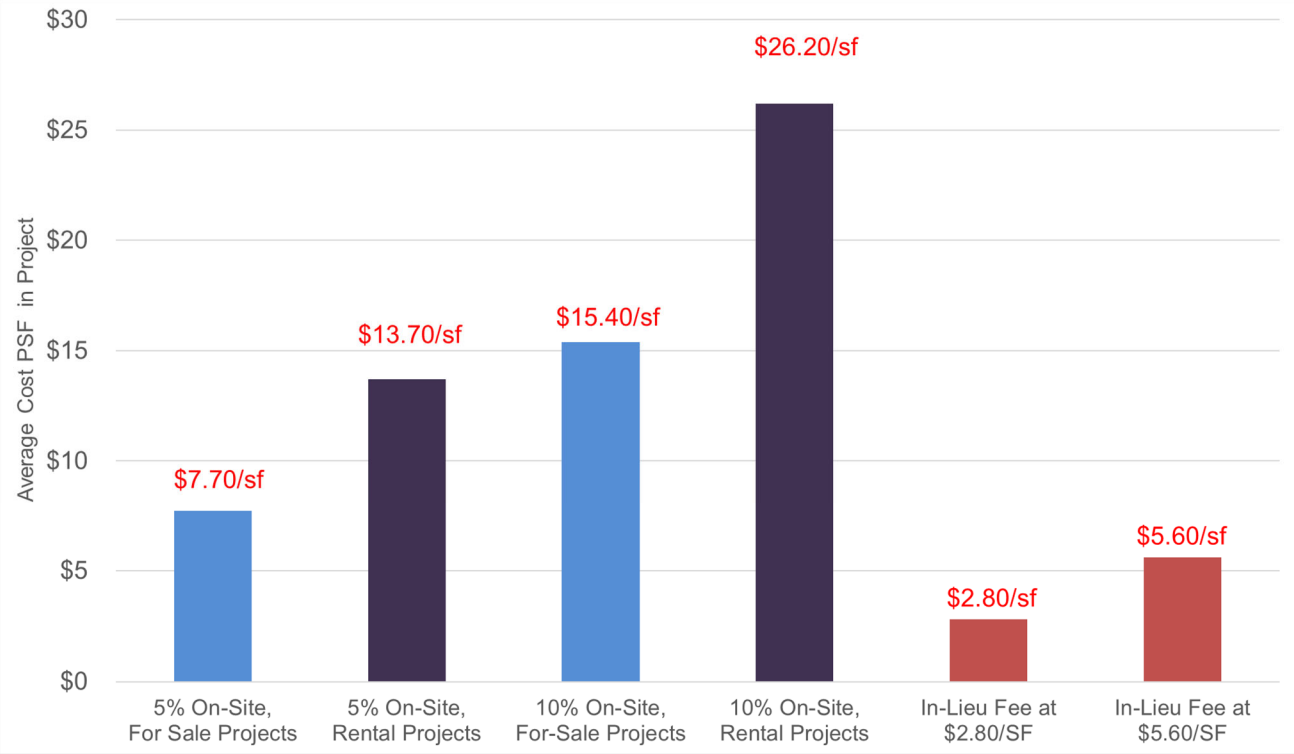
See also, Appendix A for two additional metrics:
- Change in land cost sufficient to offset the cost of the new requirement; and
- Percentage of development costs supported by project revenues.

5.1 Compliance Costs

The cost of complying with alternative affordable housing requirements was expressed as a cost per net square foot of livable area within the project. The purpose is to assist in understanding the relative impact of various alternatives on the economics of residential development projects. Dollar per square foot costs are based on the net impact to the pro forma from setting aside a share of units at affordable prices and rents. The term "cost" is used, although technically the impact of an affordability restriction is forgone rent revenue or sales proceeds.

Compliance costs presented in Chart 5-1 are an average for all the prototypes. Appendix A Table 3 presents findings for each individual prototype project.

Chart 5-1. Estimated Per Square Foot Costs to Comply with Inclusionary Requirements



The analysis presented in Chart 5-1 indicates:

- Providing affordable units on-site would be approximately 3 to 6 times more costly than payment of in-lieu fees calculated using the $146,400 per affordable unit gap calculated in Section 6.

- With in-lieu fees at $2.80 or $5.60 per square foot level, fee payment is likely to be the default compliance option almost all projects select, since it is both simpler and much less costly for development projects than providing on-site units.

- Inclusionary requirements at income levels consistent with the Settlement Agreement are more costly for rental projects on a dollar per square foot basis than for-sale projects, in part due to the deeper affordability specified for rental projects.

The presentation above assumes that on-site affordable units are the same tenure and comparable size and quality as the market rate units. Cost of on-site units could be reduced if the MIZO provides flexibility regarding the square footage size of affordable units.

5.2 Changes in Prices and Rents Sufficient to Offset Cost of Inclusionary

To the extent market prices and rents increase, it can help absorb the cost of a new or increased requirement. Chart 5-2 illustrates the market price and rent increases that would be adequate on their

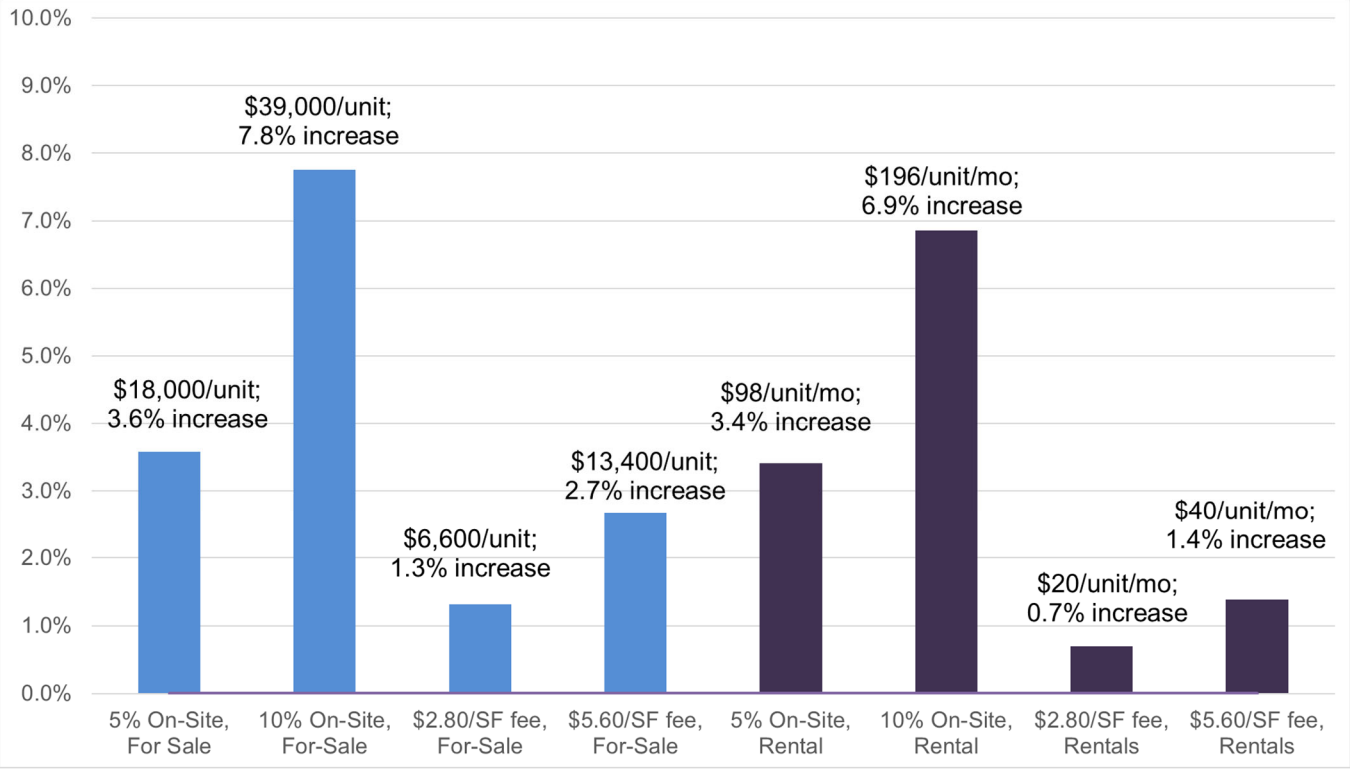
own to fully offset the incremental cost of a new affordable housing requirement. Development costs are held constant for this illustration and adjustments would have been larger if costs were assumed to move in the same direction as prices and rents. As shown:

- With for-sale units, a 3.6% to 7.8% increase in home prices would be adequate to absorb a 5% and 10% inclusionary requirement, respectively.

- With rental units, a 3.4% to 6.9% increase in rents would be adequate to absorb a 5% and 10% inclusionary requirement, respectively.

- For in-lieu fees, between a 0.7% and 2.7% increase in prices and rents is sufficient to absorb potential new fees at the $2.80 to $5.60 per square foot level.

Chart 5-2. Percent Increase in Market Price or Rent Sufficient to Offset Incremental Cost of Affordable Housing Requirement



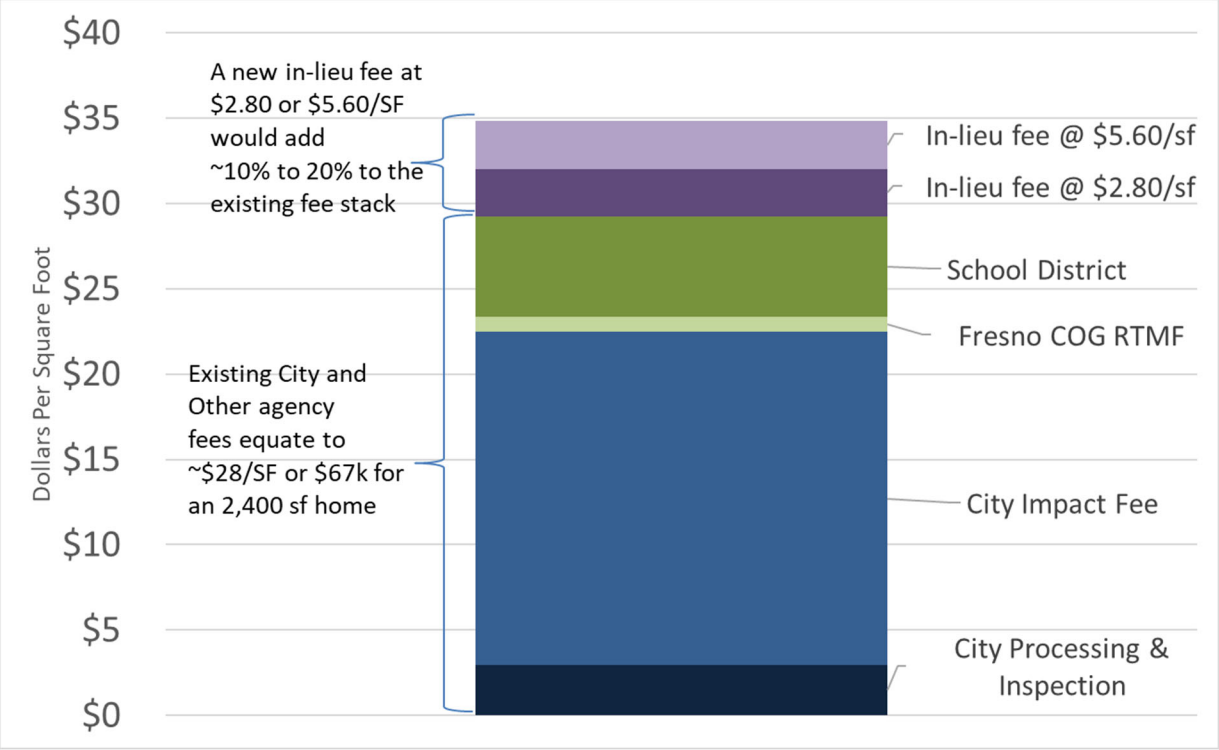
Note: illustration is based on an average of multiple prototypes and excludes the large lot single family likely to represent a smaller share of overall housing production. See Appendix A Tables 4 and 6 for additional information.

The purpose of Chart 5-2 is to show how future market changes may contribute to absorbing a new requirement. Of course, prices and rents are set by the market, and developers already charge what the market will bear and so cannot pass on additional costs to renters or homebuyers, who might respond to price increases by choosing not to buy or rent a new unit or by looking at homes in another jurisdiction.

5.3 Total Fee Stack

Chart 5-3 illustrates potential in-lieu fees relative to the City's existing impact fees and processing charges. Existing fees, inclusive of those charged by other agencies, total approximately $67,000 for a 2,400 square foot single family home, which equates to approximately $28 per square foot. A new in-lieu fee of $2.80 per square foot would add $6,700 to existing fees. An in-lieu fee of $5.60 per square foot would add $13,400 per unit. This equates to a net increase of approximately 10% to 20% in existing fees. As discussed above, if in-lieu fees are established at between $2.80 and $5.60 per square foot, they would likely be the default option that most projects use to satisfy the new inclusionary requirement.

Chart 5-3. Potential New In-Lieu Fees Relative to Total Existing Fee Stack



Note: based on a 2,400 square foot home and an average of rates for North of Herndon and East of Fowler prototypes.

6.0 AFFORDABILITY OF EXISTING UNITS AND GAP FINANCING

6.1 Income Required to Afford New and Existing Market Rate Units

The estimated household income needed to afford market rate units in Clovis, expressed as a percentage of area median income, is presented in Tables 6-1 and 6-2. As shown:

- Newly built for-sale units are estimated to require between 115% and 264% of AMI, depending on size, location, and whether the household has a 20% down payment[5].
- Existing for-sale units (resales) are estimated to require between 97% and 233% of AMI.
- New apartments are estimated to require 115% to 119% of AMI to afford while average rents that include older units require 81%, 80%, and 99% of AMI for one, two and three-bedroom units, respectively.

The analysis suggests the income levels specified by the Settlement Agreement, which requires affordable units below 80% of AMI, will provide an affordability benefit relative to new market rate units, but older existing market rate rental units may, in some cases, offer a comparable level of affordability to units restricted at Low Income.

Table 6-1. Estimated Household Income (% of AMI) Required to Afford For-Sale Unit Market Prices

New Units				
		Large Lot Single Family	Single Family	Smaller Single Family
With 20% Down				
North of Herndon		223%	153%	131%
East of Fowler / South of Herndon			135%	120%
West of Fowler / South of Herndon				115%
With 10% Down				
North of Herndon		264%	179%	152%
East of Fowler / South of Herndon			158%	139%
West of Fowler / South of Herndon				133%
Existing Unit Resales				
	Highest 25% of prices	median through 75th percentile of pricing	25th percentile to median price	Lowest 25% of prices
With 20% Down	198%	138%	116%	97%
With 10% Down	233%	161%	136%	113%

See Appendix G for supporting analysis.

[5] A 20% down payment reduces monthly mortgage payments and eliminates a need for mortgage insurance, this in turn reduces the income estimated to be needed to afford the unit, due to lower monthly housing costs.

Table 6-2. Percent of AMI Required to Afford Market Rate Rental Units	
New Units (based on lower density example)	
North of Herndon	115%
East of Fowler / South of Herndon	119%
West of Fowler / South of Herndon	118%
Existing Units (averages by Bedroom size)	
One Bedroom	81%
Two Bedroom	80%
Three Bedroom	99%

See Appendix G for supporting analysis

6.2 Gap Financing Analysis

KMA estimated the gap financing required to deliver affordable units using two approaches:

- Approach A assumes units are delivered in a 100% affordable project financed with Low Income Housing Tax Credits (LIHTC). Development costs reflect an average of six local 100% affordable projects of which half are subject to payment of prevailing wages for construction work.

- Approach B assumes units are provided in a rental that does not receive LIHTC funding, but which has a non-profit general partner on title, enabling the project to qualify for a welfare property tax exemption. Construction costs do not assume prevailing wages.

Approach B yields a gap financing requirement per affordable unit of $146,400, which is less than the $203,000 per unit estimated with Approach A. The lower $146,400 figure is utilized for purposes of the in-lieu fee calculation in Section 6.3.

Approach A, Gap Financing Analysis with 4% Low Income Housing Tax Credits

KMA estimated the gap financing required to deliver affordable units in a 100% affordable project financed with Low Income Housing Tax Credits (LIHTC), net of tax credit equity, debt supported by affordable rents, and a deferred developer fee. Affordable projects typically require significant additional funding, often from multiple sources, to be competitive for securing LIHTC funding and fully fund project costs. The analysis in Table 6-3 estimates that approximately $203,000 per unit in additional funding is needed based on recent affordable projects. The estimate is based on the following:

1. Estimated development costs of $520,000 per unit based on the following six local projects that applied for funding in 2024. Five are in Fresno and one is in Parlier:
   - Dakota
   - West Creek Village
   - Avalon Commons Phase II

- Blackstone Senior Apartments
- Parlier Family Apartments
- Sarah's Court Apartments - Phase II

2. The supported permanent loan of $45,000 is estimated assuming an average affordability level of 50% AMI consistent with the average for six local projects that applied for funding in 2024. Affordable projects often target incomes below the 60% maximum average AMI to be competitive for financing. Operating expenses are estimated based on the same six local projects.

3. Tax credit equity and the deferred developer fee are estimated at $225,000 and $39,000 respectively, based on averages for eight 2024 round one 4% LIHTC awards for new construction projects in the Central Valley and Sacramento regions. Data on awarded projects is used to ensure estimates reflect projects that were competitive for funding, which typically have more additional financing sources secured than the projects that were not funded. 4% LIHTCs are assumed since 4% projects are more prevalent and the greater Fresno area may see only one 9% LIHTC project per year, if any.

4. The City of Clovis Impact Fee deferral program defers up to 50% of the City's major sewer and water fees. Use of the fee deferral program is assumed, which provides approximately $8,000 per unit in funding, structured as a residual receipts loan.

Supporting analysis is provided in Appendix F.

Table 6-3. Estimated Per Affordable Unit Gap Financing Need after 4% Tax Credits	
Development Costs	
Land	$15,000
Direct Construction	$340,000
Indirect Costs	$70,000
Developer Fees	$45,000
Financing	$50,000
Estimated Costs	$520,000
Financing	
Permanent Loan	$45,000
City Fee Deferral Program	$8,000
Deferred Developer Fee	$39,000
Tax Credit Equity (4% credits)	$225,000
Estimated Sources	$317,000
Gap Financing Need after 4% Tax Credits	**$203,000**

Note: see supporting analysis in Appendix F.

Approach B, Gap Financing Analysis with Welfare Property Tax Exemption

KMA estimated the gap financing required to deliver affordable units in a rental that does not receive LIHTC funding, but which has a non-profit general partner on title, enabling the project to qualify for a welfare property tax exemption. Construction costs are assumed to be consistent with a market rate project (e.g. no prevailing wage or affordable developer fee). Affordable units are assumed to average 1.8 bedrooms and 650 square feet in size, which is smaller than typical market rate units in Clovis but is consistent with standards for affordable units published by the California Tax Credit Allocation Committee. The analysis yields a gap of $146,400 per unit with half Very Low and half Low income units, as shown in Table 6-4.

Table 6-4. Estimated Gap Financing Need with Non-Tax Credit Affordable Unit

	Low Income	Very Low Income
Average Unit Size	1.8 bedrooms, 650 square feet (1)	
A. Development Costs		
Land	$10,000	$10,000
Direct Construction	$180,000	$180,000
Indirect Costs	$77,300	$77,300
Financing	$12,600	$12,600
Less: Fee Deferral Program	($6,000)	($8,000)
Estimated Costs	$273,900	$271,900
B. Developer Investment Supported by Rental Income (2)	$177,000	$76,000
Gap Financing Need (=A. - B.)	$96,900	$195,900
With 50% Very Low and 50% Low	**$146,400**	

(1) Unit square footage based on TCAC standards for affordable units.
(2) See supporting analysis in Appendix F.

6.3 In-Lieu Fee Calculation

The Settlement Agreement contemplates an in-lieu fee option will be provided for projects that wish to satisfy the inclusionary requirement through a cash payment instead of providing affordable units on-site. In-lieu fee funds would be dedicated to replacing affordable units that are not provided within the project. The Settlement Agreement specifies that the in-lieu fee be set so that the amount collected is sufficient to replace inclusionary units not provided within the project.

Table 6-5 calculates the in-lieu fee rate necessary to generate $146,400 in funding per required affordable unit, based on the gap analysis in Table 6-4. The calculation is provided for potential inclusionary percentages from 5% through 10%. The per unit funding amount is translated to a per square foot rate based upon the average market rate home size of 2,600 square feet for active housing developments in Clovis. The resulting in-lieu fees range from $2.80 per square foot, with a 5% inclusionary requirement, to $5.60 per square foot, with a 10% inclusionary requirement.

Feasibility testing was focused on in-lieu fee rates from $2.80 to $5.60 per square foot calculated in Table 6-5.

Table 6-5. Calculated In-Lieu Fee ($/SF), Depending on Inclusionary Percentage

Affordable Unit Percentage	Percent Affordable		Average City Subsidy Per Affordable Unit (1)		Average New Market Rate Home Size (2)		In-Lieu Fee Per Square Foot of Market Rate Development
5% inclusionary	5%	x	$146,400	/	2,600 sf	=	$2.80 /SF
6% inclusionary	6%	x	$146,400	/	2,600 sf	=	$3.40 /SF
7% inclusionary	7%	x	$146,400	/	2,600 sf	=	$3.90 /SF
8% inclusionary	8%	x	$146,400	/	2,600 sf	=	$4.50 /SF
9% inclusionary	9%	x	$146,400	/	2,600 sf	=	$5.10 /SF
10% inclusionary	10%	x	$146,400	/	2,600 sf	=	$5.60 /SF

(1) Per City of Clovis.

(2) Reflects average unit size for the new home developments currently marketing units in Clovis as summarized in Appendix D Table 5.

6.4 Analysis to Support Potential Option to Restrict Existing Units

Most inclusionary programs require production of new affordable units, but a few programs allow deed restrictions on existing units. Typically, more affordable units are required when the option to restrict existing units is used. KMA prepared an analysis comparing the gap associated with providing new inclusionary units with that of placing affordability restrictions on an existing market rate unit. This analysis is summarized in Table 6-6 with supporting analysis presented in Appendix G. As shown, the gap associated with providing new for-sale units is estimated to be approximately 1.1 times the gap associated with restricting existing for-sale units. The gap for rental units is wider, with new units estimated at approximately 3.5 times the cost of placing a restriction on older existing rental units that have lower market rate rents to begin with. Ratios in Table 6-6 could be used in determining an appropriate ratio between the option for providing a new affordable unit and placing a restriction on an existing unit.

Table 6-6. Gap Comparison: New vs. Existing Units

	Affordability Restriction Placed on Existing Market Rate Unit	New Inclusionary Units	Ratio New to Existing
For-Sale Units	$232,000	$263,000	1.1
Rental Units	$41,700	$145,700	3.5

See Appendix G for supporting analysis.

Gap figures in Table 6-6 differ from figures cited in the preceding sections due to the assumption of a for-sale unit in the case of the for-sale unit analysis. With the rental unit gap analysis, gaps reflect the difference between market rate and affordable rents and application of a 6% capitalization rate. This approach yields a lower rental gap than cited in Section 6.2 due to the use of current market rents, which are below a level needed for feasibility. This approach is used to allow gaps for existing and new units to be calculated on an apples-to-apples basis for comparison purposes. Gaps will increase if market rents increase relative to affordable rents.

7.0 DEVELOPMENT COMMUNITY CONTACTS

KMA reached out to developers active in the Clovis market to help inform the feasibility analysis and to supplement available market data. A total of eighteen developers were contacted by e-mail, of which ten responded and agreed to be interviewed. Interviewees represented a mix of market rate and affordable developers, and included development professionals with the following organizations:

Market Rate Developers	Affordable Developers
Bonadelle Neighborhoods	Affordable Housing Development Corp
De Young Properties	Fresno Housing Authority
KB Homes	Self-Help Enterprises
Lennar Homes	UpHoldings
Spencer Enterprises	
Wathen Castanos/Trumark	

The developers provided a wide range of insights on topics including market conditions, construction and development cost estimates, return expectations, how affordable housing obligations affect their pro forma, among other topics. The affordable developers shared feedback regarding gap financing needs for affordable projects. This feedback informed development of the pro forma analysis presented in Section 4 and the gap financing analysis presented in Section 6. In addition to a discussion of project finances, the following themes emerged from these interviews:

Market Rate Developer Themes

1. The Clovis housing market is among the strongest in the southern Central Valley. Clovis schools are seen as desirable and help drive higher pricing within the Clovis school district, which also encompasses parts of Fresno. Developers were generally positive regarding the market outlook for Clovis over the medium to longer term, citing pent up demand for housing as well as the desirability of the community and school district. Most expressed a desire to continue building in Clovis and indicated that the City of Clovis is great to work with. Some indicated an intent to be aggressive about building additional homes in Clovis to meet anticipated demand in the market, while others qualified statements regarding the desirability of building in Clovis for several reasons, as discussed below.

2. Development fees in Clovis are high and have increased substantially in recent years. In some cases, developers have been able to vest fees at previous levels, which is part of how current projects are able to remain feasible in the current higher interest rate environment. Fees in Fresno are about half of what they are in Clovis. This can make it attractive to build in the portions of Fresno that are within the Clovis school district, allowing projects to pay lower fees while still providing access to Clovis schools, which buyers/renters view as desirable.

3. The structure of Clovis's fees was cited as an issue with respect to multifamily, which in some cases are applied at the same per unit rate as single family, which are larger and more able to support the cost of fees.

4. Feasibility has become more challenging in the near term due to increased infrastructure costs, development fees, interest rates, construction and land costs. The developers generally indicated that they would move forward with development of for-sale homes in Clovis today, if they were positioned to do so, despite these challenges. One developer indicated being bullish about what the market would look like in 18 to 24 months.

5. Home buyers are getting "squeezed" as a result of high interest rates and inflation. It reduces their ability to afford homes and makes buyers more cost sensitive. It also makes it harder to qualify buyers for financing. Due to higher interest rates, developers are having to offer significant incentives to home buyers, such as interest rate buy downs and payment of closing costs. Some home builders indicated they planned to shift toward comparatively smaller homes on smaller lots that a broader cross section of buyers can afford in the current interest rate environment to allow the homebuilder to achieve the desired sales pace.

6. The supply of available land in Clovis has been getting more constrained over time, with higher costs and more associated infrastructure challenges. Landowners have generally been inflexible on price and most proposed site acquisitions don't come to fruition. As higher land costs and new fees and requirements make it more challenging to make projects work in the area, one builder reported broadening its focus to other Central Valley regions such as Bakersfield to sustain targeted homebuilding volume.

7. The housing market has been "choppy" over the past year or two, with some stronger and some weaker stretches in the market. As of late summer / early fall, the market has cooled.

8. Most market rate developers expressed concerns regarding the impact that a new inclusionary policy would have on the feasibility of projects in Clovis. The views offered included the following:
    a. Inclusionary policies are well intended, but the cost is passed on to market rate home buyers or renters. It can also result in a reduction in what homebuilders pay for land in some cases, although landowners are reticent to make concessions and may prefer to wait rather than sell at a discount.
    b. The program should be designed in a way to limit the cost impact, provide as many options for compliance as possible, and ensure requirements can be met in a cost effective way.
    c. For-sale below market rate housing is a challenge due to the large gap between market and affordable prices. An equity share model was cited as beneficial with for-sale affordable housing.

d. Some suggested a new inclusionary program would render projects infeasible and were seeking to vest projects under existing requirements before a new policy is implemented.
e. Some developers expressed a view that the market in Clovis may ultimately be able to adjust to a new requirement given its relative market strength. Some suggested offsetting subsidies, incentives, or streamlining to help offset the impact of a new requirement.

9. Several home builders indicated targeting gross margins in the range of 18% to 21% of sales prices[6]. Gross margins represent the sum of overhead, general administrative costs, sales expenses, and profit as a percentage of sales price. Net profit is a portion of the gross margin, which builders indicate is typically approximately 6% to 10% for single family home builders, although one builder cited a higher net profit margin target of 12% and KB homes annual report shows a 11.5% profit for its West Coast operations in 2023.

10. Attached for-sale housing is difficult to make pencil in Clovis since sales prices are similar to single family homes of a similar size but construction costs are higher per square foot for attached units.

11. Construction costs for rental projects increased approximately 35-40% for rental projects during the initial two years of the pandemic. Cost increases have moderated since then.

12. One developer with a planned rental project indicated that the project is currently on hold as they were unable to make it pencil. Interest rates were cited as a main driver of feasibility challenges. Another developer was more optimistic about rental feasibility in Clovis over the long term but had not recently been in the market for construction pricing or financing.

Affordable Developer Themes

1. Availability of significant local gap financing is essential to development of affordable housing. A lack of substantial local City funding to contribute to affordable projects has been a constraint to development of affordable housing in Clovis. In addition to providing more affordable housing within projects, a proposed inclusionary program is viewed as a potential local source of funds to help make future affordable housing developments in Clovis more viable.

2. The affordable developers had a favorable view of building in Clovis and expressed interest in additional projects there, subject to site availability and financing. Clovis's new impact fee deferral program was cited as helpful.

[6] Publicly traded homebuilder Lennar's annual report indicates a gross margin of 19.3% of sales for homebuilding operations in the Western U.S. for 2023 and a net profit of 13.8%. KB Homes 2023 annual report indicates a gross margin of 18.6% and net profit of 11.5% for the West Coast.

3. Affordable developers were asked about the soft financing they require to make projects pencil. Approximate figures cited by interviewees ranged from as low as $150,000 per unit to as high as $265,000 per unit. The affordable developers generally indicated that funding has become more competitive and that more soft financing is required to secure tax credits and tax exempt bond financing than had been the case in the past.

4. When asked about assumptions related to the gap financing analysis presented in Section 6.2, the following feedback was offered:
    a. Expectations regarding the soft financing required should be based on projects that have been awarded tax credits, not applications, as many projects that apply will not be funded and will have to look for more funding to be competitive.
    b. It's not safe to assume State tax credits.
    c. 9% tax credits should not be assumed. There is essentially one award per round in the Central Valley. There used to be, maybe, five per round, but that is no longer the case. Assuming 4% credits is safer, although they have become quite competitive in the last several years and use of 4% credits is less common in the Central Valley due to a lack of local subsidy sources.
    d. Scoring drives the AMI levels that tax credit affordable projects are proposing. Deep affordability is required to be competitive for financing. An average AMI level of approximately 50% or lower likely makes sense as an assumption for the gap financing analysis.
    e. It's not realistic to assume project based vouchers will be available.
    f. State financing sources typically trigger prevailing wages and require the project to include a share of special needs housing for which on-site services may be needed, increasing operating costs.

5. One affordable developer initially suggested the in-lieu fee should reflect the full development cost of the unit, without any outside financing sources considered, with $300,000 to $450,000 per unit cited, yet also provided that other relevant metrics such as the cost to buy down rents, the resources needed to reach a competitive tiebreaker score in the tax credit application, and typical per unit cost for projects financed through the Home Key program as potential factors to consider.

6. Opinions on whether to incentivize in-lieu fees were mixed, with some suggesting that an in-lieu fee payment was acceptable as long as it reflects the actual cost of delivering the units and others indicating that fee payment should not be the default choice. The concept of providing a combination of land and in-lieu fees was also mentioned.

7. Increasing per unit development costs for affordable projects are driven in part by requirements around the award of State funding sources and criteria established for the award of tax credits. Higher costs result in tax credits and permanent debt supporting a reduced share of the overall gap.

8. Clovis is in a high opportunity area, which is a favorable consideration with respect to securing financing.

9. Typical terms an affordable developer may seek in partnering with a market rate developer on an affordable project that will satisfy an inclusionary requirement may include:
   - Entitled site with infrastructure in place including sidewalks and all offsite costs addressed at no cost to the affordable project.
   - Providing some level of gap financing to the affordable project
   - Or, in the case of for-sale affordable units, providing finished lots.

10. The most valuable things an inclusionary policy can do is provide land for affordable housing, as well as provide on-site production of affordable units.

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APPENDIX A
SUMMARY TABLES

Appendix A Table 1
Feasibility Finding Summary, Absent Offsetting Adjustments to Land Costs, Prices/Rents, Incentives
Inclusionary Housing Analysis
City of Clovis

	North of Herndon			East of Fowler / South of Herndon	West of Fowler / South of Herndon	
For-Sale Project Feasibility Findings						
Scenario	**Large Lot Single Family**	**Single Family**	**Smaller Single Family**	**Single Family**	**Smaller Single Family**	**Small Lot Single Family**
Existing Baseline (no IH Requirement)	F	F	F	F	F	F
5% On-Site For-Sale Affordable Units	I	F	F	I	I	I
6% On-Site For-Sale Affordable Units	I	F	F	I	I	I
7% On-Site For-Sale Affordable Units	I	I	F	I	I	I
8% On-Site For-Sale Affordable Units	I	I	F	I	I	I
9% On-Site For-Sale Affordable Units	I	I	I	I	I	I
10% On-Site For-Sale Affordable Units	I	I	I	I	I	I
7% On-Site; affordable 1,500sf max size	F	F	F	F	I	I
In-Lieu Fee @5% affordable ($2.80/SF)	F	F	F	F	I	I
In-Lieu Fee @6% affordable ($3.40/SF)	F	F	F	F	I	I
In-Lieu Fee @7% affordable ($3.90/SF)	F	F	F	I	I	I
In-Lieu Fee @8% affordable ($4.50/SF)	F	F	F	I	I	I
In-Lieu Fee @9% affordable ($5.10/SF)	F	F	F	I	I	I
In-Lieu Fee @10% affordable ($5.60/SF)	F	F	F	I	I	I

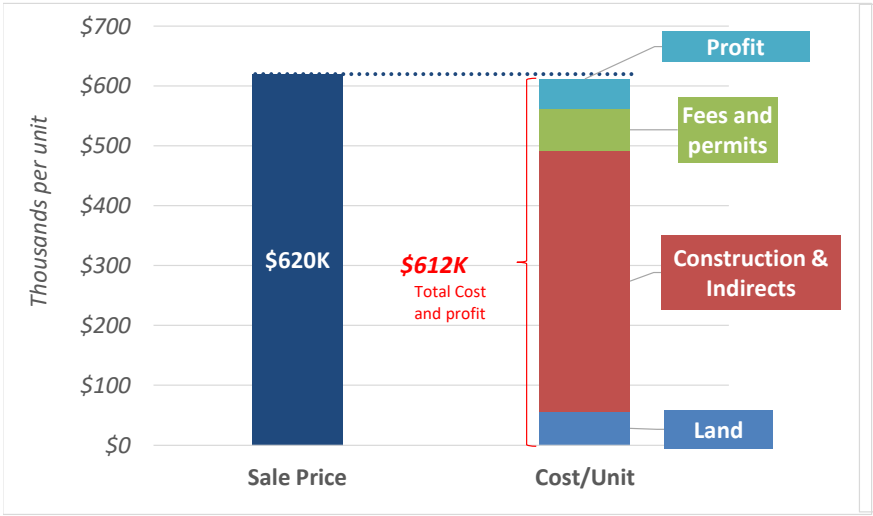
Rental Project Feasibility Findings						
Scenario	**Lower Density Rental**	**Higher Density Rental**	**Lower Density Rental**	**Higher Density Rental**	**Lower Density Rental**	**Higher Density Rental**
Existing Baseline (no IH Requirement)	I	I	I	I	I	I
5% On-Site Rental Affordable Units	I	I	I	I	I	I
6% On-Site Rental Affordable Units	I	I	I	I	I	I
7% On-Site Rental Affordable Units	I	I	I	I	I	I
8% On-Site Rental Affordable Units	I	I	I	I	I	I
9% On-Site Rental Affordable Units	I	I	I	I	I	I
10% On-Site Rental Affordable Units	I	I	I	I	I	I
In-Lieu Fee @5% affordable ($2.80/SF)	I	I	I	I	I	I
In-Lieu Fee @6% affordable ($3.40/SF)	I	I	I	I	I	I
In-Lieu Fee @7% affordable ($3.90/SF)	I	I	I	I	I	I
In-Lieu Fee @8% affordable ($4.50/SF)	I	I	I	I	I	I
In-Lieu Fee @9% affordable ($5.10/SF)	I	I	I	I	I	I
In-Lieu Fee @10% affordable ($5.60/SF)	I	I	I	I	I	I

F= Feasible
I= Infeasible / Marginal

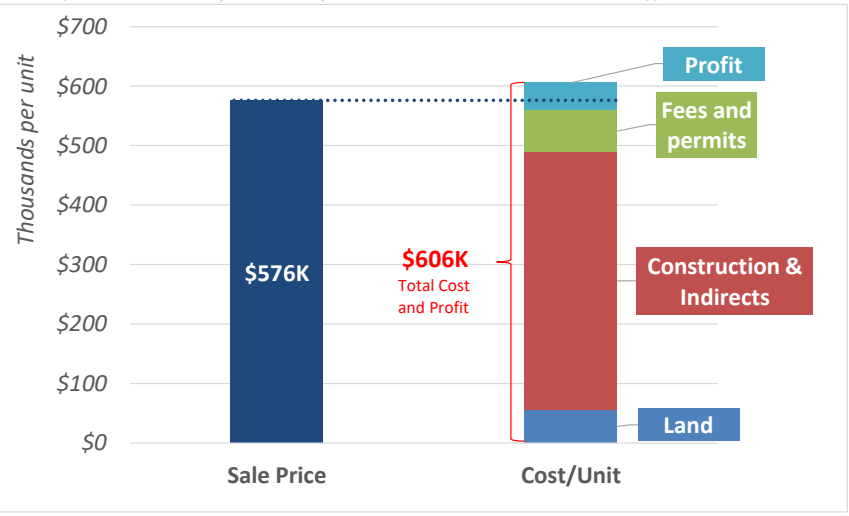
Appendix A Table 2A
For-Sale Pro Forma Summary Charts - Single Family, North of Herndon
Inclusionary Housing Analysis
City of Clovis

Per Unit Revenues vs. Costs: For-Sale Project, North of Herndon, 2,400 sf avg home size

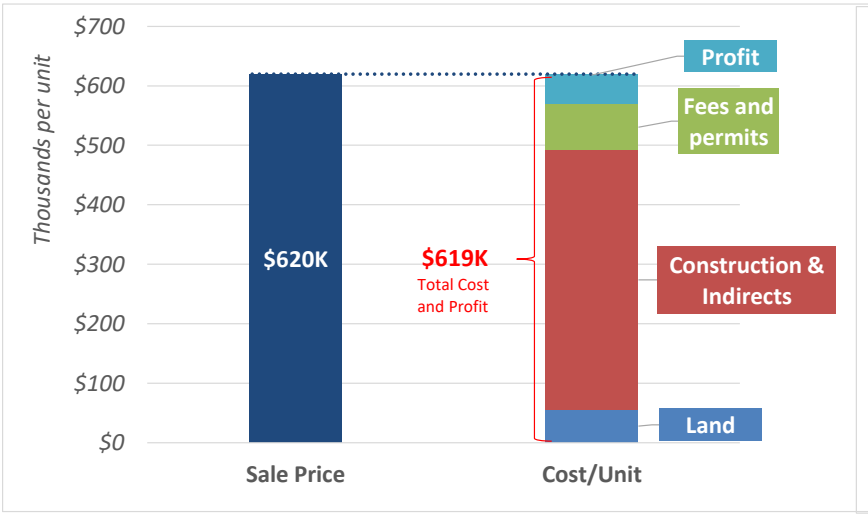
Existing (no inclusionary)



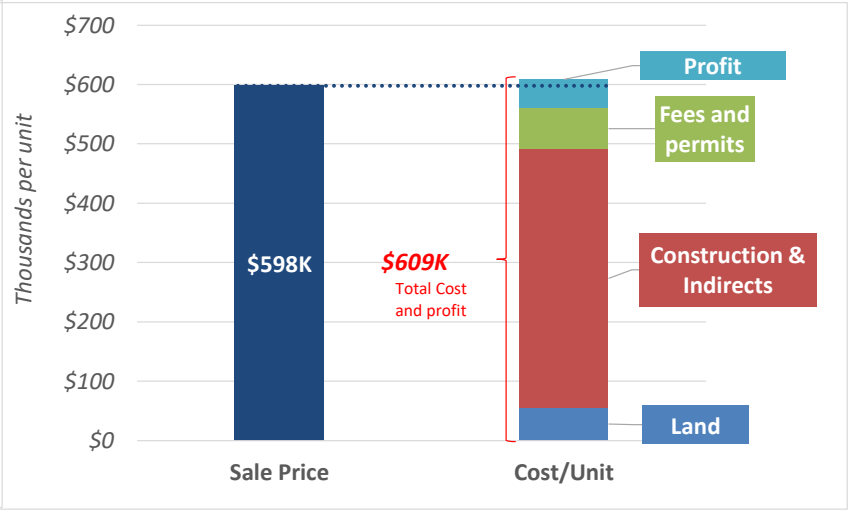
With 10% on-site inclusionary
(sale price is a weighted average of 90% market and 10% inclusionary)



With In-Lieu Fee @$2.80 psf



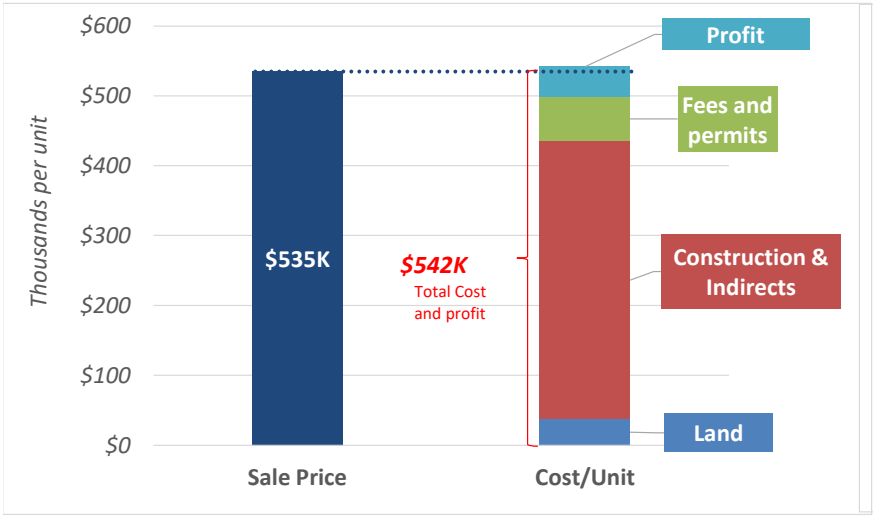
With 5% on-site inclusionary
(sale price is a weighted average of 95% market and 5% inclusionary)



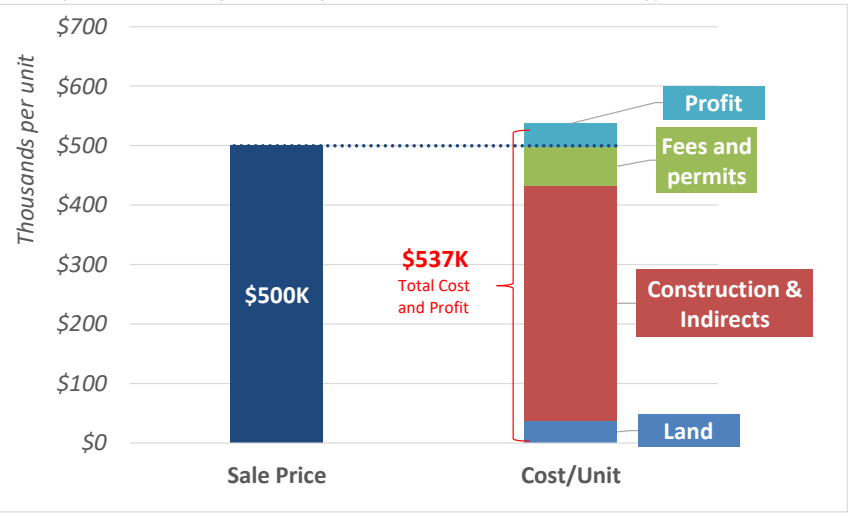
Appendix A Table 2B
For-Sale Pro Forma Summary Charts - Single Family, South of Herndon, East of Fowler
Inclusionary Housing Analysis
City of Clovis

Per Unit Revenues vs. Costs: For-Sale Project, South of Herndon East of Fowler, 2,400 sf avg home size

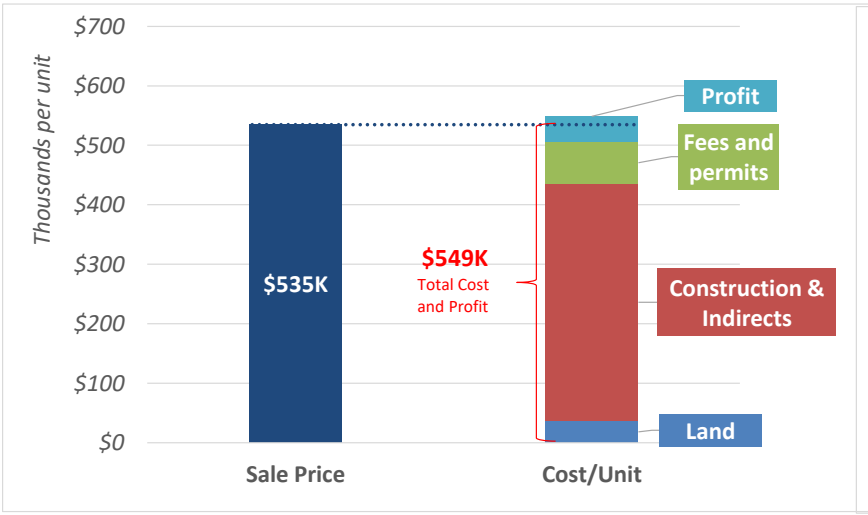
Existing (no inclusionary)



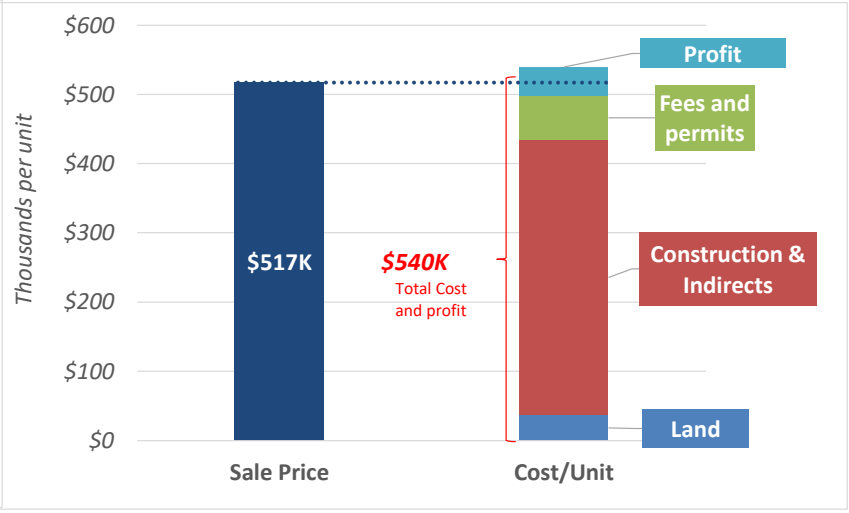
With 10% on-site inclusionary
(sale price is a weighted average of 90% market and 10% inclusionary)



With In-Lieu Fee @$2.80 psf



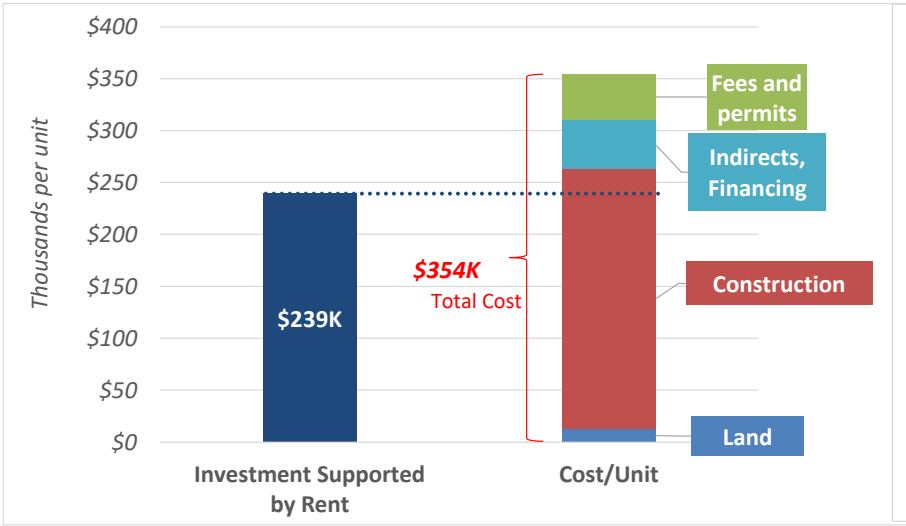
With 5% on-site inclusionary
(sale price is a weighted average of 95% market and 5% inclusionary)



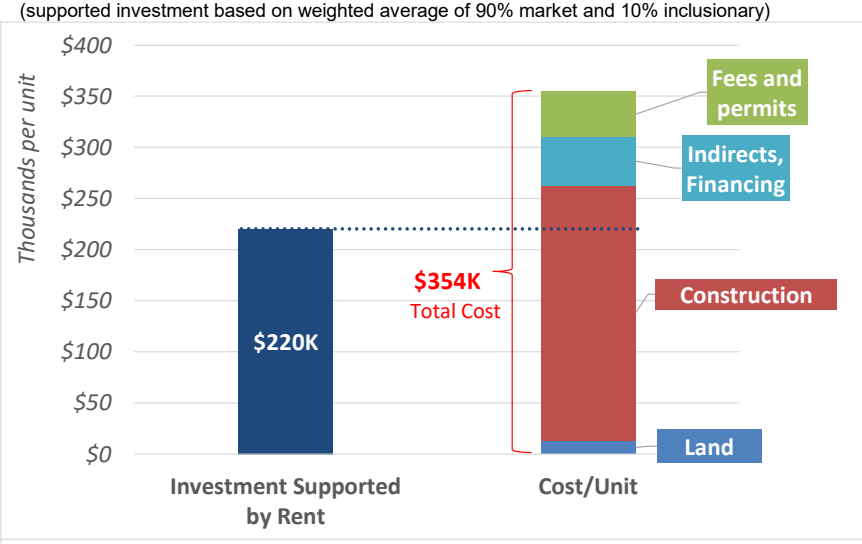
Appendix A Table 2C
Rental Project Pro Forma Summary Charts - South of Herndon, East of Fowler
Inclusionary Housing Analysis
City of Clovis

Per Unit Revenues vs. Costs: Rental Project, South of Herndon East of Fowler, 1,200 sf avg unit size

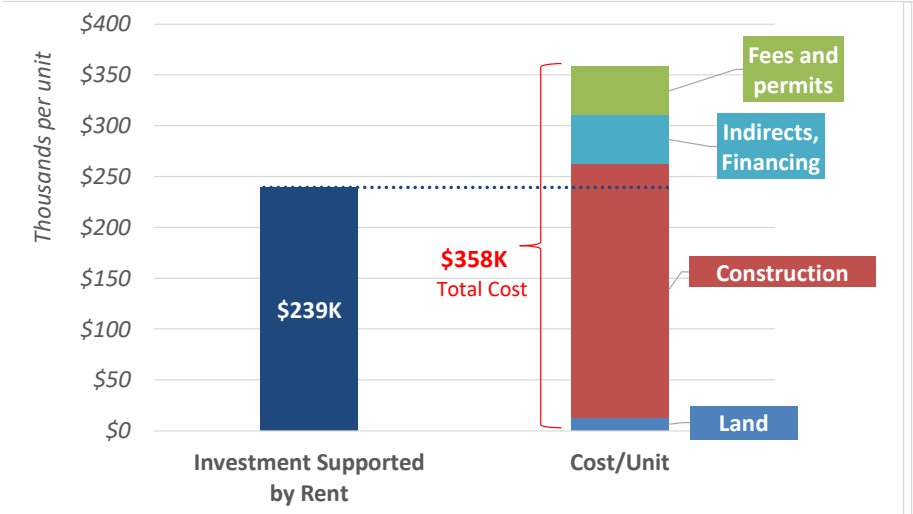
Existing (no inclusionary)



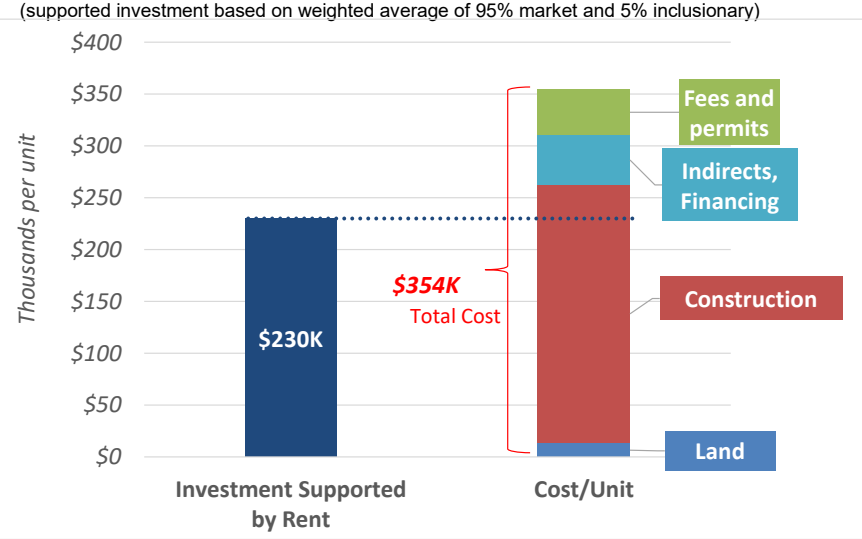
With 10% on-site inclusionary
(supported investment based on weighted average of 90% market and 10% inclusionary)



With In-Lieu Fee @$2.80 psf



With 5% on-site inclusionary
(supported investment based on weighted average of 95% market and 5% inclusionary)



Appendix A Table 3
Estimated Cost Per Sq.Ft. to Comply with Potential Requirements
Inclusionary Housing Analysis
City of Clovis

		North of Herndon		East of Fowler / South of Herndon		West of Fowler / South of Herndon	
For-Sale Projects							
	Average	**Large Lot Single Family**	**Single Family**	**Smaller Single Family**	**Single Family**	**Smaller Single Family**	**Small Lot Single Family**
Cost of On-Site Requirement ($/SF in entire project)							
5% On-Site For-Sale Affordable	$7.70/sf	$8.80/sf	$7.90/sf	$8.80/sf	$6.40/sf	$7.40/sf	$6.80/sf
6% On-Site For-Sale Affordable	$9.20/sf	$10.60/sf	$9.50/sf	$10.50/sf	$7.70/sf	$8.80/sf	$8.10/sf
7% On-Site For-Sale Affordable	$10.80/sf	$12.40/sf	$11.10/sf	$12.30/sf	$8.90/sf	$10.30/sf	$9.50/sf
8% On-Site For-Sale Affordable	$12.30/sf	$14.10/sf	$12.70/sf	$14.10/sf	$10.20/sf	$11.80/sf	$10.80/sf
9% On-Site For-Sale Affordable	$13.80/sf	$15.90/sf	$14.30/sf	$15.80/sf	$11.50/sf	$13.20/sf	$12.20/sf
10% On-Site For-Sale Affordable	$15.40/sf	$17.70/sf	$15.90/sf	$17.60/sf	$12.80/sf	$14.70/sf	$13.50/sf

Rental Projects							
		Lower Density Rental	**Higher Density Rental**	**Lower Density Rental**	**Higher Density Rental**	**Lower Density Rental**	**Higher Density Rental**
Cost of On-Site Requirement ($/SF in entire project)							
5% On-Site Rental Affordable	$13.70/sf	$13.80/sf	$14.50/sf	$13.30/sf	$14.00/sf	$13.00/sf	$13.60/sf
6% On-Site Rental Affordable	$16.20/sf	$16.30/sf	$17.10/sf	$15.80/sf	$16.50/sf	$15.40/sf	$16.10/sf
7% On-Site Rental Affordable	$18.70/sf	$18.90/sf	$19.70/sf	$18.20/sf	$19.10/sf	$17.80/sf	$18.60/sf
8% On-Site Rental Affordable	$21.20/sf	$21.40/sf	$22.40/sf	$20.70/sf	$21.60/sf	$20.20/sf	$21.00/sf
9% On-Site Rental Affordable	$23.70/sf	$23.90/sf	$25.00/sf	$23.10/sf	$24.10/sf	$22.60/sf	$23.50/sf
10% On-Site Rental Affordable	$26.20/sf	$26.50/sf	$27.60/sf	$25.60/sf	$26.60/sf	$25.00/sf	$25.90/sf

Appendix A Table 4
Estimated Increase in Market Price Sufficient to Offset Cost of Potential Requirements
Inclusionary Housing Analysis
City of Clovis

		North of Herndon		East of Fowler / South of Herndon		West of Fowler / South of Herndon	
For-Sale Projects							
	Average Excl. Large Lot Single Family	**Large Lot Single Family**	**Single Family**	**Smaller Single Family**	**Single Family**	**Smaller Single Family**	**Small Lot Single Family**
Market Price that Provides Feasible Result							
Existing Baseline (no IH Requirement)		$1,004,000	$610,000	$470,000	$544,000	$445,000	$424,000
5% On-Site For-Sale Affordable		$1,051,000	$634,000	$487,000	$564,000	$460,000	$438,000
6% On-Site For-Sale Affordable		$1,061,000	$639,000	$491,000	$569,000	$464,000	$441,000
7% On-Site For-Sale Affordable		$1,071,000	$645,000	$495,000	$573,000	$467,000	$444,000
8% On-Site For-Sale Affordable		$1,082,000	$650,000	$498,000	$578,000	$471,000	$447,000
9% On-Site For-Sale Affordable		$1,093,000	$656,000	$502,000	$583,000	$474,000	$451,000
10% On-Site For-Sale Affordable		$1,104,000	$662,000	$506,000	$588,000	$478,000	$454,000
In-Lieu Fee @5%		$1,019,000	$618,000	$476,000	$552,000	$450,000	$430,000
In-Lieu Fee @10%		$1,033,000	$627,000	$481,000	$561,000	$456,000	$435,000
% Increase in Market Price Sufficient to Offset New Requirement							
5% On-Site For-Sale Affordable	3.6%	4.7%	3.9%	3.6%	3.7%	3.4%	3.3%
6% On-Site For-Sale Affordable	4.4%	5.7%	4.8%	4.5%	4.6%	4.3%	4.0%
7% On-Site For-Sale Affordable	5.2%	6.7%	5.7%	5.3%	5.3%	4.9%	4.7%
8% On-Site For-Sale Affordable	6.0%	7.8%	6.6%	6.0%	6.3%	5.8%	5.4%
9% On-Site For-Sale Affordable	6.9%	8.9%	7.5%	6.8%	7.2%	6.5%	6.4%
10% On-Site For-Sale Affordable	7.8%	10.0%	8.5%	7.7%	8.1%	7.4%	7.1%
In-Lieu Fee @5%	1.3%	1.5%	1.3%	1.3%	1.5%	1.1%	1.4%
In-Lieu Fee @10%	2.7%	2.9%	2.8%	2.3%	3.1%	2.5%	2.6%
Dollar Increase in Market Price Sufficient to Offset New Requirement							
5% On-Site For-Sale Affordable	$18,000	$47,000	$24,000	$17,000	$20,000	$15,000	$14,000
6% On-Site For-Sale Affordable	$22,200	$57,000	$29,000	$21,000	$25,000	$19,000	$17,000
7% On-Site For-Sale Affordable	$26,200	$67,000	$35,000	$25,000	$29,000	$22,000	$20,000
8% On-Site For-Sale Affordable	$30,200	$78,000	$40,000	$28,000	$34,000	$26,000	$23,000
9% On-Site For-Sale Affordable	$34,600	$89,000	$46,000	$32,000	$39,000	$29,000	$27,000
10% On-Site For-Sale Affordable	$39,000	$100,000	$52,000	$36,000	$44,000	$33,000	$30,000
In-Lieu Fee @5%	$6,600	$15,000	$8,000	$6,000	$8,000	$5,000	$6,000
In-Lieu Fee @10%	$13,400	$29,000	$17,000	$11,000	$17,000	$11,000	$11,000

Appendix A Table 5
Decrease in Land Cost Sufficient to Offset Cost of Potential Requirements
Inclusionary Housing Analysis
City of Clovis

	North of Herndon			East of Fowler / South of Herndon		West of Fowler / South of Herndon
For-Sale Projects						
	Large Lot Single Family	**Single Family**	**Smaller Single Family**	**Single Family**	**Smaller Single Family**	**Small Lot Single Family**
Estimated Land Cost						
Per Acre	$390,000	$390,000	$390,000	$260,000	$260,000	$260,000
Per Unit	$130,700	$56,000	$39,200	$37,300	$26,100	$20,100
Decrease in Land Cost Sufficient to Offset New Requirement						
Existing Baseline (no IH Requirement)	0%	0%	0%	0%	0%	0%
5% On-Site For-Sale Affordable Units	-27%	-34%	-34%	-41%	-42%	-50%
6% On-Site For-Sale Affordable Units	-33%	-41%	-40%	-49%	-50%	-61%
7% On-Site For-Sale Affordable Units	-38%	-48%	-47%	-57%	-59%	-71%
8% On-Site For-Sale Affordable Units	-43%	-54%	-54%	-66%	-68%	-81%
9% On-Site For-Sale Affordable Units	-49%	-61%	-60%	-74%	-76%	-91%
10% On-Site For-Sale Affordable Units	-54%	-68%	-67%	-82%	-84%	-100%
In-Lieu Fee @5% affordable ($2.80/SF)	-9%	-13%	-11%	-19%	-17%	-22%
In-Lieu Fee @6% affordable ($3.40/SF)	-11%	-15%	-14%	-23%	-20%	-26%
In-Lieu Fee @7% affordable ($3.90/SF)	-12%	-17%	-16%	-26%	-23%	-30%
In-Lieu Fee @8% affordable ($4.50/SF)	-14%	-20%	-18%	-30%	-27%	-35%
In-Lieu Fee @9% affordable ($5.10/SF)	-16%	-23%	-20%	-34%	-30%	-40%
In-Lieu Fee @10% affordable ($5.60/SF)	-18%	-25%	-22%	-38%	-33%	-43%

Rental Projects						
	Lower Density Rental	**Higher Density Rental**	**Lower Density Rental**	**Higher Density Rental**	**Lower Density Rental**	**Higher Density Rental**
Estimated Land Cost						
Per Acre	$390,000	$390,000	$260,000	$260,000	$260,000	$260,000
Per Unit	$19,600	$13,100	$13,100	$8,700	$13,100	$8,700
Decrease in Land Cost Sufficient to Offset New Requirement						
Existing Baseline (no IH Requirement)	0%	0%	0%	0%	0%	0%
5% On-Site Rental Affordable Units	-48%	-73%	-73%	-109%	-73%	-109%
6% On-Site Rental Affordable Units	-57%	-73%	-97%	-128%	-85%	-128%
7% On-Site Rental Affordable Units	-65%	-85%	-110%	-147%	-110%	-147%
8% On-Site Rental Affordable Units	-73%	-98%	-122%	-166%	-122%	-166%
9% On-Site Rental Affordable Units	-82%	-110%	-134%	-184%	-135%	-184%
10% On-Site Rental Affordable Units	-90%	-122%	-147%	-203%	-147%	-202%
In-Lieu Fee @5% affordable ($2.80/SF)	-18%	-22%	-27%	-34%	-27%	-34%
In-Lieu Fee @6% affordable ($3.40/SF)	-22%	-27%	-33%	-41%	-33%	-41%
In-Lieu Fee @7% affordable ($3.90/SF)	-25%	-31%	-37%	-47%	-37%	-47%
In-Lieu Fee @8% affordable ($4.50/SF)	-29%	-36%	-43%	-54%	-43%	-54%
In-Lieu Fee @9% affordable ($5.10/SF)	-33%	-41%	-49%	-62%	-49%	-62%
In-Lieu Fee @10% affordable ($5.60/SF)	-36%	-45%	-54%	-68%	-54%	-68%

Appendix A Table 6
Estimated Increase in Market Rents Sufficient to Offset Cost of Potential Requirements
Inclusionary Housing Analysis
City of Clovis

		North of Herndon		East of Fowler / South of Herndon		West of Fowler / South of Herndon	
Rental Projects							
	Average	Lower Density Rental	Higher Density Rental	Lower Density Rental	Higher Density Rental	Lower Density Rental	Higher Density Rental
Market Rent that Provides Feasible Result							
Existing Baseline (no IH Requirement)		$3,073	$2,756	$3,005	$2,696	$2,961	$2,653
5% On-Site Rental Affordable Units		$3,180	$2,850	$3,109	$2,787	$3,062	$2,741
6% On-Site Rental Affordable Units		$3,201	$2,868	$3,129	$2,804	$3,082	$2,758
7% On-Site Rental Affordable Units		$3,222	$2,886	$3,150	$2,822	$3,102	$2,776
8% On-Site Rental Affordable Units		$3,244	$2,905	$3,171	$2,840	$3,122	$2,793
9% On-Site Rental Affordable Units		$3,267	$2,925	$3,192	$2,859	$3,143	$2,812
10% On-Site Rental Affordable Units		$3,290	$2,944	$3,214	$2,878	$3,165	$2,830
In-Lieu Fee @5%		$3,095	$2,774	$3,027	$2,714	$2,982	$2,671
In-Lieu Fee @10%		$3,116	$2,792	$3,048	$2,732	$3,004	$2,689
% Increase in Market Rent Sufficient to Offset New Requirement							
5% On-Site Rental Affordable Units	3.4%	3.5%	3.4%	3.5%	3.4%	3.4%	3.3%
6% On-Site Rental Affordable Units	4.1%	4.2%	4.1%	4.1%	4.0%	4.1%	4.0%
7% On-Site Rental Affordable Units	4.7%	4.8%	4.7%	4.8%	4.7%	4.8%	4.6%
8% On-Site Rental Affordable Units	5.4%	5.6%	5.4%	5.5%	5.3%	5.4%	5.3%
9% On-Site Rental Affordable Units	6.1%	6.3%	6.1%	6.2%	6.0%	6.1%	6.0%
10% On-Site Rental Affordable Units	6.9%	7.1%	6.8%	7.0%	6.8%	6.9%	6.7%
In-Lieu Fee @5%	0.7%	0.7%	0.7%	0.7%	0.7%	0.7%	0.7%
In-Lieu Fee @10%	1.4%	1.4%	1.3%	1.4%	1.3%	1.5%	1.4%
Dollar Increase in Monthly Market Rent Sufficient to Offset New Requirement							
5% On-Site Rental Affordable Units	$98	$107	$94	$104	$91	$101	$88
6% On-Site Rental Affordable Units	$116	$128	$112	$124	$108	$121	$105
7% On-Site Rental Affordable Units	$136	$149	$130	$145	$126	$141	$123
8% On-Site Rental Affordable Units	$155	$171	$149	$166	$144	$161	$140
9% On-Site Rental Affordable Units	$176	$194	$169	$187	$163	$182	$159
10% On-Site Rental Affordable Units	$196	$217	$188	$209	$182	$204	$177
In-Lieu Fee @5%	$20	$22	$18	$22	$18	$21	$18
In-Lieu Fee @10%	$40	$43	$36	$43	$36	$43	$36

Table 2
In-Lieu Fee Calculation
Inclusionary Housing Analysis
City of Clovis

Calculated In-Lieu Fee ($/SF)						
Percent Affordable		Gap Financing Need		Average New Market Rate Home Size [1]		In-Lieu Fee Per Square Foot of Market Rate Development
5%	x	$146,400	/	2,600 sf	=	$2.80 /SF
6%	x	$146,400	/	2,600 sf	=	$3.40 /SF
7%	x	$146,400	/	2,600 sf	=	$3.90 /SF
8%	x	$146,400	/	2,600 sf	=	$4.50 /SF
9%	x	$146,400	/	2,600 sf	=	$5.10 /SF
10%	x	$146,400	/	2,600 sf	=	$5.60 /SF

(1) Reflects a weighted average unit size for the new home developments currently marketing units in Clovis.

Appendix A Table 8
Estimated Impact on Total Fee Stack of potential In-lieu fee
Inclusionary Housing Analysis
City of Clovis

		North of Herndon			East of Fowler / South of Herndon		West of Fowler / South of Herndon
For-Sale Projects							
	Average	**Large Lot Single Family**	**Single Family**	**Smaller Single Family**	**Single Family**	**Smaller Single Family**	**Small Lot Single Family**
Unit Square Feet		4,000	2,400	1,500	2,400	1,500	1,500
Existing Fees Per Unit		$96,100	$70,100	$56,400	$64,200	$49,900	$42,800
Existing Fees Per Sq.Ft.		$24	$29	$38	$27	$33	$29
In-Lieu Fees							
In-Lieu Fee @5% affordable ($2.80/SF)	$6,200	$11,200	$6,700	$4,200	$6,700	$4,200	$4,200
In-Lieu Fee @6% affordable ($3.40/SF)	$7,550	$13,600	$8,200	$5,100	$8,200	$5,100	$5,100
In-Lieu Fee @7% affordable ($3.90/SF)	$8,683	$15,600	$9,400	$5,900	$9,400	$5,900	$5,900
In-Lieu Fee @8% affordable ($4.50/SF)	$10,000	$18,000	$10,800	$6,800	$10,800	$6,800	$6,800
In-Lieu Fee @9% affordable ($5.10/SF)	$11,317	$20,400	$12,200	$7,700	$12,200	$7,700	$7,700
In-Lieu Fee @10% affordable ($5.60/SF)	$12,400	$22,400	$13,400	$8,400	$13,400	$8,400	$8,400
Percent Change in Total Fee Stack							
In-Lieu Fee @5% affordable ($2.80/SF)	10%	12%	10%	7%	10%	8%	10%
In-Lieu Fee @6% affordable ($3.40/SF)	12%	14%	12%	9%	13%	10%	12%
In-Lieu Fee @7% affordable ($3.90/SF)	13%	16%	13%	10%	15%	12%	14%
In-Lieu Fee @8% affordable ($4.50/SF)	15%	19%	15%	12%	17%	14%	16%
In-Lieu Fee @9% affordable ($5.10/SF)	17%	21%	17%	14%	19%	15%	18%
In-Lieu Fee @10% affordable ($5.60/SF)	19%	23%	19%	15%	21%	17%	20%

Rental Projects							
		Lower Density Rental	**Higher Density Rental**	**Lower Density Rental**	**Higher Density Rental**	**Lower Density Rental**	**Higher Density Rental**
Unit Square Feet		1,200	1,000	1,200	1,000	1,200	1,000
Existing Fees Per Unit		$47,900	$46,300	$43,900	$41,400	$37,000	$34,700
Existing Fees Per Sq.Ft.		$40	$46	$37	$41	$31	$35
In-Lieu Fees							
In-Lieu Fee @5% affordable ($2.80/SF)	$3,100	$3,400	$2,800	$3,400	$2,800	$3,400	$2,800
In-Lieu Fee @6% affordable ($3.40/SF)	$3,750	$4,100	$3,400	$4,100	$3,400	$4,100	$3,400
In-Lieu Fee @7% affordable ($3.90/SF)	$4,300	$4,700	$3,900	$4,700	$3,900	$4,700	$3,900
In-Lieu Fee @8% affordable ($4.50/SF)	$4,950	$5,400	$4,500	$5,400	$4,500	$5,400	$4,500
In-Lieu Fee @9% affordable ($5.10/SF)	$5,600	$6,100	$5,100	$6,100	$5,100	$6,100	$5,100
In-Lieu Fee @10% affordable ($5.60/SF)	$6,150	$6,700	$5,600	$6,700	$5,600	$6,700	$5,600
Percent Change in Total Fee Stack							
In-Lieu Fee @5% affordable ($2.80/SF)	7%	7%	6%	8%	7%	9%	8%
In-Lieu Fee @6% affordable ($3.40/SF)	9%	9%	7%	9%	8%	11%	10%
In-Lieu Fee @7% affordable ($3.90/SF)	10%	10%	8%	11%	9%	13%	11%
In-Lieu Fee @8% affordable ($4.50/SF)	12%	11%	10%	12%	11%	15%	13%
In-Lieu Fee @9% affordable ($5.10/SF)	14%	13%	11%	14%	12%	16%	15%
In-Lieu Fee @10% affordable ($5.60/SF)	15%	14%	12%	15%	14%	18%	16%

Appendix A Table 9
Percentage of Total Development Costs Supported by Home Prices and Rents
Inclusionary Housing Analysis
City of Clovis

For-Sale Projects, Sale Price as Percent of Total Development Cost and Threshold Profit Margin						
	North of Herndon			East of Fowler / South of Herndon		West of Fowler / South of Herndon
Scenario	Large Lot Single Family	Single Family	Smaller Single Family	Single Family	Smaller Single Family	Small Lot Single Family
Existing Baseline (no IH Requirement)	99.68%	101.37%	101.61%	98.73%	97.29%	97.34%
5% On-Site For-Sale Affordable Units	96.13%	98.26%	98.82%	95.87%	94.77%	94.91%
6% On-Site For-Sale Affordable Units	95.41%	97.62%	98.26%	95.31%	94.28%	94.43%
7% On-Site For-Sale Affordable Units	94.70%	96.99%	97.70%	94.74%	93.77%	93.94%
8% On-Site For-Sale Affordable Units	93.99%	96.36%	97.12%	94.17%	93.26%	93.45%
9% On-Site For-Sale Affordable Units	93.27%	95.74%	96.57%	93.57%	92.74%	92.96%
10% On-Site For-Sale Affordable Units	92.55%	95.09%	95.99%	92.99%	92.25%	92.49%
In-Lieu Fee @5% affordable ($2.80/SF)	98.53%	100.22%	100.67%	97.46%	96.33%	96.33%
In-Lieu Fee @6% affordable ($3.40/SF)	98.29%	99.97%	100.48%	97.19%	96.13%	96.13%
In-Lieu Fee @7% affordable ($3.90/SF)	98.09%	99.78%	100.30%	96.98%	95.97%	95.96%
In-Lieu Fee @8% affordable ($4.50/SF)	97.85%	99.53%	100.11%	96.71%	95.76%	95.74%
In-Lieu Fee @9% affordable ($5.10/SF)	97.61%	99.30%	99.93%	96.44%	95.57%	95.54%
In-Lieu Fee @10% affordable ($5.60/SF)	97.41%	99.10%	99.75%	96.23%	95.41%	95.37%

Rental Projects, Investment Supported by Rents as Percent of Total Development Cost						
	North of Herndon		East of Fowler / South of Herndon		West of Fowler / South of Herndon	
Scenario	Lower Density Rental	Higher Density Rental	Lower Density Rental	Higher Density Rental	Lower Density Rental	Higher Density Rental
Existing Baseline (no IH Requirement)	62.0%	64.9%	67.6%	72.1%	68.1%	72.1%
5% On-Site Rental Affordable Units	59.4%	62.0%	64.9%	69.1%	65.3%	69.1%
6% On-Site Rental Affordable Units	58.9%	62.0%	64.0%	68.6%	64.8%	68.5%
7% On-Site Rental Affordable Units	58.5%	61.6%	63.5%	68.0%	63.9%	68.0%
8% On-Site Rental Affordable Units	58.0%	61.0%	63.1%	67.5%	63.4%	67.5%
9% On-Site Rental Affordable Units	57.6%	60.6%	62.6%	67.0%	63.0%	67.0%
10% On-Site Rental Affordable Units	57.2%	60.1%	62.1%	66.5%	62.5%	66.5%
In-Lieu Fee @5% affordable ($2.80/SF)	61.4%	64.4%	66.9%	71.4%	67.4%	71.4%
In-Lieu Fee @6% affordable ($3.40/SF)	61.3%	64.2%	66.8%	71.3%	67.2%	71.3%
In-Lieu Fee @7% affordable ($3.90/SF)	61.1%	64.1%	66.6%	71.1%	67.1%	71.2%
In-Lieu Fee @8% affordable ($4.50/SF)	61.0%	64.0%	66.5%	71.0%	67.0%	71.0%
In-Lieu Fee @9% affordable ($5.10/SF)	60.9%	63.9%	66.4%	70.9%	66.8%	70.9%
In-Lieu Fee @10% affordable ($5.60/SF)	60.8%	63.8%	66.2%	70.8%	66.7%	70.8%

Feasible
Infeasible / Marginal

APPENDIX B
FOR-SALE PRO FORMA TABLES

Appendix B Table 1
For-Sale Pro Forma
Inclusionary Housing Analysis
City of Clovis

Page 1 of 2

EXISTING (NO INCLUSIONARY REQUIREMENT)

		North of Herndon								
		Large Lot Single Family			Single Family			Smaller Single Family		
Living Area Net SF		4,000 sf			2,400 sf			1,500 sf		
Average Number of Bedrooms		4.50 bedrooms			4.0 bedrooms			3.3 bedrooms		
Density		3 du/acre			7 du/acre			10 du/acre		
Avg Lot Size		10,000 sf			4,000 sf			2,600 sf		
Revenue		**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**
Market Units	100%	$250	$1,000,000		$258	$620,000		$320	$480,000	
Low Income@80% AMI	0%	$47	$186,400		$76	$181,600		$118	$177,120	
Average Sales Price		$250	$1,000,000	100%	$258	$620,000	100%	$320	$480,000	100%
Land and Lot Development										
Site Acquisition		$33	$130,700	13.1%	$23	$56,000	9.0%	$26	$39,200	8.2%
Site and Intracts		$33	$131,000	13.1%	$34	$81,000	13.1%	$47	$70,000	14.6%
Subtotal Lot Cost		$65	$261,700	26.2%	$57	$137,000	22.1%	$73	$109,200	22.8%
Home Construction										
Direct Construction		$95	$380,000	38.0%	$100	$240,000	38.7%	$120	$180,000	37.5%
Fees & Permits	Appendix D Table 1	$24	$96,100	9.6%	$29	$70,100	11.3%	$38	$56,400	11.8%
Other Indirects	8.5% directs	$8	$32,300	3.2%	$9	$20,400	3.3%	$10	$15,300	3.2%
Financing		$8	$33,100	3.3%	$8	$20,100	3.2%	$10	$15,500	3.2%
Overhead/G&A	6% sales	$15	$60,000	6.0%	$16	$37,200	6.0%	$19	$28,800	6.0%
Warranty/Insurance	1% sales	$3	$10,000	1.0%	$3	$6,200	1.0%	$3	$4,800	1.0%
Sales, Marketing, Closing	5% sales	$13	$50,000	5.0%	$13	$31,000	5.0%	$16	$24,000	5.0%
Subtotal Home Construction		$165	$661,500	66.2%	$177	$425,000	68.5%	$217	$324,800	67.7%
Total Development Cost		$231	$923,200	92.3%	$234	$562,000	90.6%	$289	$434,000	90.4%
Sales Revenue		$250	$1,000,000	100.0%	$258	$620,000	100.0%	$320	$480,000	100.0%
<Less> Development Cost		($231)	($923,200)	-92.3%	($234)	($562,000)	-90.6%	($289)	($434,000)	-90.4%
<Less> Net Builder Profit	8% sales	($20)	($80,000)	-8.0%	($21)	($49,600)	-8.0%	($26)	($38,400)	-8.0%
Surplus / (Gap)		($1)	($3,200)	-0.3%	$3	$8,400	1.4%	$5	$7,600	1.6%
Feasibility Finding		Feasible			Feasible			Feasible		

Appendix B Table 1
For-Sale Pro Forma
Inclusionary Housing Analysis
City of Clovis

EXISTING (NO INCLUSIONARY REQUIREMENT)

		East of Fowler / South of Herndon						West of Fowler / South of Herndon		
		Single Family			Smaller Single Family			Small Lot Single Family		
Living Area Net SF		2,400 sf			1,500 sf			1,500 sf		
Average Number of Bedrooms		4.00 bedrooms			3.3 bedrooms			3.3 bedrooms		
Density		7 du/acre			10 du/acre			13 du/acre		
Avg Lot Size		4,000 sf			2,600 sf			2,000 sf		
Revenue		**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**
Market Units	100%	$223	$535,000		$287	$430,000		$273	$410,000	
Low Income@80% AMI	0%	$76	$181,600		$118	$177,120		$118	$177,120	
Average Sales Price		$223	$535,000	100%	$287	$430,000	100%	$273	$410,000	100%
Land and Lot Development										
Site Acquisition		$16	$37,300	7.0%	$17	$26,100	6.1%	$13	$20,100	4.9%
Site and Intracts		$34	$81,000	15.1%	$47	$70,000	16.3%	$45	$67,000	16.3%
Subtotal Lot Cost		$49	$118,300	22.1%	$64	$96,100	22.3%	$58	$87,100	21.2%
Home Construction										
Direct Construction		$90	$216,000	40.4%	$120	$180,000	41.9%	$120	$180,000	43.9%
Fees & Permits	Appendix D Table 1	$27	$64,200	12.0%	$33	$49,900	11.6%	$29	$42,800	10.4%
Other Indirects	8.5% directs	$8	$18,400	3.4%	$10	$15,300	3.6%	$10	$15,300	3.7%
Financing		$7	$17,900	3.3%	$10	$14,700	3.4%	$9	$14,000	3.4%
Overhead/G&A	6% sales	$13	$32,100	6.0%	$17	$25,800	6.0%	$16	$24,600	6.0%
Warranty/Insurance	1% sales	$2	$5,400	1.0%	$3	$4,300	1.0%	$3	$4,100	1.0%
Sales, Marketing, Closing	5% sales	$11	$26,800	5.0%	$14	$21,500	5.0%	$14	$20,500	5.0%
Subtotal Home Construction		$159	$380,800	71.2%	$208	$311,500	72.4%	$201	$301,300	73.5%
Total Development Cost		$208	$499,100	93.3%	$272	$407,600	94.8%	$259	$388,400	94.7%
Sales Revenue		$223	$535,000	100.0%	$287	$430,000	100.0%	$273	$410,000	100.0%
<Less> Development Cost		($208)	($499,100)	-93.3%	($272)	($407,600)	-94.8%	($259)	($388,400)	-94.7%
<Less> Net Builder Profit	8% sales	($18)	($42,800)	-8.0%	($23)	($34,400)	-8.0%	($22)	($32,800)	-8.0%
Surplus / (Gap)		($3)	($6,900)	-1.3%	($8)	($12,000)	-2.8%	($7)	($11,200)	-2.7%
Feasibility Finding		Feasible			Feasible			Feasible		

Appendix B Table 2
For-Sale Pro Forma
Inclusionary Housing Analysis **5% INCLUSIONARY REQUIREMENT**
City of Clovis *Page 1 of 2*

		North of Herndon								
		Large Lot Single Family			Single Family			Smaller Single Family		
Living Area Net SF		4,000 sf			2,400 sf			1,500 sf		
Average Number of Bedrooms		4.50 bedrooms			4.0 bedrooms			3.3 bedrooms		
Density		3 du/acre			7 du/acre			10 du/acre		
Avg Lot Size		10,000 sf			4,000 sf			2,600 sf		
Revenue		**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**
Market Units	95%	$250	$1,000,000		$258	$620,000		$320	$480,000	
Low Income@80% AMI	5%	$47	$186,400		$76	$181,600		$118	$177,120	
Average Sales Price		$240	$959,320	100%	$249	$598,080	100%	$310	$464,856	100%
Land and Lot Development										
Site Acquisition		$33	$130,700	13.6%	$23	$56,000	9.4%	$26	$39,200	8.4%
Site and Intracts		$33	$131,000	13.7%	$34	$81,000	13.5%	$47	$70,000	15.1%
Subtotal Lot Cost		$65	$261,700	27.3%	$57	$137,000	22.9%	$73	$109,200	23.5%
Home Construction										
Direct Construction		$95	$380,000	39.6%	$100	$240,000	40.1%	$120	$180,000	38.7%
Fees & Permits	Appendix D Table 1	$24	$96,100	10.0%	$29	$70,100	11.7%	$38	$56,400	12.1%
Other Indirects	8.5% directs	$8	$32,300	3.4%	$9	$20,400	3.4%	$10	$15,300	3.3%
Financing		$8	$33,100	3.5%	$8	$20,100	3.4%	$10	$15,500	3.3%
Overhead/G&A	6% sales	$15	$60,000	6.3%	$16	$37,200	6.2%	$19	$28,800	6.2%
Warranty/Insurance	1% sales	$3	$10,000	1.0%	$3	$6,200	1.0%	$3	$4,800	1.0%
Sales, Marketing, Closing	5% sales	$12	$48,000	5.0%	$12	$29,900	5.0%	$15	$23,200	5.0%
Subtotal Home Construction		$165	$659,500	68.7%	$177	$423,900	70.9%	$216	$324,000	69.7%
Total Development Cost		$230	$921,200	96.0%	$234	$560,900	93.8%	$289	$433,200	93.2%
Sales Revenue		$240	$959,320	100.0%	$249	$598,080	100.0%	$310	$464,856	100.0%
<Less> Development Cost		($230)	($921,200)	-96.0%	($234)	($560,900)	-93.8%	($289)	($433,200)	-93.2%
<Less> Net Builder Profit	8% sales	($19)	($76,700)	-8.0%	($20)	($47,800)	-8.0%	($25)	($37,200)	-8.0%
Surplus / (Gap)		($10)	($38,580)	-4.0%	($4)	($10,620)	-1.8%	($4)	($5,544)	-1.2%
Feasibility Finding		Infeasible / Marginal			Feasible			Feasible		

Appendix B Table 2
For-Sale Pro Forma
Inclusionary Housing Analysis
City of Clovis

5% INCLUSIONARY REQUIREMENT

		East of Fowler / South of Herndon						West of Fowler / South of Herndon		
		Single Family			Smaller Single Family			Small Lot Single Family		
Living Area Net SF		2,400 sf			1,500 sf			1,500 sf		
Average Number of Bedrooms		4.00 bedrooms			3.3 bedrooms			3.3 bedrooms		
Density		7 du/acre			10 du/acre			13 du/acre		
Avg Lot Size		4,000 sf			2,600 sf			2,000 sf		
Revenue		**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**
Market Units	95%	$223	$535,000		$287	$430,000		$273	$410,000	
Low Income@80% AMI	5%	$76	$181,600		$118	$177,120		$118	$177,120	
Average Sales Price		$216	$517,330	100%	$278	$417,356	100%	$266	$398,356	100%
Land and Lot Development										
Site Acquisition		$16	$37,300	7.2%	$17	$26,100	6.3%	$13	$20,100	5.0%
Site and Intracts		$34	$81,000	15.7%	$47	$70,000	16.8%	$45	$67,000	16.8%
Subtotal Lot Cost		$49	$118,300	22.9%	$64	$96,100	23.0%	$58	$87,100	21.9%
Home Construction										
Direct Construction		$90	$216,000	41.8%	$120	$180,000	43.1%	$120	$180,000	45.2%
Fees & Permits	Appendix D Table 1	$27	$64,200	12.4%	$33	$49,900	12.0%	$29	$42,800	10.7%
Other Indirects	8.5% directs	$8	$18,400	3.6%	$10	$15,300	3.7%	$10	$15,300	3.8%
Financing		$7	$17,900	3.5%	$10	$14,700	3.5%	$9	$14,000	3.5%
Overhead/G&A	6% sales	$13	$32,100	6.2%	$17	$25,800	6.2%	$16	$24,600	6.2%
Warranty/Insurance	1% sales	$2	$5,400	1.0%	$3	$4,300	1.0%	$3	$4,100	1.0%
Sales, Marketing, Closing	5% sales	$11	$25,900	5.0%	$14	$20,900	5.0%	$13	$19,900	5.0%
Subtotal Home Construction		$158	$379,900	73.4%	$207	$310,900	74.5%	$200	$300,700	75.5%
Total Development Cost		$208	$498,200	96.3%	$271	$407,000	97.5%	$259	$387,800	97.4%
Sales Revenue		$216	$517,330	100.0%	$278	$417,356	100.0%	$266	$398,356	100.0%
<Less> Development Cost		($208)	($498,200)	-96.3%	($271)	($407,000)	-97.5%	($259)	($387,800)	-97.4%
<Less> Net Builder Profit	8% sales	($17)	($41,400)	-8.0%	($22)	($33,400)	-8.0%	($21)	($31,900)	-8.0%
Surplus / (Gap)		($9)	($22,270)	-4.3%	($15)	($23,044)	-5.5%	($14)	($21,344)	-5.4%
Feasibility Finding		Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal		

Appendix B Table 3
For-Sale Pro Forma
Inclusionary Housing Analysis **6% INCLUSIONARY REQUIREMENT**
City of Clovis *Page 1 of 2*

		North of Herndon								
		Large Lot Single Family			Single Family			Smaller Single Family		
Living Area Net SF		4,000 sf			2,400 sf			1,500 sf		
Average Number of Bedrooms		4.50 bedrooms			4.0 bedrooms			3.3 bedrooms		
Density		3 du/acre			7 du/acre			10 du/acre		
Avg Lot Size		10,000 sf			4,000 sf			2,600 sf		
Revenue		**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**
Market Units	94%	$250	$1,000,000		$258	$620,000		$320	$480,000	
Low Income@80% AMI	6%	$47	$186,400		$76	$181,600		$118	$177,120	
Average Sales Price		$238	$951,184	100%	$247	$593,696	100%	$308	$461,827	100%
Land and Lot Development										
Site Acquisition		$33	$130,700	13.7%	$23	$56,000	9.4%	$26	$39,200	8.5%
Site and Intracts		$33	$131,000	13.8%	$34	$81,000	13.6%	$47	$70,000	15.2%
Subtotal Lot Cost		$65	$261,700	27.5%	$57	$137,000	23.1%	$73	$109,200	23.6%
Home Construction										
Direct Construction		$95	$380,000	40.0%	$100	$240,000	40.4%	$120	$180,000	39.0%
Fees & Permits	Appendix D Table 1	$24	$96,100	10.1%	$29	$70,100	11.8%	$38	$56,400	12.2%
Other Indirects	8.5% directs	$8	$32,300	3.4%	$9	$20,400	3.4%	$10	$15,300	3.3%
Financing		$8	$33,100	3.5%	$8	$20,100	3.4%	$10	$15,500	3.4%
Overhead/G&A	6% sales	$15	$60,000	6.3%	$16	$37,200	6.3%	$19	$28,800	6.2%
Warranty/Insurance	1% sales	$3	$10,000	1.1%	$3	$6,200	1.0%	$3	$4,800	1.0%
Sales, Marketing, Closing	5% sales	$12	$47,600	5.0%	$12	$29,700	5.0%	$15	$23,100	5.0%
Subtotal Home Construction		$165	$659,100	69.3%	$177	$423,700	71.4%	$216	$323,900	70.1%
Total Development Cost		$230	$920,800	96.8%	$234	$560,700	94.4%	$289	$433,100	93.8%
Sales Revenue		$238	$951,184	100.0%	$247	$593,696	100.0%	$308	$461,827	100.0%
<Less> Development Cost		($230)	($920,800)	-96.8%	($234)	($560,700)	-94.4%	($289)	($433,100)	-93.8%
<Less> Net Builder Profit	8% sales	($19)	($76,100)	-8.0%	($20)	($47,500)	-8.0%	($25)	($36,900)	-8.0%
Surplus / (Gap)		($11)	($45,716)	-4.8%	($6)	($14,504)	-2.4%	($5)	($8,173)	-1.8%
Feasibility Finding		Infeasible / Marginal			Feasible			Feasible		

Appendix B Table 3
For-Sale Pro Forma
Inclusionary Housing Analysis
City of Clovis

6% INCLUSIONARY REQUIREMENT

		East of Fowler / South of Herndon						West of Fowler / South of Herndon		
		Single Family			Smaller Single Family			Small Lot Single Family		
Living Area Net SF		2,400 sf			1,500 sf			1,500 sf		
Average Number of Bedrooms		4.00 bedrooms			3.3 bedrooms			3.3 bedrooms		
Density		7 du/acre			10 du/acre			13 du/acre		
Avg Lot Size		4,000 sf			2,600 sf			2,000 sf		
Revenue		**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**
Market Units	94%	$223	$535,000		$287	$430,000		$273	$410,000	
Low Income@80% AMI	6%	$76	$181,600		$118	$177,120		$118	$177,120	
Average Sales Price		$214	$513,796	100%	$277	$414,827	100%	$264	$396,027	100%
Land and Lot Development										
Site Acquisition		$16	$37,300	7.3%	$17	$26,100	6.3%	$13	$20,100	5.1%
Site and Intracts		$34	$81,000	15.8%	$47	$70,000	16.9%	$45	$67,000	16.9%
Subtotal Lot Cost		$49	$118,300	23.0%	$64	$96,100	23.2%	$58	$87,100	22.0%
Home Construction										
Direct Construction		$90	$216,000	42.0%	$120	$180,000	43.4%	$120	$180,000	45.5%
Fees & Permits	Appendix D Table 1	$27	$64,200	12.5%	$33	$49,900	12.0%	$29	$42,800	10.8%
Other Indirects	8.5% directs	$8	$18,400	3.6%	$10	$15,300	3.7%	$10	$15,300	3.9%
Financing		$7	$17,900	3.5%	$10	$14,700	3.5%	$9	$14,000	3.5%
Overhead/G&A	6% sales	$13	$32,100	6.2%	$17	$25,800	6.2%	$16	$24,600	6.2%
Warranty/Insurance	1% sales	$2	$5,400	1.1%	$3	$4,300	1.0%	$3	$4,100	1.0%
Sales, Marketing, Closing	5% sales	$11	$25,700	5.0%	$14	$20,700	5.0%	$13	$19,800	5.0%
Subtotal Home Construction		$158	$379,700	73.9%	$207	$310,700	74.9%	$200	$300,600	75.9%
Total Development Cost		$208	$498,000	96.9%	$271	$406,800	98.1%	$258	$387,700	97.9%
Sales Revenue		$214	$513,796	100.0%	$277	$414,827	100.0%	$264	$396,027	100.0%
<Less> Development Cost		($208)	($498,000)	-96.9%	($271)	($406,800)	-98.1%	($258)	($387,700)	-97.9%
<Less> Net Builder Profit	8% sales	($17)	($41,100)	-8.0%	($22)	($33,200)	-8.0%	($21)	($31,700)	-8.0%
Surplus / (Gap)		($11)	($25,304)	-4.9%	($17)	($25,173)	-6.1%	($16)	($23,373)	-5.9%
Feasibility Finding		Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal		

Appendix B Table 4
For-Sale Pro Forma
Inclusionary Housing Analysis **7% INCLUSIONARY REQUIREMENT**
City of Clovis *Page 1 of 2*

		North of Herndon								
		Large Lot Single Family			Single Family			Smaller Single Family		
Living Area Net SF		4,000 sf			2,400 sf			1,500 sf		
Average Number of Bedrooms		4.50 bedrooms			4.0 bedrooms			3.3 bedrooms		
Density		3 du/acre			7 du/acre			10 du/acre		
Avg Lot Size		10,000 sf			4,000 sf			2,600 sf		
Revenue		**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**
Market Units	93.0%	$250	$1,000,000		$258	$620,000		$320	$480,000	
Low Income@80% AMI	7.0%	$47	$186,400		$76	$181,600		$118	$177,120	
Average Sales Price		$236	$943,048	100%	$246	$589,312	100%	$306	$458,798	100%
Land and Lot Development										
Site Acquisition		$33	$130,700	13.9%	$23	$56,000	9.5%	$26	$39,200	8.5%
Site and Intracts		$33	$131,000	13.9%	$34	$81,000	13.7%	$47	$70,000	15.3%
Subtotal Lot Cost		$65	$261,700	27.8%	$57	$137,000	23.2%	$73	$109,200	23.8%
Home Construction										
Direct Construction		$95	$380,000	40.3%	$100	$240,000	40.7%	$120	$180,000	39.2%
Fees & Permits	Appendix D Table 1	$24	$96,100	10.2%	$29	$70,100	11.9%	$38	$56,400	12.3%
Other Indirects	8.5% directs	$8	$32,300	3.4%	$9	$20,400	3.5%	$10	$15,300	3.3%
Financing		$8	$33,100	3.5%	$8	$20,100	3.4%	$10	$15,500	3.4%
Overhead/G&A	6% sales	$15	$60,000	6.4%	$16	$37,200	6.3%	$19	$28,800	6.3%
Warranty/Insurance	1% sales	$3	$10,000	1.1%	$3	$6,200	1.1%	$3	$4,800	1.0%
Sales, Marketing, Closing	5% sales	$12	$47,200	5.0%	$12	$29,500	5.0%	$15	$22,900	5.0%
Subtotal Home Construction		$165	$658,700	69.8%	$176	$423,500	71.9%	$216	$323,700	70.6%
Total Development Cost		$230	$920,400	97.6%	$234	$560,500	95.1%	$289	$432,900	94.4%
Sales Revenue		$236	$943,048	100.0%	$246	$589,312	100.0%	$306	$458,798	100.0%
<Less> Development Cost		($230)	($920,400)	-97.6%	($234)	($560,500)	-95.1%	($289)	($432,900)	-94.4%
<Less> Net Builder Profit	8% sales	($19)	($75,400)	-8.0%	($20)	($47,100)	-8.0%	($24)	($36,700)	-8.0%
Surplus / (Gap)		($13)	($52,752)	-5.6%	($8)	($18,288)	-3.1%	($7)	($10,802)	-2.4%
Feasibility Finding		Infeasible / Marginal			Infeasible / Marginal			Feasible		

Appendix B Table 4
For-Sale Pro Forma
Inclusionary Housing Analysis
City of Clovis

7% INCLUSIONARY REQUIREMENT

		East of Fowler / South of Herndon						West of Fowler / South of Herndon		
		Single Family			Smaller Single Family			Small Lot Single Family		
Living Area Net SF		2,400 sf			1,500 sf			1,500 sf		
Average Number of Bedrooms		4.00 bedrooms			3.3 bedrooms			3.3 bedrooms		
Density		7 du/acre			10 du/acre			13 du/acre		
Avg Lot Size		4,000 sf			2,600 sf			2,000 sf		
Revenue		**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**
Market Units	93.0%	$223	$535,000		$287	$430,000		$273	$410,000	
Low Income@80% AMI	7.0%	$76	$181,600		$118	$177,120		$118	$177,120	
Average Sales Price		$213	$510,262	100%	$275	$412,298	100%	$262	$393,698	100%
Land and Lot Development										
Site Acquisition		$16	$37,300	7.3%	$17	$26,100	6.3%	$13	$20,100	5.1%
Site and Intracts		$34	$81,000	15.9%	$47	$70,000	17.0%	$45	$67,000	17.0%
Subtotal Lot Cost		$49	$118,300	23.2%	$64	$96,100	23.3%	$58	$87,100	22.1%
Home Construction										
Direct Construction		$90	$216,000	42.3%	$120	$180,000	43.7%	$120	$180,000	45.7%
Fees & Permits	Appendix D Table 1	$27	$64,200	12.6%	$33	$49,900	12.1%	$29	$42,800	10.9%
Other Indirects	8.5% directs	$8	$18,400	3.6%	$10	$15,300	3.7%	$10	$15,300	3.9%
Financing		$7	$17,900	3.5%	$10	$14,700	3.6%	$9	$14,000	3.6%
Overhead/G&A	6% sales	$13	$32,100	6.3%	$17	$25,800	6.3%	$16	$24,600	6.2%
Warranty/Insurance	1% sales	$2	$5,400	1.1%	$3	$4,300	1.0%	$3	$4,100	1.0%
Sales, Marketing, Closing	5% sales	$11	$25,500	5.0%	$14	$20,600	5.0%	$13	$19,700	5.0%
Subtotal Home Construction		$158	$379,500	74.4%	$207	$310,600	75.3%	$200	$300,500	76.3%
Total Development Cost		$207	$497,800	97.6%	$271	$406,700	98.6%	$258	$387,600	98.5%
Sales Revenue		$213	$510,262	100.0%	$275	$412,298	100.0%	$262	$393,698	100.0%
<Less> Development Cost		($207)	($497,800)	-97.6%	($271)	($406,700)	-98.6%	($258)	($387,600)	-98.5%
<Less> Net Builder Profit	8% sales	($17)	($40,800)	-8.0%	($22)	($33,000)	-8.0%	($21)	($31,500)	-8.0%
Surplus / (Gap)		($12)	($28,338)	-5.6%	($18)	($27,402)	-6.6%	($17)	($25,402)	-6.5%
Feasibility Finding		Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal		

Appendix B Table 5
For-Sale Pro Forma
Inclusionary Housing Analysis **8% INCLUSIONARY REQUIREMENT**
City of Clovis *Page 1 of 2*

		North of Herndon								
		Large Lot Single Family			Single Family			Smaller Single Family		
Living Area Net SF		4,000 sf			2,400 sf			1,500 sf		
Average Number of Bedrooms		4.50 bedrooms			4.0 bedrooms			3.3 bedrooms		
Density		3 du/acre			7 du/acre			10 du/acre		
Avg Lot Size		10,000 sf			4,000 sf			2,600 sf		
Revenue		**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**
Market Units	92.0%	$250	$1,000,000		$258	$620,000		$320	$480,000	
Low Income@80% AMI	8.0%	$47	$186,400		$76	$181,600		$118	$177,120	
Average Sales Price		$234	$934,912	100%	$244	$584,928	100%	$304	$455,770	100%
Land and Lot Development										
Site Acquisition		$33	$130,700	14.0%	$23	$56,000	9.6%	$26	$39,200	8.6%
Site and Intracts		$33	$131,000	14.0%	$34	$81,000	13.8%	$47	$70,000	15.4%
Subtotal Lot Cost		$65	$261,700	28.0%	$57	$137,000	23.4%	$73	$109,200	24.0%
Home Construction										
Direct Construction		$95	$380,000	40.6%	$100	$240,000	41.0%	$120	$180,000	39.5%
Fees & Permits	Appendix D Table 1	$24	$96,100	10.3%	$29	$70,100	12.0%	$38	$56,400	12.4%
Other Indirects	8.5% directs	$8	$32,300	3.5%	$9	$20,400	3.5%	$10	$15,300	3.4%
Financing		$8	$33,100	3.5%	$8	$20,100	3.4%	$10	$15,500	3.4%
Overhead/G&A	6% sales	$15	$60,000	6.4%	$16	$37,200	6.4%	$19	$28,800	6.3%
Warranty/Insurance	1% sales	$3	$10,000	1.1%	$3	$6,200	1.1%	$3	$4,800	1.1%
Sales, Marketing, Closing	5% sales	$12	$46,700	5.0%	$12	$29,200	5.0%	$15	$22,800	5.0%
Subtotal Home Construction		$165	$658,200	70.4%	$176	$423,200	72.4%	$216	$323,600	71.0%
Total Development Cost		$230	$919,900	98.4%	$233	$560,200	95.8%	$289	$432,800	95.0%
Sales Revenue		$234	$934,912	100.0%	$244	$584,928	100.0%	$304	$455,770	100.0%
<Less> Development Cost		($230)	($919,900)	-98.4%	($233)	($560,200)	-95.8%	($289)	($432,800)	-95.0%
<Less> Net Builder Profit	8% sales	($19)	($74,800)	-8.0%	($20)	($46,800)	-8.0%	($24)	($36,500)	-8.0%
Surplus / (Gap)		($15)	($59,788)	-6.4%	($9)	($22,072)	-3.8%	($9)	($13,530)	-3.0%
Feasibility Finding		Infeasible / Marginal			Infeasible / Marginal			Feasible		

Appendix B Table 5
For-Sale Pro Forma
Inclusionary Housing Analysis
City of Clovis

8% INCLUSIONARY REQUIREMENT

		East of Fowler / South of Herndon						West of Fowler / South of Herndon		
		Single Family			Smaller Single Family			Small Lot Single Family		
Living Area Net SF		2,400 sf			1,500 sf			1,500 sf		
Average Number of Bedrooms		4.00 bedrooms			3.3 bedrooms			3.3 bedrooms		
Density		7 du/acre			10 du/acre			13 du/acre		
Avg Lot Size		4,000 sf			2,600 sf			2,000 sf		
Revenue		**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**
Market Units	92.0%	$223	$535,000		$287	$430,000		$273	$410,000	
Low Income@80% AMI	8.0%	$76	$181,600		$118	$177,120		$118	$177,120	
Average Sales Price		$211	$506,728	100%	$273	$409,770	100%	$261	$391,370	100%
Land and Lot Development										
Site Acquisition		$16	$37,300	7.4%	$17	$26,100	6.4%	$13	$20,100	5.1%
Site and Intracts		$34	$81,000	16.0%	$47	$70,000	17.1%	$45	$67,000	17.1%
Subtotal Lot Cost		$49	$118,300	23.3%	$64	$96,100	23.5%	$58	$87,100	22.3%
Home Construction										
Direct Construction		$90	$216,000	42.6%	$120	$180,000	43.9%	$120	$180,000	46.0%
Fees & Permits	Appendix D Table 1	$27	$64,200	12.7%	$33	$49,900	12.2%	$29	$42,800	10.9%
Other Indirects	8.5% directs	$8	$18,400	3.6%	$10	$15,300	3.7%	$10	$15,300	3.9%
Financing		$7	$17,900	3.5%	$10	$14,700	3.6%	$9	$14,000	3.6%
Overhead/G&A	6% sales	$13	$32,100	6.3%	$17	$25,800	6.3%	$16	$24,600	6.3%
Warranty/Insurance	1% sales	$2	$5,400	1.1%	$3	$4,300	1.0%	$3	$4,100	1.0%
Sales, Marketing, Closing	5% sales	$11	$25,300	5.0%	$14	$20,500	5.0%	$13	$19,600	5.0%
Subtotal Home Construction		$158	$379,300	74.9%	$207	$310,500	75.8%	$200	$300,400	76.8%
Total Development Cost		$207	$497,600	98.2%	$271	$406,600	99.2%	$258	$387,500	99.0%
Sales Revenue		$211	$506,728	100.0%	$273	$409,770	100.0%	$261	$391,370	100.0%
<Less> Development Cost		($207)	($497,600)	-98.2%	($271)	($406,600)	-99.2%	($258)	($387,500)	-99.0%
<Less> Net Builder Profit	8% sales	($17)	($40,500)	-8.0%	($22)	($32,800)	-8.0%	($21)	($31,300)	-8.0%
Surplus / (Gap)		($13)	($31,372)	-6.2%	($20)	($29,630)	-7.2%	($18)	($27,430)	-7.0%
Feasibility Finding		Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal		

Appendix B Table 6
For-Sale Pro Forma
Inclusionary Housing Analysis **9% INCLUSIONARY REQUIREMENT**
City of Clovis *Page 1 of 2*

		North of Herndon								
		Large Lot Single Family			Single Family			Smaller Single Family		
Living Area Net SF		4,000 sf			2,400 sf			1,500 sf		
Average Number of Bedrooms		4.50 bedrooms			4.0 bedrooms			3.3 bedrooms		
Density		3 du/acre			7 du/acre			10 du/acre		
Avg Lot Size		10,000 sf			4,000 sf			2,600 sf		
Revenue		**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**
Market Units	91.0%	$250	$1,000,000		$258	$620,000		$320	$480,000	
Low Income@80% AMI	9.0%	$47	$186,400		$76	$181,600		$118	$177,120	
Average Sales Price		$232	$926,776	100%	$242	$580,544	100%	$302	$452,741	100%
Land and Lot Development										
Site Acquisition		$33	$130,700	14.1%	$23	$56,000	9.6%	$26	$39,200	8.7%
Site and Intracts		$33	$131,000	14.1%	$34	$81,000	14.0%	$47	$70,000	15.5%
Subtotal Lot Cost		$65	$261,700	28.2%	$57	$137,000	23.6%	$73	$109,200	24.1%
Home Construction										
Direct Construction		$95	$380,000	41.0%	$100	$240,000	41.3%	$120	$180,000	39.8%
Fees & Permits	Appendix D Table 1	$24	$96,100	10.4%	$29	$70,100	12.1%	$38	$56,400	12.5%
Other Indirects	8.5% directs	$8	$32,300	3.5%	$9	$20,400	3.5%	$10	$15,300	3.4%
Financing		$8	$33,100	3.6%	$8	$20,100	3.5%	$10	$15,500	3.4%
Overhead/G&A	6% sales	$15	$60,000	6.5%	$16	$37,200	6.4%	$19	$28,800	6.4%
Warranty/Insurance	1% sales	$3	$10,000	1.1%	$3	$6,200	1.1%	$3	$4,800	1.1%
Sales, Marketing, Closing	5% sales	$12	$46,300	5.0%	$12	$29,000	5.0%	$15	$22,600	5.0%
Subtotal Home Construction		$164	$657,800	71.0%	$176	$423,000	72.9%	$216	$323,400	71.4%
Total Development Cost		$230	$919,500	99.2%	$233	$560,000	96.5%	$288	$432,600	95.6%
Sales Revenue		$232	$926,776	100.0%	$242	$580,544	100.0%	$302	$452,741	100.0%
<Less> Development Cost		($230)	($919,500)	-99.2%	($233)	($560,000)	-96.5%	($288)	($432,600)	-95.6%
<Less> Net Builder Profit	8% sales	($19)	($74,100)	-8.0%	($19)	($46,400)	-8.0%	($24)	($36,200)	-8.0%
Surplus / (Gap)		($17)	($66,824)	-7.2%	($11)	($25,856)	-4.5%	($11)	($16,059)	-3.5%
Feasibility Finding		Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal		

Appendix B Table 6
For-Sale Pro Forma
Inclusionary Housing Analysis
City of Clovis

9% INCLUSIONARY REQUIREMENT

		East of Fowler / South of Herndon						West of Fowler / South of Herndon		
		Single Family			Smaller Single Family			Small Lot Single Family		
Living Area Net SF		2,400 sf			1,500 sf			1,500 sf		
Average Number of Bedrooms		4.00 bedrooms			3.3 bedrooms			3.3 bedrooms		
Density		7 du/acre			10 du/acre			13 du/acre		
Avg Lot Size		4,000 sf			2,600 sf			2,000 sf		
Revenue		**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**
Market Units	91.0%	$223	$535,000		$287	$430,000		$273	$410,000	
Low Income@80% AMI	9.0%	$76	$181,600		$118	$177,120		$118	$177,120	
Average Sales Price		$210	$503,194	100%	$271	$407,241	100%	$259	$389,041	100%
Land and Lot Development										
Site Acquisition		$16	$37,300	7.4%	$17	$26,100	6.4%	$13	$20,100	5.2%
Site and Intracts		$34	$81,000	16.1%	$47	$70,000	17.2%	$45	$67,000	17.2%
Subtotal Lot Cost		$49	$118,300	23.5%	$64	$96,100	23.6%	$58	$87,100	22.4%
Home Construction										
Direct Construction		$90	$216,000	42.9%	$120	$180,000	44.2%	$120	$180,000	46.3%
Fees & Permits	Appendix D Table 1	$27	$64,200	12.8%	$33	$49,900	12.3%	$29	$42,800	11.0%
Other Indirects	8.5% directs	$8	$18,400	3.7%	$10	$15,300	3.8%	$10	$15,300	3.9%
Financing		$7	$17,900	3.6%	$10	$14,700	3.6%	$9	$14,000	3.6%
Overhead/G&A	6% sales	$13	$32,100	6.4%	$17	$25,800	6.3%	$16	$24,600	6.3%
Warranty/Insurance	1% sales	$2	$5,400	1.1%	$3	$4,300	1.1%	$3	$4,100	1.1%
Sales, Marketing, Closing	5% sales	$11	$25,200	5.0%	$14	$20,400	5.0%	$13	$19,500	5.0%
Subtotal Home Construction		$158	$379,200	75.4%	$207	$310,400	76.2%	$200	$300,300	77.2%
Total Development Cost		$207	$497,500	98.9%	$271	$406,500	99.8%	$258	$387,400	99.6%
Sales Revenue		$210	$503,194	100.0%	$271	$407,241	100.0%	$259	$389,041	100.0%
<Less> Development Cost		($207)	($497,500)	-98.9%	($271)	($406,500)	-99.8%	($258)	($387,400)	-99.6%
<Less> Net Builder Profit	8% sales	($17)	($40,300)	-8.0%	($22)	($32,600)	-8.0%	($21)	($31,100)	-8.0%
Surplus / (Gap)		($14)	($34,606)	-6.9%	($21)	($31,859)	-7.8%	($20)	($29,459)	-7.6%
Feasibility Finding		Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal		

Appendix B Table 7
For-Sale Pro Forma
Inclusionary Housing Analysis **10% INCLUSIONARY REQUIREMENT**
City of Clovis *Page 1 of 2*

		North of Herndon								
		Large Lot Single Family			Single Family			Smaller Single Family		
Living Area Net SF		4,000 sf			2,400 sf			1,500 sf		
Average Number of Bedrooms		4.50 bedrooms			4.0 bedrooms			3.3 bedrooms		
Density		3 du/acre			7 du/acre			10 du/acre		
Avg Lot Size		10,000 sf			4,000 sf			2,600 sf		
Revenue		**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**
Market Units	90.0%	$250	$1,000,000		$258	$620,000		$320	$480,000	
Low Income@80% AMI	10.0%	$47	$186,400		$76	$181,600		$118	$177,120	
Average Sales Price		$230	$918,640	100%	$240	$576,160	100%	$300	$449,712	100%
Land and Lot Development										
Site Acquisition		$33	$130,700	14.2%	$23	$56,000	9.7%	$26	$39,200	8.7%
Site and Intracts		$33	$131,000	14.3%	$34	$81,000	14.1%	$47	$70,000	15.6%
Subtotal Lot Cost		$65	$261,700	28.5%	$57	$137,000	23.8%	$73	$109,200	24.3%
Home Construction										
Direct Construction		$95	$380,000	41.4%	$100	$240,000	41.7%	$120	$180,000	40.0%
Fees & Permits	Appendix D Table 1	$24	$96,100	10.5%	$29	$70,100	12.2%	$38	$56,400	12.5%
Other Indirects	8.5% directs	$8	$32,300	3.5%	$9	$20,400	3.5%	$10	$15,300	3.4%
Financing		$8	$33,100	3.6%	$8	$20,100	3.5%	$10	$15,500	3.4%
Overhead/G&A	6% sales	$15	$60,000	6.5%	$16	$37,200	6.5%	$19	$28,800	6.4%
Warranty/Insurance	1% sales	$3	$10,000	1.1%	$3	$6,200	1.1%	$3	$4,800	1.1%
Sales, Marketing, Closing	5% sales	$11	$45,900	5.0%	$12	$28,800	5.0%	$15	$22,500	5.0%
Subtotal Home Construction		$164	$657,400	71.6%	$176	$422,800	73.4%	$216	$323,300	71.9%
Total Development Cost		$230	$919,100	100.1%	$233	$559,800	97.2%	$288	$432,500	96.2%
Sales Revenue		$230	$918,640	100.0%	$240	$576,160	100.0%	$300	$449,712	100.0%
<Less> Development Cost		($230)	($919,100)	-100.1%	($233)	($559,800)	-97.2%	($288)	($432,500)	-96.2%
<Less> Net Builder Profit	8% sales	($18)	($73,500)	-8.0%	($19)	($46,100)	-8.0%	($24)	($36,000)	-8.0%
Surplus / (Gap)		($18)	($73,960)	-8.1%	($12)	($29,740)	-5.2%	($13)	($18,788)	-4.2%
Feasibility Finding		Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal		

Appendix B Table 7
For-Sale Pro Forma
Inclusionary Housing Analysis
City of Clovis

10% INCLUSIONARY REQUIREMENT

		East of Fowler / South of Herndon						West of Fowler / South of Herndon		
		Single Family			Smaller Single Family			Small Lot Single Family		
Living Area Net SF		2,400 sf			1,500 sf			1,500 sf		
Average Number of Bedrooms		4.00 bedrooms			3.3 bedrooms			3.3 bedrooms		
Density		7 du/acre			10 du/acre			13 du/acre		
Avg Lot Size		4,000 sf			2,600 sf			2,000 sf		
Revenue		**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**
Market Units	90.0%	$223	$535,000		$287	$430,000		$273	$410,000	
Low Income@80% AMI	10.0%	$76	$181,600		$118	$177,120		$118	$177,120	
Average Sales Price		$208	$499,660	100%	$270	$404,712	100%	$258	$386,712	100%
Land and Lot Development										
Site Acquisition		$16	$37,300	7.5%	$17	$26,100	6.4%	$13	$20,100	5.2%
Site and Intracts		$34	$81,000	16.2%	$47	$70,000	17.3%	$45	$67,000	17.3%
Subtotal Lot Cost		$49	$118,300	23.7%	$64	$96,100	23.7%	$58	$87,100	22.5%
Home Construction										
Direct Construction		$90	$216,000	43.2%	$120	$180,000	44.5%	$120	$180,000	46.5%
Fees & Permits	Appendix D Table 1	$27	$64,200	12.8%	$33	$49,900	12.3%	$29	$42,800	11.1%
Other Indirects	8.5% directs	$8	$18,400	3.7%	$10	$15,300	3.8%	$10	$15,300	4.0%
Financing		$7	$17,900	3.6%	$10	$14,700	3.6%	$9	$14,000	3.6%
Overhead/G&A	6% sales	$13	$32,100	6.4%	$17	$25,800	6.4%	$16	$24,600	6.4%
Warranty/Insurance	1% sales	$2	$5,400	1.1%	$3	$4,300	1.1%	$3	$4,100	1.1%
Sales, Marketing, Closing	5% sales	$10	$25,000	5.0%	$13	$20,200	5.0%	$13	$19,300	5.0%
Subtotal Home Construction		$158	$379,000	75.9%	$207	$310,200	76.6%	$200	$300,100	77.6%
Total Development Cost		$207	$497,300	99.5%	$271	$406,300	100.4%	$258	$387,200	100.1%
Sales Revenue		$208	$499,660	100.0%	$270	$404,712	100.0%	$258	$386,712	100.0%
<Less> Development Cost		($207)	($497,300)	-99.5%	($271)	($406,300)	-100.4%	($258)	($387,200)	-100.1%
<Less> Net Builder Profit	8% sales	($17)	($40,000)	-8.0%	($22)	($32,400)	-8.0%	($21)	($30,900)	-8.0%
Surplus / (Gap)		($16)	($37,640)	-7.5%	($23)	($33,988)	-8.4%	($21)	($31,388)	-8.1%
Feasibility Finding		Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal		

Appendix B Table 8
For-Sale Pro Forma
Inclusionary Housing Analysis **IN-LIEU FEE PAYMENT @5%**
City of Clovis *Page 1 of 2*

		North of Herndon								
		Large Lot Single Family			Single Family			Smaller Single Family		
Living Area Net SF		4,000 sf			2,400 sf			1,500 sf		
Average Number of Bedrooms		4.50 bedrooms			4.0 bedrooms			3.3 bedrooms		
Density		3 du/acre			7 du/acre			10 du/acre		
Avg Lot Size		10,000 sf			4,000 sf			2,600 sf		
Revenue		**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**
Market Units	100%	$250	$1,000,000		$258	$620,000		$320	$480,000	
Low Income@80% AMI	0%	$47	$186,400		$76	$181,600		$118	$177,120	
Average Sales Price		$250	$1,000,000	100%	$258	$620,000	100%	$320	$480,000	100%
Land and Lot Development										
Site Acquisition		$33	$130,700	13.1%	$23	$56,000	9.0%	$26	$39,200	8.2%
Site and Intracts		$33	$131,000	13.1%	$34	$81,000	13.1%	$47	$70,000	14.6%
Subtotal Lot Cost		$65	$261,700	26.2%	$57	$137,000	22.1%	$73	$109,200	22.8%
Home Construction										
Direct Construction		$95	$380,000	38.0%	$100	$240,000	38.7%	$120	$180,000	37.5%
Fees & Permits	Appendix D Table 1	$24	$96,100	9.6%	$29	$70,100	11.3%	$38	$56,400	11.8%
In-Lieu Fee @5%		$2.80	$11,200	1.1%	$2.80	$6,720	1.1%	$2.80	$4,200	0.9%
Other Indirects	8.5% directs	$8	$32,300	3.2%	$9	$20,400	3.3%	$10	$15,300	3.2%
Financing		$8	$33,600	3.4%	$9	$20,400	3.3%	$10	$15,700	3.3%
Overhead/G&A	6% sales	$15	$60,000	6.0%	$16	$37,200	6.0%	$19	$28,800	6.0%
Warranty/Insurance	1% sales	$3	$10,000	1.0%	$3	$6,200	1.0%	$3	$4,800	1.0%
Sales, Marketing, Closing	5% sales	$13	$50,000	5.0%	$13	$31,000	5.0%	$16	$24,000	5.0%
Subtotal Home Construction		$168	$673,200	67.3%	$180	$432,020	69.7%	$219	$329,200	68.6%
Total Development Cost		$234	$934,900	93.5%	$237	$569,020	91.8%	$292	$438,400	91.3%
Sales Revenue		$250	$1,000,000	100.0%	$258	$620,000	100.0%	$320	$480,000	100.0%
<Less> Development Cost		($234)	($934,900)	-93.5%	($237)	($569,020)	-91.8%	($292)	($438,400)	-91.3%
<Less> Net Builder Profit	8% sales	($20)	($80,000)	-8.0%	($21)	($49,600)	-8.0%	($26)	($38,400)	-8.0%
Surplus / (Gap)		($4)	($14,900)	-1.5%	$1	$1,380	0.2%	$2	$3,200	0.7%
Feasibility Finding		Feasible			Feasible			Feasible		

Appendix B Table 8
For-Sale Pro Forma
Inclusionary Housing Analysis
City of Clovis

IN-LIEU FEE PAYMENT @5%

		East of Fowler / South of Herndon						West of Fowler / South of Herndon		
		Single Family			Smaller Single Family			Small Lot Single Family		
Living Area Net SF		2,400 sf			1,500 sf			1,500 sf		
Average Number of Bedrooms		4.00 bedrooms			3.3 bedrooms			3.3 bedrooms		
Density		7 du/acre			10 du/acre			13 du/acre		
Avg Lot Size		4,000 sf			2,600 sf			2,000 sf		
Revenue		**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**
Market Units	100%	$223	$535,000		$287	$430,000		$273	$410,000	
Low Income@80% AMI	0%	$76	$181,600		$118	$177,120		$118	$177,120	
Average Sales Price		$223	$535,000	100%	$287	$430,000	100%	$273	$410,000	100%
Land and Lot Development										
Site Acquisition		$16	$37,300	7.0%	$17	$26,100	6.1%	$13	$20,100	4.9%
Site and Intracts		$34	$81,000	15.1%	$47	$70,000	16.3%	$45	$67,000	16.3%
Subtotal Lot Cost		$49	$118,300	22.1%	$64	$96,100	22.3%	$58	$87,100	21.2%
Home Construction										
Direct Construction		$90	$216,000	40.4%	$120	$180,000	41.9%	$120	$180,000	43.9%
Fees & Permits	Appendix D Table 1	$27	$64,200	12.0%	$33	$49,900	11.6%	$29	$42,800	10.4%
In-Lieu Fee @5%		$2.80	$6,720	1.3%	$2.80	$4,200	1.0%	$2.80	$4,200	1.0%
Other Indirects	8.5% directs	$8	$18,400	3.4%	$10	$15,300	3.6%	$10	$15,300	3.7%
Financing		$8	$18,200	3.4%	$10	$14,900	3.5%	$9	$14,200	3.5%
Overhead/G&A	6% sales	$13	$32,100	6.0%	$17	$25,800	6.0%	$16	$24,600	6.0%
Warranty/Insurance	1% sales	$2	$5,400	1.0%	$3	$4,300	1.0%	$3	$4,100	1.0%
Sales, Marketing, Closing	5% sales	$11	$26,800	5.0%	$14	$21,500	5.0%	$14	$20,500	5.0%
Subtotal Home Construction		$162	$387,820	72.5%	$211	$315,900	73.5%	$204	$305,700	74.6%
Total Development Cost		$211	$506,120	94.6%	$275	$412,000	95.8%	$262	$392,800	95.8%
Sales Revenue		$223	$535,000	100.0%	$287	$430,000	100.0%	$273	$410,000	100.0%
<Less> Development Cost		($211)	($506,120)	-94.6%	($275)	($412,000)	-95.8%	($262)	($392,800)	-95.8%
<Less> Net Builder Profit	8% sales	($18)	($42,800)	-8.0%	($23)	($34,400)	-8.0%	($22)	($32,800)	-8.0%
Surplus / (Gap)		($6)	($13,920)	-2.6%	($11)	($16,400)	-3.8%	($10)	($15,600)	-3.8%
Feasibility Finding		Feasible			Infeasible / Marginal			Infeasible / Marginal		

Appendix B Table 9
For-Sale Pro Forma
Inclusionary Housing Analysis **IN-LIEU FEE PAYMENT @6%**
City of Clovis *Page 1 of 2*

		North of Herndon								
		Large Lot Single Family			Single Family			Smaller Single Family		
Living Area Net SF		4,000 sf			2,400 sf			1,500 sf		
Average Number of Bedrooms		4.50 bedrooms			4.0 bedrooms			3.3 bedrooms		
Density		3 du/acre			7 du/acre			10 du/acre		
Avg Lot Size		10,000 sf			4,000 sf			2,600 sf		
Revenue		**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**
Market Units	100%	$250	$1,000,000		$258	$620,000		$320	$480,000	
Low Income@80% AMI	0%	$47	$186,400		$76	$181,600		$118	$177,120	
Average Sales Price		$250	$1,000,000	100%	$258	$620,000	100%	$320	$480,000	100%
Land and Lot Development										
Site Acquisition		$33	$130,700	13.1%	$23	$56,000	9.0%	$26	$39,200	8.2%
Site and Intracts		$33	$131,000	13.1%	$34	$81,000	13.1%	$47	$70,000	14.6%
Subtotal Lot Cost		$65	$261,700	26.2%	$57	$137,000	22.1%	$73	$109,200	22.8%
Home Construction										
Direct Construction		$95	$380,000	38.0%	$100	$240,000	38.7%	$120	$180,000	37.5%
Fees & Permits	Appendix D Table 1	$24	$96,100	9.6%	$29	$70,100	11.3%	$38	$56,400	11.8%
In-Lieu Fee @6%		$3.40	$13,600	1.4%	$3.40	$8,160	1.3%	$3.40	$5,100	1.1%
Other Indirects	8.5% directs	$8	$32,300	3.2%	$9	$20,400	3.3%	$10	$15,300	3.2%
Financing		$8	$33,700	3.4%	$9	$20,500	3.3%	$10	$15,700	3.3%
Overhead/G&A	6% sales	$15	$60,000	6.0%	$16	$37,200	6.0%	$19	$28,800	6.0%
Warranty/Insurance	1% sales	$3	$10,000	1.0%	$3	$6,200	1.0%	$3	$4,800	1.0%
Sales, Marketing, Closing	5% sales	$13	$50,000	5.0%	$13	$31,000	5.0%	$16	$24,000	5.0%
Subtotal Home Construction		$169	$675,700	67.6%	$181	$433,560	69.9%	$220	$330,100	68.8%
Total Development Cost		$234	$937,400	93.7%	$238	$570,560	92.0%	$293	$439,300	91.5%
Sales Revenue		$250	$1,000,000	100.0%	$258	$620,000	100.0%	$320	$480,000	100.0%
<Less> Development Cost		($234)	($937,400)	-93.7%	($238)	($570,560)	-92.0%	($293)	($439,300)	-91.5%
<Less> Net Builder Profit	8% sales	($20)	($80,000)	-8.0%	($21)	($49,600)	-8.0%	($26)	($38,400)	-8.0%
Surplus / (Gap)		($4)	($17,400)	-1.7%	($0)	($160)	0.0%	$2	$2,300	0.5%
Feasibility Finding		Feasible			Feasible			Feasible		

Appendix B Table 9
For-Sale Pro Forma
Inclusionary Housing Analysis
City of Clovis

IN-LIEU FEE PAYMENT @6%

		East of Fowler / South of Herndon						West of Fowler / South of Herndon		
		Single Family			Smaller Single Family			Small Lot Single Family		
Living Area Net SF		2,400 sf			1,500 sf			1,500 sf		
Average Number of Bedrooms		4.00 bedrooms			3.3 bedrooms			3.3 bedrooms		
Density		7 du/acre			10 du/acre			13 du/acre		
Avg Lot Size		4,000 sf			2,600 sf			2,000 sf		
Revenue		**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**
Market Units	100%	$223	$535,000		$287	$430,000		$273	$410,000	
Low Income@80% AMI	0%	$76	$181,600		$118	$177,120		$118	$177,120	
Average Sales Price		$223	$535,000	100%	$287	$430,000	100%	$273	$410,000	100%
Land and Lot Development										
Site Acquisition		$16	$37,300	7.0%	$17	$26,100	6.1%	$13	$20,100	4.9%
Site and Intracts		$34	$81,000	15.1%	$47	$70,000	16.3%	$45	$67,000	16.3%
Subtotal Lot Cost		$49	$118,300	22.1%	$64	$96,100	22.3%	$58	$87,100	21.2%
Home Construction										
Direct Construction		$90	$216,000	40.4%	$120	$180,000	41.9%	$120	$180,000	43.9%
Fees & Permits	Appendix D Table 1	$27	$64,200	12.0%	$33	$49,900	11.6%	$29	$42,800	10.4%
In-Lieu Fee @6%		$3.40	$8,160	1.5%	$3.40	$5,100	1.2%	$3.40	$5,100	1.2%
Other Indirects	8.5% directs	$8	$18,400	3.4%	$10	$15,300	3.6%	$10	$15,300	3.7%
Financing		$8	$18,300	3.4%	$10	$14,900	3.5%	$9	$14,200	3.5%
Overhead/G&A	6% sales	$13	$32,100	6.0%	$17	$25,800	6.0%	$16	$24,600	6.0%
Warranty/Insurance	1% sales	$2	$5,400	1.0%	$3	$4,300	1.0%	$3	$4,100	1.0%
Sales, Marketing, Closing	5% sales	$11	$26,800	5.0%	$14	$21,500	5.0%	$14	$20,500	5.0%
Subtotal Home Construction		$162	$389,360	72.8%	$211	$316,800	73.7%	$204	$306,600	74.8%
Total Development Cost		$212	$507,660	94.9%	$275	$412,900	96.0%	$262	$393,700	96.0%
Sales Revenue		$223	$535,000	100.0%	$287	$430,000	100.0%	$273	$410,000	100.0%
<Less> Development Cost		($212)	($507,660)	-94.9%	($275)	($412,900)	-96.0%	($262)	($393,700)	-96.0%
<Less> Net Builder Profit	8% sales	($18)	($42,800)	-8.0%	($23)	($34,400)	-8.0%	($22)	($32,800)	-8.0%
Surplus / (Gap)		($6)	($15,460)	-2.9%	($12)	($17,300)	-4.0%	($11)	($16,500)	-4.0%
Feasibility Finding		Feasible			Infeasible / Marginal			Infeasible / Marginal		

Appendix B Table 10
For-Sale Pro Forma
Inclusionary Housing Analysis **IN-LIEU FEE PAYMENT @7%**
City of Clovis *Page 1 of 2*

		North of Herndon								
		Large Lot Single Family			Single Family			Smaller Single Family		
Living Area Net SF		4,000 sf			2,400 sf			1,500 sf		
Average Number of Bedrooms		4.50 bedrooms			4.0 bedrooms			3.3 bedrooms		
Density		3 du/acre			7 du/acre			10 du/acre		
Avg Lot Size		10,000 sf			4,000 sf			2,600 sf		
Revenue		**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**
Market Units	100%	$250	$1,000,000		$258	$620,000		$320	$480,000	
Low Income@80% AMI	0%	$47	$186,400		$76	$181,600		$118	$177,120	
Average Sales Price		$250	$1,000,000	100%	$258	$620,000	100%	$320	$480,000	100%
Land and Lot Development										
Site Acquisition		$33	$130,700	13.1%	$23	$56,000	9.0%	$26	$39,200	8.2%
Site and Intracts		$33	$131,000	13.1%	$34	$81,000	13.1%	$47	$70,000	14.6%
Subtotal Lot Cost		$65	$261,700	26.2%	$57	$137,000	22.1%	$73	$109,200	22.8%
Home Construction										
Direct Construction		$95	$380,000	38.0%	$100	$240,000	38.7%	$120	$180,000	37.5%
Fees & Permits	Appendix D Table 1	$24	$96,100	9.6%	$29	$70,100	11.3%	$38	$56,400	11.8%
In-Lieu Fee @7%		$3.90	$15,600	1.6%	$3.90	$9,360	1.5%	$3.90	$5,850	1.2%
Other Indirects	8.5% directs	$8	$32,300	3.2%	$9	$20,400	3.3%	$10	$15,300	3.2%
Financing		$8	$33,800	3.4%	$9	$20,500	3.3%	$11	$15,800	3.3%
Overhead/G&A	6% sales	$15	$60,000	6.0%	$16	$37,200	6.0%	$19	$28,800	6.0%
Warranty/Insurance	1% sales	$3	$10,000	1.0%	$3	$6,200	1.0%	$3	$4,800	1.0%
Sales, Marketing, Closing	5% sales	$13	$50,000	5.0%	$13	$31,000	5.0%	$16	$24,000	5.0%
Subtotal Home Construction		$169	$677,800	67.8%	$181	$434,760	70.1%	$221	$330,950	68.9%
Total Development Cost		$235	$939,500	94.0%	$238	$571,760	92.2%	$293	$440,150	91.7%
Sales Revenue		$250	$1,000,000	100.0%	$258	$620,000	100.0%	$320	$480,000	100.0%
<Less> Development Cost		($235)	($939,500)	-94.0%	($238)	($571,760)	-92.2%	($293)	($440,150)	-91.7%
<Less> Net Builder Profit	8% sales	($20)	($80,000)	-8.0%	($21)	($49,600)	-8.0%	($26)	($38,400)	-8.0%
Surplus / (Gap)		($5)	($19,500)	-2.0%	($1)	($1,360)	-0.2%	$1	$1,450	0.3%
Feasibility Finding		Feasible			Feasible			Feasible		

Appendix B Table 10
For-Sale Pro Forma
Inclusionary Housing Analysis
City of Clovis

IN-LIEU FEE PAYMENT @7%

		East of Fowler / South of Herndon						West of Fowler / South of Herndon		
		Single Family			Smaller Single Family			Small Lot Single Family		
Living Area Net SF		2,400 sf			1,500 sf			1,500 sf		
Average Number of Bedrooms		4.00 bedrooms			3.3 bedrooms			3.3 bedrooms		
Density		7 du/acre			10 du/acre			13 du/acre		
Avg Lot Size		4,000 sf			2,600 sf			2,000 sf		
Revenue		**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**
Market Units	100%	$223	$535,000		$287	$430,000		$273	$410,000	
Low Income@80% AMI	0%	$76	$181,600		$118	$177,120		$118	$177,120	
Average Sales Price		$223	$535,000	100%	$287	$430,000	100%	$273	$410,000	100%
Land and Lot Development										
Site Acquisition		$16	$37,300	7.0%	$17	$26,100	6.1%	$13	$20,100	4.9%
Site and Intracts		$34	$81,000	15.1%	$47	$70,000	16.3%	$45	$67,000	16.3%
Subtotal Lot Cost		$49	$118,300	22.1%	$64	$96,100	22.3%	$58	$87,100	21.2%
Home Construction										
Direct Construction		$90	$216,000	40.4%	$120	$180,000	41.9%	$120	$180,000	43.9%
Fees & Permits	Appendix D Table 1	$27	$64,200	12.0%	$33	$49,900	11.6%	$29	$42,800	10.4%
In-Lieu Fee @7%		$3.90	$9,360	1.7%	$3.90	$5,850	1.4%	$3.90	$5,850	1.4%
Other Indirects	8.5% directs	$8	$18,400	3.4%	$10	$15,300	3.6%	$10	$15,300	3.7%
Financing		$8	$18,300	3.4%	$10	$14,900	3.5%	$9	$14,200	3.5%
Overhead/G&A	6% sales	$13	$32,100	6.0%	$17	$25,800	6.0%	$16	$24,600	6.0%
Warranty/Insurance	1% sales	$2	$5,400	1.0%	$3	$4,300	1.0%	$3	$4,100	1.0%
Sales, Marketing, Closing	5% sales	$11	$26,800	5.0%	$14	$21,500	5.0%	$14	$20,500	5.0%
Subtotal Home Construction		$163	$390,560	73.0%	$212	$317,550	73.8%	$205	$307,350	75.0%
Total Development Cost		$212	$508,860	95.1%	$276	$413,650	96.2%	$263	$394,450	96.2%
Sales Revenue		$223	$535,000	100.0%	$287	$430,000	100.0%	$273	$410,000	100.0%
<Less> Development Cost		($212)	($508,860)	-95.1%	($276)	($413,650)	-96.2%	($263)	($394,450)	-96.2%
<Less> Net Builder Profit	8% sales	($18)	($42,800)	-8.0%	($23)	($34,400)	-8.0%	($22)	($32,800)	-8.0%
Surplus / (Gap)		($7)	($16,660)	-3.1%	($12)	($18,050)	-4.2%	($12)	($17,250)	-4.2%
Feasibility Finding		Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal		

Appendix B Table 11
For-Sale Pro Forma
Inclusionary Housing Analysis **IN-LIEU FEE PAYMENT @8%**
City of Clovis *Page 1 of 2*

		North of Herndon								
		Large Lot Single Family			Single Family			Smaller Single Family		
Living Area Net SF		4,000 sf			2,400 sf			1,500 sf		
Average Number of Bedrooms		4.50 bedrooms			4.0 bedrooms			3.3 bedrooms		
Density		3 du/acre			7 du/acre			10 du/acre		
Avg Lot Size		10,000 sf			4,000 sf			2,600 sf		
Revenue		**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**
Market Units	100%	$250	$1,000,000		$258	$620,000		$320	$480,000	
Low Income@80% AMI	0%	$47	$186,400		$76	$181,600		$118	$177,120	
Average Sales Price		$250	$1,000,000	100%	$258	$620,000	100%	$320	$480,000	100%
Land and Lot Development										
Site Acquisition		$33	$130,700	13.1%	$23	$56,000	9.0%	$26	$39,200	8.2%
Site and Intracts		$33	$131,000	13.1%	$34	$81,000	13.1%	$47	$70,000	14.6%
Subtotal Lot Cost		$65	$261,700	26.2%	$57	$137,000	22.1%	$73	$109,200	22.8%
Home Construction										
Direct Construction		$95	$380,000	38.0%	$100	$240,000	38.7%	$120	$180,000	37.5%
Fees & Permits	Appendix D Table 1	$24	$96,100	9.6%	$29	$70,100	11.3%	$38	$56,400	11.8%
In-Lieu Fee @8%		$4.50	$18,000	1.8%	$4.50	$10,800	1.7%	$4.50	$6,750	1.4%
Other Indirects	8.5% directs	$8	$32,300	3.2%	$9	$20,400	3.3%	$10	$15,300	3.2%
Financing		$8	$33,900	3.4%	$9	$20,600	3.3%	$11	$15,800	3.3%
Overhead/G&A	6% sales	$15	$60,000	6.0%	$16	$37,200	6.0%	$19	$28,800	6.0%
Warranty/Insurance	1% sales	$3	$10,000	1.0%	$3	$6,200	1.0%	$3	$4,800	1.0%
Sales, Marketing, Closing	5% sales	$13	$50,000	5.0%	$13	$31,000	5.0%	$16	$24,000	5.0%
Subtotal Home Construction		$170	$680,300	68.0%	$182	$436,300	70.4%	$221	$331,850	69.1%
Total Development Cost		$236	$942,000	94.2%	$239	$573,300	92.5%	$294	$441,050	91.9%
Sales Revenue		$250	$1,000,000	100.0%	$258	$620,000	100.0%	$320	$480,000	100.0%
<Less> Development Cost		($236)	($942,000)	-94.2%	($239)	($573,300)	-92.5%	($294)	($441,050)	-91.9%
<Less> Net Builder Profit	8% sales	($20)	($80,000)	-8.0%	($21)	($49,600)	-8.0%	($26)	($38,400)	-8.0%
Surplus / (Gap)		($6)	($22,000)	-2.2%	($1)	($2,900)	-0.5%	$0	$550	0.1%
Feasibility Finding		Feasible			Feasible			Feasible		

Appendix B Table 11
For-Sale Pro Forma
Inclusionary Housing Analysis
City of Clovis

IN-LIEU FEE PAYMENT @8%

		East of Fowler / South of Herndon						West of Fowler / South of Herndon		
		Single Family			Smaller Single Family			Small Lot Single Family		
Living Area Net SF		2,400 sf			1,500 sf			1,500 sf		
Average Number of Bedrooms		4.00 bedrooms			3.3 bedrooms			3.3 bedrooms		
Density		7 du/acre			10 du/acre			13 du/acre		
Avg Lot Size		4,000 sf			2,600 sf			2,000 sf		
Revenue		**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**
Market Units	100%	$223	$535,000		$287	$430,000		$273	$410,000	
Low Income@80% AMI	0%	$76	$181,600		$118	$177,120		$118	$177,120	
Average Sales Price		$223	$535,000	100%	$287	$430,000	100%	$273	$410,000	100%
Land and Lot Development										
Site Acquisition		$16	$37,300	7.0%	$17	$26,100	6.1%	$13	$20,100	4.9%
Site and Intracts		$34	$81,000	15.1%	$47	$70,000	16.3%	$45	$67,000	16.3%
Subtotal Lot Cost		$49	$118,300	22.1%	$64	$96,100	22.3%	$58	$87,100	21.2%
Home Construction										
Direct Construction		$90	$216,000	40.4%	$120	$180,000	41.9%	$120	$180,000	43.9%
Fees & Permits	Appendix D Table 1	$27	$64,200	12.0%	$33	$49,900	11.6%	$29	$42,800	10.4%
In-Lieu Fee @8%		$4.50	$10,800	2.0%	$4.50	$6,750	1.6%	$4.50	$6,750	1.6%
Other Indirects	8.5% directs	$8	$18,400	3.4%	$10	$15,300	3.6%	$10	$15,300	3.7%
Financing		$8	$18,400	3.4%	$10	$15,000	3.5%	$10	$14,300	3.5%
Overhead/G&A	6% sales	$13	$32,100	6.0%	$17	$25,800	6.0%	$16	$24,600	6.0%
Warranty/Insurance	1% sales	$2	$5,400	1.0%	$3	$4,300	1.0%	$3	$4,100	1.0%
Sales, Marketing, Closing	5% sales	$11	$26,800	5.0%	$14	$21,500	5.0%	$14	$20,500	5.0%
Subtotal Home Construction		$163	$392,100	73.3%	$212	$318,550	74.1%	$206	$308,350	75.2%
Total Development Cost		$213	$510,400	95.4%	$276	$414,650	96.4%	$264	$395,450	96.5%
Sales Revenue		$223	$535,000	100.0%	$287	$430,000	100.0%	$273	$410,000	100.0%
<Less> Development Cost		($213)	($510,400)	-95.4%	($276)	($414,650)	-96.4%	($264)	($395,450)	-96.5%
<Less> Net Builder Profit	8% sales	($18)	($42,800)	-8.0%	($23)	($34,400)	-8.0%	($22)	($32,800)	-8.0%
Surplus / (Gap)		($8)	($18,200)	-3.4%	($13)	($19,050)	-4.4%	($12)	($18,250)	-4.5%
Feasibility Finding		Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal		

Appendix B Table 12
For-Sale Pro Forma
Inclusionary Housing Analysis **IN-LIEU FEE PAYMENT @9%**
City of Clovis *Page 1 of 2*

		North of Herndon								
		Large Lot Single Family			Single Family			Smaller Single Family		
Living Area Net SF		4,000 sf			2,400 sf			1,500 sf		
Average Number of Bedrooms		4.50 bedrooms			4.0 bedrooms			3.3 bedrooms		
Density		3 du/acre			7 du/acre			10 du/acre		
Avg Lot Size		10,000 sf			4,000 sf			2,600 sf		
Revenue		**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**
Market Units	100%	$250	$1,000,000		$258	$620,000		$320	$480,000	
Low Income@80% AMI	0%	$47	$186,400		$76	$181,600		$118	$177,120	
Average Sales Price		$250	$1,000,000	100%	$258	$620,000	100%	$320	$480,000	100%
Land and Lot Development										
Site Acquisition		$33	$130,700	13.1%	$23	$56,000	9.0%	$26	$39,200	8.2%
Site and Intracts		$33	$131,000	13.1%	$34	$81,000	13.1%	$47	$70,000	14.6%
Subtotal Lot Cost		$65	$261,700	26.2%	$57	$137,000	22.1%	$73	$109,200	22.8%
Home Construction										
Direct Construction		$95	$380,000	38.0%	$100	$240,000	38.7%	$120	$180,000	37.5%
Fees & Permits	Appendix D Table 1	$24	$96,100	9.6%	$29	$70,100	11.3%	$38	$56,400	11.8%
In-Lieu Fee @9%		$5.10	$20,400	2.0%	$5.10	$12,240	2.0%	$5.10	$7,650	1.6%
Other Indirects	8.5% directs	$8	$32,300	3.2%	$9	$20,400	3.3%	$10	$15,300	3.2%
Financing		$9	$34,000	3.4%	$9	$20,600	3.3%	$11	$15,800	3.3%
Overhead/G&A	6% sales	$15	$60,000	6.0%	$16	$37,200	6.0%	$19	$28,800	6.0%
Warranty/Insurance	1% sales	$3	$10,000	1.0%	$3	$6,200	1.0%	$3	$4,800	1.0%
Sales, Marketing, Closing	5% sales	$13	$50,000	5.0%	$13	$31,000	5.0%	$16	$24,000	5.0%
Subtotal Home Construction		$171	$682,800	68.3%	$182	$437,740	70.6%	$222	$332,750	69.3%
Total Development Cost		$236	$944,500	94.5%	$239	$574,740	92.7%	$295	$441,950	92.1%
Sales Revenue		$250	$1,000,000	100.0%	$258	$620,000	100.0%	$320	$480,000	100.0%
<Less> Development Cost		($236)	($944,500)	-94.5%	($239)	($574,740)	-92.7%	($295)	($441,950)	-92.1%
<Less> Net Builder Profit	8% sales	($20)	($80,000)	-8.0%	($21)	($49,600)	-8.0%	($26)	($38,400)	-8.0%
Surplus / (Gap)		($6)	($24,500)	-2.5%	($2)	($4,340)	-0.7%	($0)	($350)	-0.1%
Feasibility Finding		Feasible			Feasible			Feasible		

Appendix B Table 12
For-Sale Pro Forma
Inclusionary Housing Analysis
City of Clovis

IN-LIEU FEE PAYMENT @9%

		East of Fowler / South of Herndon						West of Fowler / South of Herndon		
		Single Family			Smaller Single Family			Small Lot Single Family		
Living Area Net SF		2,400 sf			1,500 sf			1,500 sf		
Average Number of Bedrooms		4.00 bedrooms			3.3 bedrooms			3.3 bedrooms		
Density		7 du/acre			10 du/acre			13 du/acre		
Avg Lot Size		4,000 sf			2,600 sf			2,000 sf		
Revenue		**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**
Market Units	100%	$223	$535,000		$287	$430,000		$273	$410,000	
Low Income@80% AMI	0%	$76	$181,600		$118	$177,120		$118	$177,120	
Average Sales Price		$223	$535,000	100%	$287	$430,000	100%	$273	$410,000	100%
Land and Lot Development										
Site Acquisition		$16	$37,300	7.0%	$17	$26,100	6.1%	$13	$20,100	4.9%
Site and Intracts		$34	$81,000	15.1%	$47	$70,000	16.3%	$45	$67,000	16.3%
Subtotal Lot Cost		$49	$118,300	22.1%	$64	$96,100	22.3%	$58	$87,100	21.2%
Home Construction										
Direct Construction		$90	$216,000	40.4%	$120	$180,000	41.9%	$120	$180,000	43.9%
Fees & Permits	Appendix D Table 1	$27	$64,200	12.0%	$33	$49,900	11.6%	$29	$42,800	10.4%
In-Lieu Fee @9%		$5.10	$12,240	2.3%	$5.10	$7,650	1.8%	$5.10	$7,650	1.9%
Other Indirects	8.5% directs	$8	$18,400	3.4%	$10	$15,300	3.6%	$10	$15,300	3.7%
Financing		$8	$18,500	3.5%	$10	$15,000	3.5%	$10	$14,300	3.5%
Overhead/G&A	6% sales	$13	$32,100	6.0%	$17	$25,800	6.0%	$16	$24,600	6.0%
Warranty/Insurance	1% sales	$2	$5,400	1.0%	$3	$4,300	1.0%	$3	$4,100	1.0%
Sales, Marketing, Closing	5% sales	$11	$26,800	5.0%	$14	$21,500	5.0%	$14	$20,500	5.0%
Subtotal Home Construction		$164	$393,640	73.6%	$213	$319,450	74.3%	$206	$309,250	75.4%
Total Development Cost		$213	$511,940	95.7%	$277	$415,550	96.6%	$264	$396,350	96.7%
Sales Revenue		$223	$535,000	100.0%	$287	$430,000	100.0%	$273	$410,000	100.0%
<Less> Development Cost		($213)	($511,940)	-95.7%	($277)	($415,550)	-96.6%	($264)	($396,350)	-96.7%
<Less> Net Builder Profit	8% sales	($18)	($42,800)	-8.0%	($23)	($34,400)	-8.0%	($22)	($32,800)	-8.0%
Surplus / (Gap)		($8)	($19,740)	-3.7%	($13)	($19,950)	-4.6%	($13)	($19,150)	-4.7%
Feasibility Finding		Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal		

Appendix B Table 13
For-Sale Pro Forma
Inclusionary Housing Analysis **IN-LIEU FEE PAYMENT @10%**
City of Clovis *Page 1 of 2*

		North of Herndon								
		Large Lot Single Family			Single Family			Smaller Single Family		
Living Area Net SF		4,000 sf			2,400 sf			1,500 sf		
Average Number of Bedrooms		4.50 bedrooms			4.0 bedrooms			3.3 bedrooms		
Density		3 du/acre			7 du/acre			10 du/acre		
Avg Lot Size		10,000 sf			4,000 sf			2,600 sf		
Revenue		**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**
Market Units	100%	$250	$1,000,000		$258	$620,000		$320	$480,000	
Low Income@80% AMI	0%	$47	$186,400		$76	$181,600		$118	$177,120	
Average Sales Price		$250	$1,000,000	100%	$258	$620,000	100%	$320	$480,000	100%
Land and Lot Development										
Site Acquisition		$33	$130,700	13.1%	$23	$56,000	9.0%	$26	$39,200	8.2%
Site and Intracts		$33	$131,000	13.1%	$34	$81,000	13.1%	$47	$70,000	14.6%
Subtotal Lot Cost		$65	$261,700	26.2%	$57	$137,000	22.1%	$73	$109,200	22.8%
Home Construction										
Direct Construction		$95	$380,000	38.0%	$100	$240,000	38.7%	$120	$180,000	37.5%
Fees & Permits	Appendix D Table 1	$24	$96,100	9.6%	$29	$70,100	11.3%	$38	$56,400	11.8%
In-Lieu Fee @10%		$5.60	$22,400	2.2%	$5.60	$13,440	2.2%	$5.60	$8,400	1.8%
Other Indirects	8.5% directs	$8	$32,300	3.2%	$9	$20,400	3.3%	$10	$15,300	3.2%
Financing		$9	$34,100	3.4%	$9	$20,700	3.3%	$11	$15,900	3.3%
Overhead/G&A	6% sales	$15	$60,000	6.0%	$16	$37,200	6.0%	$19	$28,800	6.0%
Warranty/Insurance	1% sales	$3	$10,000	1.0%	$3	$6,200	1.0%	$3	$4,800	1.0%
Sales, Marketing, Closing	5% sales	$13	$50,000	5.0%	$13	$31,000	5.0%	$16	$24,000	5.0%
Subtotal Home Construction		$171	$684,900	68.5%	$183	$439,040	70.8%	$222	$333,600	69.5%
Total Development Cost		$237	$946,600	94.7%	$240	$576,040	92.9%	$295	$442,800	92.3%
Sales Revenue		$250	$1,000,000	100.0%	$258	$620,000	100.0%	$320	$480,000	100.0%
<Less> Development Cost		($237)	($946,600)	-94.7%	($240)	($576,040)	-92.9%	($295)	($442,800)	-92.3%
<Less> Net Builder Profit	8% sales	($20)	($80,000)	-8.0%	($21)	($49,600)	-8.0%	($26)	($38,400)	-8.0%
Surplus / (Gap)		($7)	($26,600)	-2.7%	($2)	($5,640)	-0.9%	($1)	($1,200)	-0.3%
Feasibility Finding		Feasible			Feasible			Feasible		

Appendix B Table 13
For-Sale Pro Forma
Inclusionary Housing Analysis
City of Clovis

IN-LIEU FEE PAYMENT @10%

		East of Fowler / South of Herndon						West of Fowler / South of Herndon		
		Single Family			Smaller Single Family			Small Lot Single Family		
Living Area Net SF		2,400 sf			1,500 sf			1,500 sf		
Average Number of Bedrooms		4.00 bedrooms			3.3 bedrooms			3.3 bedrooms		
Density		7 du/acre			10 du/acre			13 du/acre		
Avg Lot Size		4,000 sf			2,600 sf			2,000 sf		
Revenue		**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**
Market Units	100%	$223	$535,000		$287	$430,000		$273	$410,000	
Low Income@80% AMI	0%	$76	$181,600		$118	$177,120		$118	$177,120	
Average Sales Price		$223	$535,000	100%	$287	$430,000	100%	$273	$410,000	100%
Land and Lot Development										
Site Acquisition		$16	$37,300	7.0%	$17	$26,100	6.1%	$13	$20,100	4.9%
Site and Intracts		$34	$81,000	15.1%	$47	$70,000	16.3%	$45	$67,000	16.3%
Subtotal Lot Cost		$49	$118,300	22.1%	$64	$96,100	22.3%	$58	$87,100	21.2%
Home Construction										
Direct Construction		$90	$216,000	40.4%	$120	$180,000	41.9%	$120	$180,000	43.9%
Fees & Permits	Appendix D Table 1	$27	$64,200	12.0%	$33	$49,900	11.6%	$29	$42,800	10.4%
In-Lieu Fee @10%		$5.60	$13,440	2.5%	$5.60	$8,400	2.0%	$5.60	$8,400	2.0%
Other Indirects	8.5% directs	$8	$18,400	3.4%	$10	$15,300	3.6%	$10	$15,300	3.7%
Financing		$8	$18,500	3.5%	$10	$15,000	3.5%	$10	$14,300	3.5%
Overhead/G&A	6% sales	$13	$32,100	6.0%	$17	$25,800	6.0%	$16	$24,600	6.0%
Warranty/Insurance	1% sales	$2	$5,400	1.0%	$3	$4,300	1.0%	$3	$4,100	1.0%
Sales, Marketing, Closing	5% sales	$11	$26,800	5.0%	$14	$21,500	5.0%	$14	$20,500	5.0%
Subtotal Home Construction		$165	$394,840	73.8%	$213	$320,200	74.5%	$207	$310,000	75.6%
Total Development Cost		$214	$513,140	95.9%	$278	$416,300	96.8%	$265	$397,100	96.9%
Sales Revenue		$223	$535,000	100.0%	$287	$430,000	100.0%	$273	$410,000	100.0%
<Less> Development Cost		($214)	($513,140)	-95.9%	($278)	($416,300)	-96.8%	($265)	($397,100)	-96.9%
<Less> Net Builder Profit	8% sales	($18)	($42,800)	-8.0%	($23)	($34,400)	-8.0%	($22)	($32,800)	-8.0%
Surplus / (Gap)		($9)	($20,940)	-3.9%	($14)	($20,700)	-4.8%	($13)	($19,900)	-4.9%
Feasibility Finding		Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal		

Appendix B Table 14
For-Sale Pro Forma
Inclusionary Housing Analysis **7% INCLUSIONARY REQUIREMENT; AFFORDABLE UNITS @ 1,500 SF MAX**
City of Clovis *Page 1 of 2*

		North of Herndon								
		Large Lot Single Family			Single Family			Smaller Single Family		
Living Area Net SF		4,000 sf			2,400 sf			1,500 sf		
Average Number of Bedrooms		4.50 bedrooms			4.0 bedrooms			3.3 bedrooms		
Density		3 du/acre			7 du/acre			10 du/acre		
Avg Lot Size		10,000 sf			4,000 sf			2,600 sf		
Stories/ Construction Type		1 to 2 stories/ wood			1 to 2 stories/ wood			1 to 2 stories/ wood		
Affordable Unit living area		1,500 sf			1,500 sf			1,500 sf		
Revenue		**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**
Market Units	93%	$250	$1,000,000		$258	$620,000		$320	$480,000	
Low Income@80% AMI	7%	$47	$186,400		$76	$181,600		$118	$177,120	
Average Sales Price		$236	$943,048	100%	$246	$589,312	100%	$306	$458,798	100%
Land and Lot Development										
Site Acquisition		$32	$124,295	13.2%	$23	$54,691	9.3%	$26	$39,200	8.5%
Site and Intracts		$33	$126,730	13.4%	$35	$81,000	13.7%	$47	$70,000	15.3%
Subtotal Lot Cost		$63	$251,025	26.6%	$57	$135,691	23.0%	$73	$109,200	23.8%
Home Construction										
Direct Construction		$96	$366,000	38.8%	$102	$238,320	40.4%	$120	$180,000	39.2%
Fees & Permits	Appendix D Table 1	$24	$93,321	9.9%	$30	$69,687	11.8%	$38	$56,400	12.3%
Other Indirects	8.5% directs	$8	$31,100	3.3%	$8	$20,300	3.4%	$10	$15,300	3.3%
Financing		$8	$31,900	3.4%	$8	$20,000	3.4%	$10	$15,500	3.4%
Overhead/G&A	6% sales	$15	$60,000	6.4%	$16	$37,200	6.3%	$19	$28,800	6.3%
Warranty/Insurance	1% sales	$3	$10,000	1.1%	$3	$6,200	1.1%	$3	$4,800	1.0%
Sales, Marketing, Closing	5% sales	$12	$47,200	5.0%	$12	$29,500	5.0%	$15	$22,900	5.0%
Subtotal Home Construction		$160	$639,521	67.8%	$176	$421,207	71.5%	$216	$323,700	70.6%
Total Development Cost		$223	$890,546	94.4%	$232	$556,898	94.5%	$289	$432,900	94.4%
Sales Revenue		$236	$943,048	100.0%	$246	$589,312	100.0%	$306	$458,798	100.0%
<Less> Development Cost		($223)	($890,546)	-94.4%	($232)	($556,898)	-94.5%	($289)	($432,900)	-94.4%
<Less> Net Builder Profit	8% sales	($19)	($75,400)	-8.0%	($20)	($47,100)	-8.0%	($24)	($36,700)	-8.0%
Surplus / (Gap)		($6)	($22,898)	-2.4%	($6)	($14,686)	-2.5%	($7)	($10,802)	-2.4%
Feasibility Finding		Feasible			Feasible			Feasible		

Appendix B Table 14
For-Sale Pro Forma
Inclusionary Housing Analysis **7% INCLUSIONARY REQUIREMENT; AFFORDABLE UNITS @ 1,500 SF MAX**
City of Clovis *Page 2 of 2*

		East of Fowler / South of Herndon						West of Fowler / South of Herndon		
		Single Family			Smaller Single Family			Small Lot Single Family		
Living Area Net SF		2,400 sf			1,500 sf			1,500 sf		
Average Number of Bedrooms		4.00 bedrooms			3.3 bedrooms			3.3 bedrooms		
Density		7 du/acre			10 du/acre			13 du/acre		
Avg Lot Size		4,000 sf			2,600 sf			2,000 sf		
Stories/ Construction Type		1 to 2 stories/ wood			1 to 2 stories/ wood			2 stories/ wood		
Affordable Unit living area		1,500 sf			1,500 sf			1,500 sf		
Revenue		**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**	**Per SF**	**Per Unit**	**% Sales**
Market Units	93%	$223	$535,000		$287	$430,000		$273	$410,000	
Low Income@80% AMI	7%	$76	$181,600		$118	$177,120		$118	$177,120	
Average Sales Price		$213	$510,262	100%	$275	$412,298	100%	$262	$393,698	100%
Land and Lot Development										
Site Acquisition		$15	$34,690	6.8%	$17	$26,100	6.3%	$13	$20,100	5.1%
Site and Intracts		$32	$75,333	14.8%	$47	$70,000	17.0%	$45	$67,000	17.0%
Subtotal Lot Cost		$46	$110,023	21.6%	$64	$96,100	23.3%	$58	$87,100	22.1%
Home Construction										
Direct Construction		$86	$200,888	39.4%	$120	$180,000	43.7%	$120	$180,000	45.7%
Fees & Permits	Appendix D Table 1	$26	$59,708	11.7%	$33	$49,900	12.1%	$29	$42,800	10.9%
Other Indirects	8.5% directs	$7	$17,100	3.4%	$10	$15,300	3.7%	$10	$15,300	3.9%
Financing		$7	$16,700	3.3%	$10	$14,700	3.6%	$9	$14,000	3.6%
Overhead/G&A	6% sales	$13	$32,100	6.3%	$17	$25,800	6.3%	$16	$24,600	6.2%
Warranty/Insurance	1% sales	$2	$5,400	1.1%	$3	$4,300	1.0%	$3	$4,100	1.0%
Sales, Marketing, Closing	5% sales	$11	$25,500	5.0%	$14	$20,600	5.0%	$13	$19,700	5.0%
Subtotal Home Construction		$149	$357,396	70.0%	$207	$310,600	75.3%	$200	$300,500	76.3%
Total Development Cost		$195	$467,419	91.6%	$271	$406,700	98.6%	$258	$387,600	98.5%
Sales Revenue		$213	$510,262	100.0%	$275	$412,298	100.0%	$262	$393,698	100.0%
<Less> Development Cost		($195)	($467,419)	-91.6%	($271)	($406,700)	-98.6%	($258)	($387,600)	-98.5%
<Less> Net Builder Profit	8% sales	($17)	($40,800)	-8.0%	($22)	($33,000)	-8.0%	($21)	($31,500)	-8.0%
Surplus / (Gap)		$1	$2,043	0.4%	($18)	($27,402)	-6.6%	($17)	($25,402)	-6.5%
Feasibility Finding		Feasible			Infeasible / Marginal			Infeasible / Marginal		

APPENDIX C
RENTAL PRO FORMA TABLES

Appendix C Table 1
Rental Pro Forma
Inclusionary Housing Analysis **EXISTING (NO INCLUSIONARY REQUIREMENT)**
City of Clovis *Page 1 of 2*

	North of Herndon						East of Fowler / South of Herndon					
	Lower Density Rental			**Higher Density Rental**			**Lower Density Rental**			**Higher Density Rental**		
Average Unit Size	1,200 sf/unit			1,000 sf/unit			1,200 sf/unit			1,000 sf/unit		
Average No. of Bedrooms	1.7 br/unit			1.2 br/unit			1.7 br/unit			1.2 br/unit		
Residential Density	20 units/acre			30 units/acre			20 units/acre			30 units/acre		
Parking Type	2 sp/unit, 1 in garage.			2 sp/unit, 1 in garage.			2 sp/unit, 1 covered			2 sp/unit, 1 in garage.		
Building type	2-story wood frame			3-story wood frame			2-story wood frame			3-story wood frame		
Rents	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units
Market Rate	$2,220	$1.85	100%	$2,050	$2.05	100%	$2,300	$1.92	100%	$2,150	$2.15	100%
Low Income (80% AMI)	$1,511	$1.26	0.0%	$1,432	$1.43	0.0%	$1,511	$1.26	0.0%	$1,432	$1.43	0.0%
Very Low Inc. (50% AMI)	$900	$0.75	0.0%	$855	$0.86	0.0%	$900	$0.75	0.0%	$855	$0.86	0.0%
Weighted Average	$2,220	$1.85	100%	$2,050	$2.05	100%	$2,300	$1.92	100%	$2,150	$2.15	100%
Operating Income	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross
Gross Rent	$26,640	$22	96%	$24,600	$25	95%	$27,600	$23	96%	$25,800	$26	96%
Other Income, reimbursmts	$1,200	$1	4%	$1,200	$1	5%	$1,200	$1	4%	$1,200	$1	4%
(Less) Vacancy/Bad Debt	($1,392)	($1)	-5%	($1,290)	($1)	-5%	($1,440)	($1)	-5%	($1,350)	($1)	-5%
Effective Gross Income	$26,448	$22	95%	$24,510	$25	95%	$27,360	$23	95%	$25,650	$26	95%
(Less) OPEX	($6,200)	($5)	-22%	($5,700)	($6)	-22%	($6,200)	($5)	-22%	($5,700)	($6)	-21%
(Less) Property Tax	($4,400)	($4)	-16%	($3,900)	($4)	-15%	($4,400)	($4)	-15%	($3,900)	($4)	-14%
Net Operating Income (NOI)	$15,848	$13	57%	$14,910	$15	58%	$16,760	$14	58%	$16,050	$16	59%
Threshold Return on Cost	*7%*			*7%*			*7%*			*7%*		
Supported Investment	$226,400	$189		$213,000	$213		$239,400	$200		$229,300	$229	
Development Costs	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct
Site Acquisition	$19,600	$16	8%	$13,100	$13	6%	$13,100	$11	6%	$8,700	$9	4%
Directs incl. sitework	$237,800	$198	100%	$214,500	$215	100%	$237,800	$198	100%	$214,500	$215	100%
Contingency	$11,900	$10	5%	$10,700	$11	5%	$11,900	$10	5%	$10,700	$11	5%
Fees & Permits	$47,900	$40	20%	$46,300	$46	22%	$43,900	$37	18%	$41,400	$41	19%
A&E/Taxes/Ins./other indirects	$21,400	$18	9%	$19,300	$19	9%	$21,400	$18	9%	$19,300	$19	9%
Overhead/Admin	$9,500	$8	4%	$8,600	$9	4%	$9,500	$8	4%	$8,600	$9	4%
Financing	$17,231	$14	7%	$15,469	$15	7%	$16,711	$14	7%	$15,008	$15	7%
Total Costs	$365,331	$304	154%	$327,969	$328	153%	$354,311	$295	149%	$318,208	$318	148%
			%TDC			%TDC			%TDC			%TDC
Surplus / (Gap)	($138,931)	($116)	-38%	($114,969)	($115)	-35%	($114,911)	($96)	-32%	($88,908)	($89)	-28%
Feasibility Finding	Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal		

Appendix C Table 1
Rental Pro Forma
Inclusionary Housing Analysis **EXISTING (NO INCLUSIONARY REQUIREMENT)**
City of Clovis *Page 2 of 2*

	West of Fowler / South of Herndon					
	Lower Density Rental			**Higher Density Rental**		
Average Unit Size	1,200 sf/unit			1,000 sf/unit		
Average No. of Bedrooms	1.7 br/unit			1.2 br/unit		
Residential Density	20 units/acre			30 units/acre		
Parking Type	2 sp/unit, 1 covered			2 sp/unit, 1 in garage.		
Building type	2-story wood frame			3-story wood frame		
Rents	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units
Market Rate	$2,280	$1.90	100%	$2,120	$2.12	100%
Low Income (80% AMI)	$1,511	$1.26	0.0%	$1,432	$1.43	0.0%
Very Low Inc. (50% AMI)	$900	$0.75	0.0%	$855	$0.86	0.0%
Weighted Average	$2,280	$1.90	100%	$2,120	$2.12	100%
Operating Income	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross
Gross Rent	$27,360	$23	96%	$25,440	$25	95%
Other Income, reimbursmts	$1,200	$1	4%	$1,200	$1	5%
(Less) Vacancy/Bad Debt	($1,428)	($1)	-5%	($1,332)	($1)	-5%
Effective Gross Income	$27,132	$23	95%	$25,308	$25	95%
(Less) OPEX	($6,200)	($5)	-22%	($5,700)	($6)	-21%
(Less) Property Tax	($4,400)	($4)	-15%	($3,900)	($4)	-15%
Net Operating Income (NOI)	$16,532	$14	58%	$15,708	$16	59%
Threshold Return on Cost	*7%*			*7%*		
Supported Investment	$236,200	$197		$224,400	$224	
Development Costs	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct
Site Acquisition	$13,100	$11	6%	$8,700	$9	4%
Directs incl. sitework	$237,800	$198	100%	$214,500	$215	100%
Contingency	$11,900	$10	5%	$10,700	$11	5%
Fees & Permits	$37,000	$31	16%	$34,700	$35	16%
A&E/Taxes/Ins./other indirects	$21,400	$18	9%	$19,300	$19	9%
Overhead/Admin	$9,500	$8	4%	$8,600	$9	4%
Financing	$16,370	$14	7%	$14,677	$15	7%
Total Costs	$347,070	$289	146%	$311,177	$311	145%
			%TDC			%TDC
Surplus / (Gap)	($110,870)	($92)	-32%	($86,777)	($87)	-28%
Feasibility Finding	Infeasible / Marginal			Infeasible / Marginal		

Appendix C Table 2
Rental Pro Forma
Inclusionary Housing Analysis **5% INCLUSIONARY REQUIREMENT**
City of Clovis *Page 1 of 2*

	North of Herndon						East of Fowler / South of Herndon					
	Lower Density Rental			**Higher Density Rental**			**Lower Density Rental**			**Higher Density Rental**		
Average Unit Size	1,200 sf/unit			1,000 sf/unit			1,200 sf/unit			1,000 sf/unit		
Average No. of Bedrooms	1.7 br/unit			1.2 br/unit			1.7 br/unit			1.2 br/unit		
Residential Density	20 units/acre			30 units/acre			20 units/acre			30 units/acre		
Parking Type	2 sp/unit, 1 in garage.			2 sp/unit, 1 in garage.			2 sp/unit, 1 covered			2 sp/unit, 1 in garage.		
Building type	2-story wood frame			3-story wood frame			2-story wood frame			3-story wood frame		
Rents	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units
Market Rate	$2,220	$1.85	95%	$2,050	$2.05	95%	$2,300	$1.92	95%	$2,150	$2.15	95%
Low Income (80% AMI)	$1,511	$1.26	2.5%	$1,432	$1.43	2.5%	$1,511	$1.26	2.5%	$1,432	$1.43	2.5%
Very Low Inc. (50% AMI)	$900	$0.75	2.5%	$855	$0.86	2.5%	$900	$0.75	2.5%	$855	$0.86	2.5%
Weighted Average	$2,170	$1.81	100%	$2,000	$2.00	100%	$2,250	$1.88	100%	$2,100	$2.10	100%
Operating Income	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross
Gross Rent	$26,040	$22	96%	$24,000	$24	96%	$27,000	$23	96%	$25,200	$25	96%
Other Income, reimbursmts	$1,100	$1	4%	$1,100	$1	4%	$1,100	$1	4%	$1,100	$1	4%
(Less) Vacancy/Bad Debt	($1,357)	($1)	-5%	($1,255)	($1)	-5%	($1,405)	($1)	-5%	($1,315)	($1)	-5%
Effective Gross Income	$25,783	$21	95%	$23,845	$24	95%	$26,695	$22	95%	$24,985	$25	95%
(Less) OPEX	($6,200)	($5)	-23%	($5,700)	($6)	-23%	($6,200)	($5)	-22%	($5,700)	($6)	-22%
(Less) Property Tax	($4,400)	($4)	-16%	($3,900)	($4)	-16%	($4,400)	($4)	-16%	($3,900)	($4)	-15%
Net Operating Income (NOI)	$15,183	$13	56%	$14,245	$14	57%	$16,095	$13	57%	$15,385	$15	58%
Threshold Return on Cost	*7%*			*7%*			*7%*			*7%*		
Supported Investment	$216,900	$181		$203,500	$204		$229,900	$192		$219,800	$220	
Development Costs	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct
Site Acquisition	$19,600	$16	8%	$13,100	$13	6%	$13,100	$11	6%	$8,700	$9	4%
Directs incl. sitework	$237,800	$198	100%	$214,500	$215	100%	$237,800	$198	100%	$214,500	$215	100%
Contingency	$11,900	$10	5%	$10,700	$11	5%	$11,900	$10	5%	$10,700	$11	5%
Fees & Permits	$47,900	$40	20%	$46,300	$46	22%	$43,900	$37	18%	$41,400	$41	19%
A&E/Taxes/Ins./other indirects	$21,400	$18	9%	$19,300	$19	9%	$21,400	$18	9%	$19,300	$19	9%
Overhead/Admin	$9,500	$8	4%	$8,600	$9	4%	$9,500	$8	4%	$8,600	$9	4%
Financing	$17,231	$14	7%	$15,469	$15	7%	$16,711	$14	7%	$15,008	$15	7%
Total Costs	$365,331	$304	154%	$327,969	$328	153%	$354,311	$295	149%	$318,208	$318	148%
			%TDC			%TDC			%TDC			%TDC
Surplus / (Gap)	($148,431)	($124)	-41%	($124,469)	($124)	-38%	($124,411)	($104)	-35%	($98,408)	($98)	-31%
Feasibility Finding	Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal		

Appendix C Table 2
Rental Pro Forma
Inclusionary Housing Analysis **5% INCLUSIONARY REQUIREMENT**
City of Clovis *Page 2 of 2*

	West of Fowler / South of Herndon					
	Lower Density Rental			**Higher Density Rental**		
Average Unit Size	1,200 sf/unit			1,000 sf/unit		
Average No. of Bedrooms	1.7 br/unit			1.2 br/unit		
Residential Density	20 units/acre			30 units/acre		
Parking Type	2 sp/unit, 1 covered			2 sp/unit, 1 in garage.		
Building type	2-story wood frame			3-story wood frame		
Rents	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units
Market Rate	$2,280	$1.90	95%	$2,120	$2.12	95%
Low Income (80% AMI)	$1,511	$1.26	2.5%	$1,432	$1.43	2.5%
Very Low Inc. (50% AMI)	$900	$0.75	2.5%	$855	$0.86	2.5%
Weighted Average	$2,230	$1.86	100%	$2,070	$2.07	100%
Operating Income	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross
Gross Rent	$26,760	$22	96%	$24,840	$25	96%
Other Income, reimbursmts	$1,100	$1	4%	$1,100	$1	4%
(Less) Vacancy/Bad Debt	($1,393)	($1)	-5%	($1,297)	($1)	-5%
Effective Gross Income	$26,467	$22	95%	$24,643	$25	95%
(Less) OPEX	($6,200)	($5)	-22%	($5,700)	($6)	-22%
(Less) Property Tax	($4,400)	($4)	-16%	($3,900)	($4)	-15%
Net Operating Income (NOI)	$15,867	$13	57%	$15,043	$15	58%
Threshold Return on Cost	*7%*			*7%*		
Supported Investment	$226,700	$189		$214,900	$215	
Development Costs	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct
Site Acquisition	$13,100	$11	6%	$8,700	$9	4%
Directs incl. sitework	$237,800	$198	100%	$214,500	$215	100%
Contingency	$11,900	$10	5%	$10,700	$11	5%
Fees & Permits	$37,000	$31	16%	$34,700	$35	16%
A&E/Taxes/Ins./other indirects	$21,400	$18	9%	$19,300	$19	9%
Overhead/Admin	$9,500	$8	4%	$8,600	$9	4%
Financing	$16,370	$14	7%	$14,677	$15	7%
Total Costs	$347,070	$289	146%	$311,177	$311	145%
			%TDC			%TDC
Surplus / (Gap)	($120,370)	($100)	-35%	($96,277)	($96)	-31%
Feasibility Finding	Infeasible / Marginal			Infeasible / Marginal		

Appendix C Table 3
Rental Pro Forma
Inclusionary Housing Analysis **6% INCLUSIONARY REQUIREMENT**
City of Clovis *Page 1 of 2*

	North of Herndon						East of Fowler / South of Herndon					
	Lower Density Rental			**Higher Density Rental**			**Lower Density Rental**			**Higher Density Rental**		
Average Unit Size	1,200 sf/unit			1,000 sf/unit			1,200 sf/unit			1,000 sf/unit		
Average No. of Bedrooms	1.7 br/unit			1.2 br/unit			1.7 br/unit			1.2 br/unit		
Residential Density	20 units/acre			30 units/acre			20 units/acre			30 units/acre		
Parking Type	2 sp/unit, 1 in garage.			2 sp/unit, 1 in garage.			2 sp/unit, 1 covered			2 sp/unit, 1 in garage.		
Building type	2-story wood frame			3-story wood frame			2-story wood frame			3-story wood frame		
Rents	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units
Market Rate	$2,220	$1.85	94%	$2,050	$2.05	94%	$2,300	$1.92	94%	$2,150	$2.15	94%
Low Income (80% AMI)	$1,511	$1.26	3.0%	$1,432	$1.43	3.0%	$1,511	$1.26	3.0%	$1,432	$1.43	3.0%
Very Low Inc. (50% AMI)	$900	$0.75	3.0%	$855	$0.86	3.0%	$900	$0.75	3.0%	$855	$0.86	3.0%
Weighted Average	$2,160	$1.80	100%	$2,000	$2.00	100%	$2,230	$1.86	100%	$2,090	$2.09	100%
Operating Income	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross
Gross Rent	$25,920	$22	96%	$24,000	$24	96%	$26,760	$22	96%	$25,080	$25	96%
Other Income, reimbursmts	$1,100	$1	4%	$1,100	$1	4%	$1,100	$1	4%	$1,100	$1	4%
(Less) Vacancy/Bad Debt	($1,351)	($1)	-5%	($1,255)	($1)	-5%	($1,393)	($1)	-5%	($1,309)	($1)	-5%
Effective Gross Income	$25,669	$21	95%	$23,845	$24	95%	$26,467	$22	95%	$24,871	$25	95%
(Less) OPEX	($6,200)	($5)	-23%	($5,700)	($6)	-23%	($6,200)	($5)	-22%	($5,700)	($6)	-22%
(Less) Property Tax	($4,400)	($4)	-16%	($3,900)	($4)	-16%	($4,400)	($4)	-16%	($3,900)	($4)	-15%
Net Operating Income (NOI)	$15,069	$13	56%	$14,245	$14	57%	$15,867	$13	57%	$15,271	$15	58%
Threshold Return on Cost	*7%*			*7%*			*7%*			*7%*		
Supported Investment	$215,300	$179		$203,500	$204		$226,700	$189		$218,200	$218	
Development Costs	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct
Site Acquisition	$19,600	$16	8%	$13,100	$13	6%	$13,100	$11	6%	$8,700	$9	4%
Directs incl. sitework	$237,800	$198	100%	$214,500	$215	100%	$237,800	$198	100%	$214,500	$215	100%
Contingency	$11,900	$10	5%	$10,700	$11	5%	$11,900	$10	5%	$10,700	$11	5%
Fees & Permits	$47,900	$40	20%	$46,300	$46	22%	$43,900	$37	18%	$41,400	$41	19%
A&E/Taxes/Ins./other indirects	$21,400	$18	9%	$19,300	$19	9%	$21,400	$18	9%	$19,300	$19	9%
Overhead/Admin	$9,500	$8	4%	$8,600	$9	4%	$9,500	$8	4%	$8,600	$9	4%
Financing	$17,231	$14	7%	$15,469	$15	7%	$16,711	$14	7%	$15,008	$15	7%
Total Costs	$365,331	$304	154%	$327,969	$328	153%	$354,311	$295	149%	$318,208	$318	148%
			%TDC			%TDC			%TDC			%TDC
Surplus / (Gap)	($150,031)	($125)	-41%	($124,469)	($124)	-38%	($127,611)	($106)	-36%	($100,008)	($100)	-31%
Feasibility Finding	Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal		

Appendix C Table 3
Rental Pro Forma
Inclusionary Housing Analysis **6% INCLUSIONARY REQUIREMENT**
City of Clovis *Page 2 of 2*

	West of Fowler / South of Herndon					
	Lower Density Rental			**Higher Density Rental**		
Average Unit Size	1,200 sf/unit			1,000 sf/unit		
Average No. of Bedrooms	1.7 br/unit			1.2 br/unit		
Residential Density	20 units/acre			30 units/acre		
Parking Type	2 sp/unit, 1 covered			2 sp/unit, 1 in garage.		
Building type	2-story wood frame			3-story wood frame		
Rents	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units
Market Rate	$2,280	$1.90	94%	$2,120	$2.12	94%
Low Income (80% AMI)	$1,511	$1.26	3.0%	$1,432	$1.43	3.0%
Very Low Inc. (50% AMI)	$900	$0.75	3.0%	$855	$0.86	3.0%
Weighted Average	$2,220	$1.85	100%	$2,060	$2.06	100%
Operating Income	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross
Gross Rent	$26,640	$22	96%	$24,720	$25	96%
Other Income, reimbursmts	$1,100	$1	4%	$1,100	$1	4%
(Less) Vacancy/Bad Debt	($1,387)	($1)	-5%	($1,291)	($1)	-5%
Effective Gross Income	$26,353	$22	95%	$24,529	$25	95%
(Less) OPEX	($6,200)	($5)	-22%	($5,700)	($6)	-22%
(Less) Property Tax	($4,400)	($4)	-16%	($3,900)	($4)	-15%
Net Operating Income (NOI)	$15,753	$13	57%	$14,929	$15	58%
Threshold Return on Cost	*7%*			*7%*		
Supported Investment	$225,000	$188		$213,300	$213	
Development Costs	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct
Site Acquisition	$13,100	$11	6%	$8,700	$9	4%
Directs incl. sitework	$237,800	$198	100%	$214,500	$215	100%
Contingency	$11,900	$10	5%	$10,700	$11	5%
Fees & Permits	$37,000	$31	16%	$34,700	$35	16%
A&E/Taxes/Ins./other indirects	$21,400	$18	9%	$19,300	$19	9%
Overhead/Admin	$9,500	$8	4%	$8,600	$9	4%
Financing	$16,370	$14	7%	$14,677	$15	7%
Total Costs	$347,070	$289	146%	$311,177	$311	145%
			%TDC			%TDC
Surplus / (Gap)	($122,070)	($102)	-35%	($97,877)	($98)	-31%
Feasibility Finding	Infeasible / Marginal			Infeasible / Marginal		

Appendix C Table 4
Rental Pro Forma
Inclusionary Housing Analysis **7% INCLUSIONARY REQUIREMENT**
City of Clovis *Page 1 of 2*

	North of Herndon						East of Fowler / South of Herndon					
	Lower Density Rental			**Higher Density Rental**			**Lower Density Rental**			**Higher Density Rental**		
Average Unit Size	1,200 sf/unit			1,000 sf/unit			1,200 sf/unit			1,000 sf/unit		
Average No. of Bedrooms	1.7 br/unit			1.2 br/unit			1.7 br/unit			1.2 br/unit		
Residential Density	20 units/acre			30 units/acre			20 units/acre			30 units/acre		
Parking Type	2 sp/unit, 1 in garage.			2 sp/unit, 1 in garage.			2 sp/unit, 1 covered			2 sp/unit, 1 in garage.		
Building type	2-story wood frame			3-story wood frame			2-story wood frame			3-story wood frame		
Rents	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units
Market Rate	$2,220	$1.85	93%	$2,050	$2.05	93%	$2,300	$1.92	93%	$2,150	$2.15	93%
Low Income (80% AMI)	$1,511	$1.26	3.5%	$1,432	$1.43	3.5%	$1,511	$1.26	3.5%	$1,432	$1.43	3.5%
Very Low Inc. (50% AMI)	$900	$0.75	3.5%	$855	$0.86	3.5%	$900	$0.75	3.5%	$855	$0.86	3.5%
Weighted Average	$2,150	$1.79	100%	$1,990	$1.99	100%	$2,220	$1.85	100%	$2,080	$2.08	100%
Operating Income	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross
Gross Rent	$25,800	$22	96%	$23,880	$24	96%	$26,640	$22	96%	$24,960	$25	96%
Other Income, reimbursmts	$1,100	$1	4%	$1,100	$1	4%	$1,100	$1	4%	$1,100	$1	4%
(Less) Vacancy/Bad Debt	($1,345)	($1)	-5%	($1,249)	($1)	-5%	($1,387)	($1)	-5%	($1,303)	($1)	-5%
Effective Gross Income	$25,555	$21	95%	$23,731	$24	95%	$26,353	$22	95%	$24,757	$25	95%
(Less) OPEX	($6,200)	($5)	-23%	($5,700)	($6)	-23%	($6,200)	($5)	-22%	($5,700)	($6)	-22%
(Less) Property Tax	($4,400)	($4)	-16%	($3,900)	($4)	-16%	($4,400)	($4)	-16%	($3,900)	($4)	-15%
Net Operating Income (NOI)	$14,955	$12	56%	$14,131	$14	57%	$15,753	$13	57%	$15,157	$15	58%
Threshold Return on Cost	*7%*			*7%*			*7%*			*7%*		
Supported Investment	$213,600	$178		$201,900	$202		$225,000	$188		$216,500	$217	
Development Costs	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct
Site Acquisition	$19,600	$16	8%	$13,100	$13	6%	$13,100	$11	6%	$8,700	$9	4%
Directs incl. sitework	$237,800	$198	100%	$214,500	$215	100%	$237,800	$198	100%	$214,500	$215	100%
Contingency	$11,900	$10	5%	$10,700	$11	5%	$11,900	$10	5%	$10,700	$11	5%
Fees & Permits	$47,900	$40	20%	$46,300	$46	22%	$43,900	$37	18%	$41,400	$41	19%
A&E/Taxes/Ins./other indirects	$21,400	$18	9%	$19,300	$19	9%	$21,400	$18	9%	$19,300	$19	9%
Overhead/Admin	$9,500	$8	4%	$8,600	$9	4%	$9,500	$8	4%	$8,600	$9	4%
Financing	$17,231	$14	7%	$15,469	$15	7%	$16,711	$14	7%	$15,008	$15	7%
Total Costs	$365,331	$304	154%	$327,969	$328	153%	$354,311	$295	149%	$318,208	$318	148%
			%TDC			%TDC			%TDC			%TDC
Surplus / (Gap)	($151,731)	($126)	-42%	($126,069)	($126)	-38%	($129,311)	($108)	-36%	($101,708)	($102)	-32%
Feasibility Finding	Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal		

Appendix C Table 4
Rental Pro Forma
Inclusionary Housing Analysis **7% INCLUSIONARY REQUIREMENT**
City of Clovis *Page 2 of 2*

	West of Fowler / South of Herndon					
	Lower Density Rental			**Higher Density Rental**		
Average Unit Size	1,200 sf/unit			1,000 sf/unit		
Average No. of Bedrooms	1.7 br/unit			1.2 br/unit		
Residential Density	20 units/acre			30 units/acre		
Parking Type	2 sp/unit, 1 covered			2 sp/unit, 1 in garage.		
Building type	2-story wood frame			3-story wood frame		
Rents	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units
Market Rate	$2,280	$1.90	93%	$2,120	$2.12	93%
Low Income (80% AMI)	$1,511	$1.26	3.5%	$1,432	$1.43	3.5%
Very Low Inc. (50% AMI)	$900	$0.75	3.5%	$855	$0.86	3.5%
Weighted Average	$2,200	$1.83	100%	$2,050	$2.05	100%
Operating Income	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross
Gross Rent	$26,400	$22	96%	$24,600	$25	96%
Other Income, reimbursmts	$1,100	$1	4%	$1,100	$1	4%
(Less) Vacancy/Bad Debt	($1,375)	($1)	-5%	($1,285)	($1)	-5%
Effective Gross Income	$26,125	$22	95%	$24,415	$24	95%
(Less) OPEX	($6,200)	($5)	-23%	($5,700)	($6)	-22%
(Less) Property Tax	($4,400)	($4)	-16%	($3,900)	($4)	-15%
Net Operating Income (NOI)	$15,525	$13	56%	$14,815	$15	58%
Threshold Return on Cost	*7%*			*7%*		
Supported Investment	$221,800	$185		$211,600	$212	
Development Costs	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct
Site Acquisition	$13,100	$11	6%	$8,700	$9	4%
Directs incl. sitework	$237,800	$198	100%	$214,500	$215	100%
Contingency	$11,900	$10	5%	$10,700	$11	5%
Fees & Permits	$37,000	$31	16%	$34,700	$35	16%
A&E/Taxes/Ins./other indirects	$21,400	$18	9%	$19,300	$19	9%
Overhead/Admin	$9,500	$8	4%	$8,600	$9	4%
Financing	$16,370	$14	7%	$14,677	$15	7%
Total Costs	$347,070	$289	146%	$311,177	$311	145%
			%TDC			%TDC
Surplus / (Gap)	($125,270)	($104)	-36%	($99,577)	($100)	-32%
Feasibility Finding	Infeasible / Marginal			Infeasible / Marginal		

Appendix C Table 5
Rental Pro Forma
Inclusionary Housing Analysis **8% INCLUSIONARY REQUIREMENT**
City of Clovis *Page 1 of 2*

	North of Herndon						East of Fowler / South of Herndon					
	Lower Density Rental			**Higher Density Rental**			**Lower Density Rental**			**Higher Density Rental**		
Average Unit Size	1,200 sf/unit			1,000 sf/unit			1,200 sf/unit			1,000 sf/unit		
Average No. of Bedrooms	1.7 br/unit			1.2 br/unit			1.7 br/unit			1.2 br/unit		
Residential Density	20 units/acre			30 units/acre			20 units/acre			30 units/acre		
Parking Type	2 sp/unit, 1 in garage.			2 sp/unit, 1 in garage.			2 sp/unit, 1 covered			2 sp/unit, 1 in garage.		
Building type	2-story wood frame			3-story wood frame			2-story wood frame			3-story wood frame		
Rents	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units
Market Rate	$2,220	$1.85	92%	$2,050	$2.05	92%	$2,300	$1.92	92%	$2,150	$2.15	92%
Low Income (80% AMI)	$1,511	$1.26	4.0%	$1,432	$1.43	4.0%	$1,511	$1.26	4.0%	$1,432	$1.43	4.0%
Very Low Inc. (50% AMI)	$900	$0.75	4.0%	$855	$0.86	4.0%	$900	$0.75	4.0%	$855	$0.86	4.0%
Weighted Average	$2,140	$1.78	100%	$1,980	$1.98	100%	$2,210	$1.84	100%	$2,070	$2.07	100%
Operating Income	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross
Gross Rent	$25,680	$21	96%	$23,760	$24	96%	$26,520	$22	96%	$24,840	$25	96%
Other Income, reimbursmts	$1,100	$1	4%	$1,100	$1	4%	$1,100	$1	4%	$1,100	$1	4%
(Less) Vacancy/Bad Debt	($1,339)	($1)	-5%	($1,243)	($1)	-5%	($1,381)	($1)	-5%	($1,297)	($1)	-5%
Effective Gross Income	$25,441	$21	95%	$23,617	$24	95%	$26,239	$22	95%	$24,643	$25	95%
(Less) OPEX	($6,200)	($5)	-23%	($5,700)	($6)	-23%	($6,200)	($5)	-22%	($5,700)	($6)	-22%
(Less) Property Tax	($4,400)	($4)	-16%	($3,900)	($4)	-16%	($4,400)	($4)	-16%	($3,900)	($4)	-15%
Net Operating Income (NOI)	$14,841	$12	55%	$14,017	$14	56%	$15,639	$13	57%	$15,043	$15	58%
Threshold Return on Cost	*7%*			*7%*			*7%*			*7%*		
Supported Investment	$212,000	$177		$200,200	$200		$223,400	$186		$214,900	$215	
Development Costs	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct
Site Acquisition	$19,600	$16	8%	$13,100	$13	6%	$13,100	$11	6%	$8,700	$9	4%
Directs incl. sitework	$237,800	$198	100%	$214,500	$215	100%	$237,800	$198	100%	$214,500	$215	100%
Contingency	$11,900	$10	5%	$10,700	$11	5%	$11,900	$10	5%	$10,700	$11	5%
Fees & Permits	$47,900	$40	20%	$46,300	$46	22%	$43,900	$37	18%	$41,400	$41	19%
A&E/Taxes/Ins./other indirects	$21,400	$18	9%	$19,300	$19	9%	$21,400	$18	9%	$19,300	$19	9%
Overhead/Admin	$9,500	$8	4%	$8,600	$9	4%	$9,500	$8	4%	$8,600	$9	4%
Financing	$17,231	$14	7%	$15,469	$15	7%	$16,711	$14	7%	$15,008	$15	7%
Total Costs	$365,331	$304	154%	$327,969	$328	153%	$354,311	$295	149%	$318,208	$318	148%
			%TDC			%TDC			%TDC			%TDC
Surplus / (Gap)	($153,331)	($128)	-42%	($127,769)	($128)	-39%	($130,911)	($109)	-37%	($103,308)	($103)	-32%
Feasibility Finding	Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal		

Appendix C Table 5
Rental Pro Forma
Inclusionary Housing Analysis **8% INCLUSIONARY REQUIREMENT**
City of Clovis *Page 2 of 2*

	West of Fowler / South of Herndon					
	Lower Density Rental			**Higher Density Rental**		
Average Unit Size	1,200 sf/unit			1,000 sf/unit		
Average No. of Bedrooms	1.7 br/unit			1.2 br/unit		
Residential Density	20 units/acre			30 units/acre		
Parking Type	2 sp/unit, 1 covered			2 sp/unit, 1 in garage.		
Building type	2-story wood frame			3-story wood frame		
Rents	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units
Market Rate	$2,280	$1.90	92%	$2,120	$2.12	92%
Low Income (80% AMI)	$1,511	$1.26	4.0%	$1,432	$1.43	4.0%
Very Low Inc. (50% AMI)	$900	$0.75	4.0%	$855	$0.86	4.0%
Weighted Average	$2,190	$1.83	100%	$2,040	$2.04	100%
Operating Income	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross
Gross Rent	$26,280	$22	96%	$24,480	$24	96%
Other Income, reimbursmts	$1,100	$1	4%	$1,100	$1	4%
(Less) Vacancy/Bad Debt	($1,369)	($1)	-5%	($1,279)	($1)	-5%
Effective Gross Income	$26,011	$22	95%	$24,301	$24	95%
(Less) OPEX	($6,200)	($5)	-23%	($5,700)	($6)	-22%
(Less) Property Tax	($4,400)	($4)	-16%	($3,900)	($4)	-15%
Net Operating Income (NOI)	$15,411	$13	56%	$14,701	$15	57%
Threshold Return on Cost	*7%*			*7%*		
Supported Investment	$220,200	$184		$210,000	$210	
Development Costs	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct
Site Acquisition	$13,100	$11	6%	$8,700	$9	4%
Directs incl. sitework	$237,800	$198	100%	$214,500	$215	100%
Contingency	$11,900	$10	5%	$10,700	$11	5%
Fees & Permits	$37,000	$31	16%	$34,700	$35	16%
A&E/Taxes/Ins./other indirects	$21,400	$18	9%	$19,300	$19	9%
Overhead/Admin	$9,500	$8	4%	$8,600	$9	4%
Financing	$16,370	$14	7%	$14,677	$15	7%
Total Costs	$347,070	$289	146%	$311,177	$311	145%
			%TDC			%TDC
Surplus / (Gap)	($126,870)	($106)	-37%	($101,177)	($101)	-33%
Feasibility Finding	Infeasible / Marginal			Infeasible / Marginal		

Appendix C Table 6
Rental Pro Forma
Inclusionary Housing Analysis **9% INCLUSIONARY REQUIREMENT**
City of Clovis *Page 1 of 2*

	North of Herndon						East of Fowler / South of Herndon					
	Lower Density Rental			**Higher Density Rental**			**Lower Density Rental**			**Higher Density Rental**		
Average Unit Size	1,200 sf/unit			1,000 sf/unit			1,200 sf/unit			1,000 sf/unit		
Average No. of Bedrooms	1.7 br/unit			1.2 br/unit			1.7 br/unit			1.2 br/unit		
Residential Density	20 units/acre			30 units/acre			20 units/acre			30 units/acre		
Parking Type	2 sp/unit, 1 in garage.			2 sp/unit, 1 in garage.			2 sp/unit, 1 covered			2 sp/unit, 1 in garage.		
Building type	2-story wood frame			3-story wood frame			2-story wood frame			3-story wood frame		
Rents	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units
Market Rate	$2,220	$1.85	91%	$2,050	$2.05	91%	$2,300	$1.92	91%	$2,150	$2.15	91%
Low Income (80% AMI)	$1,511	$1.26	4.5%	$1,432	$1.43	4.5%	$1,511	$1.26	4.5%	$1,432	$1.43	4.5%
Very Low Inc. (50% AMI)	$900	$0.75	4.5%	$855	$0.86	4.5%	$900	$0.75	4.5%	$855	$0.86	4.5%
Weighted Average	$2,130	$1.78	100%	$1,970	$1.97	100%	$2,200	$1.83	100%	$2,060	$2.06	100%
Operating Income	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross
Gross Rent	$25,560	$21	96%	$23,640	$24	96%	$26,400	$22	96%	$24,720	$25	96%
Other Income, reimbursmts	$1,100	$1	4%	$1,100	$1	4%	$1,100	$1	4%	$1,100	$1	4%
(Less) Vacancy/Bad Debt	($1,333)	($1)	-5%	($1,237)	($1)	-5%	($1,375)	($1)	-5%	($1,291)	($1)	-5%
Effective Gross Income	$25,327	$21	95%	$23,503	$24	95%	$26,125	$22	95%	$24,529	$25	95%
(Less) OPEX	($6,200)	($5)	-23%	($5,700)	($6)	-23%	($6,200)	($5)	-23%	($5,700)	($6)	-22%
(Less) Property Tax	($4,400)	($4)	-17%	($3,900)	($4)	-16%	($4,400)	($4)	-16%	($3,900)	($4)	-15%
Net Operating Income (NOI)	$14,727	$12	55%	$13,903	$14	56%	$15,525	$13	56%	$14,929	$15	58%
Threshold Return on Cost	*7%*			*7%*			*7%*			*7%*		
Supported Investment	$210,400	$175		$198,600	$199		$221,800	$185		$213,300	$213	
Development Costs	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct
Site Acquisition	$19,600	$16	8%	$13,100	$13	6%	$13,100	$11	6%	$8,700	$9	4%
Directs incl. sitework	$237,800	$198	100%	$214,500	$215	100%	$237,800	$198	100%	$214,500	$215	100%
Contingency	$11,900	$10	5%	$10,700	$11	5%	$11,900	$10	5%	$10,700	$11	5%
Fees & Permits	$47,900	$40	20%	$46,300	$46	22%	$43,900	$37	18%	$41,400	$41	19%
A&E/Taxes/Ins./other indirects	$21,400	$18	9%	$19,300	$19	9%	$21,400	$18	9%	$19,300	$19	9%
Overhead/Admin	$9,500	$8	4%	$8,600	$9	4%	$9,500	$8	4%	$8,600	$9	4%
Financing	$17,231	$14	7%	$15,469	$15	7%	$16,711	$14	7%	$15,008	$15	7%
Total Costs	$365,331	$304	154%	$327,969	$328	153%	$354,311	$295	149%	$318,208	$318	148%
			%TDC			%TDC			%TDC			%TDC
Surplus / (Gap)	($154,931)	($129)	-42%	($129,369)	($129)	-39%	($132,511)	($110)	-37%	($104,908)	($105)	-33%
Feasibility Finding	Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal		

Appendix C Table 6
Rental Pro Forma
Inclusionary Housing Analysis **9% INCLUSIONARY REQUIREMENT**
City of Clovis *Page 2 of 2*

	West of Fowler / South of Herndon					
	Lower Density Rental			**Higher Density Rental**		
Average Unit Size	1,200 sf/unit			1,000 sf/unit		
Average No. of Bedrooms	1.7 br/unit			1.2 br/unit		
Residential Density	20 units/acre			30 units/acre		
Parking Type	2 sp/unit, 1 covered			2 sp/unit, 1 in garage.		
Building type	2-story wood frame			3-story wood frame		
Rents	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units
Market Rate	$2,280	$1.90	91%	$2,120	$2.12	91%
Low Income (80% AMI)	$1,511	$1.26	4.5%	$1,432	$1.43	4.5%
Very Low Inc. (50% AMI)	$900	$0.75	4.5%	$855	$0.86	4.5%
Weighted Average	$2,180	$1.82	100%	$2,030	$2.03	100%
Operating Income	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross
Gross Rent	$26,160	$22	96%	$24,360	$24	96%
Other Income, reimbursmts	$1,100	$1	4%	$1,100	$1	4%
(Less) Vacancy/Bad Debt	($1,363)	($1)	-5%	($1,273)	($1)	-5%
Effective Gross Income	$25,897	$22	95%	$24,187	$24	95%
(Less) OPEX	($6,200)	($5)	-23%	($5,700)	($6)	-22%
(Less) Property Tax	($4,400)	($4)	-16%	($3,900)	($4)	-15%
Net Operating Income (NOI)	$15,297	$13	56%	$14,587	$15	57%
Threshold Return on Cost	*7%*			*7%*		
Supported Investment	$218,500	$182		$208,400	$208	
Development Costs	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct
Site Acquisition	$13,100	$11	6%	$8,700	$9	4%
Directs incl. sitework	$237,800	$198	100%	$214,500	$215	100%
Contingency	$11,900	$10	5%	$10,700	$11	5%
Fees & Permits	$37,000	$31	16%	$34,700	$35	16%
A&E/Taxes/Ins./other indirects	$21,400	$18	9%	$19,300	$19	9%
Overhead/Admin	$9,500	$8	4%	$8,600	$9	4%
Financing	$16,370	$14	7%	$14,677	$15	7%
Total Costs	$347,070	$289	146%	$311,177	$311	145%
			%TDC			%TDC
Surplus / (Gap)	($128,570)	($107)	-37%	($102,777)	($103)	-33%
Feasibility Finding	Infeasible / Marginal			Infeasible / Marginal		

Appendix C Table 7
Rental Pro Forma
Inclusionary Housing Analysis **10% INCLUSIONARY REQUIREMENT**
City of Clovis *Page 1 of 2*

	North of Herndon						East of Fowler / South of Herndon					
	Lower Density Rental			**Higher Density Rental**			**Lower Density Rental**			**Higher Density Rental**		
Average Unit Size	1,200 sf/unit			1,000 sf/unit			1,200 sf/unit			1,000 sf/unit		
Average No. of Bedrooms	1.7 br/unit			1.2 br/unit			1.7 br/unit			1.2 br/unit		
Residential Density	20 units/acre			30 units/acre			20 units/acre			30 units/acre		
Parking Type	2 sp/unit, 1 in garage.			2 sp/unit, 1 in garage.			2 sp/unit, 1 covered			2 sp/unit, 1 in garage.		
Building type	2-story wood frame			3-story wood frame			2-story wood frame			3-story wood frame		
Rents	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units
Market Rate	$2,220	$1.85	90%	$2,050	$2.05	90%	$2,300	$1.92	90%	$2,150	$2.15	90%
Low Income (80% AMI)	$1,511	$1.26	5.0%	$1,432	$1.43	5.0%	$1,511	$1.26	5.0%	$1,432	$1.43	5.0%
Very Low Inc. (50% AMI)	$900	$0.75	5.0%	$855	$0.86	5.0%	$900	$0.75	5.0%	$855	$0.86	5.0%
Weighted Average	$2,120	$1.77	100%	$1,960	$1.96	100%	$2,190	$1.83	100%	$2,050	$2.05	100%
Operating Income	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross
Gross Rent	$25,440	$21	96%	$23,520	$24	96%	$26,280	$22	96%	$24,600	$25	96%
Other Income, reimbursmts	$1,100	$1	4%	$1,100	$1	4%	$1,100	$1	4%	$1,100	$1	4%
(Less) Vacancy/Bad Debt	($1,327)	($1)	-5%	($1,231)	($1)	-5%	($1,369)	($1)	-5%	($1,285)	($1)	-5%
Effective Gross Income	$25,213	$21	95%	$23,389	$23	95%	$26,011	$22	95%	$24,415	$24	95%
(Less) OPEX	($6,200)	($5)	-23%	($5,700)	($6)	-23%	($6,200)	($5)	-23%	($5,700)	($6)	-22%
(Less) Property Tax	($4,400)	($4)	-17%	($3,900)	($4)	-16%	($4,400)	($4)	-16%	($3,900)	($4)	-15%
Net Operating Income (NOI)	$14,613	$12	55%	$13,789	$14	56%	$15,411	$13	56%	$14,815	$15	58%
Threshold Return on Cost	*7%*			*7%*			*7%*			*7%*		
Supported Investment	$208,800	$174		$197,000	$197		$220,200	$184		$211,600	$212	
Development Costs	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct
Site Acquisition	$19,600	$16	8%	$13,100	$13	6%	$13,100	$11	6%	$8,700	$9	4%
Directs incl. sitework	$237,800	$198	100%	$214,500	$215	100%	$237,800	$198	100%	$214,500	$215	100%
Contingency	$11,900	$10	5%	$10,700	$11	5%	$11,900	$10	5%	$10,700	$11	5%
Fees & Permits	$47,900	$40	20%	$46,300	$46	22%	$43,900	$37	18%	$41,400	$41	19%
A&E/Taxes/Ins./other indirects	$21,400	$18	9%	$19,300	$19	9%	$21,400	$18	9%	$19,300	$19	9%
Overhead/Admin	$9,500	$8	4%	$8,600	$9	4%	$9,500	$8	4%	$8,600	$9	4%
Financing	$17,231	$14	7%	$15,469	$15	7%	$16,711	$14	7%	$15,008	$15	7%
Total Costs	$365,331	$304	154%	$327,969	$328	153%	$354,311	$295	149%	$318,208	$318	148%
			%TDC			%TDC			%TDC			%TDC
Surplus / (Gap)	($156,531)	($130)	-43%	($130,969)	($131)	-40%	($134,111)	($112)	-38%	($106,608)	($107)	-34%
Feasibility Finding	Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal		

Appendix C Table 7
Rental Pro Forma
Inclusionary Housing Analysis **10% INCLUSIONARY REQUIREMENT**
City of Clovis *Page 2 of 2*

	West of Fowler / South of Herndon					
	Lower Density Rental			**Higher Density Rental**		
Average Unit Size	1,200 sf/unit			1,000 sf/unit		
Average No. of Bedrooms	1.7 br/unit			1.2 br/unit		
Residential Density	20 units/acre			30 units/acre		
Parking Type	2 sp/unit, 1 covered			2 sp/unit, 1 in garage.		
Building type	2-story wood frame			3-story wood frame		
Rents	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units
Market Rate	$2,280	$1.90	90%	$2,120	$2.12	90%
Low Income (80% AMI)	$1,511	$1.26	5.0%	$1,432	$1.43	5.0%
Very Low Inc. (50% AMI)	$900	$0.75	5.0%	$855	$0.86	5.0%
Weighted Average	$2,170	$1.81	100%	$2,020	$2.02	100%
Operating Income	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross
Gross Rent	$26,040	$22	96%	$24,240	$24	96%
Other Income, reimbursmts	$1,100	$1	4%	$1,100	$1	4%
(Less) Vacancy/Bad Debt	($1,357)	($1)	-5%	($1,267)	($1)	-5%
Effective Gross Income	$25,783	$21	95%	$24,073	$24	95%
(Less) OPEX	($6,200)	($5)	-23%	($5,700)	($6)	-22%
(Less) Property Tax	($4,400)	($4)	-16%	($3,900)	($4)	-15%
Net Operating Income (NOI)	$15,183	$13	56%	$14,473	$14	57%
Threshold Return on Cost	*7%*			*7%*		
Supported Investment	$216,900	$181		$206,800	$207	
Development Costs	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct
Site Acquisition	$13,100	$11	6%	$8,700	$9	4%
Directs incl. sitework	$237,800	$198	100%	$214,500	$215	100%
Contingency	$11,900	$10	5%	$10,700	$11	5%
Fees & Permits	$37,000	$31	16%	$34,700	$35	16%
A&E/Taxes/Ins./other indirects	$21,400	$18	9%	$19,300	$19	9%
Overhead/Admin	$9,500	$8	4%	$8,600	$9	4%
Financing	$16,370	$14	7%	$14,677	$15	7%
Total Costs	$347,070	$289	146%	$311,177	$311	145%
			%TDC			%TDC
Surplus / (Gap)	($130,170)	($108)	-38%	($104,377)	($104)	-34%
Feasibility Finding	Infeasible / Marginal			Infeasible / Marginal		

Appendix C Table 8
Rental Pro Forma
Inclusionary Housing Analysis **IN-LIEU FEE PAYMENT @5%**
City of Clovis *Page 1 of 2*

	North of Herndon						East of Fowler / South of Herndon					
	Lower Density Rental			**Higher Density Rental**			**Lower Density Rental**			**Higher Density Rental**		
Average Unit Size	1,200 sf/unit			1,000 sf/unit			1,200 sf/unit			1,000 sf/unit		
Average No. of Bedrooms	1.7 br/unit			1.2 br/unit			1.7 br/unit			1.2 br/unit		
Residential Density	20 units/acre			30 units/acre			20 units/acre			30 units/acre		
Parking Type	2 sp/unit, 1 in garage.			2 sp/unit, 1 in garage.			2 sp/unit, 1 covered			2 sp/unit, 1 in garage.		
Building type	2-story wood frame			3-story wood frame			2-story wood frame			3-story wood frame		
Rents	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units
Market Rate	$2,220	$1.85	100%	$2,050	$2.05	100%	$2,300	$1.92	100%	$2,150	$2.15	100%
Low Income (80% AMI)	$1,511	$1.26	0.0%	$1,432	$1.43	0.0%	$1,511	$1.26	0.0%	$1,432	$1.43	0.0%
Very Low Inc. (50% AMI)	$900	$0.75	0.0%	$855	$0.86	0.0%	$900	$0.75	0.0%	$855	$0.86	0.0%
Weighted Average	$2,220	$1.85	100%	$2,050	$2.05	100%	$2,300	$1.92	100%	$2,150	$2.15	100%
Operating Income	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross
Gross Rent	$26,640	$22	96%	$24,600	$25	95%	$27,600	$23	96%	$25,800	$26	96%
Other Income, reimbursmts	$1,200	$1	4%	$1,200	$1	5%	$1,200	$1	4%	$1,200	$1	4%
(Less) Vacancy/Bad Debt	($1,392)	($1)	-5%	($1,290)	($1)	-5%	($1,440)	($1)	-5%	($1,350)	($1)	-5%
Effective Gross Income	$26,448	$22	95%	$24,510	$25	95%	$27,360	$23	95%	$25,650	$26	95%
(Less) OPEX	($6,200)	($5)	-22%	($5,700)	($6)	-22%	($6,200)	($5)	-22%	($5,700)	($6)	-21%
(Less) Property Tax	($4,400)	($4)	-16%	($3,900)	($4)	-15%	($4,400)	($4)	-15%	($3,900)	($4)	-14%
Net Operating Income (NOI)	$15,848	$13	57%	$14,910	$15	58%	$16,760	$14	58%	$16,050	$16	59%
Threshold Return on Cost	*7%*			*7%*			*7%*			*7%*		
Supported Investment	$226,400	$189		$213,000	$213		$239,400	$200		$229,300	$229	
Development Costs	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct
Site Acquisition	$19,600	$16	8%	$13,100	$13	6%	$13,100	$11	6%	$8,700	$9	4%
Directs incl. sitework	$237,800	$198	100%	$214,500	$215	100%	$237,800	$198	100%	$214,500	$215	100%
Contingency	$11,900	$10	5%	$10,700	$11	5%	$11,900	$10	5%	$10,700	$11	5%
Fees & Permits	$47,900	$40	20%	$46,300	$46	22%	$43,900	$37	18%	$41,400	$41	19%
In-Lieu Fee @5%	$3,360	$2.80	1%	$2,800	$2.80	1%	$3,360	$2.80	1%	$2,800	$2.80	1%
A&E/Taxes/Ins./other indirects	$21,400	$18	9%	$19,300	$19	9%	$21,400	$18	9%	$19,300	$19	9%
Overhead/Admin	$9,500	$8	4%	$8,600	$9	4%	$9,500	$8	4%	$8,600	$9	4%
Financing	$17,397	$14	7%	$15,607	$16	7%	$16,878	$14	7%	$15,147	$15	7%
Total Costs	$368,857	$307	155%	$330,907	$331	154%	$357,838	$298	150%	$321,147	$321	150%
			%TDC			%TDC			%TDC			%TDC
Surplus / (Gap)	($142,457)	($119)	-39%	($117,907)	($118)	-36%	($118,438)	($99)	-33%	($91,847)	($92)	-29%
Feasibility Finding	Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal		

Appendix C Table 8
Rental Pro Forma
Inclusionary Housing Analysis **IN-LIEU FEE PAYMENT @5%**
City of Clovis *Page 2 of 2*

	West of Fowler / South of Herndon					
	Lower Density Rental			**Higher Density Rental**		
Average Unit Size	1,200 sf/unit			1,000 sf/unit		
Average No. of Bedrooms	1.7 br/unit			1.2 br/unit		
Residential Density	20 units/acre			30 units/acre		
Parking Type	2 sp/unit, 1 covered			2 sp/unit, 1 in garage.		
Building type	2-story wood frame			3-story wood frame		
Rents	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units
Market Rate	$2,280	$1.90	100%	$2,120	$2.12	100%
Low Income (80% AMI)	$1,511	$1.26	0.0%	$1,432	$1.43	0.0%
Very Low Inc. (50% AMI)	$900	$0.75	0.0%	$855	$0.86	0.0%
Weighted Average	$2,280	$1.90	100%	$2,120	$2.12	100%
Operating Income	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross
Gross Rent	$27,360	$23	96%	$25,440	$25	95%
Other Income, reimbursmts	$1,200	$1	4%	$1,200	$1	5%
(Less) Vacancy/Bad Debt	($1,428)	($1)	-5%	($1,332)	($1)	-5%
Effective Gross Income	$27,132	$23	95%	$25,308	$25	95%
(Less) OPEX	($6,200)	($5)	-22%	($5,700)	($6)	-21%
(Less) Property Tax	($4,400)	($4)	-15%	($3,900)	($4)	-15%
Net Operating Income (NOI)	$16,532	$14	58%	$15,708	$16	59%
Threshold Return on Cost	*7%*			*7%*		
Supported Investment	$236,200	$197		$224,400	$224	
Development Costs	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct
Site Acquisition	$13,100	$11	6%	$8,700	$9	4%
Directs incl. sitework	$237,800	$198	100%	$214,500	$215	100%
Contingency	$11,900	$10	5%	$10,700	$11	5%
Fees & Permits	$37,000	$31	16%	$34,700	$35	16%
In-Lieu Fee @5%	$3,360	$2.80	1%	$2,800	$2.80	1%
A&E/Taxes/Ins./other indirects	$21,400	$18	9%	$19,300	$19	9%
Overhead/Admin	$9,500	$8	4%	$8,600	$9	4%
Financing	$16,536	$14	7%	$14,815	$15	7%
Total Costs	$350,596	$292	147%	$314,115	$314	146%
			%TDC			%TDC
Surplus / (Gap)	($114,396)	($95)	-33%	($89,715)	($90)	-29%
Feasibility Finding	Infeasible / Marginal			Infeasible / Marginal		

Appendix C Table 9
Rental Pro Forma
Inclusionary Housing Analysis **IN-LIEU FEE PAYMENT @6%**
City of Clovis *Page 1 of 2*

	North of Herndon						East of Fowler / South of Herndon					
	Lower Density Rental			**Higher Density Rental**			**Lower Density Rental**			**Higher Density Rental**		
Average Unit Size	1,200 sf/unit			1,000 sf/unit			1,200 sf/unit			1,000 sf/unit		
Average No. of Bedrooms	1.7 br/unit			1.2 br/unit			1.7 br/unit			1.2 br/unit		
Residential Density	20 units/acre			30 units/acre			20 units/acre			30 units/acre		
Parking Type	2 sp/unit, 1 in garage.			2 sp/unit, 1 in garage.			2 sp/unit, 1 covered			2 sp/unit, 1 in garage.		
Building type	2-story wood frame			3-story wood frame			2-story wood frame			3-story wood frame		
Rents	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units
Market Rate	$2,220	$1.85	100%	$2,050	$2.05	100%	$2,300	$1.92	100%	$2,150	$2.15	100%
Low Income (80% AMI)	$1,511	$1.26	0.0%	$1,432	$1.43	0.0%	$1,511	$1.26	0.0%	$1,432	$1.43	0.0%
Very Low Inc. (50% AMI)	$900	$0.75	0.0%	$855	$0.86	0.0%	$900	$0.75	0.0%	$855	$0.86	0.0%
Weighted Average	$2,220	$1.85	100%	$2,050	$2.05	100%	$2,300	$1.92	100%	$2,150	$2.15	100%
Operating Income	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross
Gross Rent	$26,640	$22	96%	$24,600	$25	95%	$27,600	$23	96%	$25,800	$26	96%
Other Income, reimbursmts	$1,200	$1	4%	$1,200	$1	5%	$1,200	$1	4%	$1,200	$1	4%
(Less) Vacancy/Bad Debt	($1,392)	($1)	-5%	($1,290)	($1)	-5%	($1,440)	($1)	-5%	($1,350)	($1)	-5%
Effective Gross Income	$26,448	$22	95%	$24,510	$25	95%	$27,360	$23	95%	$25,650	$26	95%
(Less) OPEX	($6,200)	($5)	-22%	($5,700)	($6)	-22%	($6,200)	($5)	-22%	($5,700)	($6)	-21%
(Less) Property Tax	($4,400)	($4)	-16%	($3,900)	($4)	-15%	($4,400)	($4)	-15%	($3,900)	($4)	-14%
Net Operating Income (NOI)	$15,848	$13	57%	$14,910	$15	58%	$16,760	$14	58%	$16,050	$16	59%
Threshold Return on Cost	*7%*			*7%*			*7%*			*7%*		
Supported Investment	$226,400	$189		$213,000	$213		$239,400	$200		$229,300	$229	
Development Costs	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct
Site Acquisition	$19,600	$16	8%	$13,100	$13	6%	$13,100	$11	6%	$8,700	$9	4%
Directs incl. sitework	$237,800	$198	100%	$214,500	$215	100%	$237,800	$198	100%	$214,500	$215	100%
Contingency	$11,900	$10	5%	$10,700	$11	5%	$11,900	$10	5%	$10,700	$11	5%
Fees & Permits	$47,900	$40	20%	$46,300	$46	22%	$43,900	$37	18%	$41,400	$41	19%
In-Lieu Fee @6%	$4,080	$3.40	2%	$3,400	$3.40	2%	$4,080	$3.40	2%	$3,400	$3.40	2%
A&E/Taxes/Ins./other indirects	$21,400	$18	9%	$19,300	$19	9%	$21,400	$18	9%	$19,300	$19	9%
Overhead/Admin	$9,500	$8	4%	$8,600	$9	4%	$9,500	$8	4%	$8,600	$9	4%
Financing	$17,433	$15	7%	$15,637	$16	7%	$16,913	$14	7%	$15,177	$15	7%
Total Costs	$369,613	$308	155%	$331,537	$332	155%	$358,593	$299	151%	$321,777	$322	150%
			%TDC			%TDC			%TDC			%TDC
Surplus / (Gap)	($143,213)	($119)	-39%	($118,537)	($119)	-36%	($119,193)	($99)	-33%	($92,477)	($92)	-29%
Feasibility Finding	Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal		

Appendix C Table 9
Rental Pro Forma
Inclusionary Housing Analysis **IN-LIEU FEE PAYMENT @6%**
City of Clovis *Page 2 of 2*

	West of Fowler / South of Herndon					
	Lower Density Rental			**Higher Density Rental**		
Average Unit Size	1,200 sf/unit			1,000 sf/unit		
Average No. of Bedrooms	1.7 br/unit			1.2 br/unit		
Residential Density	20 units/acre			30 units/acre		
Parking Type	2 sp/unit, 1 covered			2 sp/unit, 1 in garage.		
Building type	2-story wood frame			3-story wood frame		
Rents	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units
Market Rate	$2,280	$1.90	100%	$2,120	$2.12	100%
Low Income (80% AMI)	$1,511	$1.26	0.0%	$1,432	$1.43	0.0%
Very Low Inc. (50% AMI)	$900	$0.75	0.0%	$855	$0.86	0.0%
Weighted Average	$2,280	$1.90	100%	$2,120	$2.12	100%
Operating Income	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross
Gross Rent	$27,360	$23	96%	$25,440	$25	95%
Other Income, reimbursmts	$1,200	$1	4%	$1,200	$1	5%
(Less) Vacancy/Bad Debt	($1,428)	($1)	-5%	($1,332)	($1)	-5%
Effective Gross Income	$27,132	$23	95%	$25,308	$25	95%
(Less) OPEX	($6,200)	($5)	-22%	($5,700)	($6)	-21%
(Less) Property Tax	($4,400)	($4)	-15%	($3,900)	($4)	-15%
Net Operating Income (NOI)	$16,532	$14	58%	$15,708	$16	59%
Threshold Return on Cost	*7%*			*7%*		
Supported Investment	$236,200	$197		$224,400	$224	
Development Costs	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct
Site Acquisition	$13,100	$11	6%	$8,700	$9	4%
Directs incl. sitework	$237,800	$198	100%	$214,500	$215	100%
Contingency	$11,900	$10	5%	$10,700	$11	5%
Fees & Permits	$37,000	$31	16%	$34,700	$35	16%
In-Lieu Fee @6%	$4,080	$3.40	2%	$3,400	$3.40	2%
A&E/Taxes/Ins./other indirects	$21,400	$18	9%	$19,300	$19	9%
Overhead/Admin	$9,500	$8	4%	$8,600	$9	4%
Financing	$16,572	$14	7%	$14,845	$15	7%
Total Costs	$351,352	$293	148%	$314,745	$315	147%
			%TDC			%TDC
Surplus / (Gap)	($115,152)	($96)	-33%	($90,345)	($90)	-29%
Feasibility Finding	Infeasible / Marginal			Infeasible / Marginal		

Appendix C Table 10
Rental Pro Forma
Inclusionary Housing Analysis **IN-LIEU FEE PAYMENT @7%**
City of Clovis *Page 1 of 2*

	North of Herndon						East of Fowler / South of Herndon					
	Lower Density Rental			**Higher Density Rental**			**Lower Density Rental**			**Higher Density Rental**		
Average Unit Size	1,200 sf/unit			1,000 sf/unit			1,200 sf/unit			1,000 sf/unit		
Average No. of Bedrooms	1.7 br/unit			1.2 br/unit			1.7 br/unit			1.2 br/unit		
Residential Density	20 units/acre			30 units/acre			20 units/acre			30 units/acre		
Parking Type	2 sp/unit, 1 in garage.			2 sp/unit, 1 in garage.			2 sp/unit, 1 covered			2 sp/unit, 1 in garage.		
Building type	2-story wood frame			3-story wood frame			2-story wood frame			3-story wood frame		
Rents	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units
Market Rate	$2,220	$1.85	100%	$2,050	$2.05	100%	$2,300	$1.92	100%	$2,150	$2.15	100%
Low Income (80% AMI)	$1,511	$1.26	0.0%	$1,432	$1.43	0.0%	$1,511	$1.26	0.0%	$1,432	$1.43	0.0%
Very Low Inc. (50% AMI)	$900	$0.75	0.0%	$855	$0.86	0.0%	$900	$0.75	0.0%	$855	$0.86	0.0%
Weighted Average	$2,220	$1.85	100%	$2,050	$2.05	100%	$2,300	$1.92	100%	$2,150	$2.15	100%
Operating Income	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross
Gross Rent	$26,640	$22	96%	$24,600	$25	95%	$27,600	$23	96%	$25,800	$26	96%
Other Income, reimbursmts	$1,200	$1	4%	$1,200	$1	5%	$1,200	$1	4%	$1,200	$1	4%
(Less) Vacancy/Bad Debt	($1,392)	($1)	-5%	($1,290)	($1)	-5%	($1,440)	($1)	-5%	($1,350)	($1)	-5%
Effective Gross Income	$26,448	$22	95%	$24,510	$25	95%	$27,360	$23	95%	$25,650	$26	95%
(Less) OPEX	($6,200)	($5)	-22%	($5,700)	($6)	-22%	($6,200)	($5)	-22%	($5,700)	($6)	-21%
(Less) Property Tax	($4,400)	($4)	-16%	($3,900)	($4)	-15%	($4,400)	($4)	-15%	($3,900)	($4)	-14%
Net Operating Income (NOI)	$15,848	$13	57%	$14,910	$15	58%	$16,760	$14	58%	$16,050	$16	59%
Threshold Return on Cost	*7%*			*7%*			*7%*			*7%*		
Supported Investment	$226,400	$189		$213,000	$213		$239,400	$200		$229,300	$229	
Development Costs	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct
Site Acquisition	$19,600	$16	8%	$13,100	$13	6%	$13,100	$11	6%	$8,700	$9	4%
Directs incl. sitework	$237,800	$198	100%	$214,500	$215	100%	$237,800	$198	100%	$214,500	$215	100%
Contingency	$11,900	$10	5%	$10,700	$11	5%	$11,900	$10	5%	$10,700	$11	5%
Fees & Permits	$47,900	$40	20%	$46,300	$46	22%	$43,900	$37	18%	$41,400	$41	19%
In-Lieu Fee @7%	$4,680	$3.90	2%	$3,900	$3.90	2%	$4,680	$3.90	2%	$3,900	$3.90	2%
A&E/Taxes/Ins./other indirects	$21,400	$18	9%	$19,300	$19	9%	$21,400	$18	9%	$19,300	$19	9%
Overhead/Admin	$9,500	$8	4%	$8,600	$9	4%	$9,500	$8	4%	$8,600	$9	4%
Financing	$17,463	$15	7%	$15,662	$16	7%	$16,943	$14	7%	$15,201	$15	7%
Total Costs	$370,243	$309	156%	$332,062	$332	155%	$359,223	$299	151%	$322,301	$322	150%
			%TDC			%TDC			%TDC			%TDC
Surplus / (Gap)	($143,843)	($120)	-39%	($119,062)	($119)	-36%	($119,823)	($100)	-33%	($93,001)	($93)	-29%
Feasibility Finding	Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal		

Appendix C Table 10
Rental Pro Forma
Inclusionary Housing Analysis **IN-LIEU FEE PAYMENT @7%**
City of Clovis *Page 2 of 2*

	West of Fowler / South of Herndon					
	Lower Density Rental			**Higher Density Rental**		
Average Unit Size	1,200 sf/unit			1,000 sf/unit		
Average No. of Bedrooms	1.7 br/unit			1.2 br/unit		
Residential Density	20 units/acre			30 units/acre		
Parking Type	2 sp/unit, 1 covered			2 sp/unit, 1 in garage.		
Building type	2-story wood frame			3-story wood frame		
Rents	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units
Market Rate	$2,280	$1.90	100%	$2,120	$2.12	100%
Low Income (80% AMI)	$1,511	$1.26	0.0%	$1,432	$1.43	0.0%
Very Low Inc. (50% AMI)	$900	$0.75	0.0%	$855	$0.86	0.0%
Weighted Average	$2,280	$1.90	100%	$2,120	$2.12	100%
Operating Income	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross
Gross Rent	$27,360	$23	96%	$25,440	$25	95%
Other Income, reimbursmts	$1,200	$1	4%	$1,200	$1	5%
(Less) Vacancy/Bad Debt	($1,428)	($1)	-5%	($1,332)	($1)	-5%
Effective Gross Income	$27,132	$23	95%	$25,308	$25	95%
(Less) OPEX	($6,200)	($5)	-22%	($5,700)	($6)	-21%
(Less) Property Tax	($4,400)	($4)	-15%	($3,900)	($4)	-15%
Net Operating Income (NOI)	$16,532	$14	58%	$15,708	$16	59%
Threshold Return on Cost	*7%*			*7%*		
Supported Investment	$236,200	$197		$224,400	$224	
Development Costs	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct
Site Acquisition	$13,100	$11	6%	$8,700	$9	4%
Directs incl. sitework	$237,800	$198	100%	$214,500	$215	100%
Contingency	$11,900	$10	5%	$10,700	$11	5%
Fees & Permits	$37,000	$31	16%	$34,700	$35	16%
In-Lieu Fee @7%	$4,680	$3.90	2%	$3,900	$3.90	2%
A&E/Taxes/Ins./other indirects	$21,400	$18	9%	$19,300	$19	9%
Overhead/Admin	$9,500	$8	4%	$8,600	$9	4%
Financing	$16,601	$14	7%	$14,870	$15	7%
Total Costs	$351,981	$293	148%	$315,270	$315	147%
			%TDC			%TDC
Surplus / (Gap)	($115,781)	($96)	-33%	($90,870)	($91)	-29%
Feasibility Finding	Infeasible / Marginal			Infeasible / Marginal		

Appendix C Table 11
Rental Pro Forma
Inclusionary Housing Analysis **IN-LIEU FEE PAYMENT @8%**
City of Clovis *Page 1 of 2*

	North of Herndon						East of Fowler / South of Herndon					
	Lower Density Rental			**Higher Density Rental**			**Lower Density Rental**			**Higher Density Rental**		
Average Unit Size	1,200 sf/unit			1,000 sf/unit			1,200 sf/unit			1,000 sf/unit		
Average No. of Bedrooms	1.7 br/unit			1.2 br/unit			1.7 br/unit			1.2 br/unit		
Residential Density	20 units/acre			30 units/acre			20 units/acre			30 units/acre		
Parking Type	2 sp/unit, 1 in garage.			2 sp/unit, 1 in garage.			2 sp/unit, 1 covered			2 sp/unit, 1 in garage.		
Building type	2-story wood frame			3-story wood frame			2-story wood frame			3-story wood frame		
Rents	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units
Market Rate	$2,220	$1.85	100%	$2,050	$2.05	100%	$2,300	$1.92	100%	$2,150	$2.15	100%
Low Income (80% AMI)	$1,511	$1.26	0.0%	$1,432	$1.43	0.0%	$1,511	$1.26	0.0%	$1,432	$1.43	0.0%
Very Low Inc. (50% AMI)	$900	$0.75	0.0%	$855	$0.86	0.0%	$900	$0.75	0.0%	$855	$0.86	0.0%
Weighted Average	$2,220	$1.85	100%	$2,050	$2.05	100%	$2,300	$1.92	100%	$2,150	$2.15	100%
Operating Income	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross
Gross Rent	$26,640	$22	96%	$24,600	$25	95%	$27,600	$23	96%	$25,800	$26	96%
Other Income, reimbursmts	$1,200	$1	4%	$1,200	$1	5%	$1,200	$1	4%	$1,200	$1	4%
(Less) Vacancy/Bad Debt	($1,392)	($1)	-5%	($1,290)	($1)	-5%	($1,440)	($1)	-5%	($1,350)	($1)	-5%
Effective Gross Income	$26,448	$22	95%	$24,510	$25	95%	$27,360	$23	95%	$25,650	$26	95%
(Less) OPEX	($6,200)	($5)	-22%	($5,700)	($6)	-22%	($6,200)	($5)	-22%	($5,700)	($6)	-21%
(Less) Property Tax	($4,400)	($4)	-16%	($3,900)	($4)	-15%	($4,400)	($4)	-15%	($3,900)	($4)	-14%
Net Operating Income (NOI)	$15,848	$13	57%	$14,910	$15	58%	$16,760	$14	58%	$16,050	$16	59%
Threshold Return on Cost	*7%*			*7%*			*7%*			*7%*		
Supported Investment	$226,400	$189		$213,000	$213		$239,400	$200		$229,300	$229	
Development Costs	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct
Site Acquisition	$19,600	$16	8%	$13,100	$13	6%	$13,100	$11	6%	$8,700	$9	4%
Directs incl. sitework	$237,800	$198	100%	$214,500	$215	100%	$237,800	$198	100%	$214,500	$215	100%
Contingency	$11,900	$10	5%	$10,700	$11	5%	$11,900	$10	5%	$10,700	$11	5%
Fees & Permits	$47,900	$40	20%	$46,300	$46	22%	$43,900	$37	18%	$41,400	$41	19%
In-Lieu Fee @8%	$5,400	$4.50	2%	$4,500	$4.50	2%	$5,400	$4.50	2%	$4,500	$4.50	2%
A&E/Taxes/Ins./other indirects	$21,400	$18	9%	$19,300	$19	9%	$21,400	$18	9%	$19,300	$19	9%
Overhead/Admin	$9,500	$8	4%	$8,600	$9	4%	$9,500	$8	4%	$8,600	$9	4%
Financing	$17,498	$15	7%	$15,692	$16	7%	$16,979	$14	7%	$15,231	$15	7%
Total Costs	$370,998	$309	156%	$332,692	$333	155%	$359,979	$300	151%	$322,931	$323	151%
			%TDC			%TDC			%TDC			%TDC
Surplus / (Gap)	($144,598)	($120)	-39%	($119,692)	($120)	-36%	($120,579)	($100)	-33%	($93,631)	($94)	-29%
Feasibility Finding	Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal		

Appendix C Table 11
Rental Pro Forma
Inclusionary Housing Analysis **IN-LIEU FEE PAYMENT @8%**
City of Clovis *Page 2 of 2*

	West of Fowler / South of Herndon					
	Lower Density Rental			**Higher Density Rental**		
Average Unit Size	1,200 sf/unit			1,000 sf/unit		
Average No. of Bedrooms	1.7 br/unit			1.2 br/unit		
Residential Density	20 units/acre			30 units/acre		
Parking Type	2 sp/unit, 1 covered			2 sp/unit, 1 in garage.		
Building type	2-story wood frame			3-story wood frame		
Rents	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units
Market Rate	$2,280	$1.90	100%	$2,120	$2.12	100%
Low Income (80% AMI)	$1,511	$1.26	0.0%	$1,432	$1.43	0.0%
Very Low Inc. (50% AMI)	$900	$0.75	0.0%	$855	$0.86	0.0%
Weighted Average	$2,280	$1.90	100%	$2,120	$2.12	100%
Operating Income	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross
Gross Rent	$27,360	$23	96%	$25,440	$25	95%
Other Income, reimbursmts	$1,200	$1	4%	$1,200	$1	5%
(Less) Vacancy/Bad Debt	($1,428)	($1)	-5%	($1,332)	($1)	-5%
Effective Gross Income	$27,132	$23	95%	$25,308	$25	95%
(Less) OPEX	($6,200)	($5)	-22%	($5,700)	($6)	-21%
(Less) Property Tax	($4,400)	($4)	-15%	($3,900)	($4)	-15%
Net Operating Income (NOI)	$16,532	$14	58%	$15,708	$16	59%
Threshold Return on Cost	*7%*			*7%*		
Supported Investment	$236,200	$197		$224,400	$224	
Development Costs	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct
Site Acquisition	$13,100	$11	6%	$8,700	$9	4%
Directs incl. sitework	$237,800	$198	100%	$214,500	$215	100%
Contingency	$11,900	$10	5%	$10,700	$11	5%
Fees & Permits	$37,000	$31	16%	$34,700	$35	16%
In-Lieu Fee @8%	$5,400	$4.50	2%	$4,500	$4.50	2%
A&E/Taxes/Ins./other indirects	$21,400	$18	9%	$19,300	$19	9%
Overhead/Admin	$9,500	$8	4%	$8,600	$9	4%
Financing	$16,637	$14	7%	$14,900	$15	7%
Total Costs	$352,737	$294	148%	$315,900	$316	147%
			%TDC			%TDC
Surplus / (Gap)	($116,537)	($97)	-33%	($91,500)	($92)	-29%
Feasibility Finding	Infeasible / Marginal			Infeasible / Marginal		

Appendix C Table 12
Rental Pro Forma
Inclusionary Housing Analysis **IN-LIEU FEE PAYMENT @9%**
City of Clovis *Page 1 of 2*

	North of Herndon						East of Fowler / South of Herndon					
	Lower Density Rental			**Higher Density Rental**			**Lower Density Rental**			**Higher Density Rental**		
Average Unit Size	1,200 sf/unit			1,000 sf/unit			1,200 sf/unit			1,000 sf/unit		
Average No. of Bedrooms	1.7 br/unit			1.2 br/unit			1.7 br/unit			1.2 br/unit		
Residential Density	20 units/acre			30 units/acre			20 units/acre			30 units/acre		
Parking Type	2 sp/unit, 1 in garage.			2 sp/unit, 1 in garage.			2 sp/unit, 1 covered			2 sp/unit, 1 in garage.		
Building type	2-story wood frame			3-story wood frame			2-story wood frame			3-story wood frame		
Rents	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units
Market Rate	$2,220	$1.85	100%	$2,050	$2.05	100%	$2,300	$1.92	100%	$2,150	$2.15	100%
Low Income (80% AMI)	$1,511	$1.26	0.0%	$1,432	$1.43	0.0%	$1,511	$1.26	0.0%	$1,432	$1.43	0.0%
Very Low Inc. (50% AMI)	$900	$0.75	0.0%	$855	$0.86	0.0%	$900	$0.75	0.0%	$855	$0.86	0.0%
Weighted Average	$2,220	$1.85	100%	$2,050	$2.05	100%	$2,300	$1.92	100%	$2,150	$2.15	100%
Operating Income	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross
Gross Rent	$26,640	$22	96%	$24,600	$25	95%	$27,600	$23	96%	$25,800	$26	96%
Other Income, reimbursmts	$1,200	$1	4%	$1,200	$1	5%	$1,200	$1	4%	$1,200	$1	4%
(Less) Vacancy/Bad Debt	($1,392)	($1)	-5%	($1,290)	($1)	-5%	($1,440)	($1)	-5%	($1,350)	($1)	-5%
Effective Gross Income	$26,448	$22	95%	$24,510	$25	95%	$27,360	$23	95%	$25,650	$26	95%
(Less) OPEX	($6,200)	($5)	-22%	($5,700)	($6)	-22%	($6,200)	($5)	-22%	($5,700)	($6)	-21%
(Less) Property Tax	($4,400)	($4)	-16%	($3,900)	($4)	-15%	($4,400)	($4)	-15%	($3,900)	($4)	-14%
Net Operating Income (NOI)	$15,848	$13	57%	$14,910	$15	58%	$16,760	$14	58%	$16,050	$16	59%
Threshold Return on Cost	*7%*			*7%*			*7%*			*7%*		
Supported Investment	$226,400	$189		$213,000	$213		$239,400	$200		$229,300	$229	
Development Costs	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct
Site Acquisition	$19,600	$16	8%	$13,100	$13	6%	$13,100	$11	6%	$8,700	$9	4%
Directs incl. sitework	$237,800	$198	100%	$214,500	$215	100%	$237,800	$198	100%	$214,500	$215	100%
Contingency	$11,900	$10	5%	$10,700	$11	5%	$11,900	$10	5%	$10,700	$11	5%
Fees & Permits	$47,900	$40	20%	$46,300	$46	22%	$43,900	$37	18%	$41,400	$41	19%
In-Lieu Fee @9%	$6,120	$5.10	3%	$5,100	$5.10	2%	$6,120	$5.10	3%	$5,100	$5.10	2%
A&E/Taxes/Ins./other indirects	$21,400	$18	9%	$19,300	$19	9%	$21,400	$18	9%	$19,300	$19	9%
Overhead/Admin	$9,500	$8	4%	$8,600	$9	4%	$9,500	$8	4%	$8,600	$9	4%
Financing	$17,534	$15	7%	$15,721	$16	7%	$17,014	$14	7%	$15,261	$15	7%
Total Costs	$371,754	$310	156%	$333,321	$333	155%	$360,734	$301	152%	$323,561	$324	151%
			%TDC			%TDC			%TDC			%TDC
Surplus / (Gap)	($145,354)	($121)	-39%	($120,321)	($120)	-36%	($121,334)	($101)	-34%	($94,261)	($94)	-29%
Feasibility Finding	Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal		

Appendix C Table 12
Rental Pro Forma
Inclusionary Housing Analysis **IN-LIEU FEE PAYMENT @9%**
City of Clovis *Page 2 of 2*

	West of Fowler / South of Herndon					
	Lower Density Rental			**Higher Density Rental**		
Average Unit Size	1,200 sf/unit			1,000 sf/unit		
Average No. of Bedrooms	1.7 br/unit			1.2 br/unit		
Residential Density	20 units/acre			30 units/acre		
Parking Type	2 sp/unit, 1 covered			2 sp/unit, 1 in garage.		
Building type	2-story wood frame			3-story wood frame		
Rents	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units
Market Rate	$2,280	$1.90	100%	$2,120	$2.12	100%
Low Income (80% AMI)	$1,511	$1.26	0.0%	$1,432	$1.43	0.0%
Very Low Inc. (50% AMI)	$900	$0.75	0.0%	$855	$0.86	0.0%
Weighted Average	$2,280	$1.90	100%	$2,120	$2.12	100%
Operating Income	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross
Gross Rent	$27,360	$23	96%	$25,440	$25	95%
Other Income, reimbursmts	$1,200	$1	4%	$1,200	$1	5%
(Less) Vacancy/Bad Debt	($1,428)	($1)	-5%	($1,332)	($1)	-5%
Effective Gross Income	$27,132	$23	95%	$25,308	$25	95%
(Less) OPEX	($6,200)	($5)	-22%	($5,700)	($6)	-21%
(Less) Property Tax	($4,400)	($4)	-15%	($3,900)	($4)	-15%
Net Operating Income (NOI)	$16,532	$14	58%	$15,708	$16	59%
Threshold Return on Cost	*7%*			*7%*		
Supported Investment	$236,200	$197		$224,400	$224	
Development Costs	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct
Site Acquisition	$13,100	$11	6%	$8,700	$9	4%
Directs incl. sitework	$237,800	$198	100%	$214,500	$215	100%
Contingency	$11,900	$10	5%	$10,700	$11	5%
Fees & Permits	$37,000	$31	16%	$34,700	$35	16%
In-Lieu Fee @9%	$6,120	$5.10	3%	$5,100	$5.10	2%
A&E/Taxes/Ins./other indirects	$21,400	$18	9%	$19,300	$19	9%
Overhead/Admin	$9,500	$8	4%	$8,600	$9	4%
Financing	$16,673	$14	7%	$14,929	$15	7%
Total Costs	$353,493	$295	149%	$316,529	$317	148%
			%TDC			%TDC
Surplus / (Gap)	($117,293)	($98)	-33%	($92,129)	($92)	-29%
Feasibility Finding	Infeasible / Marginal			Infeasible / Marginal		

Appendix C Table 13
Rental Pro Forma
Inclusionary Housing Analysis **IN-LIEU FEE PAYMENT @10%**
City of Clovis *Page 1 of 2*

	North of Herndon						East of Fowler / South of Herndon					
	Lower Density Rental			**Higher Density Rental**			**Lower Density Rental**			**Higher Density Rental**		
Average Unit Size	1,200 sf/unit			1,000 sf/unit			1,200 sf/unit			1,000 sf/unit		
Average No. of Bedrooms	1.7 br/unit			1.2 br/unit			1.7 br/unit			1.2 br/unit		
Residential Density	20 units/acre			30 units/acre			20 units/acre			30 units/acre		
Parking Type	2 sp/unit, 1 in garage.			2 sp/unit, 1 in garage.			2 sp/unit, 1 covered			2 sp/unit, 1 in garage.		
Building type	2-story wood frame			3-story wood frame			2-story wood frame			3-story wood frame		
Rents	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units
Market Rate	$2,220	$1.85	100%	$2,050	$2.05	100%	$2,300	$1.92	100%	$2,150	$2.15	100%
Low Income (80% AMI)	$1,511	$1.26	0.0%	$1,432	$1.43	0.0%	$1,511	$1.26	0.0%	$1,432	$1.43	0.0%
Very Low Inc. (50% AMI)	$900	$0.75	0.0%	$855	$0.86	0.0%	$900	$0.75	0.0%	$855	$0.86	0.0%
Weighted Average	$2,220	$1.85	100%	$2,050	$2.05	100%	$2,300	$1.92	100%	$2,150	$2.15	100%
Operating Income	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross
Gross Rent	$26,640	$22	96%	$24,600	$25	95%	$27,600	$23	96%	$25,800	$26	96%
Other Income, reimbursmts	$1,200	$1	4%	$1,200	$1	5%	$1,200	$1	4%	$1,200	$1	4%
(Less) Vacancy/Bad Debt	($1,392)	($1)	-5%	($1,290)	($1)	-5%	($1,440)	($1)	-5%	($1,350)	($1)	-5%
Effective Gross Income	$26,448	$22	95%	$24,510	$25	95%	$27,360	$23	95%	$25,650	$26	95%
(Less) OPEX	($6,200)	($5)	-22%	($5,700)	($6)	-22%	($6,200)	($5)	-22%	($5,700)	($6)	-21%
(Less) Property Tax	($4,400)	($4)	-16%	($3,900)	($4)	-15%	($4,400)	($4)	-15%	($3,900)	($4)	-14%
Net Operating Income (NOI)	$15,848	$13	57%	$14,910	$15	58%	$16,760	$14	58%	$16,050	$16	59%
Threshold Return on Cost	*7%*			*7%*			*7%*			*7%*		
Supported Investment	$226,400	$189		$213,000	$213		$239,400	$200		$229,300	$229	
Development Costs	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct
Site Acquisition	$19,600	$16	8%	$13,100	$13	6%	$13,100	$11	6%	$8,700	$9	4%
Directs incl. sitework	$237,800	$198	100%	$214,500	$215	100%	$237,800	$198	100%	$214,500	$215	100%
Contingency	$11,900	$10	5%	$10,700	$11	5%	$11,900	$10	5%	$10,700	$11	5%
Fees & Permits	$47,900	$40	20%	$46,300	$46	22%	$43,900	$37	18%	$41,400	$41	19%
In-Lieu Fee @10%	$6,720	$5.60	3%	$5,600	$5.60	3%	$6,720	$5.60	3%	$5,600	$5.60	3%
A&E/Taxes/Ins./other indirects	$21,400	$18	9%	$19,300	$19	9%	$21,400	$18	9%	$19,300	$19	9%
Overhead/Admin	$9,500	$8	4%	$8,600	$9	4%	$9,500	$8	4%	$8,600	$9	4%
Financing	$17,564	$15	7%	$15,746	$16	7%	$17,044	$14	7%	$15,286	$15	7%
Total Costs	$372,384	$310	157%	$333,846	$334	156%	$361,364	$301	152%	$324,086	$324	151%
			%TDC			%TDC			%TDC			%TDC
Surplus / (Gap)	($145,984)	($122)	-39%	($120,846)	($121)	-36%	($121,964)	($102)	-34%	($94,786)	($95)	-29%
Feasibility Finding	Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal			Infeasible / Marginal		

Appendix C Table 13
Rental Pro Forma
Inclusionary Housing Analysis **IN-LIEU FEE PAYMENT @10%**
City of Clovis *Page 2 of 2*

	West of Fowler / South of Herndon					
	Lower Density Rental			**Higher Density Rental**		
Average Unit Size	1,200 sf/unit			1,000 sf/unit		
Average No. of Bedrooms	1.7 br/unit			1.2 br/unit		
Residential Density	20 units/acre			30 units/acre		
Parking Type	2 sp/unit, 1 covered			2 sp/unit, 1 in garage.		
Building type	2-story wood frame			3-story wood frame		
Rents	$/Unit	$/NSF	%Units	$/Unit	$/NSF	%Units
Market Rate	$2,280	$1.90	100%	$2,120	$2.12	100%
Low Income (80% AMI)	$1,511	$1.26	0.0%	$1,432	$1.43	0.0%
Very Low Inc. (50% AMI)	$900	$0.75	0.0%	$855	$0.86	0.0%
Weighted Average	$2,280	$1.90	100%	$2,120	$2.12	100%
Operating Income	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross
Gross Rent	$27,360	$23	96%	$25,440	$25	95%
Other Income, reimbursmts	$1,200	$1	4%	$1,200	$1	5%
(Less) Vacancy/Bad Debt	($1,428)	($1)	-5%	($1,332)	($1)	-5%
Effective Gross Income	$27,132	$23	95%	$25,308	$25	95%
(Less) OPEX	($6,200)	($5)	-22%	($5,700)	($6)	-21%
(Less) Property Tax	($4,400)	($4)	-15%	($3,900)	($4)	-15%
Net Operating Income (NOI)	$16,532	$14	58%	$15,708	$16	59%
Threshold Return on Cost	*7%*			*7%*		
Supported Investment	$236,200	$197		$224,400	$224	
Development Costs	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct
Site Acquisition	$13,100	$11	6%	$8,700	$9	4%
Directs incl. sitework	$237,800	$198	100%	$214,500	$215	100%
Contingency	$11,900	$10	5%	$10,700	$11	5%
Fees & Permits	$37,000	$31	16%	$34,700	$35	16%
In-Lieu Fee @10%	$6,720	$5.60	3%	$5,600	$5.60	3%
A&E/Taxes/Ins./other indirects	$21,400	$18	9%	$19,300	$19	9%
Overhead/Admin	$9,500	$8	4%	$8,600	$9	4%
Financing	$16,702	$14	7%	$14,954	$15	7%
Total Costs	$354,122	$295	149%	$317,054	$317	148%
			%TDC			%TDC
Surplus / (Gap)	($117,922)	($98)	-33%	($92,654)	($93)	-29%
Feasibility Finding	Infeasible / Marginal			Infeasible / Marginal		

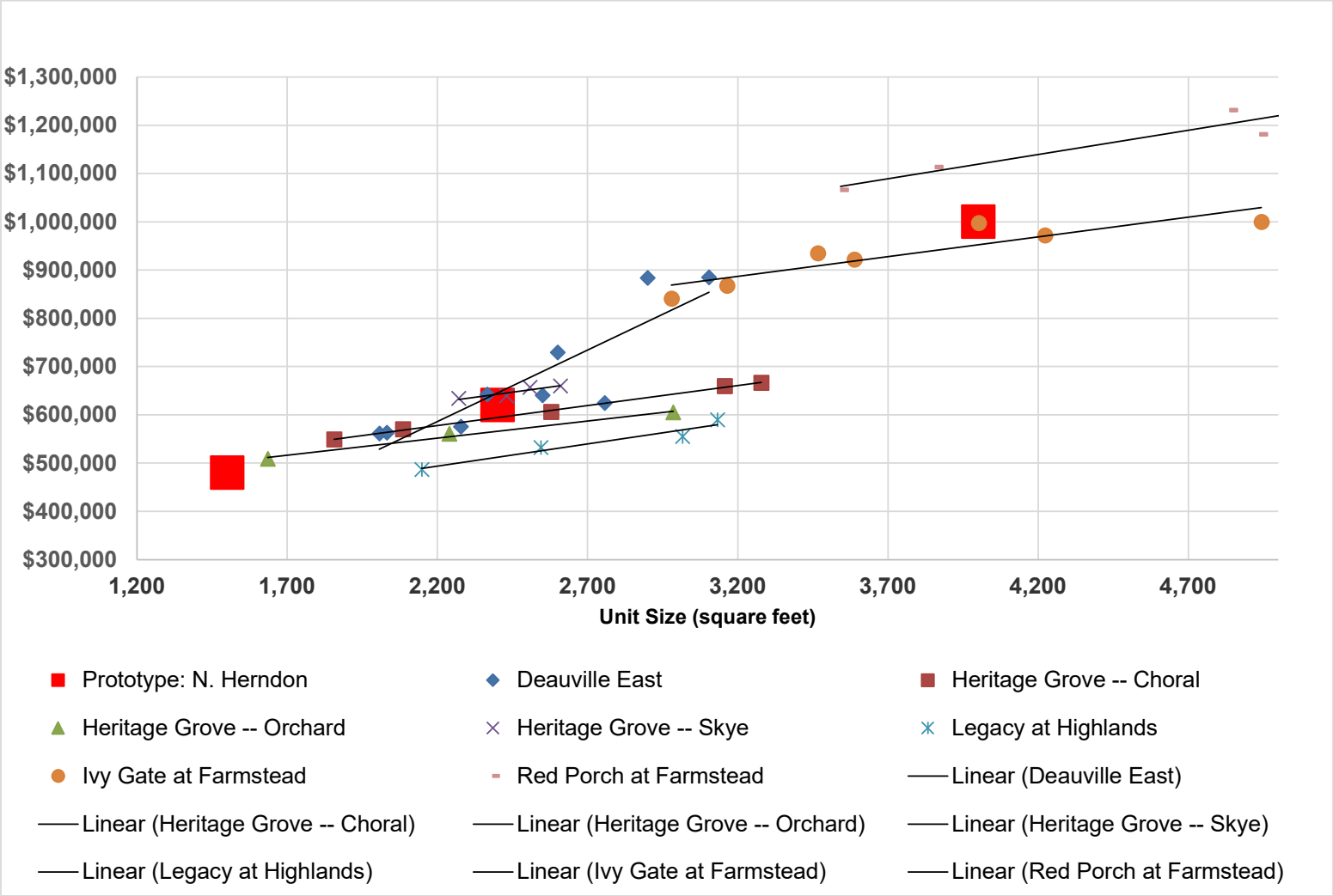
APPENDIX D
SUPPORTING DATA AND ANALYSES

Appendix D Table 1
Estimated Fees and Permit Cost Detail
Inclusionary Housing Analysis
City of Clovis

	For-Sale						Rental					
	North of Herndon			East of Fowler / South of Herndon		West of Fowler / South of Herndon	North of Herndon		East of Fowler / South of Herndon		West of Fowler / South of Herndon	
	Large Lot Single Family	Single Family	Smaller Single Family	Single Family	Smaller Single Family	Small Lot Single Family	Lower Density Rental	Higher Density Rental	Lower Density Rental	Higher Density Rental	Lower Density Rental	Higher Density Rental
Density (dwelling units/acre)	3 dua	7 dua	10 dua	7 dua	10 dua	13 dua	20 dua	30 dua	20 dua	30 dua	20 dua	30 dua
Average Unit Size	4,000 sf	2,400 sf	1,500 sf	2,400 sf	1,500 sf	1,500 sf	1,200 sf	1,000 sf	1,200 sf	1,000 sf	1,200 sf	1,000 sf
Gross Square Footage	4,000 sf	2,400 sf	1,500 sf	2,400 sf	1,500 sf	1,500 sf	1,200 sf	1,111 sf	1,333 sf	1,111 sf	1,333 sf	1,111 sf
Average No. of Bedrooms	4.5 BR	4.0 BR	3.3 BR	4.0 BR	3.3 BR	3.3 BR	1.7 BR	1.2 BR	1.7 BR	1.2 BR	1.7 BR	1.2 BR
Street Area Assumed	avg of areas 1&5			avg of areas 2&4		area 3	avg of areas 1&5		avg of areas 2&4		area 3	area 3
Fee Estimate Per Unit												
Permit, plan check, inspection	$11,700	$7,020	$4,414	$7,020	$4,414	$4,564	$4,279	$3,598	$4,279	$3,598	$4,320	$3,598
Water Major Facilities	$17,568	$11,419	$9,745	$11,419	$9,745	$8,748	$7,416	$7,201	$7,416	$7,201	$7,201	$7,201
Water, non-potable, frontage	$1,924	$825	$577	$825	$577	$610	$374	$264	$374	$264	$397	$264
Water Meter	$560	$560	$560	$560	$560	$561	$40	$40	$40	$40	$60	$40
Sewer major facilities	$10,322	$10,322	$10,322	$10,322	$10,322	$10,322	$8,361	$8,361	$8,361	$8,361	$8,361	$8,361
Sewer frontage, oversize	$851	$365	$255	$365	$255	$349	$200	$151	$200	$151	$227	$151
Parks	$6,098	$6,098	$6,098	$3,049	$3,049	$0	$6,098	$6,098	$3,049	$3,049	$0	$0
Refuse	$548	$548	$548	$548	$548	$548	$444	$444	$444	$444	$444	$444
Street admin	$134	$134	$80	$91	$30	$1	$80	$80	$55	$55	$1	$1
Admin	$666	$525	$500	$479	$455	$391	$426	$423	$380	$377	$331	$331
Fire Dept	$2,235	$2,235	$2,235	$2,235	$2,235	$2,235	$2,235	$2,235	$2,235	$2,235	$2,235	$2,235
Fire Transition	$416	$178	$125	$178	$125	$0	$0	$0	$0	$0	$0	$0
Police Dept	$1,569	$1,569	$1,569	$1,569	$1,569	$1,569	$1,569	$1,569	$1,569	$1,569	$1,569	$1,569
Library	$819	$819	$819	$819	$819	$819	$669	$669	$669	$669	$669	$669
Street Fees	$8,934	$8,933	$5,361	$6,068	$1,972	$70	$5,361	$5,361	$3,641	$3,641	$70	$70
Water Supply	$3,134	$1,098	$1,399	$1,098	$1,399	$1,146	$1,208	$1,310	$1,208	$1,310	$1,172	$1,310
Underground overhead utilities	$3,054	$1,309	$916	$1,323	$926	$0	$502	$325	$508	$329	$505	$337
Fresno COG RTMF	$2,118	$2,118	$2,118	$2,118	$2,118	$2,118	$1,642	$1,642	$1,642	$1,642	$1,642	$1,642
School District	$23,440	$14,064	$8,790	$14,064	$8,790	$8,790	$7,032	$6,511	$7,813	$6,511	$7,813	$6,511
Total Per Unit (Rounded)	$96,100	$70,100	$56,400	$64,200	$49,900	$42,800	$47,900	$46,300	$43,900	$41,400	$37,000	$34,700

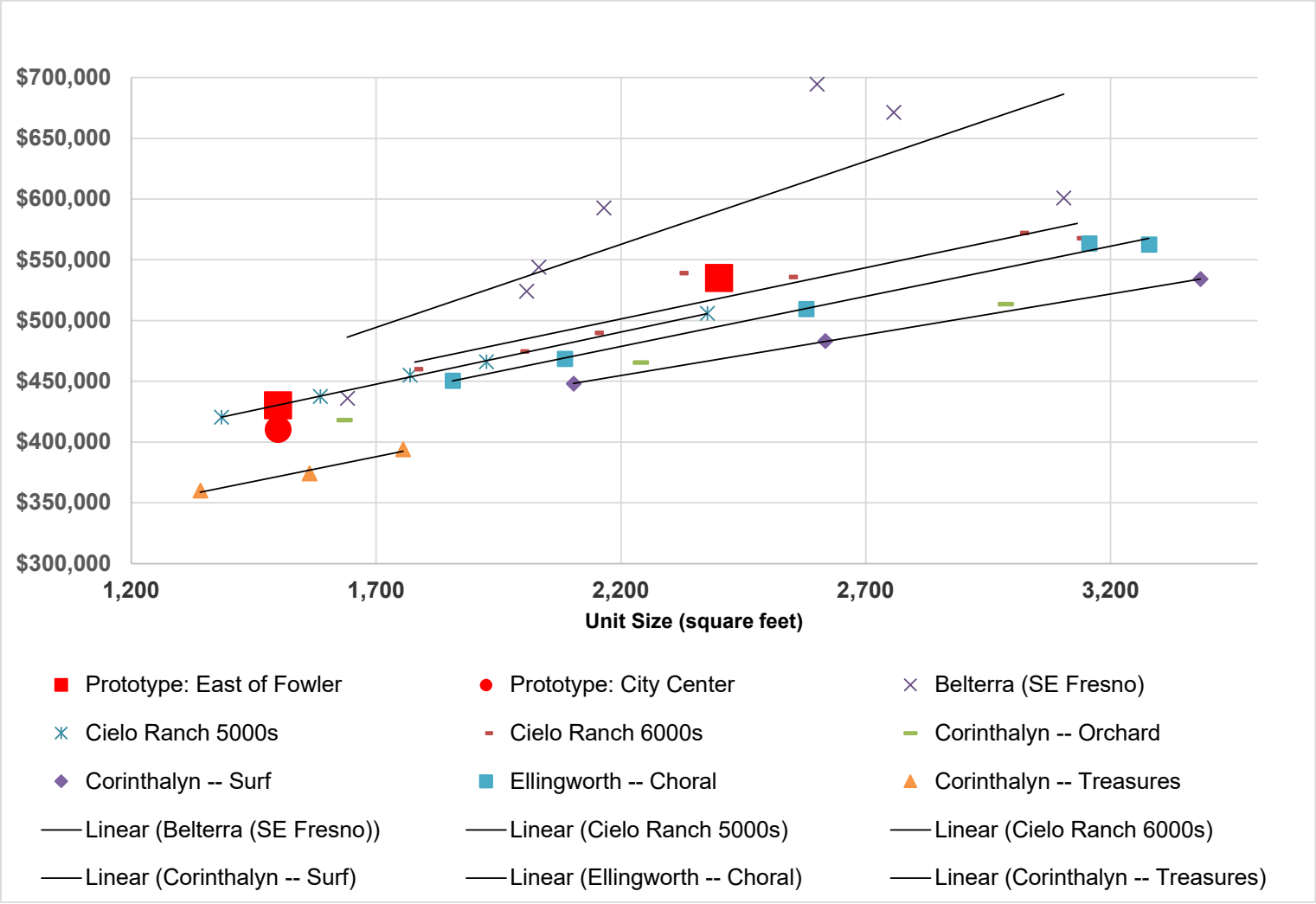
Note: City fees based on estimate provided by City of Clovis. Other fees based on FY 24-25 rate schedules. Fees for undergrounding of overhead utility lines reflect an average of multiple fee zones for some prototypes.

Appendix D Table 2
New Homes Currently Marketing: North of Herndon
Inclusionary Housing Analysis
City of Clovis



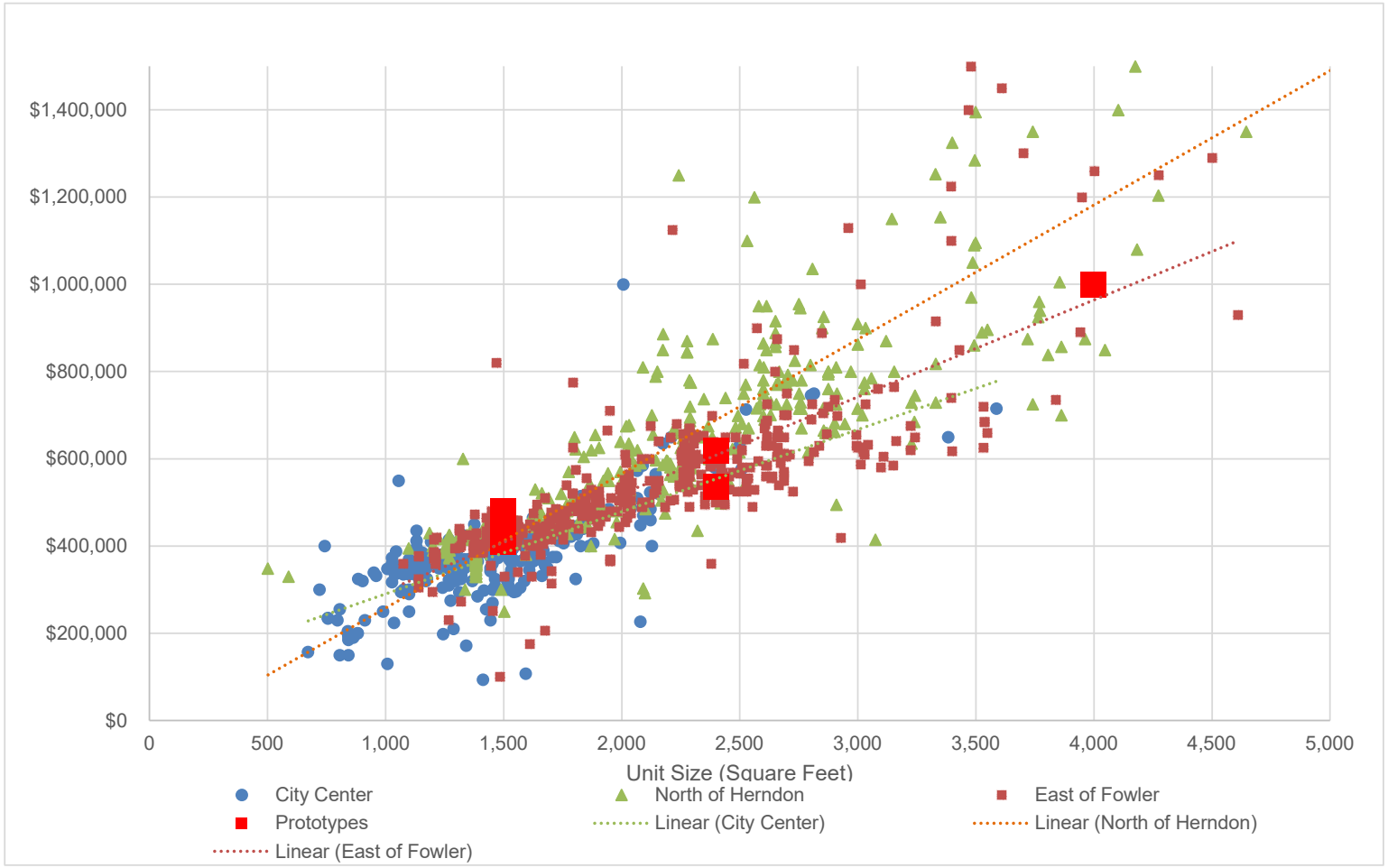
Source: The Gregory Group August 2024 (June 2024 for Legacy at Highlands, Red Porch at Farmstead and Belterra). Sales prices shown net of incentives.

Appendix D Table 3
New Homes Currently Marketing: South of Herndon
Inclusionary Housing Analysis
City of Clovis



Source: The Gregory Group August 2024 (June 2024 for Legacy at Highlands, Red Porch at Farmstead and Belterra). Sales prices shown net of incentives.

Appendix D Table 4
Existing Single Family Home Resales Sales, June 2023 to June 2024
Inclusionary Housing Analysis
City of Clovis



Source: Corelogic ListSource, June 2024.

Appendix D Table 5
New Homes Currently Marketing
Inclusionary Housing Analysis
City of Clovis

	Square Feet	Lot Size	Sales Price (net incentives)	Price / SF
East of Fowler Ave				
Belterra (SE Fresno)	*Detached.*			
Three Bedroom	1,641		$435,950	$266
Three Bedroom	2,007		$523,950	$261
Four Bedroom	2,032		$543,900	$268
Four Bedroom	2,165		$592,675	$274
Four Bedroom	2,600		$694,410	$267
Four Bedroom + Loft	2,757		$671,175	$243
Four Bedroom + Loft & Bonus	3,104		$600,950	$194
Weighted Average	2,329		$590,430	$254
Cielo Ranch 5000s	*Detached.*			
Three Bedroom	1,384		$420,440	$304
Three Bedroom	1,586		$437,424	$276
Three Bedroom + Den	1,769		$454,918	$257
Three Bedroom + Den	1,925		$466,025	$242
Three Bedroom + Den, Loft	2,376		$505,861	$213
Weighted Average	1,808	5,000	$461,934	$255
Cielo Ranch 6000s	*Detached.*			
Four Bedroom + Den	1,779		$460,098	$259
Three Bedroom + Den	1,996		$474,530	$238
Three Bedroom + Den	2,148		$489,755	$228
Four Bedroom + Flex	2,321		$539,024	$232
Three Bedroom + Den, Loft	2,544		$535,846	$211
Four Bedroom + Den, Loft	3,016		$572,206	$190
Five Bedroom + Flex, Den, Bonus	3,132		$567,707	$181
Weighted Average	2,419	6,000	$529,262	$219
Corinthalyn -- Orchard	*Detached.*			
Three Bedroom	1,635		$418,000	$256
Four Bedroom + Flex	2,240		$465,500	$208
Five Bedroom + Loft	2,985		$513,500	$172
Weighted Average	2,286	5,000	$480,667	$210
Corinthalyn -- Surf	*Detached.*			
Four Bedroom	2,103		$448,000	$213
Six Bedroom	2,617		$483,000	$185
Five Bedroom	3,383		$534,000	$158
Weighted Average	2,701	6,000	$503,333	$186

Appendix D Table 5
New Homes Currently Marketing
Inclusionary Housing Analysis
City of Clovis

	Square Feet	Lot Size	Sales Price (net incentives)	Price / SF
Ellingworth -- Choral	*Detached.*			
Three Bedroom	1,856		$450,490	$243
Four Bedroom	2,085		$468,490	$225
Five Bedroom + Den	2,578		$509,490	$198
Four Bedroom + NextGen, Loft	3,156		$563,490	$179
Five Bedroom + Loft	3,278		$562,490	$172
Weighted Average	2,590	6,000	$525,890	$203
Corinthalyn -- Treasures	*Detached. Small lot.*			
Three Bedroom	1,341		$360,000	$268
Three Bedroom	1,564		$374,000	$239
Four Bedroom	1,755		$394,000	$225
Weighted Average	1,553	3,600	$391,000	$252
North of Herndon Ave				
Deauville East	*Detached.*			
Three Bedroom	2,007		$560,950	$279
Four Bedroom	2,032		$562,950	$277
Three Bedroom + Den	2,278		$574,950	$252
Three Bedroom + Den, Loft	2,366		$641,853	$271
Three Bedroom + Den	2,550		$639,950	$251
Four Bedroom + Den	2,600		$729,097	$280
Four Bedroom + Loft	2,757		$623,950	$226
Five Bedroom	2,900		$883,200	$305
Five Bedroom + Loft	3,104		$884,480	$285
Five Bedroom + Den, Loft	3,934		$754,950	$192
Weighted Average	2,652	5,500	$700,633	$264
Heritage Grove -- Choral	*Detached. Small lot.*			
Three Bedroom	1,856		$549,290	$296
Four Bedroom	2,085		$570,290	$274
Five Bedroom + Den	2,578		$605,790	$235
Four Bedroom + Loft	3,156		$659,290	$209
Four Bedroom + Loft	3,278		$666,290	$203
Weighted Average	2,590	3,500	$625,190	$241

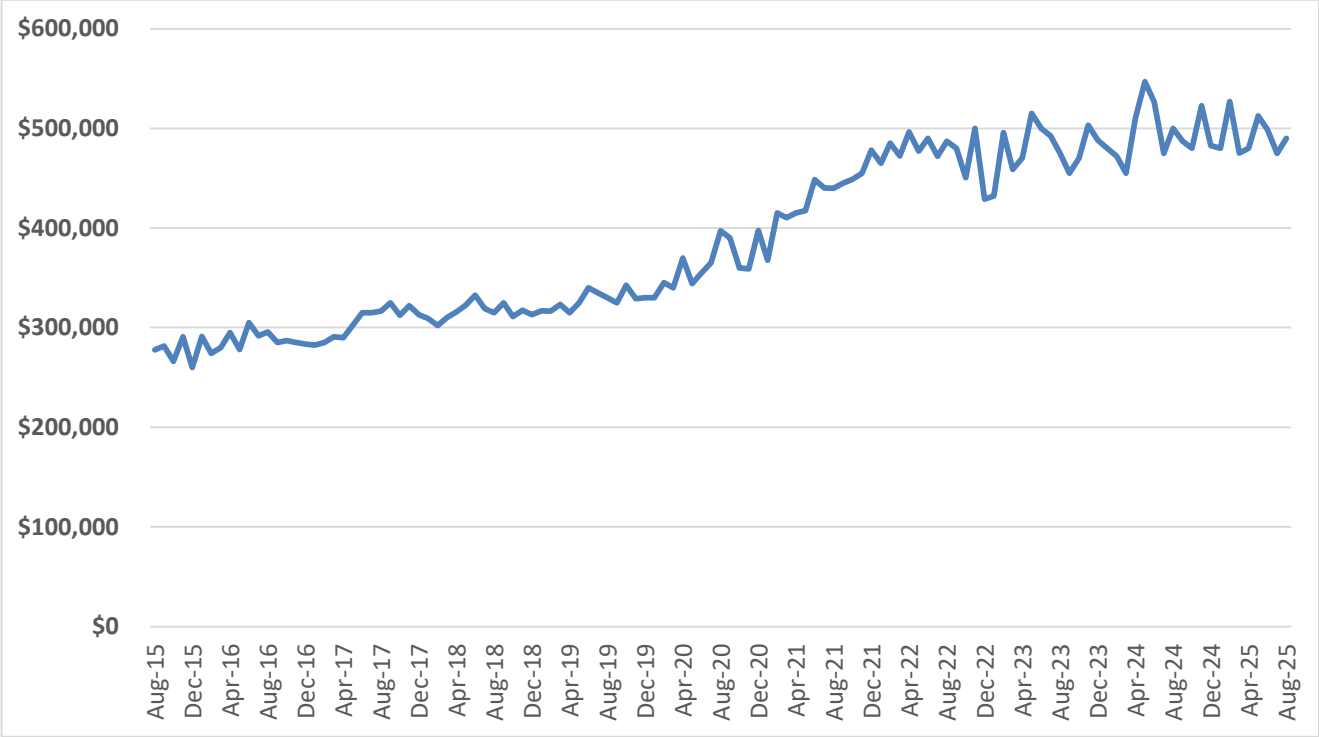
Appendix D Table 5
New Homes Currently Marketing
Inclusionary Housing Analysis
City of Clovis

	Square Feet	Lot Size	Sales Price (net incentives)	Price / SF
Heritage Grove -- Orchard	*Detached.*			
Three Bedroom	1,635		$508,790	$311
Three Bedroom + Flex	2,240		$560,290	$250
Three Bedroom + Loft	2,985		$604,790	$203
Weighted Average	2,286	6,000	$572,957	$251
Heritage Grove -- Skye	*Detached.*			
Four Bedroom	2,271		$633,790	$279
Four Bedroom + Den	2,430		$638,790	$263
Four Bedroom	2,508		$656,790	$262
Four Bedroom + NextGen	2,609		$659,790	$253
Weighted Average	2,454	6,600	$662,290	$270
Legacy at Highlands	*Detached.*			
Three Bedroom + Den	2,148		$486,555	$227
Three Bedroom + Den, Loft	2,544		$531,963	$209
Four Bedroom + Den, Loft	3,016		$554,558	$184
Five Bedroom + Flex, Bonus	3,132		$589,728	$188
Weighted Average	2,710		$545,701	$201
Ivy Gate at Farmstead	*Detached.*			
Three Bedroom + Bonus	2,979		$840,490	$282
Three Bedroom + Bonus	3,164		$867,490	$274
Four Bedroom + Den	3,466		$934,490	$270
Four Bedroom + Bonus	3,588		$921,490	$257
Four Bedroom + Den, Bonus	4,002		$997,490	$249
Five Bedroom + Loft	4,223		$971,490	$230
Four Bedroom + Bonus	4,943		$999,490	$202
Weighted Average	3,766	11,200	$943,204	$250
Red Porch at Farmstead	*Detached.*			
Three Bedroom	3,542		$1,066,490	$301
Three Bedroom + Bonus	3,857		$1,113,490	$289
Four Bedroom + Den, Lounge	4,838		$1,231,490	$255
Four Bedroom + Loft, Study	4,938		$1,181,490	$239
Four Bedroom + Loft, Study, Bonus	5,481		$1,271,490	$232
Weighted Average	4,531		$1,182,890	$261

Average Square Footage: projects currently marketing	2,608

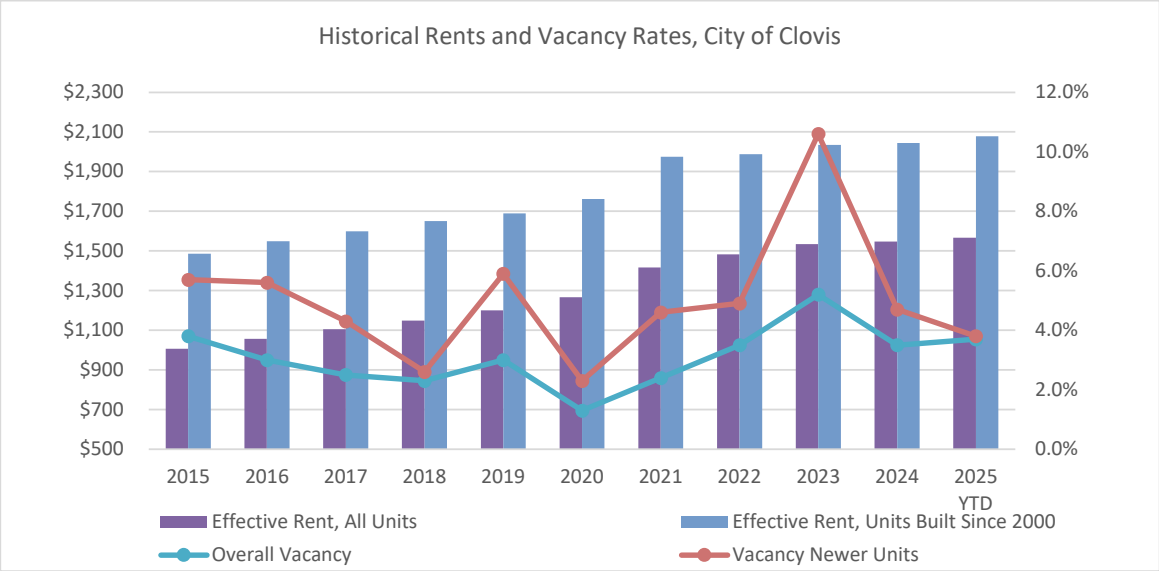
Source: The Gregory Group August 2024 (June 2024 for Legacy at Highlands, Red Porch at Farmstead and Belterra).
Sales prices shown net of incentives.

Appendix D Table 6
Median Home Price Trends, City of Clovis
Inclusionary Housing Analysis
City of Clovis



Source: Redfin

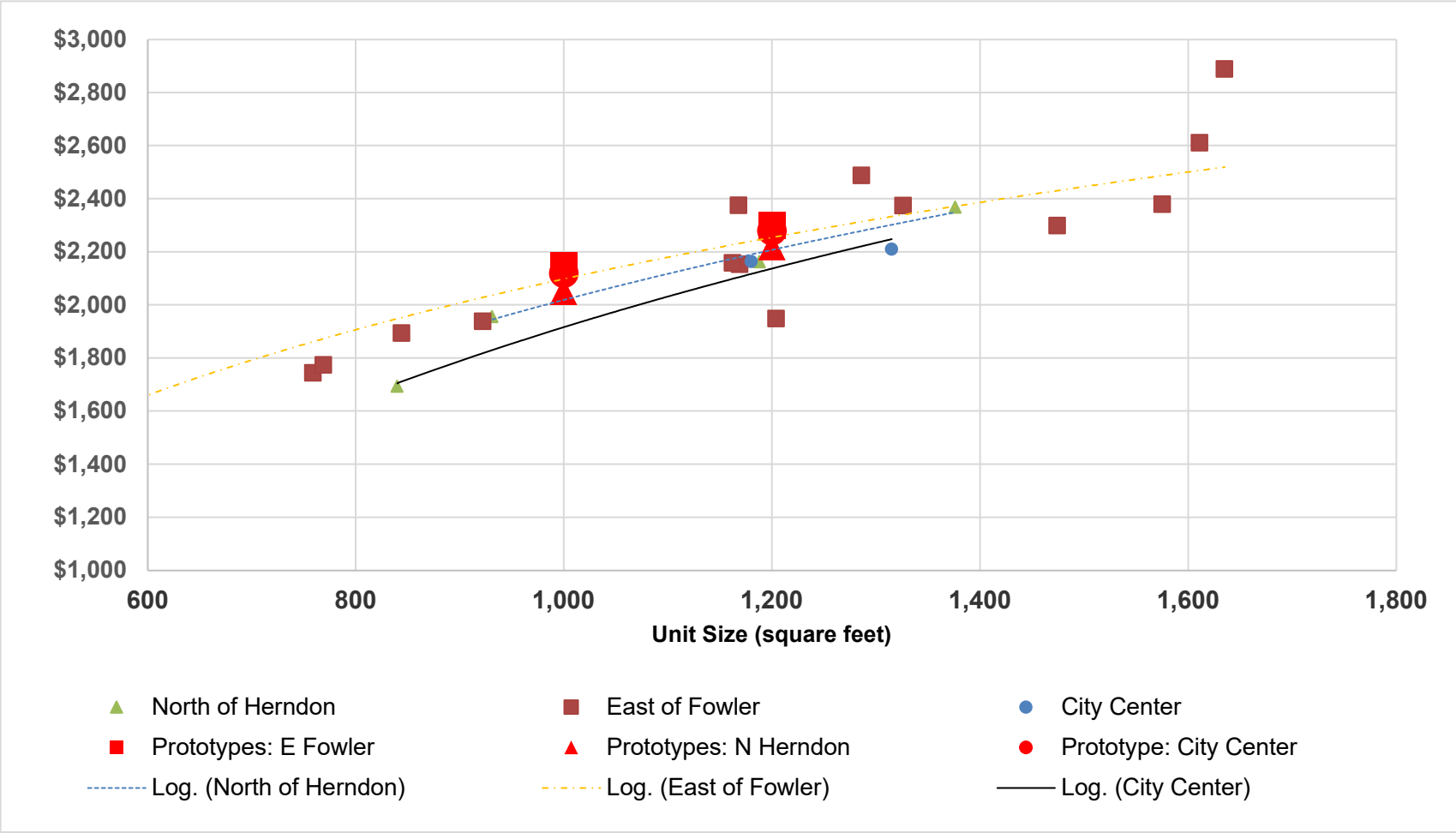
Appendix D Table 7
Historical Rents and Vacancy
Inclusionary Housing Analysis
City of Clovis



	All Units				Units Built Since 2000			
Year	Effective Rent, All Units	Effective Rent Per SF	Effective Rent % Growth/Yr	Overall Vacancy	Effective Rent, Units Built Since 2000	Effective Rent Per SF	Effective Rent % Growth/Yr	Vacancy Newer Units
2015	$1,007	$1.13	3.4%	3.8%	$1,486	$1.40	2.1%	5.7%
2016	$1,056	$1.18	4.9%	3.0%	$1,549	$1.46	4.2%	5.6%
2017	$1,105	$1.24	4.6%	2.5%	$1,599	$1.51	3.2%	4.3%
2018	$1,149	$1.29	4.0%	2.3%	$1,651	$1.55	3.2%	2.6%
2019	$1,201	$1.35	4.6%	3.0%	$1,689	$1.59	2.3%	5.9%
2020	$1,266	$1.42	5.4%	1.3%	$1,762	$1.66	4.3%	2.3%
2021	$1,417	$1.59	11.9%	2.4%	$1,975	$1.86	12.1%	4.6%
2022	$1,482	$1.66	4.6%	3.5%	$1,988	$1.87	0.6%	4.9%
2023	$1,535	$1.72	3.6%	5.2%	$2,034	$1.92	2.3%	10.6%
2024	$1,547	$1.73	0.8%	3.5%	$2,045	$1.93	0.5%	4.7%
2025 YTD	$1,566	$1.75	1.6%	3.7%	$2,078	$1.96	2.7%	3.8%

Source: CoStar

Appendix D Table 8
Asking Rents, Newer Apartments Built 2019-2024
Inclusionary Housing Analysis
City of Clovis



Source: CoStar as of June 2024.

Appendix D Table 9
Asking Rents in Newer Apartment Buildings, June 2024
Inclusionary Housing Analysis
City of Clovis

		Units	Square Feet	Asking Rent/Mo	Rent / SF
City Center					
Dartmouth Tower	*Built in 2002. One to two-story wood frame. 112 pkg spaces. 14 dua.*				
1900 Dartmouth Ave					
One Bedroom		22	725	$1,644	$2.27
Two Bedroom		60	1,030	$1,903	$1.85
Weighted Average		82	948	$1,834	$1.96
Tollhouse Crossing	*Built in 2014. One-story wood frame. Density: 10 dua.*				
102 Fowler Ave					
One Bedroom		50	750	$1,800	$2.40
Two Bedroom		27	1,042	$2,000	$1.92
Three Bedroom		10	1,210	$2,295	$1.90
Weighted Average		87	893	$1,919	$2.19
Trailside Apartment Homes	*Built in 2004. Two-story wood frame. 60 pkg spaces. 13 dua.*				
175 N Pollasky Ave					
Two Bedroom		24	1,110	$1,340	$1.21
Weighted Average		24	1,110	$1,340	$1.21
The Emerson	*Built in 2020. Two-story buildings. Density: 18 dua.*				
1170 Santa Ana Ave					
One Bedroom		87	840	$1,693	$2.02
Two Bedroom		81	1,180	$2,164	$1.83
Three Bedroom		48	1,315	$2,211	$1.68
Weighted Average		216	1,073	$1,985	$1.87
700 Sunnyside Ave	*Built in 2000. One-story wood frame. 24 pkg spaces. 10 dua.*				
700 Sunnyside Ave	*Sold in 2017 for $138,000 per unit.*				
Two Bedroom		12	1,000	$1,179	$1.18
Weighted Average		12	1,000	$1,179	$1.18
The 700s Luxury Townhomes	*Built in 2014. Two-story garden apartments. Density: 14 dua.*				
700 Bush Ave					
Two Bedroom		20	1,255	$1,945	$1.55
Weighted Average		20	1,255	$1,945	$1.55

Appendix D Table 9
Asking Rents in Newer Apartment Buildings, June 2024
Inclusionary Housing Analysis
City of Clovis

		Units	Square Feet	Asking Rent/Mo	Rent / SF
East of Fowler Ave					
Parador Townhome Apartments	*Built in 2020. Two-story townhome apartments. Density: 8 dua.*				
310 N Amedeo Ln	*Sold May, 2021 for $375,000 per unit.*				
Two Bedroom		50	1,168	$2,376	$2.03
Three Bedroom		118	1,635	$2,890	$1.77
Weighted Average		168	1,496	$2,737	$1.85
Harbor Pointe	*Built 2016. Two-story wood frame. 68 pkg spaces. 15 dua.*				
2627-2667 Ashlan Ave	*Sold in 2016 for $190,000 per unit.*				
Two Bedroom		48	1,214	$2,331	$1.92
Weighted Average		48	1,214	$2,331	$1.92
Creekside Village	*Built in 2024. Three-story garden apartments. Density: 13 dua.*				
3798 Ashlan Ave					
One Bedroom		50	759	$1,745	$2.30
Two Bedroom		116	1,169	$2,154	$1.84
Three Bedroom		50	1,326	$2,375	$1.79
Weighted Average		216	1,110	$2,110	$1.94
Marbella Apartments	*Built 2007. Two-story wood frame. 187 pkg spaces. 16 dua.*				
2500 Herndon Ave	*Sold in 2008 for $140,000 per unit.*				
One Bedroom		19	931	$1,932	$2.08
Two Bedroom		81	1,134	$1,955	$1.72
Three Bedroom		22	1,375	$2,315	$1.68
Weighted Average		122	1,146	$2,016	$1.77
Portola Plaza	*Built in 2023. Two and three-story garden apartments.*				
3700 Loma Vista Pky					
Studio		*2*	378	$1,475	$3.90
One Bedroom		30	844	$1,895	$2.25
Two Bedroom		81	1,162	$2,159	$1.86
Three Bedroom		16	1,611	$2,612	$1.62
Weighted Average		129	1,132	$2,143	$1.95
Dolce Vita Luxury Apartments	*Built 2021. Three-story wood frame. 24 dua.*				
382 N McKelvy Ave					
One Bedroom		42	769	$1,775	$2.31
Two Bedroom		84	1,204	$1,950	$1.62
Three Bedroom		32	1,474	$2,300	$1.56
Weighted Average		158	1,143	$1,974	$1.79
Sunnyhills Apartments	*Built in 2019. Two-story garden apartments. Density: 14 dua.*				
540 Park Ave					
One Bedroom		10	922	$1,939	$2.10
Two Bedroom		60	1,286	$2,489	$1.94
Three Bedroom		10	1,575	$2,380	$1.51
Weighted Average		80	1,277	$2,407	$1.90

Appendix D Table 9
Asking Rents in Newer Apartment Buildings, June 2024
Inclusionary Housing Analysis
City of Clovis

	Units	Square Feet	Asking Rent/Mo	Rent / SF
North of Herndon Ave				
Granite Ridge	*Built 2007. Two-story wood frame. 124 pkg spaces. Density: 13 dua.*			
765 N Fowler Ave				
One Bedroom	32	759	$1,600	$2.11
Two Bedroom	40	1,079	$1,825	$1.69
Three Bedroom	32	1,327	$2,075	$1.56
Weighted Average	104	1,057	$1,833	$1.78
The Row at Heritage Grove				
Project is in Fresno (Clovis schools). Across street from proposed Avenue at Heritage Grove.				
One Bedroom		884	$2,130	$2.41
Two Bedroom		1,051	$2,267	$2.16
Two Bedroom		1,198	$2,346	$1.96
Three Bedroom		1,472	$2,386	$1.62
Townhouse A (2 BR)		1,566	$2,815	$1.80
Townhouse B (3 BR)		1,679	$2,951	$1.76
Tempranillo Apartment Homes	*Built in 2019. Two-story wood frame. Density: 15 dua.*			
2445 E Copper Ave *(Fresno, Clovis schools)*	*Sold in 2021 for $309,000 per unit.*			
One Bedroom	16	931	$1,957	$2.10
Two Bedroom	24	1,188	$2,163	$1.82
Three Bedroom	24	1,376	$2,369	$1.72
Weighted Average	64	1,194	$2,189	$1.85

Source: CoStar.

Appendix D Table 10
Affordable Home Price Calculation
Inclusionary Housing Analysis
City of Clovis

Affordable Price Calculation

Unit Size	2-Bedroom Unit	3-Bedroom Unit	4-Bedroom Unit	5-Bedroom Unit
Household Size	3-person HH	4-person HH	5-person HH	6-person HH
Income Limit, Low Income, 2025	$67,600	$75,100	$81,150	$87,150
% Available for Housing Costs	30%	30%	30%	30%
Income Available for Housing Costs	$20,280	$22,530	$24,345	$26,145
(Less) Property Taxes & Assessments	($2,033)	($2,213)	($2,292)	($2,416)
(Less) HOA	($600)	($720)	($840)	($840)
(Less) Utilities [1]	($3,972)	($4,728)	($5,556)	($6,384)
(Less) Insurance [2]	($1,300)	($1,400)	($1,700)	($1,800)
(Less) Mortgage Insurance	($1,159)	($1,261)	($1,307)	($1,377)
Income Available for Mortgage	$11,216	$12,208	$12,650	$13,328
Mortgage Amount	$144,800	$157,700	$163,400	$172,100
Down Payment (homebuyer cash)	$16,100	$17,500	$18,200	$19,100
Affordable Home Price	**$160,900**	**$175,200**	**$181,600**	**$191,200**

Assumptions

- Mortgage Interest Rate [3]	6.70%
- Down Payment	10.0%
- Property Taxes (% of sales price) [4]	1.26%
- Mortgage Insurance (% loan Amt)[5]	0.80%

	2BR	3BR	4BR	4BR
- HOA (per month) [6]	$50	$60	$70	$70
- Utilities (per month) [1]	$331	$394	$463	$532

Notes:

(1) Calculated using County utility allowance schedule.

(2) Based on quote from Progressive.com

(3) Based on average of Freddie Mac Primary Mortgage Market Survey weekly 30-year fixed rate mortgage rates October 10, 2024 to October 2, 2025.

(4) Average effective property tax rates for recently sold homes.

(5) Based on Mortgage Insurance Premium rate schedule for FHA loans over 15 years.

(6) Clovis has seen a mix of developments with and without HOAs. Estimate is less than HOA dues for projects that are subject to them but is intended as a blend inclusive of some projects that do not have an HOA.

Appendix D Table 11
Affordable Rents
Inclusionary Housing Analysis
City of Clovis

Unit Size	Studio	1-Bedroom Unit	2-Bedroom Unit	3-Bedroom Unit
Household Size	1-person HH	2-person HH	3-person HH	4-person HH
Income Limits, 2025 [1]				
Very Low Income (50% AMI)	$32,900	$37,600	$42,300	$46,950
Low Income (80% AMI)	$52,600	$60,100	$67,600	$75,100
Gross Rents @30% of income limit				
Very Low Income (50% AMI)	$823	$940	$1,058	$1,174
Low Income (80% AMI)	$1,315	$1,503	$1,690	$1,878
- Utilities (per month) [2]	$81	$96	$134	$169
Rents after Utility Allowance				
Very Low Income (50% AMI)	$742	$844	$924	$1,005
Low Income (80% AMI)	$1,234	$1,407	$1,556	$1,709

Notes:
(1) California Department of Housing and Community Development 2025 Income Limits for Fresno County
(2) Calculated using Fresno County HA utility allowance schedule.

Appendix D Table 12
Residential Land Sales
Inclusionary Housing Analysis
City of Clovis

Sales in Clovis or adjacent unincorporated areas except as noted

Property Address	Land Area (acres)	Sale Year	Price	Price Per AC Land	Price Per SF Land	Zoning	Area	Proposed Use / Notes
Multi-Family Land Sales								
8136 E Shaw Ave	4.6	2019	$799,000	$173,319	$3.98	R-3	East of Fowler	Hold for future apartment development
1703 N. DeWolf Ave	2.6	2021	$750,000	$288,462	$6.62	R-3	East of Fowler	multifamily zoning
3798 Ashlan Ave	17.2	2021	$3,250,000	$189,173	$4.34	R-2	East of Fowler	Multifamily
Armstrong Ave	9.0	2021	$2,247,500	$249,237	$5.72	R1	East of Fowler	zoned SF but MF is highest & best per appraisal
W Of Leonard Ave	5.8	2019	$950,000	$165,217	$3.79	R-4	East of Fowler	multi-family, purchase by Summa Dv Group
8441 N Marion Ave	8.7	2021	$1,575,000	$180,619	$4.15	RR	N of Herndon	Multifamily / SF site purchase
W Spruce Ave W Of N Peach Ave	12.5	2019	$4,800,000	$384,308	$8.82	R-2	N of Herndon	Multifamily site purchase by Lennar
		Overall Weighted Average		$238,067	$5.47			
		S of Herndon:		$204,213	$4.69			
		N of Herndon:		$300,566	$6.90			
Single Family Land Sales								
Ashlan/Highland	43.1	2022	$6,988,500	$162,297	$3.73	R-1-PRD	East of Fowler	single family development site, assemblage
3754 N Thompson Avenue	29.3	2021	$6,326,000	$216,274	$4.96	R-1-MD	East of Fowler	homebuilder purchase for single family dev.
Ashlan/Thompson	20.0	2021	$3,604,500	$180,135	$4.14	R-1-PRD	East of Fowler	purchased by single-family builder
Ashlan & Highland Ave	58.3	2020	$6,675,000	$114,474	$2.63	R-1 PRD	East of Fowler	Sale by Wilson Homes to Lennar
8800 E Shaw Ave	37.2	2021	$7,368,000	$198,118	$4.55	AE-20	East of Fowler	Raw land to Wisteria Creek homes (Bonadelle)
NEC Ashlan & Locan Ave	5.8	2019	$1,747,500	$302,335	$6.94	SFR	East of Fowler	Wilson homes
8503 E Bullard / 5880 N Leonard	35.43	2020	$6,555,000	$185,013	$4.25	AE20	East of Fowler	Wathen Castanos Homes
4655 E Shepherd Ave	21.5	2019	$8,000,000	$371,747	$8.53	R1-PRD	N of Herndon	utilities available at property line
E Copper & N Friant Rd	17.1	2019	$8,420,000	$491,823	$11.29	R-2	N of Herndon	Purchase by Granville Homes
7810 E Nees Ave	38.8	2022	$4,370,000	$112,629	$2.59	AE20	N of Herndon	proposed for single family dev.
2797 E Copper Ave	15.0	2019	$4,862,000	$325,000	$7.46	AL20	N of Herndon	Lennar
		Overall Weighted Average		$201,962	$4.64			
		S of Herndon:		$171,438	$3.94			
		N of Herndon:		$277,619	$6.37			
Single Family Land Listing								
6374 E. Shepherd Avenue	43.3	listing	$12,993,000	$300,069	$6.89	Res / MU	N of Herndon	listing
Single Family: Large Acreage								
E Shepherd Ave	151.2	2019	$12,572,500	$83,151	$1.91	AE20	N of Herndon	Heritage Grove, Lennar (589 units); rough graded
Rural Residential or AG zoning								
8490 E Bullard Ave	20.0	2023	$1,161,500	$58,017	$1.33	AE-20	East of Fowler	purchase by ministorage business
9646 N Fowler Ave	9.9	2020	$750,000	$76,142	$1.75	AL-20	N of Herndon	Hold for Development
26535 Auberry Rd	20.4	2021	$359,000	$17,615	$0.40	AE40	beyond SOI	Horse Stables
E. of Sample Rd. & 168 Intersection	23.0	2023	$495,000	$21,550	$0.49	AE-20	beyond SOI	Quail Oaks Homesite
Shepherd & Lark Ln	20.0	2020	$170,000	$8,500	$0.20	AL40	beyond SOI	Lot 3
Shaw Ave	107.4	2020	$1,720,000	$16,012	$0.37	RR or RES	beyond SOI	five parcels
9 Summit View	20.0	2023	$290,000	$14,507	$0.33	RR	beyond SOI	
		Weighted average:		$22,415	$0.51			

Appendix D Table 13
Multifamily Building Sales
Inclusionary Housing Analysis
City of Clovis

Multifamily property sales with reported cap rates (January 2023-June 2024)

Property Address	Property Name	No. Units	Year Built	Density	Sale Price	Price Per Unit	SF per Unit	Price Per SF	Sale Date	Cap Rate	Transaction Notes
Clovis Properties											
3140 Peach Ave	Monte Vista	68	1978	19 dua	$10,000,000	$147,059	1,010	$146	Feb-23	4.76	1- and 2BR units, garden style, avg rents $1,095-$1,395.
865 W Gettysburg Ave	The Willows	77	2005	15 dua	$11,125,000	$144,481	1,075	$134	n/a	5.37	LIHTC project.
310 N Amedeo Ln	Parador Townhome Apts	168	2020	8 dua	$63,018,000	$375,107	1,496	$251	May-21	n/a	
2445 E Copper Ave	Tempranillo Apartments	64	2019	15 dua	$19,750,000	$308,594	1,217	$254	Apr-21	n/a	
1504 Pierce Dr		6	1979	15 dua	$1,450,000	$241,667	1,250	$193	May-23	6.87	
Fresno Properties (20 units and above)											
4550-4554 E Sierra Madre	College	40	1957	111 dua	$4,695,000	$117,375	680	$173	Dec-23	7.80	
1362 N Hughes Ave	Fresno Mobile Home Park	64	1960	17 dua	$4,000,000	$62,500	n/a	n/a	Sep-23	6.40	
1733 S Willow Ave	Willow Court	62	1994	16 dua	$7,875,000	$127,016	760	$167	Aug-23	4.40	
584 E Bullard Ave	The Northbrook	92	1972	17 dua	$11,400,000	$123,913	1,016	$122	Apr-23	5.51	
1850 E Birch Ave	Birch Commons	49	2005	10 dua	$14,750,000	$301,020	1,549	$194	Mar-23	4.23	18-building garden style multifamily complex with rents $1,910-$2,235.
4611-4641 E Andrews Ave		23	1960-7	29 dua	$2,250,000	$77,509	730	n/a	Apr-24	5.29	
4781 E Ashlan Ave	Ashlan Lagoon	24	1980	13 dua	$3,300,000	$137,500	824	$167	Jan-24	6.05	
2330 E Ashlan Ave	Alpine	37	1971	24 dua	$5,425,000	$146,622	847	$173	Jun-23	6.59	
2025 E Pontiac Way	Peppertree	24	1979	26 dua	$3,175,000	$132,292	869	$152	Jan-23	7.00	Recent renovations including new HVAC, windows, paint, flooring, bathrooms and kitchens.
									average:	5.96	

Appendix D Table 14
Published Cap Rate Surveys
Inclusionary Housing Analysis
City of Clovis

Published Cap Rate Surveys

Source:	Cap Rate	Type or Descriptor
CoStar overall, 2024 YTD	6.40%	East Fresno Submarket (includes Clovis)
CoStar 4&5 star, 2024 YTD	5.90%	East Fresno Submarket (includes Clovis)
Pwc, Q1 2024	5.04%	Pacific Region
RERC	5.60%	Western US
IRR ViewPoint 2024	6.5%	Sacramento Suburban Multifamily

APPENDIX E
PROTOTYPE DEFINITIONS AND PRECEDENT PROJECT SUMMARIES

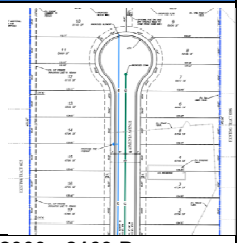
Appendix E Table 1
Market Rate Residential Prototypes
Inclusionary Housing Analysis
City of Clovis

	North of Herndon				
	Large Lot Single Family	**Single Family**	**Smaller Single Family**	**Lower Density Rental**	**Higher Density Rental**
Example Projects	The Enclave Ivy Gate at Farmstead Red Porch at Farmstead	Deauville East Heritage Grove - Orchard Heritage Grove - Sky Legacy at Highlands Wilson: Regent	Corinthalyn -- Treasures Wilson - Elev8ions	Palms 2 at Alluvial The Row - Heritage Grove	Jensen Landing, Fresno Herndon & Prospect, Fresno
Density (dwelling units/acre)	3 dua	7 dua	10 dua	20 dua	30 dua
Number of Stories	1 to 2	1 to 2	1 to 2	2	3
Average Unit Size	4,000 sf	2,400 sf	1,500 sf	1,200 sf	1,000 sf
Bedroom Mix	50% 4BR 50% 5BR	20% 3BR 60% 4BR 20% 5BR	70% 3BR 30% 4BR	40% 1 BR 50% 2 BR 10% 3BR	20% studios 40% 1 BR 40% 2 BR
Average No. of Bedrooms	4.5 BR	4.0 BR	3.3 BR	1.70 BR	1.2 BR
Parking Type	Attached Garage	Attached Garage	Attached Garage	Carports, surface	Tuck under garages, Surface
Average Parking Spaces	2 and 3 car garages	2-car garages	2-car garages	2 sp/unit, 1 in garage.	2 sp/unit, 1 in garage.
Sales Price/Rent per square foot	$1,000,000 $250	$620,000 $258	$480,000 $320	$2,220 $1.85	$2,050 $2.05

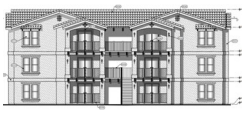
Appendix E Table 1
Market Rate Residential Prot
Inclusionary Housing Analys
City of Clovis

	East of Fowler / South of Herndon				West of Fowler / South of Herndon		
	Single Family	**Smaller Single Family**	**Lower Density Rental**	**Higher Density Rental**	**Small Lot Single Family**	**Lower Density Rental**	**Higher Density Rental**
Example Projects	Cielo Ranch Corinthalyn: Surf & Orchard Upper Legacy Square 2000 - 2169 Desconso Home Place Ellingworth	Corinthalyn -- Treasures Wilson - Elev8ions	Creekside Village Wicks Apartments Home Place - MF Site Shaw and DeWolf Portola Plaza Dolce Vita	Jensen Landing, Fresno Herndon & Prospect, Fresno		The Emerson	
Density (dwelling units/acre)	7 dua	10 dua	20 dua	30 dua	13 dua	20 dua	30 dua
Number of Stories	1 to 2	1 to 2	2	3	2	2	3
Average Unit Size	2,400 sf	1,500 sf	1,200 sf	1,000 sf	1,500 sf	1,200 sf	1,000 sf
Bedroom Mix	20% 3BR 60% 4BR 20% 5BR	70% 3BR 30% 4BR	40% 1 BR 50% 2 BR 10% 3BR	20% studios 40% 1 BR 40% 2 BR	70% 3 BR 30% 4 BR	40% 1 BR 50% 2 BR 10% 3BR	20% studios 40% 1 BR 40% 2 BR
Average No. of Bedrooms	4.0 BR	3.3 BR	1.70 BR	1.2 BR	3.3 BR	1.70 BR	1.2 BR
Parking Type	Attached Garage	Attached Garage	Carports, surface	Tuck under garages, Surface	Attached Garage	Carports, surface	Tuck under garages, Surface
Average Parking Spaces	2-car garage	2-car garages	2 sp/unit, 1 covered	2 sp/unit, 1 in garage.	2-car garages	2 sp/unit, 1 covered	2 sp/unit, 1 in garage.
Sales Price/Rent per square foot	$535,000 $223	$430,000 $287	$2,300 $1.92	$2,150 $2.15	$410,000 $273	$2,280 $1.90	$2,120 $2.12

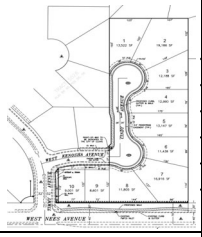
Appendix E Table 2
Recently Built / Under Development Residential Projects, East of Fowler
Inclusionary Housing Analysis
City of Clovis

Unit Type	Single-Family	Single-Family	Single-Family	Single-Family
				
Project Name	**Armstrong & Gettysburg (TM6403)**	**Home Place - Low Density Residential**	**Upper Legacy Square / Keats Avenue (TM6349)**	**2000 - 2169 Desconso Ave**
Location	Southeast corner of Armstrong and Gettysburg Avenues	Located within the Southeast Urban Center. East of Leonard Ave, west of Thompson ave, north of Ashlan Ave, south of Gettysburg Ave.	Northeast corner of Shaw and Locan	South of Shaw Ave, between Leonard and Agua Dulce
Developer	GlenEagles Homes / Gary McDonald Homes	Wathen Castanos Homes	De Young Properties	DeYoung Properties
Status	Planned Development Approved in 2022.	Master Plan adopted 2022.	Sold Out.	Under construction.
Site Size	4.45 acres		3.54 acres	3.48 acres
No. of Units (du)	15 du	1,174 du	17 du	18 du
Density (du/ac)	3.4 dua	5 - 10 dua	4.8 dua	5.2 dua
Unit Size Range **Average Unit Size**	2,726 SF - 4,446 SF 2-4 BRs with guest suites and options for additional bedrooms, bonus rooms, pantries, etc.	Lot sizes range from 3,100 SF - 13,000 SF n/a	Lots between 6,000 SF and 11,109 SF. Average lot size is 7,245 SF. *2,549 sf*	Lots between 5,516 and 9,140 sf. Average 6,860 sf. Units range from 1505 - 2303 sf. *1,665 sf*
Bedroom Mix Studio 1-Bedrooms 2-Bedrooms 3-Bedrooms 4-Bedrooms 5-Bedrooms **Avg No. Bedrooms**	2-4 BRs w/5 and 6 BR options		4 and 5 BR homes *4.1 BRs*	3 and 4 BR homes *3.1 BRs*
Building Type	1 and 2-story homes.	1 and 2-story homes w/garages.	Single-family homes.	1 and 2-story homes w/garages.
Parking	2-car garages.	Homes over 1,200 SF must have 2+-car garage. Limited number of homes less than 1,200 SF may have 1-car garage and 1 stall outside of garage.	2-car garages. Ample space for parking on both sides of the street.	2-car garages.

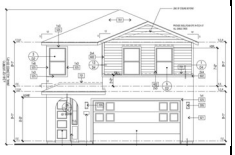
Appendix E Table 2
Recently Built / Under C
Inclusionary Housing A
City of Clovis

Unit Type	Apartments	Apartments	Apartments	Apartments	Townhome Apartments
					
Project Name	**Home Place - Multifamily Site**	**Creekside Village**	**Wicks Apartments**	**Shaw and De Wolf Multi-Family Development**	**Matharu Apartments / Portola Plaza**
Location	Located within the Southeast Urban Center. East of Leonard Ave, west of Thompson ave, north of Ashlan Ave, south of Gettysburg Ave.	3798 Ashlan Avenue	South side of San Jose Avenue, between DeWolf and Leonard	1703 N. De Wolf Avenue	Southwest Corner of Leonard Avenue and Loma Vista Parkway
Developer		Spencer Enterprises Inc.	Wathen Castanos Homes	Bottom Line Group LLC	Wilson Homes
Status	Master Plan adopted 2022.	Renting	Approved in 2022. Per housing element, expecting final approvals in upcoming months.	For sale for $1.6 mil as Approved Project. Shovel ready.	Phase 1 Renting
Site Size		15.48 acres	6.98 acres	2.60 acres	11.67 acres
No. of Units (du)	132 du	216 du	145 du	60 du	315 du
Density (du/ac)	18.0 dua	14.0 dua	20.8 dua	23.1 dua	27.0 dua
Unit Size Range		1 BR: 759 SF 2 BR: 1,079-1,232 SF 3 BR: 1,326 SF		2 Bedrooms: 771-820 SF 3 Bedrooms: 1045 SF	Studio: 378 sf 1 BR: 710 - 939 sf 2 BR: 957 - 1511 sf 3 BR: 1604 - 1654 sf
Average Unit Size	n/a	n/a	n/a	845 sf	*1,132 sf*
Bedroom Mix					
Studio					*2%*
1-Bedrooms	1 and 2 BR units	41%	41%		*23%*
2-Bedrooms		44%	59%	80%	*63%*
3-Bedrooms		15%		20%	*12%*
4-Bedrooms					
5-Bedrooms					
Avg No. Bedrooms	1.5 BRs	1.7 BRs	1.6 BRs	*2.2 BRs*	*1.9 BRs*
Building Type	2-story 6-plexes.	2-story buildings.	3-story buildings (first floor garages)	5 3-story buildings.	19 2-story townhome buildings, 25 3-story townhome buildings.
Parking		464 spaces required, 568 spaces proposed. Carports and uncovered. (Req - 1&2BR: 2 sp/unit, 1 covered; 3BR: 3 sp/unit, 1	290 spaces required, 312 spaces proposed. One garage space/unit, plus surface parking.	132 spaces required. 2 spaces required for 2-bedroom units, 3 spaces required for 3-bedroom units. Carports (1/unit) and surface parking.	482 stalls required, 494 stalls provided. Garage spaces (334), covered spaces (106), and uncovered spaces (51).

Appendix E Table 3
Recently Built / Under Development Residential Projects, North of Herndon
Inclusionary Housing Analysis
City of Clovis

Unit Type	Single-Family	Single-Family	Single-Family	Single-Family
				
Project Name	**The Enclave**	**Heritage Grove (TM 6343)**	**Shepherd North (TM 6204)**	**Wilson: Citrea**
Location	W. Kenosha / N. Cindy. Northeast corner of North Timmy and West Nees Avenues.	BEHYMER AVENUE AND THE SUNNYSIDE AVENUE	North side of Shepherd Ave, between N. Sunnyside and N. Fowler Avenues.	North side of Shepherd Ave, between N. Sunnyside and N. Fowler Avenues.
Developer	Gary McDonald Homes	Wilson Homes	Wilson Homes	Wilson Homes
Status	Under cxn.	Approved 2024	Approved 2024	Approved 2024
Site Size	3.55 acres	71.54 acres	77.00 acres	n/a
No. of Dwelling Units	10 du	590 du	605 du	66 du
Density (du/ac)	2.8 dua	8.2 dua	7.9 dua	
Unit Size Range **Average Unit Size**	Lot sizes range 8,601 sf - 19,186 sf with avg lot size of ±12,879 sf 4,363 sf	Lots range 2,041 to 9,676 sf, avg 3259 sf. 376 Elev8ions (lots avg 2135 sf) and 214 Regent (5236 sf avg). 1,790 sf	Lot sizes range from 1,980 to 15,943 sq ft. Avg lot size: 3,363 sq ft. 1,711 sf	2 BR: 1,334 SF 3 BR: 1,334-1,482 SF 4 BR: 1,612-1,782 SF 5 BR: 2,741 SF 1,800 sf
Bedroom Mix Studio 1-Bedrooms 2-Bedrooms 3-Bedrooms 4-Bedrooms 5-Bedrooms **Avg No. Bedrooms**	4 and 5 BR homes			
Building Type	2 stories homes.			4 1-story models and 1 2-story model.
Parking	2- and 3-car garages.			2-car garages

Appendix E Table 3
Recently Built / Under
Inclusionary Housing
City of Clovis

Unit Type	Single-Family	Single-Family	Apartments	Apartments
				
Project Name	**Wilson: Elev8ions**	**Wilson: Regent**	**Palms 2 at Alluvial**	**The Avenue at Heritage Grove**
Location	North side of Shepherd Ave, between N. Sunnyside and N. Fowler Avenues.	North side of Shepherd Ave, between N. Sunnyside and N. Fowler Avenues.	1491 Alluvial	8948 N. Willow Ave
Developer	Wilson Homes	Wilson Homes	Nicholas Crawford	Heritage Development Company
Status	Approved 2024	Approved 2024	Approved 2023	Under Cxn
Site Size	n/a	n/a	1.04 acres	14.29 acres
No. of Dwelling Units	407 du	133 du	12 du	258 du
Density (du/ac)	11- 13 dua		11.5 dua	18.1 dua
Unit Size Range	3 BR: 1,212-1,648 SF 4 BR: 1660 SF	3-5 BR: 1,595-3,030 SF Approximately 3-5 BRs. Options for in-law units, dining rooms, dens, etc.	1140-1429 SF	1 BR: 718 - 967 sf 2 BR: 999 - 1,616 (most in 1100-1300 range) 3 BR: 1515 - 1762 sf 4 BR: 2021-2166 sf
Average Unit Size	1,500 sf	2,300 sf	1,187 sf	1,247 sf
Bedroom Mix				
Studio				
1-Bedrooms				28%
2-Bedrooms			83%	55%
3-Bedrooms			17%	9%
4-Bedrooms				8%
5-Bedrooms				
Avg No. Bedrooms			2.2 BRs	2.0 BRs
Building Type	2 stories. 4 2-story models.	3 1-story models and 2 2-story models.	2-story	32 2-story duplexes, 17 TH units 2- to 3-story, 3-story stacked flat bldgs, and garage-carriage units.
Parking	2-car and 1-car garages	2 and 3-car garages	26 spaces required, 29 spaces proposed. 17 garage spaces.	560 spaces required, 552 proposed with 8 additional spaces elsewhere onsite. 308 tuck-under garage spaces.

Appendix E Table 4
Market Rate Multifamily Projects in Fresno
Inclusionary Housing Analysis
City of Clovis

Unit Type	Multi-Family Residential Complex	Multi-Family Residential Complex	Multi-Family Residential Complex
			
Project Name	**Herndon & Prospect**	**Audubon Court Apartments (expansion)**	**Jensen Landing**
Location	7056 North Prospect Avenue, Fresno	555 W. Audubon Drive, Fresno	4645 East Jensen Avenue, Fresno
Developer	Land Value Management	RL Davidson, Inc.	BDM Builders
Status	Approved 2024.	Approved in 2020.	Expected construction fall 2024.
Site Size	3.70 acres	2.64 acres	3.40 acres
No. of Dwelling Units (du)	82 du	63 du	151 du
Density (du/ac)	22.2 dua	23.9 dua	44.4 dua
Unit Size Range **Average Unit Size**	1,049-1,180 SF 1,155 sf	741-1,386 SF 0 sf	
Bedroom Mix Studio 1-Bedrooms 2-Bedrooms 3-Bedrooms 4-Bedrooms 5-Bedrooms **Avg No. Bedrooms**	 100% 2.0 BRs	 3% 63% 33% 1.3 BRs	 22% 35% 43% 1.2 BRs
Building Type	3 3-story multifamily residential buildings and one 4-story building.	3-story apartment building.	4-story multi-family residential building. Housing Element indicates 100% market rate.
Parking	154 parking spaces. 27 single-car garages, 72 covered carport spaces, 55 uncovered spaces.	Underground parking garage.	222 spaces provided. 152 covered spaces.

APPENDIX F
GAP FINANCING REQUIREMENT

Appendix F Table 1
Gap Financing Need: Based on 100% Affordable LIHTC Project
Inclusionary Housing Analysis
City of Clovis

I.	**Affordable Prototype**		
	Tenure		Rental
	Average No. of Bedrooms		1.81 bedrooms
	Average Affordability Level		50% AMI
II.	**Development Costs** [1]		Per Unit
	Land [2]		$15,000
	Direct Construction		$340,000
	Indirect Costs		$70,000
	Developer Fees		$45,000
	Financing		$50,000
	Total Development Costs		$520,000
III.	**Supported Financing**		Per Unit
	Net Operating Income (NOI)		
	Maximum TCAC Rent [3]		$1,023
	(Less) Utility Allowance [4]		($96)
	Maximum Monthly Rent		$927
	Maximum Annual Rent		$11,123
	Other Income		$89
	(Less) Vacancy	5.0%	($561)
	Effective Gross Income (EGI)		$10,651
	(Less) Operating Expenses		($6,900)
	Net Operating Income (NOI)		$3,751
	Permanent Financing		
	Permanent Loan [5]	6.5%	$45,000
	City Fee Deferral Program		$8,000
	Deferred Developer Fee [6]		$39,000
	Tax Credit Equity [4% Federal Credits] [7]		$225,000
	Total Sources		$317,000
IV.	**Gap Financing Need**		Per Unit
	Total Development Costs		$520,000
	Permanent Financing		$317,000
	Gap Financing Need		**$203,000**

[1] Development costs estimated by KMA based on recent projects summarized in Appendix F Table 3.
[2] Estimated based on land sales data. Assumes per unit land cost similar to market rate rentals.
[3] Maximum rents per Tax Credit Allocation Committee (TCAC) for projects utilizing Low Income Housing Tax Credits.
[4] Based on average utility allowance for recent tax credit applications in Fresno County.
[5] Based on 6.5% interest rate, 1.15 debt coverage, 35 year amortization based on recent tax credit applications in Fresno County.
[6] Based on average of Central Valley/Sacramento region 4% tax credits awards in 2024, R1.
[7] Estimated at 43% of cost based on Central Valley/Sacramento 4% tax credit awards in 2024, R1.

Appendix F Table 2
Gap Financing Need: Non-Tax Credit Affordable Unit Receiving Welfare Exemption
Inclusionary Housing Analysis
City of Clovis **DRAFT**

	Low Income Units			Very Low Income Units		
Average Unit Size	650 sf/unit			650 sf/unit		
Average No. of Bedrooms	1.8 br/unit			1.8 br/unit		
Building type	3-story wood frame			3-story wood frame		
Operating Income	$/Unit	$/NSF	%Gross	$/Unit	$/NSF	%Gross
Monthly Affordable Rent	$1,526	$2	8%	$908	$1	8%
Gross Annual Rent	$18,312	$28	100%	$10,896	$17	100%
(Less) Vacancy/Bad Debt	($916)	($1)	-5%	($545)	($1)	-5%
Effective Gross Income	$17,396	$27	95%	$10,351	$16	95%
(Less) OPEX	($5,000)	($8)	-27%	($5,000)	($8)	-46%
(Less) Prop Tax (welfare exemption)	$0	$0	0%	$0	$0	0%
Total NOI	$12,396	$19	68%	$5,351	$8	49%
Threshold Return on Cost	*7%*			*7%*		
Supported Investment	$177,000	$272		$76,000	$117	
Development Costs	$/Unit	$/NSF	%Direct	$/Unit	$/NSF	%Direct
Site Acquisition	$10,000	$15	6%	$10,000	$15	6%
Directs incl. sitework	$180,000	$277	100%	$180,000	$277	100%
Contingency	$9,000	$14	5%	$9,000	$14	5%
Fees & Permits	$46,300	$71	26%	$46,300	$71	26%
Less: Fee Deferral Program	($6,000)	($9)	-3%	($8,000)	($12)	-4%
A&E/Taxes/Ins./other indirects	$16,200	$25	9%	$16,200	$25	9%
Overhead/Admin	$5,800	$9	3%	$5,800	$9	3%
Financing	$12,600	$19	7%	$12,600	$19	7%
Total Costs	$273,900	$421	152%	$271,900	$418	151%
Gap Financing Need	**($96,900)**			**($195,900)**		

Gap Financing Need with 50% Very Low and 50% Low **($146,400)**

Appendix F Table 3
Summary of Local Tax Credit Project Applications, 2024 New Construction
Inclusionary Housing Analysis
City of Clovis

	Dakota	West Creek Village	Avalon Commons Phase II	Blackstone Senior Apartments	Parlier Family Apartments	Sarah's Court Apartments - phase II	Average
Type of Tax Credit	4%	4%	9%	9%	9%	9%	
Tax Credit Application Year	2024	2024	2024	2024	2024	2024	
Address	3787 N. Blackstone Ave	571 E Jensen Ave	7521 N. Chestnut Avenue	4323 N. Blackstone Avenue	13750 Tuolumne Street	200 N Salma Avenue	
City	Fresno	Fresno	Fresno	Fresno	Parlier	Fresno	
Developer	Up Holdings/Housing on Merit	Blue Ocean America Community Development	Fresno Housing	Corporation for Better Housing	Danco Communities	Dominus Consortium	
Number of Units	114	121	45	76	55	120	89
Density (Units/Acre)	84	25	19	60	16	63	44
Building Type	4-story building.	3-story buildings.	2-story buildings.	4-story building.	2-story buildings.	3-story buildings.	
Parking Spaces	11 uncovered spaces.	94 covered spaces, 36 uncovered spaces.	45 covered spaces, 20 uncovered spaces.	23 covered spaces.	81 uncovered spaces.	120 uncovered spaces.	
Avg No. Bedrooms	1.79	1.95	2.18	1.11	2.05	1.76	1.81
Avg. Unit Size (SF)	761	876	888	577	909	847	810
Avg. Affordability Level	49%	48%	50%	50%	49%	49%	49%
Tax Credit Award Status	Not awarded Round 1, TBD Round 2	Not awarded in round 1	Waitlisted in Round 2	not awarded round 1, waitlisted Round 2	not awarded round 1, not recommended for R2 award	not awarded round 1, not recommended for R2 award	
Sources							
Tax Credit Equity	$268,519	$389,697	$463,008	$171,511	$372,846	$207,777	$312,000
Permanent Loan	$0	$57,835	$79,489	$34,491	$63,229	$42,484	$46,000
Deferred Developer Fee	$11,404	$57,577	$0	$4,350	$17,608	$0	$15,000
Other Sources	$334,978	$48,333	$163,600	$222,924	$90,981	$45,000	$151,000
Total	$614,900	$553,441	$706,097	$433,276	$544,665	$295,260	$524,000
Uses							
Land (incl. Off-sites)	$6,662	$18,264	$35,933	$24,737	$90,909	$20,000	$33,000
Direct Construction	$435,198	$350,000	$488,299	$284,301	$290,998	$187,355	$339,000
Indirect Costs	$80,854	$56,073	$72,261	$54,414	$65,069	$47,928	$63,000
Developer Fees	$30,702	$86,585	$55,556	$26,316	$45,455	$20,833	$44,000
Financing	$61,485	$42,519	$54,048	$43,509	$52,234	$19,143	$45,000
Total Cost	$614,900	$553,441	$706,097	$433,276	$544,665	$295,260	$524,000

Appendix F Table 4
Tax Credit Projects - 2024 Round 1 Awards; New Construction; Central Valley / Sacramento Region; 4% Projects
Inclusionary Housing Analysis
City of Clovis

				Permanent Sources						Permanent Sources: % of Total Development Cost					
Project	City	Units	Total Development Cost (TDC)	Federal Tax Credit Equity	State Tax Credit Equity	Deferred Developer Fee	Hard Debt	Other Sources / Soft Financing		Federal Credits	State Credits	Deferred Fee	Hard Debt	Other Sources
1241 North Main	Manteca	100	$74,564,494	$31,574,537	$0	$5,174,961	$0	$37,814,996		42%	0%	7%	0%	51%
Terracina at Wildhawk	Sacramento	145	$67,522,388	$29,126,782	$0	$0	$30,175,000	$8,220,606		43%	0%	0%	45%	12%
The Pardes 2	Elk Grove	140	$73,815,142	$32,108,046	$19,143,250	$6,366,461	$16,197,385	$19,143,250		43%	26%	9%	22%	26%
69th Street Apartments	Sacramento	130	$96,964,274	$37,753,267	$15,130,113	$8,774,798	$9,005,229	$41,430,980		39%	16%	9%	9%	43%
La Passeggiata	Stockton	94	$70,479,035	$29,821,116	$0	$6,243,276	$1,000,000	$33,414,643		42%	0%	9%	1%	47%
Bella Vista Apartments	Merced	108	$70,703,476	$29,100,210	$0	$6,033,873	$5,213,000	$30,356,393		41%	0%	9%	7%	43%
Monarch	Sacramento	241	$110,662,180	$48,949,987	$7,732,622	$4,421,980	$22,089,000	$35,201,213		44%	7%	4%	20%	32%
Pacific Street Apts Four	Rocklin	50	$22,012,425	$9,624,400	$0	$980,109	$5,176,000	$6,231,916		44%	0%	4%	24%	28%
	per unit median		$591,000	$249,000	$0	$49,000	$80,000	$214,000	median	43%	0%	8%	15%	37%
	per unit average		$582,000	$246,000	$42,000	$38,000	$88,000	$210,000	average	42%	6%	6%	16%	35%

Source: California Tax Credit Allocation Committee

Appendix F Table 5
Tax Credit Project Summary; Statewide 2024 Round 1 Awards; New Construction; 9% Credits
Inclusionary Housing Analysis
City of Clovis

				Permanent Financing Sources					Permanent Sources % of Total			
	City	Units	Total Development Cost	Tax Credit Equity	Deferred Developer Fee	Hard Debt	Other Sources / Soft Financing		Tax Credits as % of TDC	Deferred Fee as% of TDC	Hard Debt as % of TDC	Other Sources
Central Valley / Sacramento Area												
Smith Avenue Apartments	Lemoore	108	$40,613,538	$18,713,538	$0	$5,900,000	$16,000,000		46%	0%	15%	39%
El Dorado Haven	El Dorado	65	$43,902,870	$29,131,356	$0	$4,054,800	$10,716,714		66%	0%	9%	24%
Auburn Street	Bakersfield	60	$26,383,437	$14,311,500	$792,198	$1,830,000	$9,449,739		54%	3%	7%	36%
	per unit median		$440,000	$239,000	$0	$55,000	$157,000		54%	0%	9%	36%
	per unit average		$476,000	$267,000	$3,000	$51,000	$155,000		56%	1%	10%	33%
Other Areas												
Oak Gardens - NPHA	Menlo Park	62	$56,405,344	$26,522,867	$0	$0	$29,882,477		47%	0%	0%	53%
Alma - NPHA	Los Angeles	47	$35,085,672	$21,421,408	$0	$0	$13,664,264		61%	0%	0%	39%
Willowbrook 3 - NPHA	Compton	51	$40,744,982	$26,866,876	$0	$5,389,000	$8,489,106		66%	0%	13%	21%
Eastern Ridge Apartments	Brawley	51	$27,546,461	$10,996,461	$600,000	$2,950,000	$13,000,000		40%	2%	11%	47%
Alvarado Senior Village - HOME	Fallbrook	54	$36,251,599	$17,601,533		$9,576,000	$9,074,066		49%	0%	26%	25%
Elders' Place - Native American	Hoopa	25	$19,033,987	$11,867,240			$7,166,747		62%	0%	0%	38%
Arroyo Terrace	Arroyo Grande	63	$36,598,716	$20,114,960		$10,131,000	$6,352,756		55%	0%	28%	17%
18722 Sherman Way	Los Angeles	64	$47,599,587	$28,637,359		$8,127,000	$10,835,228		60%	0%	17%	23%
3300 Mission Street	San Francisco	35	$38,617,878	$22,800,325			$15,817,553		59%	0%	0%	41%
Center of Hope Apartments II	Redding	49	$21,145,629	$9,852,296	$1,093,190	$4,340,000	$5,860,143		47%	5%	21%	28%
Monterey Senior	San Luis Obispo	55	$37,575,544	$22,721,923	$500,000	$6,034,000	$8,319,621		60%	1%	16%	22%
Beech Hill Apartments	Orangevale	29	$14,305,594	$9,613,089	$469,338		$4,223,167		67%	3%	0%	30%
Hawthorn Senior Apartments	San Jose	103	$88,954,411	$20,246,958			$68,707,453		23%	0%	0%	77%
Legacy Court	Richmond	43	$41,456,323	$22,174,065		$4,576,000	$14,706,258		53%	0%	11%	35%
Terrasini	San Diego	95	$45,686,382	$18,478,130	$724,818	$8,400,000	$18,083,434		40%	2%	18%	40%
Fox Point Farms	Encinitas	40	$31,367,096	$19,357,163	$659,933	$2,030,000	$9,320,000		62%	2%	6%	30%
300 Alamitos	Long Beach	82	$54,659,467	$31,545,702		$4,487,000	$18,626,765		58%	0%	8%	34%
The Rigby	Los Angeles	64	$57,457,888	$36,245,008	$300,000		$20,912,880		63%	1%	0%	36%
Jordan Downs Phase S5	Los Angeles	75	$66,002,049	$32,952,049		$12,250,000	$20,800,000		50%	0%	19%	32%
	per unit median		$747,000	$428,000	$0	$58,000	$233,000	median	58%	0%	11%	34%
	per unit average		$733,000	$377,000	$4,000	$72,000	$280,000	average	54%	1%	10%	35%

Source: California Tax Credit Allocation Committee

Appendix F Table 6
Tax Credit Project Tie Breaker Score Range and Applications vs. Awards
Inclusionary Housing Analysis
City of Clovis

Summary of Tax Credit Awards, Statewide, New Construction Only

	Tie Breaker Score for projects awarded credits			Applications vs. Awards		
	Low	High	Median	Applicants	Awards	% Awarded
2024 4% Credits, Round 1	54%	179%	95%	143	52	36%
2024 9% Credits, Round 1	43%	123%	67%	58	22	38%
				201	74	37%

4% awards as % of Total	70%
9% awards as % of Total	30%
	100%

Source: TCAC Summary of Statewide tax credit applications and awards.

APPENDIX G
AFFORDABILITY OF EXISTING UNITS

Appendix G Table 1
Affordability of Existing Market Rate Homes
Inclusionary Housing Analysis
City of Clovis

Pricing Quartile	Price Quartile 4	Price Quartile 3	Price Quartile 2	Price Quartile 1
Average Price[1]	$334,000	$430,000	$545,000	$841,000
Average No. of Bedrooms	2.8 br	3.1 br	3.6 br	3.9 br
Avg. Size	1,321 sf	1,585 sf	2,156 sf	2,843 sf
Avg. Price Per Square Foot	$253/sf	$271/sf	$253/sf	$296/sf
Avg. Year Built	1978	1997	1994	1978
Household Income Required to Afford Home [2]				
With 20% Down	$90,000	$110,000	$135,000	$199,000
With 10% Down	$104,000	$129,000	$158,000	$234,000
Percent of AMI Required to Afford				
With 20% Down	97%	116%	138%	198%
With 10% Down	113%	136%	161%	233%

Notes:

(1) Calculated based on 1,060 CoreLogic sales data for attached and detached homes sold in Clovis June 2023 - June 2024.

(2) Estimated using the following assumptions.

Mortgage Interest Rate	6.70%	Average 30-year rates for 10/10/24 to 10/2/25 from Freddie Mac.			
% of Income Spent on Housing	35%				
Property Taxes (% of sales price)	1.26%	Average effective property tax rates for recently sold homes.			
Mortgage Insurance (% loan Amt)	0.80%	based on FHA schedule, if downpayment <20%			
HOA Dues per Month	$50	assumes mix of homes with and without HOA.			
Utility cost per month estimated based on housing authority schedule.		$380	$405	$435	$455

Appendix G Table 2
Affordability of Prototype New Market Rate Homes
Inclusionary Housing Analysis
City of Clovis

	North of Herndon			East of Fowler / South of Herndon		West of Fowler / South of Herndon
	Large Lot Single Family	Single Family	Smaller Single Family	Single Family	Smaller Single Family	Small Lot Single Family
Estimated Price	$1,000,000	$620,000	$480,000	$535,000	$430,000	$410,000
No. of Bedrooms	4.5 br	4.0 br	3.3 br	4.0 br	3.3 br	3.3 br
Avg. Size	4,000 sf	2,400 sf	1,500 sf	2,400 sf	1,500 sf	1,500 sf
Avg. Price Per Square Foot	$250/sf	$258/sf	$320/sf	$223/sf	$287/sf	$273/sf
Household Income Required to Afford Home (1)						
With 20% Down	$235,000	$155,000	$126,000	$137,000	$115,000	$111,000
With 10% Down	$278,000	$181,000	$146,000	$160,000	$133,000	$128,000
Percent of AMI Required to Afford Median Income (weighted by no. BRs)	$105,150	$101,400	$96,150	$101,400	$96,150	$96,150
With 20% Down	223%	153%	131%	135%	120%	115%
With 10% Down	264%	179%	152%	158%	139%	133%

Notes:
(1) Estimated using the following assumptions.

Mortgage Interest Rate	6.70%	Average 30-year rates for 10/10/24 to 10/2/25 from Freddie Mac.
% of Income Spent on Housing	35%	
Property Taxes (% of sales price)	1.26%	Average effective property tax rates for recently sold homes.
Mortgage Insurance (% loan Amt)	0.80%	based on FHA schedule, if downpayment <20%
HOA Dues per Month	$50	assumes mix of homes with and without HOA.
Utility cost per month estimated based on housing authority schedule.	$500	$465 $415 $465 $415 $415

Appendix G Table 3
Affordability of Existing and New Market Rate Apartments
Inclusionary Housing Analysis
City of Clovis

	Existing Rentals				New Rentals					
					North of Herndon		East of Fowler / South of Herndon		West of Fowler / South of Herndon	
	Studio	One Bedroom	Two Bedroom	Three Bedroom	Lower Density Rental	Higher Density Rental	Lower Density Rental	Higher Density Rental	Lower Density Rental	Higher Density Rental
Average Rents per Month [1]	$1,298	$1,416	$1,565	$2,147	$2,220	$2,050	$2,300	$2,150	$2,280	$2,120
Number of Bedrooms	0.0 br	1.0 br	2.0 br	3.0 br	1.7 br	1.2 br	1.7 br	1.2 br	1.7 br	1.2 br
Annual rent + utility cost	$16,550	$18,140	$20,390	$27,790	$28,110	$25,840	$29,070	$27,040	$28,830	$26,680
Household Income Required to Afford [2]	$55,200	$60,500	$68,000	$92,600	$93,700	$86,100	$96,900	$90,100	$96,100	$88,900
Median Income for the Bedroom Size	$65,750	$75,100	$84,500	$93,900	$81,680	$76,980	$81,680	$76,980	$81,680	$76,980
Percent of AMI Required to Afford	84%	81%	80%	99%	115%	112%	119%	117%	118%	115%

Notes:

(1) For existing units, reflects average asking rents reported by CoStar, August 2024. For new units, reflects rents estimated by KMA for a new unit.

(2) Utility cost per month estimated based on housing authority schedule. $81 $96 $134 $169 $123 $104 $123 $104 $123 $104

(3) Estimated assuming 30% of income is spent on housing costs.

Appendix G Table 4
Per Unit Affordability Gap: Existing vs. New For-Sale Units
Inclusionary Housing Analysis
City of Clovis ***DRAFT***

Assumption	Existing Units Average of two lower pricing quartiles	New Units Smaller Single Family, avg for three market areas
Average Bedroom Size [1]	3.0 br	3.3 br
Market Unit Value [1]	$382,000	$440,000
Upgrades and Repairs [2]	$25,000	n/a
Total Investment	$407,000	$440,000
Affordable Sales Price, Deed-Restricted Low Income Unit [3]	$175,000	$177,000
Gap [4] [5]	$232,000	$263,000

Notes:
(1) Based on data in Appendix G Table 1 for lower two pricing quartiles. If projects were permitted to acquire and deed restrict existing units, units in the lower 50% of pricing would likely be selected.

(2) Illustration assumes limited repair/upgrades to existing units such as paint, appliances, carpet except for units in the top quartile of pricing.

(3) Weighted average affordable pricing based on indicated bedroom size.

(4) Calculated as difference between market and affordable price.

Appendix G Table 5
Per Unit Gap: New vs. Existing Rentals
Inclusionary Housing Analysis
City of Clovis **DRAFT**

	Existing Rentals			New Rentals
Assumption	One Bedroom	Two Bedroom	Weighted Avg: 1.7 BRs *Averages for existing rentals per Costar*	*Lower Density Rental Prototype*
Number of Bedrooms	1.0 br	2.0 br	1.7 br	1.7 br
Market Rent per Month (1)	$1,416	$1,565	$1,520	$2,300
Affordable Rent, net of utilities				
Very Low Income	$844	$924	$900	$900
Low Income	$1,407	$1,556	$1,511	$1,511
Average	$1,125	$1,240	$1,205	$1,205
Market vs. Affordable Rent Difference				
Per Month			$315	$1,095
Per Year			$3,779	$13,135
Estimated Property Tax / year: Market			$2,500	$4,400
Estimated Property Tax / year: Affordable			$2,000	$2,000
Net Property Tax Savings with affordability restriction			$500	$2,400
Repair/Replacement Cost (2)			$20,000	$0
Estimated Gap (3) (capitalized value of rent difference @6%)			**$75,000**	**$179,000**
Capitalized value of potential property tax exemption @6%			$33,300	$33,300
Estimated gap if welfare exemption from property tax (requires non-profit owner)			**$41,700**	**$145,700**

Notes:

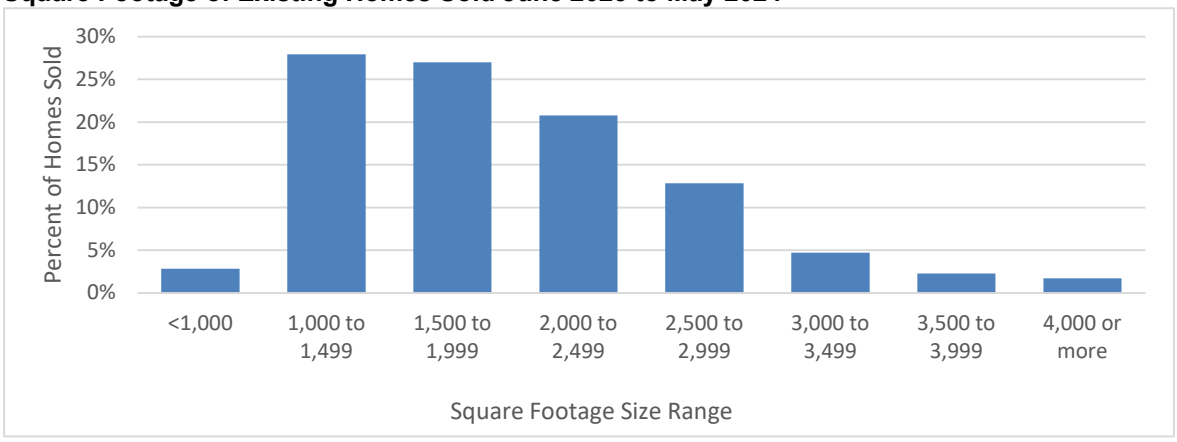
(1) For existing units, reflects average asking rents reported by CoStar, August 2024. For new units, reflects rents estimated by KMA for a new unit.

(2) Illustrative minor renovation and repair cost such as paint, carpet, appliances.

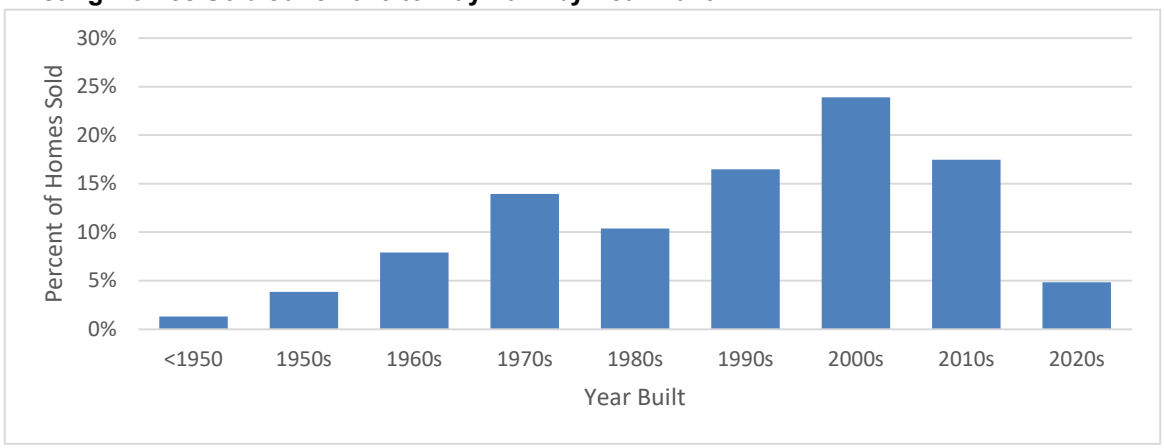
(3) Based on capitalized value of rent difference as adjusted for property tax savings; plus assumed repair / replacement cost. Gap would be higher for new units if rents required for feasibility were used. Since higher rents for new units would likely correspond to higher rents for existing units, an adjustment to feasible rents was not made to allow an apples to apples comparison.

Appendix G Table 6
Charts: Characteristics of Existing Homes Sold June 2023 to May 2024
Inclusionary Housing Analysis
City of Clovis

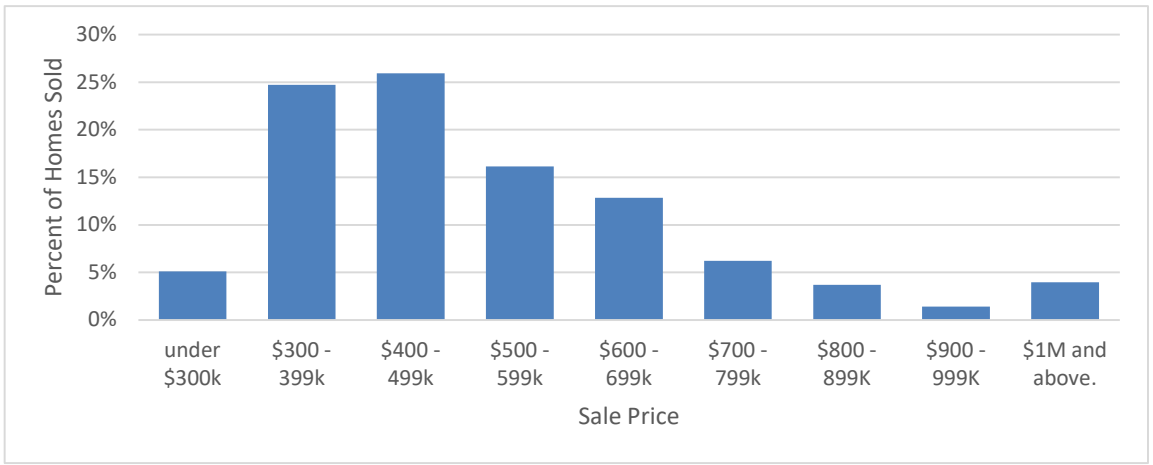
Square Footage of Existing Homes Sold June 2023 to May 2024



Existing Homes Sold June 2023 to May 2024 by Year Built



Existing Homes Sold June 2023 to May 2024 by Price



Source: KMA analysis of 1,060 home sales reported by CoreLogic between June 1, 2023 and May 23, 2024.

CITY of CLOVIS

Report to the City Council

To: City Council

From: Planning and Development Services Department

Date: April 13, 2026

Staff: Thad Avery, City Engineer

Subject: Provide Direction - Timing of Off-Site Infrastructure Improvements for Entitlements to Maintain Public Safety.

Recommendation: Provide Direction

Attachments:
1. Offsite Improvement Update ATT 1 BIA Letter
2. Offsite Improvement Update ATT 2 Lennar Letter

Recommendation:
For the City Council to provide direction to staff to return to Council with a proposed policy on the timing of off-site infrastructure improvements for entitlements or to continue implementing the current City policy to maintain public safety.

Executive Summary:
In recent years, the topic of the timing of improvements related to development has become a concern based on comments received from residents of the City of Clovis, the County of Fresno, and City Council regarding maintaining public safety. The current process of timing improvements is linked to the acceptance of a development project, which typically means improvements are complete at the end when the project is fully built out. Staff has worked with the industry to provide City Council with options on how to modify the city process to address the concerns that have been raised.

To provide a systematic and consistent process to appropriately time the major offsite improvements required for a development starts with providing a nexus for improvement timing. The nexus for street improvement timing is proposed to be included in a phasing component added to the traffic study for the development. The phasing would be tied to the number of units that trigger each specific need.

The main options that have been discussed with the industry to condition a development based on the traffic study are the following:

1. Limit the number of permits allowed by a development prior to specific improvements being completed as outlined as needed in the studies.

2. Limit the number of permits but correlate units that trigger improvements to the completion of a full phase (final map). With the intention of not including permit limitations mid-map completion and instead not allowing the approval of the next phase until improvements are completed.
3. Establish a separate offsite improvement development agreement near the tentative map approval. Have the agreement operate independently of subsequent developer agreements. The agreement would identify timing and how many units would be supported by each improvement.
4. Establish a schedule for improvements with a developer prior to a project and if the developer is not meeting the schedule in good faith, then the city can halt permit issuance.
5. Maintain the current city policy of requiring the completion of off-site infrastructure prior to full tract final acceptance.

While options 1 through 4 as listed above provide various timing mechanisms for identified improvements, as required by a project-specific traffic study, staff recommends options 2 or 3. Staff further recommends the Council direct staff to return with a formal policy on the timing of off-site infrastructure improvements.

Background:
As developments continue along the urban / rural fringes of Clovis, there has been a growing need to revisit and address the timing of off-site infrastructure improvements to maintain public safety. In December 2024, the City of Clovis conducted a workshop with the County of Fresno to address how the city and county can collaborate on planning, development, and street improvements as Clovis grows outward. The goal of the workshop was to frame and explore innovative ways to imagine how Clovis ensures safer roads as the city expands into county areas.

Over the past few months, City staff has sought feedback from the industry on the subject of how to time off-site improvements for development. Two industry-wide meetings were held on January 13, 2026, and February 5, 2026, where feedback was gathered along with feedback sent to staff in email correspondence. There were two letters sent to staff on the subject, from the Building Industry Association and Lennar Homes, which have been attached to this report. Staff has worked with the industry to provide City Council with options on how to modify the city process to address the concerns that have been raised.

To provide a systematic and consistent process to appropriately time the major offsite improvements required for a development starts with providing a nexus for improvement timing. The nexus for street improvement timing is proposed to be included in a phasing component added to the traffic study for the development. The phasing would be tied to the number of units that trigger each specific need.

The main options that have been discussed with the industry to condition a development based on the traffic study are the following:

1. Limit the number of permits allowed by a development prior to specific improvements being completed as outlined as needed in the studies.
2. Limit the number of permits but correlate units that trigger improvements to the completion of a full phase (final map). With the intention of not including permit limitations mid-map completion and instead not allowing the approval of the next phase until improvements are completed.
3. Establish a separate offsite improvement development agreement near the tentative map approval. Have the agreement operate independently of subsequent developer agreements.

The agreement would identify timing and how many units would be supported by each improvement.

4. Establish a schedule for improvements with a developer prior to a project and if the developer is not meeting the schedule in good faith, then the city can halt permit issuance.
5. Maintain the current city policy of requiring the completion of off-site infrastructure prior to full tract final acceptance.

While options 1 through 4 as listed above provide various timing mechanisms for identified improvements, as required by a project-specific traffic study, staff recommends options 2 or 3. Staff further recommends the Council direct staff to return with a formal policy on the timing of off-site infrastructure improvements.

Fiscal Impact:
Unknown at this time.

Reason for Recommendation:
To provide a systematic and consistent process to appropriately time off-site infrastructure for entitlements to maintain public safety.

Actions Following Approval:
Return to City Council with a formal policy on the timing of off-site infrastructure improvements to maintain public safety.

Conflict of Interest:
None.

March 11, 2026

Andrew Haussler, City Manager
City of Clovis
1033 Fifth Street
Clovis, CA 93612

VIA EMAIL

RE: Feedback Regarding Proposed Offsite Improvement Policy and Development Climate

Dear Mr. Haussler,

The Building Industry Association of Fresno and Madera Counties is writing to provide feedback regarding the potential policy of conditioning building permits or occupancies on the completion of off-site road work. While we share the City's goal of ensuring infrastructure is completed in a safe and timely manner, the proposed policy creates uncertainties that threaten the pace of development and the availability of housing in Clovis.

Financial and Operational Impacts

The requirement to complete off-site work prior to permit issuance introduces "double redundancy" into the system. At the time of the final map, developers already provide bonds to financially secure street improvements, ensuring the city is protected if a project is not completed. Adding a permit cap on top of these bonds creates several critical issues:

- Financing Instability: Banks may refuse to finance projects without certainty regarding permits and occupancy timelines.
- Reduced Investment (IRR): Builders evaluate projects based on Internal Rate of Return (IRR), which is driven by capital turnover timing. Longer project durations lead to lower IRRs, making Clovis less competitive compared to surrounding municipalities.
- Increased Housing Costs: Extended lead times and higher interest carry costs will directly increase job costs, which must ultimately be passed on to homebuyers.

Technical and Third-Party Constraints

Off-site street improvements involve numerous variables outside a developer's direct control. These projects often require securing land rights from third parties and coordinating with agencies like PG&E, FID, FMFCD, and Fresno County, all of which operate on independent timeframes. Furthermore, City plan checks for off-site portions can currently take nine months or longer. Forcing these complex, third party-dependent tasks to be finished before permits are issued is an unrealistic standard that could halt projects entirely.

The Competitive Landscape and City Revenue

Most builders in Clovis also operate in neighboring cities. Compared to Bakersfield and Fresno—where builders report more collaborative environments and reasonable permit conditions—Clovis is increasingly viewed as a high-risk jurisdiction due to rigid enforcement and staff capacity constraints.

If developers refrain from initiating projects due to these risks, the city will likely see a decrease in permit volume. Given that Clovis relies heavily on impact fee generation from 600–800 permits per year, this policy could negatively impact the City’s fee revenue and its ability to service bonds.

Conclusion

We urge the city to maintain a pragmatic approach to changing off-site requirements, like the collaborative models seen in neighboring municipalities. We believe a policy of flexibility—rather than rigid permit-conditioning—is essential to maintaining Clovis’s reputation as a premier location for housing investment.

We look forward to discussing how we can work together to ensure infrastructure is completed without compromising the economic viability of new housing.

Sincerely,

Darren C. Rose

Darren C. Rose
President and CEO
Building Industry Association of Fresno and Madera Counties

LENNAR

DATE: February 25, 2026

TO: City of Clovis

RE: **Offsite Improvement Timing and Process Reform**

City of Clovis Staff:

Lennar appreciates the opportunity to provide input regarding the City's proposed framework for timing of offsite improvements and related infrastructure obligations. We support the City's goal of protecting public safety and maintaining traffic operations as the community grows. However, before adopting additional permit-based timing restrictions, we believe the City should first address the underlying issue: the absence of a clear and consistently applied process governing offsite improvement obligations.

Currently, offsite improvement requirements are handled differently from project to project. The scope of work, cost allocation, timing triggers, and reimbursement terms are often discussed and negotiated separately for each development. While this approach allows flexibility, it has resulted in inconsistency and uncertainty. Developers do not always know in advance what their obligations will be, and similar projects are sometimes treated differently.

This inconsistency also creates fairness concerns. Larger projects are often required to construct or advance major regional improvements that benefit a wide area, while smaller builders may not be required to contribute proportionately to those same improvements, even though their projects benefit from them. A clear and consistently applied policy should ensure that all developers contribute their proportionate share of regional infrastructure costs.

Rather than simply adding permit caps or timing triggers to the existing system, Lennar believes the City should establish a standardized Offsite Improvement Development Agreement process that applies to all development projects.

Under this approach, a separate Offsite Improvement Development Agreement would be approved at or near Tentative Map approval. This agreement would operate independently from the later Subdivision Agreement. It would clearly identify the offsite improvements associated with a particular area, determine whether the developer is responsible for constructing improvements or paying a defined fair-share amount, and establish how many residential units are supported by the infrastructure.

The agreement would also define when those units may be permitted. In other words, permit timing would be tied directly to the infrastructure obligations set forth in the agreement. This structure provides certainty at the beginning of the project rather than leaving key issues to later negotiation.

Offsite improvements would still be referenced in the Tentative Map and included in the Conditions of Approval. However, the detailed obligations, including improvement plans, cost estimates, reimbursement rights, fee credits, and timing thresholds, would be governed by the separate Offsite Improvement Development Agreement.

It is essential that these obligations vest at the time the Tentative Map and Offsite Improvement Development Agreement are approved. Once established, the developer's obligations, cost allocations, and permit thresholds should remain fixed unless modified by mutual agreement. Developers must be able to rely on the terms approved at entitlement without concern that requirements will change midstream.

The City should also adopt, by formal resolution, a clear and objective fair-share calculation methodology. Doing so will promote transparency, predictability, and public confidence in how regional infrastructure costs are allocated. The formula for allocating regional improvement costs should be transparent and consistently applied to all developers. It should be based on measurable criteria, such as traffic generation or geographic benefit areas, and should not vary from project to project. A published methodology will allow all builders to understand their responsibilities in advance and ensure that everyone contributes fairly.

If a developer is required to construct regional improvements ahead of broader participation, the agreement must clearly define reimbursement and fee credit rights. The amount eligible for reimbursement, the funding source, and the timing of repayment should be established at approval. The City should also provide transparency regarding fee collection and reimbursement status.

Where reimbursement is delayed, there should be protection against cost escalation. If a developer advances infrastructure and repayment occurs years later, the reimbursement amount should adjust based on a recognized construction cost index so that inflation does not erode the value of the repayment.

Right-of-way acquisition is another critical issue. Offsite improvements often depend on acquiring property interests from third parties, and such delays are frequently outside the developer's control. The agreement should include clear language requiring City assistance with right-of-way acquisition, including the use of eminent domain when appropriate. Developers should not face permit restrictions due to delays caused by third-party property owners.

In addition, the City should establish defined timelines for plan review, inspection, and acceptance of offsite improvements. Once plans are submitted, the City should commit to review within specified timeframes, and once improvements are constructed, acceptance should occur within a predictable period. Administrative certainty is essential if permit issuance is tied to improvement completion.

The City may also consider financing tools, such as Community Facilities Districts, to help fund regional improvements in a manner that spreads costs more equitably over time. If earlier

construction of infrastructure is required, financing mechanisms should be available to support that objective.

Under this proposed structure, the Subdivision Agreement would continue to address tract-level improvements and bonding requirements. However, the substantive offsite obligations, unit allocation thresholds, reimbursement terms, vesting provisions, and right-of-way responsibilities would be established upfront through the separate Offsite Improvement Development Agreement.

This approach promotes clarity, fairness, and consistency. It ensures that all developers, regardless of project size, are treated under the same rules and contribute their proportionate share of regional improvements. It provides certainty to the development community while giving the City a structured and predictable framework for infrastructure planning.

Lennar stands ready to work collaboratively with the City to develop and implement a standardized, transparent process that benefits both the development community and the residents of Clovis.

Respectfully submitted,

LENNAR HOMES OF CALIFORNIA, LLC,
a California limited liability company

By:_____
Rhonda Hill, Vice President

CITY of CLOVIS

Report to the City Council

To: City Council

From: Administration

Date: April 13, 2026

Staff: Paul Armendariz, Assistant City Manager

Subject: Consider Approval — Res. 26-___, A Resolution of the City Council for the City of Clovis Confirming Assessment for Costs for Abatement of Nuisance, 2075 Swift Avenue, Clovis, CA 93611, APN No.: 552-200-47S.

Recommendation: Approve

Attachments: 1. 2075 Swift Property Lien ATT 1 Res. 26-___

Recommendation:
For the City Council to adopt a Resolution of the City Council for the City of Clovis Confirming Assessment for Costs for Abatement of Nuisance, 2075 Swift Avenue, Clovis, CA 93611, APN No.: 552-200-47S.

Executive Summary:
The City has assessed administrative citations and incurred related property nuisance abatement costs in the combined amount of Fifteen Thousand Eight Hundred and Thirty-One Dollars and Zero Cents ($15,831.00) related to the general condition of the property to mitigate property nuisance conditions, located at 2075 Swift Avenue (“Property”). The Property owner has ignored these citations and demands to repair the Property for well over one year.

At this time, the City is entitled to recover its abatement costs and administrative penalties from the Property. This Resolution will confirm these costs and penalties as an assessment and regular lien against the Property if not paid within 15 days of the passage of the Resolution.

Background:
The Property has been maintained in a manner that has resulted in various nuisances and Municipal Code violations that have been ignored by the Property owner for many years. The specific cited nuisance violations for the Property are collectively contained in Attachment A of Attachment 1. Accordingly, the combined administrative fines and abatement costs to be assessed against the Property total Fifteen Thousand Eight Hundred and Thirty-One Dollars and Zero Cents ($15,831.00).

PROPOSAL AND ANALYSIS

Pursuant to the City's Cost Recovery Ordinance (Chapter 5.29 of the CMC), upon the City Council's confirmation of the amount of the assessment, after notice is given to the owner and holders of any mortgage or deed of trust, the City may record a notice of lien in the office of the County Recorder, creating a lien on the Property which may be enforced either by collection with the County property taxes, or by foreclosure.

Notice was provided to the owner by letter on March 5, 2026. This Notice and the proposed notice of lien are attached as attachments to the Draft Resolution. The City will collect Fifteen Thousand Eight Hundred and Thirty-One Dollars and Zero Cents ($15,831.00) either upon sale of the Property or as part of the taxes collected from the Property.

Fiscal Impact:
None.

Reason for Recommendation:
The Property Owner has ignored all City efforts to compel abatement of the nuisance conditions existing at the Property to bring the Property into safe and compliant condition. The City has additionally incurred abatement costs of its own addressing the nuisance conditions of the Property. The City is entitled to recover these administrative penalties and abatement costs from the Property Owner, or as an assessment and regular lien against the Property.

Actions Following Approval:
If after 15 days following the passage of the resolution, the Property Owner has not paid the amount owed, the City will record the Notice of Lien with the County Recorder.

Conflict of Interest:
None.

RESOLUTION 26-__

RESOLUTION OF THE CITY COUNCIL OF THE CITY OF CLOVIS CONFIRMING ASSESSMENTS FOR NUISANCE ABATEMENT COSTS AND ADMINISTRATIVE PENALTIES FOR VIOLATIONS FOR PROPERTY RELATED NUISANCES

WHEREAS, the City found numerous violations of Clovis Municipal Code (CMC) Chapters 5.27, 5.28, and 5.29, at 2075 Swift Avenue, Clovis, CA, 93611 ("Property"); and

WHEREAS, the Property owner failed to take any measures to abate the nuisances after being served with multiple Notices to Abate, and numerous administrative citations; and

WHEREAS, the City was eventually forced to abate certain nuisance conditions on the Property by inspecting and repairing the substandard conditions and code violations, through use of its own agents; and

WHEREAS, the City has imposed abatement and enforcement costs and administrative penalties for property maintenance related nuisances and other violations for a total amount of $15,831.00; and

WHEREAS, on March 5, 2026, the City provided notice by Letter ("Notice") to the Property owner regarding their responsibility for payment of the City's abatement costs, and of their right to appeal these costs (a copy of the Notice is attached hereto as **Attachment A**); and

WHEREAS, the Property's owner(s) have filed no appeals of the administrative penalties or abatement costs, nor paid any of these outstanding penalties or costs; and

WHEREAS, the City scheduled April 13, 2026, as the time for the City Council to consider and confirm the amount of the abatement costs as assessments ("Assessment"); and

WHEREAS, the City provided notice by letter to the owners of the Property at least 15 days before the date of the Council's consideration of the Assessment (see **Attachment A**); and

WHEREAS, the Notice informed the owner(s) and lien holders that the Council would be considering the Assessment during the City's April 13, 2026, Council meeting.

NOW, THEREFORE, BE IT RESOLVED, that the City of Clovis proceeds as follows:

1. Confirms the amount of the administrative penalties and abatement costs ($15,831.00).

2. Authorizes the filing of Notice of Lien on the Properties in the Fresno County Recorder's Office which shall become a special assessment against the Property and may be added to the next regular tax bills levied against the Property, and collected

ATTACHMENT 1

at the same time and in the same manner as the County collects property taxes. The Notice of Lien shall be in substantially the form attached hereto as **Attachment B**.

3. Authorizes the City Manager and his designee(s) to take whatever actions are necessary and appropriate to perfect the recording of the Notice of Lien and collect the amounts due under the Assessment, which may include, but are not limited to ensuring that the Costs are added to the next regular tax bills and collected with property taxes, or by judicial foreclosure or other sale, or any other means provided by law.

4. Nothing in this Resolution or in the filing of the Notice of Lien shall preclude the City from collecting the Costs in any other lawful manner, including collecting the Assessment as a debt against the responsible owner(s).

* * * * *

The foregoing resolution was introduced and adopted at a regular meeting of the City Council of the City of Clovis held on April 13, 2026, by the following vote, to wit.

AYES:
NOES:
ABSENT:
ABSTAIN:

DATED: April 13, 2026

_____ _____

Mayor City Clerk

LS Lozano Smith
ATTORNEYS AT LAW

Wiley R. Driskill
Attorney at Law

E-mail: wdriskill@lozanosmith.com

March 5, 2026

Via U.S. Mail

James Samarin IV
7977 Worth Way
Denver, NC 28037

James Samarin IV
2075 Swift Ave.
Clovis, CA 93611

RE: Property located at 2075 Swift Ave., Clovis, CA 93611; APN # 552-200-47S
Invoice and Notice of City Council Meeting to Confirm Code Enforcement and Abatement Costs and Place an Assessment Lien on Property
Costs Amount: $ 15,831.00

Dear Mr. Samarin:

Over at least the past two years, the City of Clovis has responded to public nuisances at the property described above ("Property"), as well as assessed administrative penalties for business license violations. In accordance with Chapters 5.27, 5.28, and 5.29 of the Clovis Municipal Code ("CMC"), as the Property owner or other responsible party, you are responsible for the City's abatement and enforcement costs and administrative penalties ("Costs").

1. The enforcement actions include the following:

   (a) Administrative citations for hazardous fence, overgrown and dried weeds constituting a fire and health hazard, and vacant building (CMC §§ 5.27.102(f)), 5.27.101 (g), 5.27.301, and 5.27.302) ($5,600.00);

   (b) Attorney's fees and costs incurred in procurring abatement warrants/inspection warrants (CMC § 5.29.102 (a)) ($6,561.00); and

   (c) City's contractor for abatement of overgrown and dried weeds constituting a fire and health hazard (CMC § 5.29.102 (a)) ($3,670.00).

2. The Costs to date amount to a total of **$ 15,831.00**, as detailed in the enclosed invoices. If you fail to pay this amount within **thirty (30) days** from the date of this Invoice, the Costs may be collected in any or all of the following ways: (a) by a collection agency as a personal obligation; (b) by the City Attorney's office through judicial action; (c) as a special assessment and lien attached to the Property.

Attachment A

3. You have a right to administrative review of the accounting of the Costs incurred by the City by filing a written request for such review with the City Clerk within **fifteen (15) days** of the date of this Invoice. One administrative review will be scheduled for all citations of this Invoice. A failure to request administrative review will be deemed a waiver of the right to review of the amount of the Costs. Note that such review is limited solely to the dollar amount of the Costs. The underlying violations for which the Costs were imposed will not be considered. (CMC 5.29.105(b).)

4. Before a special assessment is placed on the Property, the Costs will be confirmed by the City Council. This special assessment will be considered by the City Council at the April 13, 2026, meeting. If the Costs are not paid within 30 days of the date of this Invoice, the City Council will consider approval of a resolution confirming the Costs and authorizing the filing of a Notice of Lien on the Property in the Fresno County Recorder's Office which shall become a special assessment against the Property, added to the next regular tax bills levied against the Property, and collected in the same manner as the County collects property taxes.

   You have a right to appear at the April 13, 2026, meeting and present objections to the accounting. The basis for the code enforcement action will not be the subject of the Council's consideration.

   The filing of a Notice of Lien will not relieve you from paying the Costs, the Costs will remain a debt until paid.

   If you plan to attend and present documentary evidence to the City Council, please present that evidence to the City Clerk before 12:00 p.m. on the Wednesday before the Council meeting (April 8, 2026) for that information to be timely considered by the City Council.

5. This Invoice may be recorded as a Notice of Costs or Penalties in the Fresno County Recorder's Office. (Gov. Code § 38773.5, subd. (e).)

This Invoice is separate and independent of any other notices you may have received relating to abatement of a nuisance on the Property. Payment should be made as follows:

City of Clovis
1033 Fifth Street
Clovis, CA 93612
Attn. City Clerk

///

///

///

If you have any questions or concerns, you may contact Andrew Haussler at (559) 324-2095.

Sincerely,

Wiley R. Driskill
Assistant City Attorney
for City of Clovis

cc: Paul Armendariz, Assistant City Manager
Scott G. Cross, City Attorney

Enclosures: Citation Summary / Copies of Citations

2075 Swift Avenue. Clovis, CA 93611 (APN #552-200-47S)

Chart of Citations

Date of Citation	Citation No.	Fine Amount
3/12/2025	50411	$100.00
3/27/2025	57599	$500.00
4/16/2025	60218	$1,000.00
4/21/2025	60220	$1,000.00
4/23/2025	60225	$1,000.00
4/24/2025	60226	$1,000.00
4/24/2025	60227	$0.00
4/28/2025	60228	$1,000.00
	Total:	**$5,600.00**

CITY OF CLOVIS **Citation No. AC- 50411**

ADMINISTRATIVE CITATION

X MUNICIPAL CODE VIOLATIONS ☐ WARNING
☐ 1ST CITATION $100 ☐ 2ND CITATION $500 ☐ 3RD AND SUBSEQUENT CITATION $1,000
OFFENSES DEEMED INFRACTIONS ☐ WARNING
☐ 1ST CITATION $50 ☐ 2ND CITATION $200 ☐ 3RD AND SUBSEQUENT CITATION $500
ANIMAL CONTROL VIOLATIONS - EXCESSIVE NOISE ☐ WARNING
☐ 1ST CITATION $50 ☐ 2ND CITATION $200 ☐ 3RD AND SUBSEQUENT CITATION $500
ANIMAL CONTROL VIOLATIONS - DOG AT LARGE/NO LICENSE ☐ WARNING
☐ 1ST CITATION $50 ☐ 2ND CITATION $50 ☐ 3RD AND SUBSEQUENT CITATION $200

Payment is due within 15 days. *(See reverse side for payment instructions.)*
Corrections indicated below required by 03/16/15. If you fail to make the indicated corrections by this date, the next level of citation may be issued. (E-00717

DATE	TIME	VIOLATION ADDRESS	CASE NO.
03/12/2015	11:00 AM	INTERSTATE WAY	15-19911

NAME (FIRST, MIDDLE, LAST)
JAMES SAMARIN IV

VIOLATOR LICENSE NO.	CITY	STATE	ZIP
1075 SWIFT AVE	CLOVIS	CA	93611

RESIDENCE OR BUSINESS ADDRESS ☐ SAME AS ABOVE
1005 SHAKELFORD DR #4101 E. CAPE CANAVERAL FL

MAILING ADDRESS ☐ SAME AS ABOVE
32927

DRIVER'S LICENSE NO.	STATE	CLASS	BIRTH DATE
B4672828	CA	C	06/08/1978

SEX	HAIR	EYES	HEIGHT	WEIGHT
M	BROWN	GRN	5'09"	165

VEHICLE LICENSE NO. STATE OPERABLE ☐ YES ☐ NO

YEAR	MAKE	BODY STYLE	COLOR	VEH. TYPE

REGISTERED OWNER OR LESSEE ☐ SAME AS ABOVE

MUNICIPAL CODE SECTION VIOLATED	VIOLATION DESCRIPTION
1 TMC 5.17.102(F)	OVERGROWN WEEDS.
2	
3	

Corrections Required:
HAVE BEEN PREVIOUSLY WARNED FOR OVERGROWN WEEDS. FAILURE TO CUT DOWN WEEDS AND MAINTAIN THE LAWN BY 03/16/15 WILL RESULT IN ADDITIONAL FINES AND LEGAL ACTION WILL BE TAKEN TO MAINTAIN PROPERTY.

SIGNATURE OF ISSUING OFFICER	ISSUANCE DATE
JANET A. GONZALES	03/17/15

DEPARTMENT	BADGE NUMBER
CLOVIS POLICE DEPARTMENT	554, 324, 2808

SIGNATURE OF PERSON CITED OR ADDRESS WHERE SERVED, POSTED OR MAILED
X 1005 SHAKELFORD DR #4101 E. CAPE CANAVERAL, FL. 32927

Signing of the Citation is not an admission of guilt, it only acknowledges receipt. Citation is valid with or without signature. If service by mail only, send Certified First Class Mail.

READ REVERSE SIDE FOR IMPORTANT INFORMATION

FINANCE/ACCOUNTS RECEIVABLE-COPY

CITY OF CLOVIS **Citation No. AC- 57599**

ADMINISTRATIVE CITATION

MUNICIPAL CODE VIOLATIONS ☐ WARNING
☐ 1ST CITATION $100 ☐ 2ND CITATION $200 ☐ 3RD AND SUBSEQUENT CITATION $500
OFFENSES DEEMED INFRACTIONS ☐ WARNING
☐ 1ST CITATION $50 ☐ 2ND CITATION $200 ☐ 3RD AND SUBSEQUENT CITATION $500
ANIMAL CONTROL VIOLATIONS - EXCESSIVE NOISE ☐ WARNING
☐ 1ST CITATION $50 ☐ 2ND CITATION $200 ☐ 3RD AND SUBSEQUENT CITATION $500
ANIMAL CONTROL VIOLATIONS - DOG AT LARGE/NO LICENSE ☐ WARNING
☐ 1ST CITATION $50 ☐ 2ND CITATION $50 ☐ 3RD AND SUBSEQUENT CITATION $200

Payment is due within 15 days. *(See reverse side for payment instructions.)*
Corrections indicated below required by 4/10/2025. If you fail to make the indicated corrections by this date, the next level of citation may be issued.

CE20-00392

TIME 3:45	5/15/11 P M	DAY OF WEEK THURSDAY	DATE 05-19-11

NAME (FIRST, MIDDLE, LAST)
JAMES SAMARKIN TV

VIOLATION LOCATION 2085 SUNSET AVE CITY CLOVIS STATE CA ZIP 93611

RESIDENCE/BUSINESS ADDRESS 655 SHOREWOOD DR #401 E CODE CARMEL FL ☐ SAME AS ABOVE

MAILING ADDRESS ☐ SAME AS ABOVE

DRIVER'S LICENSE NO. B4506241	STATE CA	CLASS C	BIRTH DATE 6/21/1938
SEX M	HAIR BROWN	EYES GREEN	HEIGHT 509
WEIGHT 166	VEHICLE LICENSE NO.	STATE	OPERATOR'S M

YEAR	MAKE	BODY STYLE	COLOR	VEH. TYPE

REGISTERED OWNER OR LESSEE ☐ SAME AS ABOVE

MUNICIPAL CODE SECTION VIOLATED	VIOLATION DESCRIPTION
1 CMC 5.28.100	WEEDS
2	
3	

Corrections Required:
CUT DOWN & CLEAN UP ALL WEEDS IN THE FRONT YARD AND ON SIDE NEAR THE DRIVEWAY BY 4/10/2025. NEXT OBSERVED VIOLATION WILL RESULT IN A $1000.00 CITATION.

SIGNATURE OF ISSUING OFFICER 5456

AGENCY CLOVIS POLICE DEPT (559) 324-2400

SIGNATURE OF PERSON CITED OR ADDRESS WHERE SERVED, POSTED OR MAILED
X 655 SHOREWOOD DR #401 ISSUANCE DATE 3/28/2025

Signing of the Citation is not an admission of guilt. It only acknowledges receipt. Citation is valid with or without signature. If service by mail only, send Certified First Class Mail.

READ REVERSE SIDE FOR IMPORTANT INFORMATION

FINANCE/ACCOUNTS RECEIVABLE-COPY

CITY OF CLOVIS **Citation No. AC- 60218**

ADMINISTRATIVE CITATION

MUNICIPAL CODE VIOLATIONS ☐ WARNING
☐ 1ST CITATION $100 ☐ 2ND CITATION $500 ☒ 3RD AND SUBSEQUENT CITATION $1,000
OFFENSES DEEMED INFRACTIONS ☐ WARNING
☐ 1ST CITATION $50 ☐ 2ND CITATION $200 ☐ 3RD AND SUBSEQUENT CITATION $500
ANIMAL CONTROL VIOLATIONS - EXCESSIVE NOISE ☐ WARNING
☐ 1ST CITATION $50 ☐ 2ND CITATION $200 ☐ 3RD AND SUBSEQUENT CITATION $500
ANIMAL CONTROL VIOLATIONS - DOG AT LARGE AND LICENSE ☐ WARNING
☐ 1ST CITATION $50 ☐ 2ND CITATION $50 ☐ 3RD AND SUBSEQUENT CITATION $200

Payment is due within 15 days. *(See reverse side for payment instructions.)*
Corrections indicated below required by IMMEDIATELY. If you fail to make the indicated corrections by this date, the next level of citation may be issued.

DATE	TIME	DAY OF WEEK	CASE NO.
4/16 2005	1:05 PM	WEDNESDAY	0507911

NAME (LAST, MIDDLE, FIRST)
JAMES SAMARTIN IV

VIOLATION LOCATION	CITY	STATE	ZIP
205 SUNNYAVE	CLOVIS	CA	93611

RESIDENCE OR BUSINESS ADDRESS ☐ SAME AS ABOVE
205 SHOEMOOD DR 4016 CAPE CANAVERAL FL 32920

MAILING ADDRESS ☒ SAME AS ABOVE

DRIVER'S LICENSE NO.	STATE	CLASS	DATE OF BIRTH
B4276864	CA	C	6/28/1938

SEX	HAIR	EYES	HEIGHT	WEIGHT
M	BROWN	GREEN	509	165

VEHICLE LICENSE NO. STATE OPERABLE

YEAR	MAKE	BODY STYLE	COLOR	VEH. TYPE

REGISTERED OWNER OR LESSEE ☐ SAME AS ABOVE

MUNICIPAL CODE SECTION VIOLATED	VIOLATION DESCRIPTION
1. CMC 5.28.100(A)	WEEDS
2.	
3.	

Corrections Required:
CUT DOWN WEEDS IN THE FRONT YARD AND ON THE SIDEYARD FAILURE TO COMPLY MAY RESULT IN DAILY $100.00 CITES.

OFFICER'S NAME (PRINT)	BADGE
H. HISCHEND	5485

DEPARTMENT	TELEPHONE NO.
CLOVIS POLICE DEPT	(559)324-2400

SIGNATURE OF PERSON CITED OR ADDRESSED WHERE SERVED, POSTED OR MAILED
X JAMES SHOEMOOD IV 4016 ISSUANCE DATE 4/16/2005

Signing of the Citation is not an admission of guilt. It only acknowledges receipt. Citation is valid with or without signature. If service by mail only, send Certified First Class Mail.

READ REVERSE SIDE FOR IMPORTANT INFORMATION

FINANCE/ACCOUNTS RECEIVABLE-COPY

CITY OF CLOVIS **Citation No. AC- 60220**

ADMINISTRATIVE CITATION

MUNICIPAL CODE VIOLATIONS ☐ WARNING
☐ 1ST CITATION $100 ☐ 2ND CITATION $200 ☒ 3RD AND SUBSEQUENT CITATION $1,000
OFFENSES DEEMED INFRACTIONS ☐ WARNING
☐ 1ST CITATION $50 ☐ 2ND CITATION $200 ☐ 3RD AND SUBSEQUENT CITATION $500
ANIMAL CONTROL VIOLATIONS - EXCESSIVE NOISE ☐ WARNING
☐ 1ST CITATION $50 ☐ 2ND CITATION $200 ☐ 3RD AND SUBSEQUENT CITATION $500
ANIMAL CONTROL VIOLATIONS - DOG AT LARGE/NO LICENSE ☐ WARNING
☐ 1ST CITATION $50 ☐ 2ND CITATION $50 ☐ 3RD AND SUBSEQUENT CITATION $200

Payment is due within 15 days. *(See reverse side for payment instructions.)*
Corrections indicated below required by IMMEDIATELY. If you fail to make the indicated corrections by this date, the next level of citation may be issued.

DATE 4/21 TIME 08:03 AM DAY OF WEEK MONDAY CASE NO. 18-1811

NAME (FIRST, MIDDLE, LAST) JAMES SAMARIN IV.

VIOLATION LOCATION 2845 SWEET AVE CITY CLOVIS STATE CA ZIP 93611

RESIDENCE OR BUSINESS ADDRESS ☐ SAME AS ABOVE

MAILING ADDRESS 2845 SWEET AVE CLOVIS CA 93611 ☒ SAME AS ABOVE

DRIVER'S LICENSE NO. B1674284 STATE CA CLASS C EXPIRATION 04/11/2018

SEX M RACE BROWN EYES GREEN HEIGHT 5'09 WEIGHT 165

VEHICLE LICENSE NO. STATE COMMERCIAL N

YEAR MAKE BODY STYLE COLOR VEH. TYPE

REGISTERED OWNER OR LESSEE ☐ SAME AS ABOVE

MUNICIPAL CODE SECTION VIOLATED	VIOLATION DESCRIPTION
1. CMC 5.24.010(A)	WEEDS
2.	
3.	

Corrections Required:
CUT DOWN WEEDS IN THE FRONT YARD
IMMEDIATELY. PER CMC 1000.00 CITES
WILL CONTINUE AS WARRANTS WILL BE
OBTAINED TO CLEAN UP PROPERTY AND THE
LIENS WILL BE FILED TO THE PROPERTY

OFFICER'S NAME (PRINT) F. ILSCHEND BADGE NO. 54

AGENCY CLOVIS POLICE DEPT SERIAL NO. 60220

SIGNATURE OF PERSON CITED OR ADDRESS WHERE SERVED, POSTED OR MAILED

X JAMES SAMARIN IV 4/21/18

Signing of the Citation is not an admission of guilt, it only acknowledges receipt. Citation is valid with or without signature. If service by mail only, send Certified First Class Mail.

READ REVERSE SIDE FOR IMPORTANT INFORMATION

FINANCE/ACCOUNTS RECEIVABLE-COPY

CITY OF CLOVIS **Citation No. AC-60225**

ADMINISTRATIVE CITATION

MUNICIPAL CODE VIOLATIONS ☐ WARNING
☐ 1ST CITATION $100 ☐ 2ND CITATION $200 ☒ 3RD AND SUBSEQUENT CITATION $1,000
OFFENSES DEEMED INFRACTIONS ☐ WARNING
☐ 1ST CITATION $50 ☐ 2ND CITATION $200 ☐ 3RD AND SUBSEQUENT CITATION $500
ANIMAL CONTROL VIOLATIONS - EXCESSIVE NOISE ☐ WARNING
☐ 1ST CITATION $50 ☐ 2ND CITATION $200 ☐ 3RD AND SUBSEQUENT CITATION $500
ANIMAL CONTROL VIOLATIONS - DOG AT LARGE/NO LICENSE ☐ WARNING
☐ 1ST CITATION $50 ☐ 2ND CITATION $50 ☐ 3RD AND SUBSEQUENT CITATION $500

Payment is due within 15 days. *(See reverse side for payment instructions.)*
Corrections indicated below required by IMMEDIATELY. If you fail to make the indicated corrections by this date, the next level of citation may be issued.

DATE	TIME	DAY OF WEEK	CASE NO.
4/23	1200 PM	WEDNESDAY	25-9811

NAME OF ALLEGED VIOLATOR (LAST, FIRST, MIDDLE)
JAMES SAMARIN IV

VIOLATION LOCATION	CITY	STATE	ZIP
2055 STRATANE	CLOVIS	CA	9261

RESIDENCE OR BUSINESS ADDRESS ☐ SAME AS ABOVE
2055 STRATANE DRIVE CLOVIS CA 93611
MAILING ADDRESS ☐ SAME AS ABOVE

DRIVER'S LICENSE NO.	STATE	CLASS	DATE OF BIRTH
B4684824	CA	C	6/8/1998

SEX	HAIR	EYES	HEIGHT	WEIGHT
M	BROWN	GREEN	5'08	165

VEHICLE LICENSE NO.	STATE	DRIVABLE

YEAR	MAKE	BODY STYLE	COLOR	VEH. TYPE

REGISTERED OWNER OR LESSEE ☐ SAME AS ABOVE

MUNICIPAL CODE SECTION VIOLATED	VIOLATION DESCRIPTION
1. CMC 5.28.160(B)	WEEDS
2.	
3.	

Corrections Required:
CUT DOWN THE WEEDS IMMEDIATELY OR THEY WILL BE CUT DOWN. DAILY CITATIONS WILL CONTINUE & WARRANT WILL BE OBTAINED AND YOU WILL BE BILLED FOR PROPERTY WILL BE LIENED.

ISSUING OFFICER'S NAME	BADGE NO.
D. MCCANN	5136

AGENCY	PHONE NO.
CLOVIS POLICE DEPT	(559) 324-2600

SIGNATURE OF PERSON CITED OR ADDRESS WHERE SERVED
X JAMES SAMARIN IV
RECEIVED DATE 4/23/25

Signing of the Citation is not an admission of guilt, it only acknowledges receipt. Citation is valid with or without signature. If service by mail only, send Certified First Class Mail.

READ REVERSE SIDE FOR IMPORTANT INFORMATION

FINANCE/ACCOUNTS RECEIVABLE-COPY

CITY OF CLOVIS **Citation No. AC- 60226**

ADMINISTRATIVE CITATION

MUNICIPAL CODE VIOLATIONS ☐ WARNING
☐ 1ST CITATION $100 ☐ 2ND CITATION $500 ☒ 3RD AND SUBSEQUENT CITATION $1,000
OFFENSES DEEMED INFRACTIONS ☐ WARNING
☐ 1ST CITATION $50 ☐ 2ND CITATION $200 ☐ 3RD AND SUBSEQUENT CITATION $500
ANIMAL CONTROL VIOLATIONS - EXCESSIVE NOISE ☐ WARNING
☐ 1ST CITATION $50 ☐ 2ND CITATION $200 ☐ 3RD AND SUBSEQUENT CITATION $500
ANIMAL CONTROL VIOLATIONS - DOG AT LARGE/NO LICENSE ☐ WARNING
☐ 1ST CITATION $50 ☐ 2ND CITATION $50 ☐ 3RD AND SUBSEQUENT CITATION $200

Payment is due within 15 days. *(See reverse side for payment instructions.)*
Corrections indicated below required by IMMEDIATELY. If you fail to make the indicated corrections by this date, the next level of citation may be issued.

DATE 9/21 TIME 2:45 PM DAY OF WEEK THURSDAY BADGE NO. 1111

NAME (FIRST, MIDDLE, LAST) JAMES SAMARIN IV

VIOLATION LOCATION 2035 SWEET AVE CITY CLOVIS STATE CA ZIP 93611

RESIDENCE OR BUSINESS ADDRESS ☐ SAME AS ABOVE

MAILING ADDRESS 6855 SHOREWOOD DR CLOVIS CA 93619 ☐ SAME AS ABOVE

DRIVER'S LICENSE NO. B4074214 STATE CA CLASS C BIRTHDATE 6/8/1978

SEX M HAIR BRWN EYES GRN HEIGHT 5'09 WEIGHT 165

VEHICLE LICENSE NO. STATE OR VIN #

YEAR MAKE BODY STYLE COLOR VEH. TYPE

REGISTERED OWNER OR LESSEE ☐ SAME AS ABOVE

MUNICIPAL CODE SECTION VIOLATED	VIOLATION DESCRIPTION
1. CMC 5.28.010 A	WEEDS
2.	
3.	

Corrections Required:
WEEDS NEED TO BE CUT DOWN IMMEDIATELY AS THERE ARE THREE HAZARD CITATIONS. IF NOT CONTINUE, PROPERTY WILL BE CLEANED UP AND FEES WILL BE LIENED AGAINST PROPERTY

SIGNATURE OF ISSUING OFFICER [signature] TITLE OFFICER

ISSUED BY CLOVIS POLICE DEPT (559) 324-2800

SIGNATURE OF PERSON CITED OR ADDRESS WHERE CITATION WAS MAILED X 6855 SHOREWOOD DR CLOVIS CA 93619 DATE 9/21/2005

Signing of the Citation is not an admission of guilt, it only acknowledges receipt. Citation is valid with or without signature. If service by mail only, send Certified First Class Mail.

READ REVERSE SIDE FOR IMPORTANT INFORMATION

FINANCE/ACCOUNTS RECEIVABLE-COPY

CITY OF CLOVIS **Citation No. AC- 60227**

ADMINISTRATIVE CITATION

MUNICIPAL CODE VIOLATIONS ☒ WARNING
☐ 1ST CITATION $100 ☐ 2ND CITATION $500 ☐ 3RD AND SUBSEQUENT CITATION $1,000
OFFENSES DEEMED INFRACTIONS ☐ WARNING
☐ 1ST CITATION $50 ☐ 2ND CITATION $200 ☐ 3RD AND SUBSEQUENT CITATION $500
ANIMAL CONTROL VIOLATIONS - EXCESSIVE NOISE ☐ WARNING
☐ 1ST CITATION $50 ☐ 2ND CITATION $200 ☐ 3RD AND SUBSEQUENT CITATION $500
ANIMAL CONTROL VIOLATIONS - DOG AT LARGE/NO LICENSE ☐ WARNING
☐ 1ST CITATION $50 ☐ 2ND CITATION $50 ☐ 3RD AND SUBSEQUENT CITATION $200

Payment is due within 15 days. *(See reverse side for payment instructions.)*
Corrections indicated below required by IMMEDIATELY If you fail to make the indicated corrections by this date, the next level of citation may be issued.

CE22-00320

4/14 @ 11:08 AM THURSDAY

NAME (FIRST, MIDDLE, LAST)
JAMES SAMPSON IV

VIOLATION LOCATION 2055 SUNSET AVE CITY CLOVIS STATE CA ZIP 93611

RESIDENCE OR BUSINESS ADDRESS ☐ SAME AS ABOVE
2055 HOSKINS DR, HOME CARE GIVER FL

MAILING ADDRESS ☒ SAME AS ABOVE

DRIVER'S LICENSE NO. B8602474 STATE CA CLASS C BIRTH DATE 08/19/98

SEX M HAIR BROWN EYES GREEN HEIGHT WEIGHT

VEHICLE LICENSE NO. STATE CERTIFICATE #

YEAR MAKE BODY STYLE COLOR VEH. TYPE

REGISTERED OWNER OR LESSEE ☐ SAME AS ABOVE

MUNICIPAL CODE SECTION VIOLATED	VIOLATION DESCRIPTION
1. CMC 5.28.10(g)	DETERIORATED IMPROVEMENTS
2.	
3.	

Corrections Required:
FIX THE FUNDAMENTAL DETERIORATIONS ON SIDE OF HOUSE THAT IS VISIBLE FROM SUNSET STREET. FEEL FREE TO CONTACT WILL REGARDING CORRECTIONS.

SIGNATURE OF ISSUING OFFICER J. TESSEDRO ID# 545

DEPARTMENT CLOVIS POLICE DEPT DIVISION CODE ENFORCEMENT

SIGNATURE OF PERSON CITED OR ADDRESS WHERE SERVED, POSTED OR MAILED X [signature] SERVICE DATE 4/14/2022

Signing of this Citation is not an admission of guilt, it only acknowledges receipt. Citation is valid with or without signature. If service by mail only, send Certified First Class Mail.

READ REVERSE SIDE FOR IMPORTANT INFORMATION

FINANCE/ACCOUNTS RECEIVABLE-COPY

CITY OF CLOVIS **Citation No. AC- 60228**

ADMINISTRATIVE CITATION

MUNICIPAL CODE VIOLATIONS ☐ WARNING
☐ 1ST CITATION $100 ☐ 2ND CITATION $200 ☒ 3RD AND SUBSEQUENT CITATION $1,000
OFFENSES DEEMED INFRACTIONS ☐ WARNING
☐ 1ST CITATION $50 ☐ 2ND CITATION $200 ☐ 3RD AND SUBSEQUENT CITATION $500
ANIMAL CONTROL VIOLATIONS - EXCESSIVE NOISE ☐ WARNING
☐ 1ST CITATION $50 ☐ 2ND CITATION $200 ☐ 3RD AND SUBSEQUENT CITATION $500
ANIMAL CONTROL VIOLATIONS - DOG AT LARGE AND LICENSE ☐ WARNING
☐ 1ST CITATION $50 ☐ 2ND CITATION $50 ☐ 3RD AND SUBSEQUENT CITATION $500

Payment is due within 15 days. *(See reverse side for payment instructions.)* Corrections indicated below required by IMMEDIATELY If you fail to make the indicated corrections by this date, the next level of citation may be issued.

9/26	25	CLOVIS	THURSDAY 05:11 PM

NAME (FIRST, MIDDLE, LAST)
JAMES SAMERON IV

RESIDENCE ADDRESS (NO. & STREET) | CITY | STATE | ZIP
2015 SWEET AVE | CLOVIS | CA | 9361

☐ SAME AS ABOVE
BUSINESS OR MAILING ADDRESS
605 SHADELAND DR LODI OREGON 97530

BIRTHPLACE	CA	CLASS C	6/21/1978	
SEX M	HAIR BROWN	EYES GREEN	HEIGHT 509	WEIGHT 165

VEHICLE LICENSE NO. | STATE | OPERABLE

YEAR	MAKE	BODY STYLE	COLOR	VEH. TYPE

REGISTERED OWNER OR LESSEE ☐ SAME AS ABOVE

MUNICIPAL CODE SECTION VIOLATED	VIOLATION DESCRIPTION
1. CMC 5.28.100(A)	WEEDS
2.	
3.	

Corrections Required:
WEEDS WERE NOT CUT DOWN AND THEY ARE ABOVE 12 INCHES. THIS CASE WILL BE SENT TO CLEANUP CITES AND RESULT IN A LIEN.

1ST ISSUED	945
CLOVIS POLICE DEPT	(559) 324-2400

SIGNATURE OF PERSON CITED OR ADDRESS WHERE SERVED, POSTED OR MAILED
X 605 SHADELAND DR LODI SIGNATURE DATE 9/26/25

Signing of the Citation is not an admission of guilt, it only acknowledges receipt. Citation is valid with or without signature. If service by mail only, send Certified First Class Mail.

READ REVERSE SIDE FOR IMPORTANT INFORMATION

FINANCE/ACCOUNTS RECEIVABLE COPY

INVOICE	#3
INVOICE DATE	Jun 27, 2023
DUE	Upon receipt
AMOUNT DUE	**$895.00**

Premier Property Clean-Up

Abigail
City Of Clovis
Clovis, 93612

(559) 470-7226
abigail@cityofclovis.com

CONTACT US

PO BOX 11185
Fresno , CA 93772

(559) 394-5870
premierservices.559@gmail.com

INVOICE

Services	qty	amount
Grass/Weed Cutting	1.0	$895.00
Cutting of overgrown grass/weeds with disposal at the address of 2075 Swift Ave Clovis CA 93611.		

Services subtotal: $895.00

Total **$895.00**

JOB	#16
INVOICE DATE	May 20, 2024
PAYMENT TERMS	Upon receipt
DUE DATE	May 20, 2024
AMOUNT DUE	**$775.00**

Premier Property Clean-Up

Megan Harlan
Clovis PD
Clovis, CA

(559) 476-6484
meganh@cityofclovis.com

SERVICE ADDRESS

CONTACT US

PO BOX 11185
Fresno , CA 93772

(559) 394-5870
premierservices.559@gmail.com

INVOICE

Services	qty	amount
Lawn - One Time Service Cutting of grass and weeds in front yard of house including disposal.	1.0	$475.00
Trimming / Cutting Down Trimming of palm trees, shrubs and cutting down additional bushes.	1.0	$300.00

Services subtotal: $775.00

Subtotal	$775.00
Job Total	**$775.00**
Amount Due	**$775.00**

See our Terms & Conditions

INVOICE

AVR Landscape & Maintenance Services Inc.
4528 Clinton Ave
Fresno, CA 93703

marisolv@avrlm.com
+1 (559) 630-4583
CSLB 1113995

Bill to
City of Clovis Police Department
1233 Fifth st
Clovis, CA 93612

Ship to
City of Clovis Police Department
1233 Fifth st
Clovis, CA 93612

Invoice details
Invoice no.: 1970
Terms: Net 15
Invoice date: 07/15/2025
Due date: 07/30/2025

#	Date	Product or service	Description	Qty	Rate	Amount
1.		**Fence Replacement**	We will be replacing an 18 feet fence that is falling down on the rear of the property located at 2075 Swift Ave Clovis Ca 93611 which will consist of : 1) Demolishing the existing 18 foot of fence 2) Constructing a new cedar wood fence, maintaining the current design and same height of 6 feet. 3) Removing all debris generate by this work as well debris from the old fence and cleaning the entire work area to ensure everything is clean.	1	$1,000.00	$1,000.00

Total **$1,000.00**

Ways to pay

View and pay

INVOICE

AVR Landscape & Maintenance Services Inc.
4528 Clinton Ave
Fresno, CA 93703

marisolv@avrlm.com
+1 (559) 630-4583
CSLB 1113995

Bill to
City of Clovis Police Department
1233 Fifth st
Clovis, CA 93612

Ship to
City of Clovis Police Department
1233 Fifth st
Clovis, CA 93612

Invoice details
Invoice no.: 1963
Terms: Net 30
Invoice date: 07/03/2025
Due date: 08/02/2025

#	Date	Product or service	Description	Qty	Rate	Amount
1.		**Clean up**	We will performing a through clean up at the property located 2075 Swift Ave, Clovis Ca 93611, which will include: 1) Cutting the entire property of weeds to approximately 2 feet in height. 2) Cleaning up any weeds growing on the concrete. 3) Collecting any trash accumulated during the clean up. 4) Removing the collected trash for disposal at an appropriate location. 5) Performing a final blowdown to ensure all concrete and streets are clean.	1	$1,000.00	$1,000.00

Total **$1,000.00**

Ways to pay

View and pay

Time Manager Listing

Record	Date	Prsn	Stat	Description	Time	Amount
Client: 000613 - City of Clovis				**Matter: 000001 - Code Enforcement/General**		
1965636	5/16/2023	WRD	P	Draft and revise Application for Abatement Warrant, and supporting documents, regarding 2075 Swift Avenue property; related research.	1.50	$345.00
1965691	5/16/2023	WRD	P	Draft and revise Application for Abatement Warrant, and supporting documents, regarding 2075 Swift Avenue property.	2.20	$506.00
1965078	5/17/2023	WRD	P	Draft and revise Application for Abatement Warrant, and supporting documents, regarding 2075 Swift Avenue property.	1.00	$230.00
1986939	6/15/2023	WRD	P	Draft and revise abatement warrant return for 2075 Swift Avenue.	1.00	$230.00
1988025	6/20/2023	WRD	P	Draft and finalize return of abatement warrant for 2075 Swift Avenue.	1.50	$345.00
2224970	4/11/2024	WRD	P	Draft and revise application for abatement warrant for 2075 Swift Avenue, and supporting declarations.	3.80	$893.00
2225082	4/23/2024	WRD	P	Final review and revision of application for abatement warrant regarding 2075 Swift Avenue, and supporting declarations, in preparation for filing.	1.40	$329.00
2244562	5/9/2024	WRD	P	Draft and revise notice of issuance of abatement warrant regarding 2075 Swift Avenue.	0.40	$94.00
2251324	5/22/2024	WRD	P	Draft and revise Return of Abatement Warrant for 2075 Swift Avenue.	0.70	$164.50
2534976	4/28/2025	MML	P	Review and analyze code enforcement file relating to nuisance property; begin preparing invoice for delinquent administrative citations. (2075 Swift Ave.)	1.00	$250.00
2548217	5/5/2025	WRD	P	Case analysis regarding imposition of administrative fine liens for 2075 Swift Avenue.	0.60	$150.00
2556930	5/21/2025	MML	P	Teleconference with A. Tiscareno regarding abatement warrant at substandard property. (2075 Swift Ave.)	0.20	$50.00
2562520	5/31/2025	MML	P	Draft abatement warrant for removal of overgrown weeds and secure fence on abandoned property. (2075 Swift Ave.)	0.40	$100.00
2581387	6/3/2025	MML	P	Teleconference with A. Tiscareno regarding abatement warrant status for 2075 Swift Ave.	0.20	$50.00
2582252	6/5/2025	MML	P	Legal strategy and discussion regarding abatement warrant for 2075 Swift Avenue.	0.40	$100.00
2576100	6/9/2025	WRD	P	Case analysis regarding abatement warrant petition for 2075 Swift Avenue; related review of case file.	0.40	$100.00
2582479	6/10/2025	MML	P	Draft documents in support of abatement warrant; transmit correspondence to A. Tiscareno regarding additional documents in support of same. (2075 Swift Ave.)	2.00	$500.00
2573955	6/11/2025	WRD	P	Case analysis regarding application for abatement warrant for 2075 Swift Avenue; draft related advisory correspondence.	0.70	$175.00
2583155	6/12/2025	MML	P	Transmit correspondence to A. Tiscareno regarding required notice in support of abatement warrant. (2075 Swift Ave.)	0.50	$125.00
2584078	6/13/2025	MML	P	Review and revise abatement warrant application and supporting documents; transmit correspondence to A. Tiscareno regarding same. (2075 Swift Ave.)	1.40	$350.00
2583536	6/16/2025	MML	P	Review and revise [proposed] order in support of abatement warrant; review and respond to correspondence from A. Tiscareno regarding declaration in support of same; prepare same for filing and service. (2075 Swift Ave)	0.40	$100.00
2585732	6/24/2025	MML	P	Check status on issuance of abatement warrant; legal strategy and discussion regarding same; transmit correspondence to A. Tiscareno regarding same. (2075 Swift Ave.)	0.30	$75.00
2586245	6/26/2025	MML	P	Check status on abatement warrant filings; legal strategy regarding	0.20	$50.00

Time Manager Listing

Record	Date	Prsn	Stat	Description	Time	Amount
Client: 000613 - City of Clovis				**Matter: 000001 - Code Enforcement/General**		
				abatement of property. (2075 Swift Ave.)		
2586140	6/27/2025	MML	P	Review and analyze filed documents in support of abatement warrant; transmit update to A. Tiscareno regarding same. (2075 Swift Ave)	0.40	$100.00
2588433	6/30/2025	MML	P	Teleconference with Cpl. Alcorn regarding potential options for summary abatement if warrant is not issued; legal research and analysis regarding same. (2075 Swift Ave.)	1.10	$275.00
2602411	7/1/2025	MML	P	Video conference with Cpl. Alcorn regarding abatement warrant for 2075 Swift Avenue and alternative abatement methods.	0.30	$79.50
2602474	7/3/2025	MML	P	Check status of issuance of abatement warrant; review and analyze correspondence from A. Tiscareno regarding abatement of 2075 Swift Avenue.	0.20	$53.00
2602250	7/8/2025	MML	P	Review and analyze abatement warrant issued by the Court; review and analyze correspondence from A. Tiscareno regarding previous weed abatement and costs; draft correspondence to A. Tiscareno regarding timeline for abating dilapidated fence and cost recovery. (2075 Swift Ave.)	0.40	$106.00
2614528	7/17/2025	MML	P	Review and analyze correspondence from A. Tiscareno regarding abatement of nuisance property. (2075 Swift Ave.)	0.20	$53.00
2630971	8/11/2025	MML	S	Draft abatement warrant return relating to property located at 2075 Swift Avenue and prepare for filing.	0.80	$212.00
2625588	8/25/2025	WRD	S	Draft and revise Notice of Lien Enforcement letter regarding 2075 Swift Avenue, preparation of related exhibits; related legal research.	1.40	$371.00
				Time Manager Listing Total:	**27.00**	**$6,561.00**

Recorded by and on behalf of the City of Clovis

WHEN RECORDED MAIL TO:

LOZANO SMITH
Attn: Wiley R. Driskill
7404 N. Spalding Avenue
Fresno, CA 93720

Government Code § 38773.5(e) (Space above this line for Recorder's Use Only)

Notice Of Lien

APN # 552-200-47S
2075 Swift Avenue, CLOVIS, CALIFORNIA
Property Owner: James Samarin IV

(Claim of the City of Clovis)

Under the authority vested by the provisions of Chapter 5.29 of Title 5 of the Clovis Municipal Code, the City Council of the City of Clovis did on the 13th day of April, 2026, confirm the administrative penalties and costs of abatement on the real property hereinafter described; and the same has not been paid nor any part thereof and the City of Clovis does hereby claim a lien for such costs, to wit: the sum of $15,831.00 dollars. The same shall be a lien upon said real property until it has been paid in full and discharged of record.

The real property hereinabove mentioned, and upon which a lien is claimed, is the certain parcel of land lying and being in the City of Clovis, County of Fresno, State of California, and more particularly described as follows:

2075 Swift Ave., Clovis, CA 93611
APN: 552-200-47S

DATED: _____, 2026

_____
PAUL ARMENDARIZ
ASSISTANT CITY MANAGER
CITY OF CLOVIS
1033 FIFTH STREET, CLOVIS, CA 93612
(559) 324-2060

Attachment B

ACKNOWLEDGMENT

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

State of California
County of _____)

On _____ before me, _____
(insert name and title of the officer)

personally appeared _____,
who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.

Signature _____ **(Seal)**

Clear Form Print Form