

Proposal for 2022 Developer Fee Justification Study



SchoolWorks, Inc.

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Granite Bay, CA 95746



LETTER OF INTEREST

May 4, 2022

Cambrian School District
4115 Jacksol Dr.
San Jose, CA 95124-3312
Ph: (408) 377-2103

RE: Proposal for 2022 Developer Fee Justification Study

Thank you for the opportunity to present this Proposal to prepare a Developer Fee Justification Study for the Cambrian School District. This Proposal provides company information, key personnel, fees, work schedule, project approach, and references.

The purpose of a Developer Fee Justification Study is to justify the statutory fee rates for both residential and for commercial/industrial development.

SchoolWorks, Inc. is dedicated to developing trusting personal relationships with our clients. Our unique hands-on approach makes us more than just another facility planning consultant. We value integrity and going that extra mile to make sure we provide the highest in quality service.

We would be honored to serve the Cambrian School District. Thank you for your consideration and please do not hesitate to contact me personally if you have any questions.

Sincerely,



Ken Reynolds
President

DEVELOPER FEE JUSTIFICATION STUDY OVERVIEW

Developer fees are fees that are paid by property owners and developers to school districts to mitigate the impact created by new development within a school district's boundaries on the school facilities. Fees are typically paid to the school district as a condition of a property developer or owner obtaining a building permit from the city or county for a construction project.

Level 1 (Developer Fee Justification Study) are established by the State and are considered the basic mitigation fee. Justification for the fee can be shown if anticipated residential, commercial and industrial development within a district will impact it with additional students. The SAB adjusts the rates every two years.

The current rates adopted February 23, 2022 are **\$4.79** per square foot for residential construction and **\$0.78** per square foot for commercial/industrial construction. The next proposed increase will be in January 2024 at the State Allocation Board meeting.



COMPANY INFORMATION

SchoolWorks, Inc. has an experienced team of professionals who have assisted school districts, both large and small, throughout the State of California for more than 26 years, with their facility planning issues.

January 2002 to Present: SchoolWorks, Inc. has been preparing Level 1 and Level 2 Developer Fee Studies for California school districts since its inception in January of 2002. The list of our 2018 Developer Fee Justification Study Clients can be found on Pages 13-17 of this document.

2000 to January 2002: School Facilities Planning and Management (SFP&M) Vice President Ken Reynolds and Staff, prepared Level 1 and Level 2 Developer Fee Studies. SchoolWorks, Inc. acquired SFP&M in 2010.

1994 to 2000: Ken Reynolds prepared Developer Fee Studies for Phase 1 Application Services.

SchoolWorks, Inc. has a substantial amount of experience preparing Developer Fee Studies.

SchoolWorks, Inc. has prepared over 400 Level 1 and Level 2 Developer Fee Studies since 2002.

SchoolWorks, Inc. has worked with all sizes of districts; from very small one-school districts to working with the largest district in California.

Since the SAB adjusted the Level 1 rate on February 23, 2022, SchoolWorks, Inc. has contracted with over 120 school districts throughout California.



KEY PERSONNEL



Kenneth R. Reynolds

President and Founder

SchoolWorks, Inc.

As President and Founder of SchoolWorks, Mr. Reynolds has over 25 years of experience. Mr. Reynolds has assisted over 200 California school districts in applying for the maximum eligible State funding for new construction and modernization projects. Throughout his associations with district personnel, he has helped them solve their unique issues such as State funding assistance, developer fee justification, scenarios for boundary changes, calculating enrollment projections and developing functional Facility Master Plans.

Mr. Reynolds has assisted clients in making important decisions regarding facility planning issues by doing research, analyzing information and presenting the results to School Boards and Superintendents. He also has extensive experience working with the community and committees to collaborate and accomplish the goals of a project. Mr. Reynolds is the designer and programmer of SchoolWorks Facility Planning Software. He has presented at various workshops and conferences including CASH, ACSA, CASBO, CSBA and UC Riverside.

EDUCATION

Bachelor of Science Degree, Electrical and Electronics Engineering, California State University at Sacramento

PROFESSIONAL QUALIFICATIONS

- Over 25 years of experience in Demographic Studies
- Designer and programmer for SchoolWorks® Facility Planning Software
- Presenter at CASH, ACSA, CASBO, CSBA and UC Riverside and SchoolWorks workshops on GIS & Facility Planning
- Former Vice President of Phase 1 Application Services and School Facilities Planning & Management, Inc.
- Assisted over 200 California school districts in applying for the maximum eligible State funding for new construction and modernization projects

RESPONSIBILITIES

- Primary point of contact for SchoolWorks, Inc.
- Manages team tasks and scheduling
- Maintains communication with District
- Meets with District, as needed
- Presents final Study to Board of Trustees

RELEVANT EXPERIENCE

Demographic Studies

- Fairfield-Suisun Unified School District
- Liberty Union High School District
- Fresno Unified School District
- Val Verde Unified School District
- Vacaville Unified School District
- Santa Maria Bonita School District
- El Dorado Union High School District
- Orcutt School District
- Buckeye School District
- Burton School District
- Washington Unified School District

Developer Fee Studies

- Santa Maria Bonita School District
- Farmersville Unified School District
- Los Angeles Unified School District
- Coalinga Huron Joint Unified School District
- Fairfield Suisun Unified School District
- El Dorado Union High School District
- Gonzales Unified School District
- Live Oak Unified School District
- Chowchilla Union High School District



Kathy Reynolds

Associate Director

SchoolWorks, Inc.

Kathy has been an employee of SchoolWorks, Inc. since 2005. She is the lead Project Manager for Developer Fee Justification Studies. Kathy has been preparing Developer Fee Justification Studies for eight years. Kathy also has fourteen years of experience working with GIS-based facility planning software. She is the principal in charge of new housing development activities corresponding with both City and County Planning Commissions as well as local developers. Kathy is in charge of quality assurance of all the information that is received from the districts.

EDUCATION

Master of Science – Biological Sciences
California State University Hayward
Certificate in Educational Facility Planning,
UCR Extension (took classes)

PROFESSIONAL QUALIFICATIONS

- Eight years of experience in preparing Developer Fee Justification Studies
- Fourteen years of GIS based facility planning experience

RESPONSIBILITIES

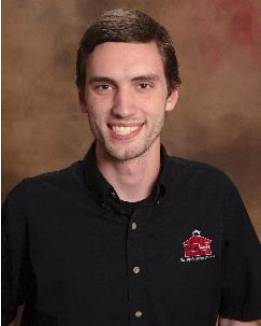
- Principal in charge of Developer Fee Justification Studies
- Manages team that prepared over 100 Developer Fee Justification Studies in 2018
- Principal in charge of housing development information: contacts City and County Planning Departments
- In charge of quality assurance of information received from the districts

RELEVANT EXPERIENCE

Developer Fee Justification Studies

- Santa Maria Bonita School District
- Buckeye School District
- Burton School District
- Washington Unified School District
- Lindsay Unified School District
- Morgan Hill Unified School District
- Eureka Union School District

RYAN REYNOLDS, DATA ANALYST



Ryan prepares Developer Fee Justification Studies, prepares 50-01's, and gathers data from OPSC, Census, CDE, and other sources as needed.

EDUCATION

Associate of Arts - General Education
Los Rios Community College

JODI L. GRAYEM, OFFICE MANAGER



Jodi prepares the contracts and requests the information required to complete the studies as well as being the main point of contact for clients. She finalizes the Developer Fee Justification Studies, prepares the supporting documentation and emails the finalized studies and supporting documentation to the district.

EDUCATION

Bachelor of Arts - Child Development
California State University Sacramento



WORK SCHEDULE

Schedule Level 1: Developer Fee Justification Study

- 
- Contract Approval
 - Collect Necessary Information from the District

- 
- Prepare Developer Fee Justification Study pursuant to Government Code 66000, et. seq. and Education Code 17621 (e) and 17622

- 
- Delivery of Draft Developer Fee Justification Study for Districts Review (this step will occur two weeks after receiving all required data from the District)

- 
- Completion of Final Draft of Developer Fee Justification Study
 - If requested, provide up to six (6) bound copies of the Study to the District

- 
- Presentation of Final Study to Board of Education (**extra fee**)

PROJECT APPROACH

1. The current enrollment and projected growth within the District's boundary is determined.
2. Determination of Local Student Generation Rates
3. The impact of new developments is determined by analyzing the proposed development projects and calculating the estimated number of students that will be generated from new housing.
4. Existing facility capacity is derived from the baseline capacities approved by the State along with any approved and funded projects that also increase the District's capacity.
5. The projected growth from developments is then loaded into existing facilities to the extent that there is available space.
6. Any unhoused students will generate a need for new facilities and an estimated cost is calculated, based on State allowances and local land values.
7. If any students from new development are to be housed in existing facilities, the need to modernize existing schools will be determined and the appropriate portion will be included in the facility cost.
8. The cost is then compared to the amount of projected new development (residential then commercial/industrial) to determine the amount of developer fees that are justified.

SchoolWorks, Inc. will request from the District:

- Current CALPADS/CBEDS (separated by school site and grade level)
- SAB 50-02 - Existing School Building Capacity
- Latest Audit Report
- Last four (4) years of Developer Fee Logs
- Copy of your previous Level 1 Justification Study
- List and cost of projects that the Developer Fees will be used for

SchoolWorks, Inc. will compile the following data used in the Study:

- Census data
- OPSC data
- Cost of land per acre
- County and City Planning Department development information

RESPONSIBILITIES OF SCHOOLWORKS, INC.

- Prepare Developer Fee Justification Study pursuant to Government Code 66000, et. Seq. and Education Code 17621 (e) and 17622
- Assist the District with a timeline for adoption of new Developer Fees, including a **Sample** Notice and two (2) **Sample** Resolution for the Public Hearing
- Present Developer Fee to the School Board through virtual attendance and respond to questions (No Extra Charge)
- Present Developer Fee Justification Study to the Board in person and attend Public Hearing and respond to questions (Extra Charge)

QUALITY CONTROL

We have several points at which data is reviewed by our team. Kathy reviews data as it comes in from the school districts. A member of our team reviews every Study before a Draft is sent to the District. Our studies have also been reviewed by several lawyers for school districts including Los Angeles Unified School District.



FEE SCHEDULE

Item Description:	Cost
Level 1 Developer Fee Study Total Cost	\$4,500

If SchoolWorks, Inc presence is requested at an in person School Board meeting, the District will be billed at \$185 per hour *plus* travel time and expenses.

The consulting fees will be billed upon completion of the Study. The amount is due within thirty (30) days of the date of the invoice. A late fee of 5% of the invoice amount will be charged if the amount due is not paid within sixty days of the date of the invoice.

CONTRACT

SchoolWorks, Inc. will contract to perform the tasks enumerated above for the prices indicated. Cambrian School District is authorized to enter into this agreement by Government Code 53060. These services are chargeable to the District Capital Facility Funds.

Cambrian School District

Signature

Name

Title

Date

SchoolWorks, Inc

Ken Reynolds

Signature

Ken Reynolds

Name

President - SchoolWorks, Inc.

Title

May 4, 2022

Date

REFERENCES

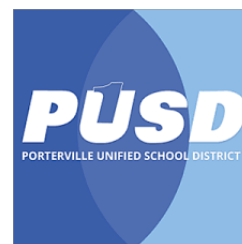
Alameda Unified School District

Enrollment: **10,927**
 Product: Level 1 and Level 2 Studies
 County: Alameda
 Reference: Dani Krueger, Administrative Assistant to the CBO
 Telephone: 510.337.7000 ext. 77066



Porterville Unified School District

Enrollment: 14,429
 Product: Level 1 Study
 County: Tulare
 Reference: Brad Rohrbach, Ed.D., Assistant Superintendent, Business Services
 Telephone: 559.793.2458



Pajaro Valley Unified School District

Enrollment: 19,276
 Product: Level 1 and Level 2 Studies
 County: Santa Cruz
 Reference: Veronica M. Moran, Executive Assistant, Business Services
 Telephone: 831.786.2100 ext 2531



Santa Maria-Bonita School District

Enrollment: 16,665
 Product: Level 1 and Level 2 Studies
 County: Santa Barbara
 Reference: Mike Grogan, Student Housing Office
 Telephone: 805.361.8278



Los Angeles Unified School District

Enrollment: 574,996
 Product: Level 1 Studies
 County: Los Angeles
 Reference: Maeve Corpus, Treasury & Other Accounting Services Branch
 Telephone: 213.241.2745

