



Table 17
Estimated Property Tax Calculations - City/County General Fund, Fire District, and School Districts
Richards Ranch LAFCO Fiscal Analysis

Property Tax		
Estimated Property Value (\$000s)	<i>A</i>	\$356,814
Base Property Tax Rate	<i>B</i>	1.0%
Total Property Tax Revenue	$C = A \times B$	\$3,568,136
City General Fund Share, Post Annexation		
City General Fund Post ERAF Share of Basic Tax (Table 19b)	<i>D</i>	12.1%
Total City Gen. Fund Tax Share After Annexation	$E = C \times D$	\$429,968
County General Fund Share, Post Annexation		
County General Fund Post ERAF Share of Basic Tax (Table 18)	<i>F</i>	10.8%
Total County Gen. Fund Tax Share After Annexation	$G = F \times C$	\$385,732
County Fire District Share, Post Annexation		
County General Fund Post ERAF Share of Basic Tax (Table 18)	<i>H</i>	8.4%
Total County Gen. Fund Tax Share After Annexation	$I = H \times C$	\$301,391
School Districts Share, Post Annexation¹		
School Districts Post ERAF Share of Basic Tax (Table 18)	<i>J</i>	48.3%
Total School Districts Tax Share After Annexation	$K = J \times C$	\$1,723,660

Source: TNDG, Tables 4, 28, and 29.

Note:

1. Includes Orcutt Union Elem Dist General; Santa Maria Jt HS Dist General; and Allan Hancock CC Dist General.

Executive Summary

This report identifies the estimated fiscal and economic impacts of the Richards Ranch Project on the City of Santa Maria and the County of Santa Barbara.

Background and Study Objectives

The project proponent, MD3 Investments, proposes to construct a mixed-use project on the border of the City of Santa Maria in the unincorporated community of Orcutt. The project proponent and the County have proposed annexing the project into the City of Santa Maria. The Santa Barbara County Local Agency Formation Commission requires that a proposed annexation consider the fiscal impacts of an annexation to ensure that municipal services can be provided to the project. A fiscal impact study considers the costs and revenues to the City and County associated with the project, especially tax revenues and services such as public protection.

The project proponent had a prior fiscal impact study prepared by the Natelson Dale Group, Inc. This analysis relies heavily upon data from that study, but Willdan has made its own judgments regarding methodology and assumptions and has modified the analysis accordingly. The analysis assumes that the project will be annexed into the City of Santa Maria, which has implications (most notably, services are provided by the City of Santa Maria, tax and fee revenues accrue to the City, and the municipal property tax allocation is shared between the City and the County). As part of the evaluation process, the City and the County have engaged Willdan Financial Services to evaluate the Natelson report and prepare an independent fiscal impact analysis.

Summary of Results

Following is a summary of the analysis, also included below in Table 1, explained in further detail in the body of the report.

- The projected impact to the City of Santa Maria general fund is a fiscal surplus of \$93,000 annually.
- The projected impact to the County of Santa Barbara general fund is a fiscal surplus of \$276,000 annually.
- Additionally, the report calculates the rate of property tax sharing at which the City and County would have an estimated fiscal impact of approximately zero. For the City this figure is 30 percent, and for the County 33 percent.¹

¹ Consistent with the Natelson report, the Willdan analysis assumes that the City receives fifty percent of the fire district revenue and twenty-five percent of general fund property tax revenue generated by the project, for an overall share of approximately thirty-eight (38.4) percent. This calculation is explained in further detail in Table 19.

Table 16 calculates the property tax revenues for the project for the City and County based on the assessed value from Tables 2 and 3 and the allocation factors in Table 15.

Table 16
Estimated Property Tax Revenue
Richards Ranch Fiscal Impact Analysis

Item	Amount
Estimated Project Assessed Value	\$ 305,568,475
Base Ad Valorem Tax	1.00%
Base Ad Valorem Revenue	\$ 3,055,685
City General Fund Revenue, Post Annexation	
City General Fund Post ERAF Share of AV Tax	3.6%
Total City Property Tax Post Annexation	\$ 110,111
City Fire District Revenue, Post Annexation	
City Fire District Post ERAF Share	8.45%
City Fire District Property Tax Post Annexation	\$ 258,106
County General Fund Revenue, Post Annexation	
County General Fund Post ERAF Share of AV Tax	10.8%
Total County Property Tax Post Annexation	\$ 330,333
County Fire District Revenue, Post Annexation	
County Fire District Post ERAF Share of AV Tax	8.45%
County Fire District Property Tax Post Annexation	\$ 258,106

Source: The Natelson Dale Group, Inc.; Willdan Financial Services

Willdan Financial Services, 2025