

HOUSING AND COLLEGE VILLAGE DEVELOPMENT PLAN REPORT PREPARED FOR

ORANGE COAST COLLEGE

MAY 2014

FINAL REPORT



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PREFACE

In the summer of 2013, Orange Coast College (“OCC” or the “College”) engaged Brailsford & Dunlavy (“B&D”, the “Project Team”) to conduct a Housing and College Village Development Plan (“the Study”) to identify the feasibility of integrating student housing and a potential College-affiliated project on campus. B&D also coordinated its work effort with the Coast Community College District (“CCCD”). This Study follows earlier preliminary analyses of the need for student housing service OCC students.

B&D would like to thank the following individuals who provided insight and comments throughout the process:

- ◆ Dennis Harkins, President OCC
- ◆ Rich Pagel, Vice President Administrative Services OCC
- ◆ John Weispfenning, Vice President Instruction OCC
- ◆ Kevin Ballinger, Dean Consumer Health Sciences OCC
- ◆ Michael Sutliff, Dean Kinesiology & Athletics OCC
- ◆ Brenda Shine, Instructor Hotel Management OCC
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- ◆ Thomas Selzer, General Manager Instructional Food Services OCC
- ◆ Mark Goode, Director of Maintenance and Operations OCC
- ◆ John Farmer, Campus Public Safety Security Coordinator OCC
- ◆ Kristin Clark, Vice President Student Services OCC
- ◆ Doug Bennett, Executive Director Foundation OCC
- ◆ Andy Dunn, Vice Chancellor Administrative Services CCCD
- ◆ Jerry Marchbank, Senior Director of Facilities, Planning, and Construction CCCD
- ◆ Dennis Reid, Measure M Program Manager CCCD

The B&D team that produced the Study was comprised of the following individuals:

- ◆ Jeff Turner, Senior Vice President
- ◆ Matt Bohannon, Senior Project Manager
- ◆ Andrew Perez, Assistant Project Manager
- ◆ Monty Jarecke, Project Analyst

The report sets forth B&D’s findings with respect to various market conditions and concept options. The findings contained herein represent the professional opinions of B&D’s personnel based on assumptions and conditions detailed in this report. B&D has conducted research using both primary and secondary information sources which were deemed reliable, but whose accuracy cannot be guaranteed.

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SECTION 1

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EXECUTIVE SUMMARY

In the summer of 2013, Orange Coast College contracted Brailsford & Dunlavey to complete a Housing and College Village Development Plan related to campus improvements identified on the College master plan. The College is interested in assessing demand for on-campus housing and potential College-affiliated developments which would enhance the academic and student life experience at OCC. Input from the campus community, off-campus market factors, and the financial impact of improvements were of critical importance to the College. This Study was completed to provide OCC with qualitative and quantitative research to determine how best to address these potential developments.

CURRENT SITUATION

Orange Coast College currently enrolls approximately 21,500 students and maintains some of the highest success and transfer rates to four-year institutions within California. Historically, 50% of the enrolled population is outside district boundaries and the College enrolls high percentages of students younger than 25. Peak enrollment for this population was fall 2010 when it comprised 71.5% of campus enrollment. The average age of students is approximately 25, significantly less than other community colleges across the country. OCC's master plan identified projects related to improving the student experience including housing which would provide additional support to students as well as programmatic connections to academic departments. Additionally, the campus has land available for potential non-academic development which could be utilized for future housing and College-affiliated projects.

WORK PLAN

B&D's approach required an active working relationship with OCC students and staff to develop an understanding of the institution's mission, relevant stakeholders, customer groups, and strategic project objectives which best serve that mission. The work plan included:

- ◆ A strategic visioning session to identify how potential developments would improve OCC's educational outcomes, campus community, enrollment management, and financial performance;
- ◆ A series of stakeholder meetings and focus groups to qualitatively assess impressions of housing and College-affiliated opportunities at OCC;
- ◆ An off-campus market analysis to understand the local housing, retail, hotel, and conference center markets;
- ◆ A campus wide survey to quantify preferences and priorities of students, faculty, and staff;
- ◆ A demand analysis to quantify bed demand for the a potential housing project; and,
- ◆ A financial analysis of the potential concepts to project direct and indirect elements of the improvements.

FINDINGS AND RECOMMENDATIONS

B&D's outreach efforts included over 80 focus group and stakeholder participants and over 2,750 survey responses. Overall, the campus community showed strong interest in the development of student housing and the possibility of future College-affiliated developments on campus. Key drivers for any project must be in line with the College mission and connect to the academic environment to improve the opportunities and resources available for students, faculty, and staff. The projects should create additional learning laboratories on campus dedicated to enhancing the academic environment through directly curriculum enhancement and co-curricular activities, thereby supporting academic success, completion and transfer rates, and student development. B&D developed two feasible project concepts based on the analyses conducted: an 800-bed student housing community, and a College Village inclusive of a hotel and conference center.

STUDENT HOUSING

Significant demand for student housing is present at OCC. B&D's demand based programming indicates a potential market of 1,887 beds by students across all age levels. Interest in housing focused on apartment style units similar to the off-campus market surrounding OCC. Proximity to classes and resources were important for students, particularly individuals who do not have access to vehicular transportation. Interest in housing includes in-district students as well as students outside of the district boundaries.

The potential students housing community totals approximately 304,000 gross square feet and targets the traditionally aged students at OCC desiring a residential experience typically found at four-year universities. The proposed project is comprised of 800-revenue bed apartment complex in 280 units of efficiency, one-, two-, and four-bedroom configurations. Both single and double occupancy rooms would be available for students. Residential support and program spaces are also included within the project to support residential life and are critical to connect to community development and academic programs. Community and study lounges are provided as gathering spaces and programmable areas along with community rooms and a building kitchen. Total project cost is approximately \$85.1 million. A third-party operator and developer are anticipated for the residential community with a targeted opening of fall 2017.

Operating revenues for the project are based on semester leases and B&D projects \$9.4 million in revenue during Year 1. Expenses are calculated at approximately \$6.75 per square foot plus additional foundation and operator fees. Estimated cash flow totals \$630,000 after expenses (\$2.7 million), debt service (\$5.9 million), and reserves (\$224,000) are subtracted.

Introducing housing to the OCC campus will impact several areas of campus life including dining, security, recreation, transportation, staffing and hours of operation, and student programming. B&D developed a budget related to potential additional costs to be incurred by the campus supporting the new student

housing. Costs include full-time and part-time staffing positions as well as specific allocations of funds. B&D estimates that the full additional expense to be approximately \$919,000 in Year 1. It is anticipated that the positive revenue cash flow from housing would be utilized to fund these additional positions and programs to enhance the college and residential experience. Additional expenses may need to be phased to meet available revenue.

College Support Area	Category	Number	Annual	Hourly	Hours Per Day	Total Days	Total Hours	Weeks	Benefits	Total Expense
Disability Support / Advising	Full-Time	1	\$40,000						\$16,800	\$56,800
International Student Support	Full-Time	1	\$60,000						\$25,200	\$85,200
Campus Life Programming	Full-Time	1	\$60,000						\$25,200	\$85,200
Campus Public Safety	Full-Time	2	\$55,000						\$23,100	\$156,200
Information Technology	Part-Time	1		\$18	2	7	14	30	\$756	\$7,560
Tutoring / Testing	Part-Time	2		\$12	4	5	40	30	\$1,440	\$14,400
Library	Full-Time	1	\$80,000						\$33,600	\$113,600
Fitness Center	Part-Time	4		\$10	4	2	32	30	\$960	\$9,600
Student Affairs	Part-Time	2		\$10	2	5	20	30	\$600	\$6,000
Student Judicial Services	Part-Time	2		\$10	2	5	20	30	\$600	\$6,000
Student Judicial Services	Full-Time	1	\$120,000						\$50,400	\$170,400
Health & Wellness	Part-Time	2		\$20	2	5	20	30	\$1,200	\$12,000
Health & Wellness (mental health)	Full-Time	1	\$100,000						\$42,000	\$142,000
Food Service	Part-Time	4		\$10	8	2	64	30	\$1,920	\$19,200
Custodial and Grounds	Part-Time	2		\$10	4	2	16	30	\$480	\$4,800
Programming	Allocation									\$15,000
Marketing Materials	Allocation									\$10,000
Miscellanea	Allocation									\$5,000
									Total:	\$918,960

FIGURE 1.1: INDIRECT EXPENSES

COLLEGE VILLAGE DEVELOPMENT

Orange County market conditions indicate opportunity for OCC to develop a College Village with an affiliated hotel and conference center tying into the academic program as a “hands on” learning laboratory for students and faculty. B&D developed a project of 105,000 gross square feet which would include 145 hotel rooms, 16,000 net square feet of meeting space, associated support spaces, and shell space for business incubators and retail to service the campus and local community. A third party developer and operator is anticipated for this \$61.4 million project with a targeted opening of fall 2018.

Revenues are primarily from the hotel stays and meeting room rentals which are projected to be \$10.1 million. Expenses are calculated at \$32.40 per square foot plus additional foundation and management fees. Opportunities for an equity based public-private partnership are also available with this project. Estimated cash flow totals \$398,000 after expenses (\$4.5 million), debt service (\$4.2 million), and reserves (\$1 million) are subtracted.

NEXT STEPS

As OCC continues with the development of the housing and College Village projects, the following next steps should be considered:

- ◆ OCC should integrate findings from this analysis in the College CEQA process and master plan to identify potential synergies and challenges from campus siting perspective.
- ◆ The College should investigate potential partnership opportunities within the market through two distinct request for qualification processes. It is anticipated that different parties will be interested in each project and should be allowed to provide additional insight and commentary on structures to maximize the benefits OCC will receive from these developments.
- ◆ B&D recommends that the outreach efforts employed during this analysis and the opportunities for campus community engagement continue as OCC pursues these projects. Interest in the future of the campus remains high as does support of these projects, especially housing.
- ◆ The College should continue dialogue with CCCD regarding the development of their parcel and the potential housing development to insure complementary projects are developed.

SECTION 2

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STRATEGIC VISION

OBJECTIVES

Nationwide, colleges and universities recognize the important role that campus life facilities play in meeting institutional goals and enhancing campus life. On many campuses, these facilities are used as strategic assets. In order to help achieve enrollment goals and address other priorities related to student recruitment and retention, the college can use housing and campus edge facilities to develop a comprehensive campus community that raises and maintains student satisfaction and community engagement.

B&D acknowledges the administration's objective to enrich residential facilities that will serve as strategic assets and enhance enrollment management goals by improving recruitment, retention, academic success, and satisfaction among students. Although many factors impact the College's ability to meet institutional goals, the following report provides evidence that carefully planned "quality of life" facilities are important components of the overall strategy. As a result, B&D identified Orange Coast College's strategic goals with campus leadership and reviewed the College's mission to contribute to the realization of these objectives.

METHODOLOGY

B&D uses a "Destination Value" approach to facility development to respond to the constant challenge of assuring that campus life improvements respond to the College's strategic objectives. More specifically, B&D proceeded with the understanding that:

"All of the project objectives must be expressed in specific terms that demonstrate their relevance to furthering the school's mission, reinforcing campus values, responding to institutional commitments and responsibilities and improving the school's competitive position in the market."

B&D's approach required a working relationship with Orange Coast College and OCC administrators to develop a detailed understanding of the institution's mission, relevant stakeholders, customer groups, and strategic project objectives which best serve that mission.

SUMMARY OF FINDINGS

As the first step in assessing the market for housing and College Village facilities and programs at OCC, B&D identified project objectives for the purpose of evaluating their conformance with the institutional objectives. These objectives are important in forming facility recommendations and determining operational parameters because they ultimately are the standard by which demand for the project will be determined.

- ◆ The importance of housing and College Village elements are based in the educational mission of Orange Coast College. The projects should create additional learning laboratories on campus dedicated to enhancing the academic environment through directly curriculum enhancement and co-curricular activities. Each project developed should create opportunities with specific campus departments from the administrative, faculty, and student levels.
- ◆ These facilities must be viewed as support mechanisms for academic success, completion and transfer rates, and student development.
- ◆ Education can connect to these projects in multiple ways from provided physical space for a teaching environment to providing opportunities to provide holistic education of the student. Three key areas identified include providing support as students' transition from a high school environment to a college environment, leadership development, and professional development. It is anticipated that part-time student labor will be used in these developments and student positions should range from entry level to managerial to provide real-world educational and training opportunities.
- ◆ It is important that these projects work in connection with the College Master Plan to establish an iconic landmark and gateway to the OCC campus. This gateway provides a visible and functional element which invites the Costa Mesa and local communities into OCC while identifying the campus as having its own dedicated and distinct campus community and identity.
- ◆ Orange Coast College will become a 7-day a week campus supporting students and the campus community every day. This paradigm will support a residential campus population, enhanced operation of campus support buildings like the library and student center, and aid in the College's transition to a residential campus environment. In order to achieve a full week support program, additional resources and operating hours will be required of staff and key facilities. It is the intention of the College to be viewed as a residential environment and not a "suitcase" campus.
- ◆ The key target population related to potential housing developments is the first-time student population leaving high school and attending OCC before matriculating to four-year institutions. Although this focus may be the primary approach, programs, services, and facilities should be developed to support the needs of the greater student community at OCC.
- ◆ College Village development should focus on connecting students to industry related jobs through direct employment, internships, or teaching environments. Campus retail or other revenue generating spaces should be selected based on their ability to connect to the academic mission, through spaces like business incubators, and campus community need. The campus residential

environment will create an additional need for student support services, like dining, and employment opportunities particularly for international students with limited access to transportation or off-campus employment potential.

- ◆ These projects are viewed as enhancements to education space and revenue-neutral to revenue positive enterprises. The goal of these developments is not to generate large revenues and offset general fund expenditures.
- ◆ The College will leverage the expertise of third-party providers for management of potential housing and College Village developments rather than directly managing components.

SECTION 3

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QUALITATIVE OUTREACH

OBJECTIVE

The purpose of our focus groups and intercept interviews was to engage a variety of individuals in dynamic conversation about their experiences with housing and retail to gain their perspective for future College Village facilities at Orange Coast College. B&D focused on understanding ways that College-affiliated spaces could be designed to meet current students' preferences, as well as assess the potential for future facilities at OCC. The focus groups are intended to yield qualitative data for the researchers, identifying sensitivities and previously unconsidered issues, as well as discover students' preferences in new campus housing and retail facilities.

METHODOLOGY

With the assistance of College staff, B&D held focus groups to obtain a diverse mix of feedback from a wide range of OCC students, faculty, and staff. Approximately 74 students participated in nine separate focus groups and various intercept interviews during September 23-25th, 2013. In the following weeks, 12 faculty and staff were interviewed for their perspective on the proposed project.

A moderator from Brailsford & Dunlavey led each of the focus group sessions and guided the conversation to address issues relating to housing and campus life. The moderator presented a series of open-ended questions and permitted individuals to discuss tangential issues and engage in dynamic dialogue. While the moderator was predisposed to obtaining answers to the questions asked, he or she also paid close attention to participant-generated issues raised during the discussion.

SUMMARY OF FINDINGS

STUDENTS

Why did you choose to attend Orange Coast College?

Students' decision to attend OCC was primarily based on the school's strong reputation for transferring students to the CSU and UC system. As a result many students were willing to bypass their local community colleges and commute to Costa Mesa.

In addition, focus group participants also gave the following reasons for attending OCC:

- ◆ Out-of-state students were drawn by the warm weather,
- ◆ The reputation of the school's academic programs,

- ◆ The ability to take pre-requisite classes at a more affordable rate, and
- ◆ Their family lived in the area.

What are your impressions of student life at OCC?

- ◆ Overall, participants described the OCC campus as a quiet environment where students come to take classes and then leave. Students felt that OCC had developed a reputation as a “commuter college” and would benefit greatly from more on-campus events.
- ◆ A small group of respondents stated that the campus had many opportunities for involvement, but that these opportunities had to be sought out.
- ◆ International students felt that their experience could be enhanced if more opportunities were geared specifically to them. Further, they mentioned that it had been difficult to integrate with American students.
- ◆ Students expressed that they felt in danger when entering and leaving the campus at night by themselves.

What is your overall impression of off-campus student housing?

- ◆ In general, students felt that the off-campus market was too expensive to live in by themselves. As a result, many were forced into arrangements with other students or local families.
- ◆ International students had mixed results with host family arrangements, as some felt uncomfortable, while others had better results.
- ◆ Many students mentioned that living in the off-campus market was made more difficult due to the unreliability of the public transportation system. Students stated that as a result, they had been late or missed classes.
- ◆ Participants expressed a need for a centralized website run through OCC that displays potential housing. Many of the opportunities students found through the Internet were not as well vetted and turned into bad experiences.
- ◆ Groups of international students stated that they faced many difficult requirements when securing housing. They hoped the school would offer them more help with their transition into the area.

If student housing were to be built at OCC, what would your preferences be?

- ◆ A majority of students stated that they would be in favor of an on-campus housing facility. One of the most common reasons they gave was that it would provide them with a more convenient living arrangement.
- ◆ Students indicated a greater preference toward apartment style units rather than traditional units.

- ◆ One of the critical aspects brought up by students was the need for competitive pricing. Many stated that housing at OCC would “have to be affordable” in order to create interest among students.
- ◆ Some of the aspects that students expressed as being beneficial to a new housing facility were:
 - Furnished or partially furnished units,
 - Greater amounts of privacy,
 - A fitness center within the facility,
 - The availability of kitchen amenities within the unit,
 - The presence of security personnel throughout the facility,
 - A greater amount of parking to accommodate more on-campus students, and
 - A convenience store located on the premise with flexible hours.
- ◆ Participants also commented that in order for housing at OCC to be successful, there would need to be greater efforts at fostering student life.
- ◆ International students expressed the desire to be integrated with American students in their housing units. Many felt that this kind of integration would enrich their educational experiences.

What do you think of current and potential retail options at OCC and in the neighboring area?

- ◆ Overall, students felt that current retail options at OCC were expensive and limited. Many indicated that their first preference was to go off-campus to find retail goods.
- ◆ One common theme among international students was the need for greater variety among OCC’s dining choices to reflect their culture’s cuisines.
- ◆ International participants also described their struggle in signing up for a cell phone contract. They felt it would be helpful if there was a campus cell phone store that catered to their needs.
- ◆ When asked about their preference for non-food retail, students gave the following preferences:
 - A variety of bank ATMs,
 - A printing, copying, and mail service such as FedEx, and
 - A convenience store.
- ◆ When asked about their preferences for food and beverage retail, participants indicated interest in:
 - Subway,
 - Chipotle,
 - Flame Broiler,
 - Jamba Juice,
 - Chick-fil-A, and
 - A variety of Asian cuisine concepts (e.g., Japanese, Vietnamese, and Korean).

FACULTY AND STAFF

What are your general concerns with the proposed development?

- ◆ A major concern brought up by staff was the increased liability to the school by having students live on-campus. Given some of the issues that have arisen in nearby housing complexes, there was concern as to how the school would handle these issues.
- ◆ One concern raised was how the scope of maintenance would change with new facilities at the college. As of now, some felt they did not have the right staff to maintain a College-affiliated development.
- ◆ Another issue raised was how the campus would be able to transform itself into a seven-day-a-week college. Issues brought up were related to staffing, programming, and security.
- ◆ A potential problem raised was how the weekend swap meet would co-exist with housing at the campus. Considering the swap meet takes place early Saturday morning, there could be conflicts with noise, loss of parking, and increased traffic.
- ◆ In regards to housing, some staff felt that integrating students with families and younger students could cause problems.
 - This also raised the issue that a child care facility would be needed.

What opportunities do you see as a result of the project?

- ◆ One of the greatest opportunities identified as a result of the development was employment for students. Some staff were hopeful that up to 80% of students would run the retail component of the new development.
- ◆ A desired outcome of the housing program was the creation of living-learning communities. Staff felt that floors based on students' interests, as well as the creation of space for faculty within those floors would enhance the educational experience.
- ◆ The opportunity to blend the hotel/conference component with the leisure and hospitality program was seen as a way to give students the hands-on experience that would prepare them for the workforce.
- ◆ The housing development was seen as a recruiting tool for bringing more athletes to OCC. Since many athletes come from out of the area, the development would make their transition easier.

SECTION 4

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HOUSING MARKET ANALYSIS

OBJECTIVE

The off-campus market study serves as a tool for understanding the characteristics and conditions of the off-campus housing market available to Orange Coast College students. By understanding what is provided to students living in the off-campus market, the school can more accurately plan for future housing developments. This will allow the college to make themselves more competitive in terms of rental rates and amenities relative to what is being offered in the off-campus market.

METHODOLOGY

B&D conducted an analysis of OCC's off-campus housing market by quantitatively determining the price points, amenities, and services that are available to students searching for housing in the off-campus market. In order to make this research as accurate as possible, properties were selected based on their proximity to the school as students indicated this as being an important factor in focus groups. This allowed for a more accurate representation of the price points and characteristics that students are presented with when seeking housing.

The components of this research included interviews with real estate professionals, city planners, property owners, the City of Costa Mesa's General Plan, the U.S. Department of Housing and Urban Development ("HUD") data, past internal studies, and Internet research. As a part of this process, B&D surveyed (30) apartment rental properties and (20) single-family homes located in the Costa Mesa area. The data for our rental rates, amenities, and services were provided by leasing professionals and online services during the month of November 2013.

OFF-CAMPUS MARKET

COSTA MESA HOUSING MARKET

The subject properties used for this analysis fell within a six-mile radius of the college, but on average were two miles away. A majority of the apartment properties surveyed were made up of efficiency/studio, one-, two- and three-bedroom unit types. The majority of single family homes within close distance to campus were made up of three- and four-bedroom unit types. In terms of market performance, the city of Costa Mesa has a vacancy rate of 5.2%, nearly the same as the county at 5.4%. This indicates a tight market as the city has a slightly smaller supply of available housing, potentially making apartment seeking a difficult task. As far as potential market competition from future development, the city of Costa Mesa was found to

have no student focused housing complexes planned for development. Further, there were no other housing units planned for development with the exception of two senior housing complexes.

From the perspective of long-term housing trends, the city of Costa Mesa's Master Plan cites a general shortage of available land due to the built-out nature of the city. The city has identified infill development and re-use as the primary methods for creating new housing. In terms of the rental market, the city of Costa Mesa saw an increase in rental units from 60% (23,326 units) of the market in 2000 to 63% (26,455) of the market in 2012 (growth of 3,129 units). Based on conversations with the city planners, it is their hope to achieve a greater balance between owner-occupied and renter-occupied units. If the composition of housing were to balance out, the rental market would tighten even further, making it even more difficult to find temporary housing. Finally, considering the high demand for housing, shown through low vacancy rates and limited growth in the rental market, off-campus rental prices should expect to increase in the future.



FIGURE 4.1: SAMPLE PHOTOS OF APARTMENT PROPERTIES

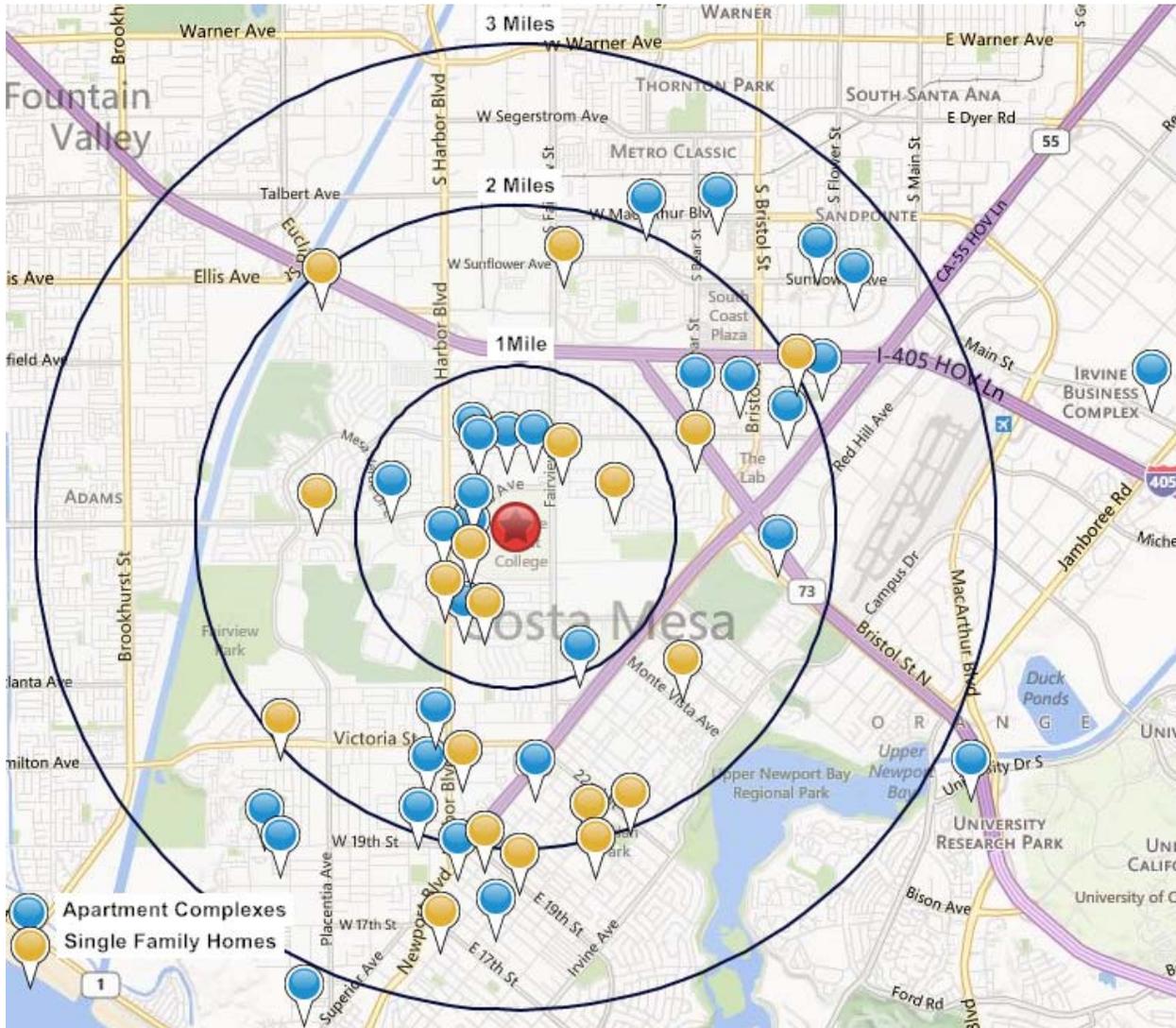


FIGURE 4.2: APPROXIMATE GEOGRAPHIC REPRESENTATION OF ORANGE COAST COLLEGE CORE (RED), APARTMENTS (BLUE), AND SINGLE-FAMILY HOMES (YELLOW)

COSTA MESA AREA APARTMENT PROPERTIES

B&D research conducted in November 2013 found that surrounding properties were:

- ◆ An average of 2.0 miles from Orange Coast College,
- ◆ An average of 276 units per apartment complex,
- ◆ An average of 40 years old (built in 1973),
- ◆ An average deposit of \$388, and
- ◆ An average occupancy rate of 96%.

The average rental rates (not including utilities) for an entire efficiency, one-, two-, and three-bedroom apartment unit in the area surrounding OCC were \$1,314, \$1,494, \$1,827, and \$2,260 respectively. Due to the inflated nature of housing prices in southern California, students will typically split a room to cut down on the cost of housing. As a result, when students are willing to share their housing units, they are better able to afford the cost of renting a private room. The average rental rates per person for a private single bedroom in the surrounding area were \$1,314, \$1,494, \$914, and \$753, respectively. The average rental rates for a double occupancy (shared) unit were much more affordable at \$657, \$747, \$457, and \$377, respectively. The double occupancy rates assume that every room in the unit is shared which may not coincide with the policies of the property owner.

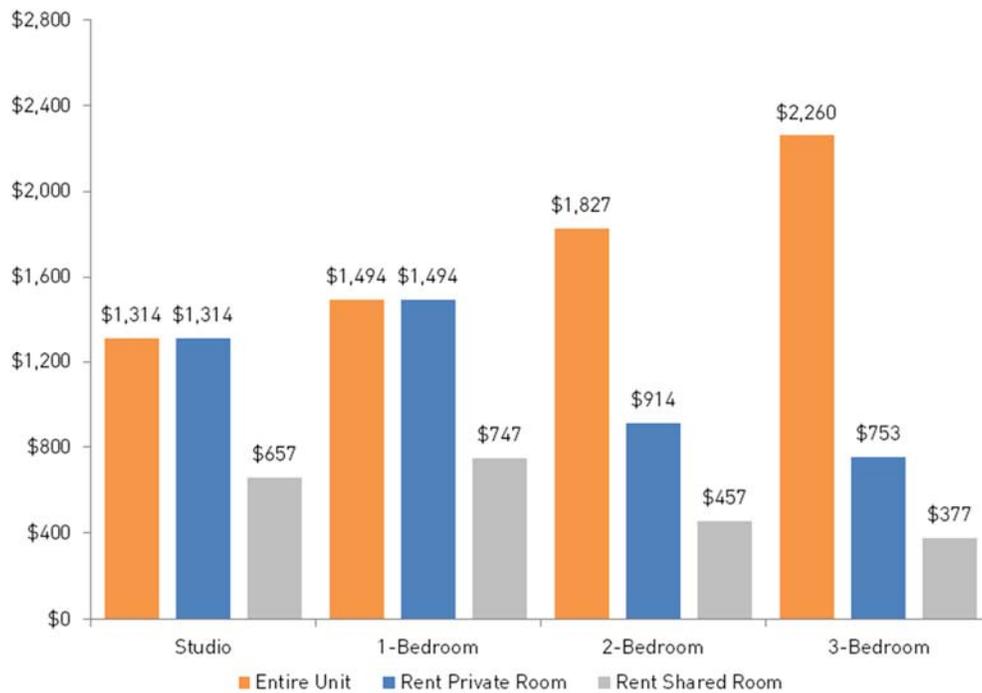


FIGURE 4.3: OFF-CAMPUS APARTMENT RENTAL RATES - NOVEMBER 2013

COSTA MESA SINGLE-FAMILY HOME PROPERTIES

In order to estimate the cost of alternate housing options that give students a more cost effective choice, B&D surveyed 20 single-family homes in the market surrounding OCC. These single family homes provide students with the opportunity to split their rent with a greater number of people and bring their share of housing costs to a lower level. The average rental rates for two-, three-, and four-bedroom homes (not including utilities) were \$1,932, \$2,632, and \$3,144, respectively (Figure 4.4). The average rental rates for private bedrooms in single family homes were \$966, \$877, and \$786, respectively. While the average rental rates for a double occupancy (shared) bedroom were \$483, \$439, and \$393, respectively. Again, the double occupancy rate assumes that all bedrooms are being shared with one other person (e.g. a four-bedroom

unit with eight people). While this is a popular option among students trying to be cost-conscious, it may not be allowed by property managers.

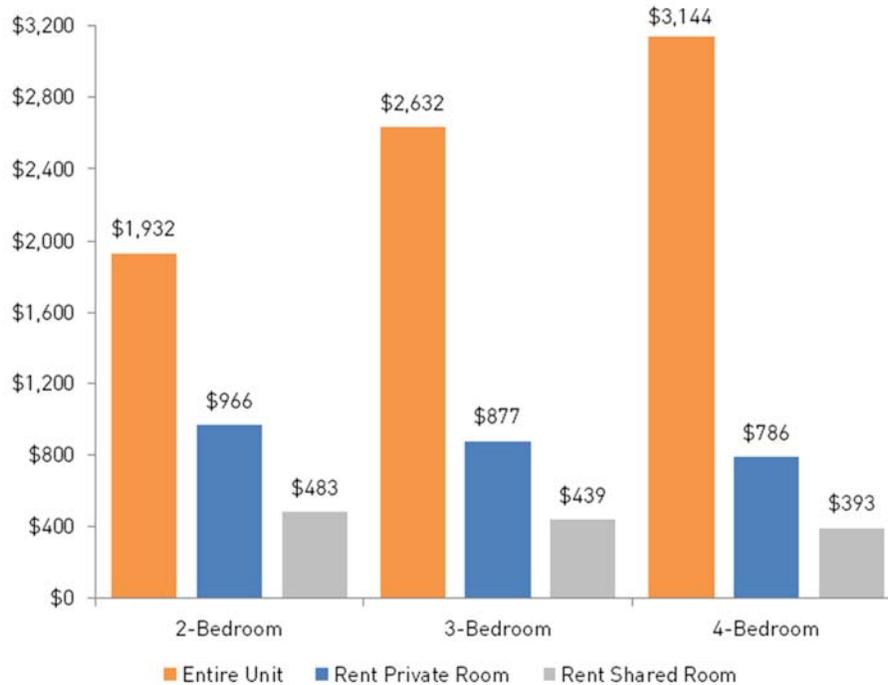


FIGURE 4.4: OFF-CAMPUS SINGLE FAMILY HOME RENTAL RATES - OCTOBER 2013

RENTAL RATE COMPARISON

Other Campus Markets

To understand the extent that the OCC market was more expensive to students, other student markets were compared to surveyed properties in Costa Mesa. Using data from housing studies at California State University, Fullerton, California State University Dominguez Hills, San Diego State University, and Cal Poly Pomona, the average rental rates found for a single bedroom in a studio, one-, two-, and three bedroom apartment were \$973, \$1,154, \$714, and \$618. The average variance between the properties observed in the Costa Mesa market and properties in other university markets was 32% higher. This suggests that the market surrounding OCC is one of the more expensive in southern California.

Markets	Unit Type			
	Studio	1-Bed	2-Bed	3-Bed
Fullerton	\$1,182	\$1,267	\$835	\$708
Dominguez Hills	\$650	\$1,032	\$619	\$616
San Diego	\$940	\$1,066	\$680	\$580
Pomona	\$1,120	\$1,249	\$723	\$569
AVERAGE	\$973	\$1,154	\$714	\$618
COSTA MESA	\$1,314	\$1,494	\$940	\$815
VARIANCE	35%	30%	32%	32%

FIGURE 4.5: OTHER CAMPUS MARKETS

Fair Market Rates

To better understand how reasonable Costa Mesa rental rates are to students, the estimates from the properties surveyed were compared to the fair market rates (“FMR”) as determined by the Housing and Urban Development department. Overall, the rental rates for all unit types surveyed were 12% higher than the FMRs as determined by HUD. The largest variance among the different off-campus options and the HUD FMRs was the four-bedroom unit, which was 19% higher than the FMR. Given that rental rates in the surrounding area were higher than the FMR data, this indicates that rental rates are a barrier to market entrance for students trying to find housing close to campus.



FIGURE 4.6: HUD COMPARISON

UNIT AND BUILDING AMENITIES ANALYSIS

Of the apartment properties surveyed in this study, the following unit and building amenities were offered as part of the cost of rent (percentage total indicates number of properties offering the particular amenity):

- ◆ Covered Parking (100%),
- ◆ Pool (100%),
- ◆ Stove (100%)
- ◆ Ground Parking (100%),
- ◆ Cable/Internet Ready (97%),
- ◆ Patio/Balcony (93%),
- ◆ Walk-in Closet (90%),
- ◆ On-site Laundry (87%),
- ◆ Air Conditioning (70%),
- ◆ Refrigerator (63%),
- ◆ BBQ/Picnic Area (57%),
- ◆ Fitness Center (67%),
- ◆ Extra Storage (60%),
- ◆ Club House (50%),
- ◆ In-unit Laundry (37%),
- ◆ Business Center (30%), and
- ◆ Fully-furnished (27%).

Of the apartment properties surveyed in this study, the following utilities were offered as part of the cost of rent (percentage total indicates the number of properties offering the particular amenity):

- ◆ Gas (27%),
- ◆ Water (23%),
- ◆ Trash (23%),
- ◆ Sewer (20%),
- ◆ Cable (7%), and
- ◆ Electricity (3%).

Amenities included as part of apartment properties can go a long way toward persuading students' living decisions, as well as enticing them to move off-campus. Based on what is available in the off-campus market, OCC can make itself more competitive relative to these properties by offering these amenities as many other colleges do along with other features more suited for scholarly pursuits. According to data collected on utilities provided within the cost of rent, the off-campus market is pushing a majority of the cost onto renters. Given that most schools provide these amenities within the cost of housing, this is one area where OCC can position itself to be more attractive than the off-campus market.

FEES AND SECURITY DEPOSIT ANALYSIS

Rental properties in the area surrounding OCC offered leases ranging from flexible to a standard one-year lease. Of these properties, 77% of apartment complexes offered short term leases and 100% of single-family home rentals offered 12-month leases. All of the properties surveyed in this analysis required a security deposit, with apartment complexes requiring an average deposit of \$539.

Another fee that can be considered a barrier-to-entry is the requirement that renters obtain renters insurance. This is a growing standard in the rental market as 60% of the apartment complexes surveyed

require this insurance. As well, students with pets would be required to pay an average pet deposit of \$388 and a monthly pet rent of \$38/month. Finally, a non-refundable application fee of between \$15 and \$42 was required of all applicants.

SECTION 5

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COLLEGE VILLAGE MARKET ANALYSIS

OBJECTIVE

This analysis is intended to evaluate the ability of the market surrounding Orange Coast College to support a College Village development including hotel, conference, and retail spaces. This study is specifically interested in assessing the demand for these properties by the surrounding community given that a supply of these types of spaces already exists. The findings of this section will provide OCC with the ability to make a well informed decision as to whether or not these facilities will be feasible additions to their campus.

METHODOLOGY

Utilizing primary and secondary sources, B&D completed a series of related analyses to gain an understanding of the demand and feasibility for developing new hotel, conference, and retail spaces. One component to this analysis was hotel market data published by Smith Travel Research (“STR”), which provided detailed statistical data regarding the health of the Orange County and national markets. Additionally, recent trends in university conference centers across the country were found in PKF’s, *Trends in the Conference Center Industry 2013*. To gain insights into the county’s commercial real estate market, Voit Real Estate market reports were used to supplement this research. Finally, the Environmental Systems Research Institute’s (“ESRI”) Retail MarketPlace Profile helped to access retail sales in the area surrounding OCC. The following component exercises were completed:

- ◆ A demographic analysis of the Costa Mesa market that serves as a basis for projecting demand for the hotel, conference, and retail centers;
- ◆ Identification of current market competitors;
- ◆ Review of local hotels to determine the financial strength of the surrounding market;
- ◆ Evaluation of conference centers’ facilities, current users, average event bookings, capacity, and financial performance;
- ◆ Assess retail market for overall demand, composition, and gaps in retail industries; and
- ◆ Interviews with local hotel managers, conference center operators, and city planning staff.

A full report of the data collected can be found in Exhibits B through D of this report.

DEMOGRAPHIC ANALYSIS

SUMMARY OF FINDINGS

Demographic Characteristics

There are over 4,000 people within a one-minute drive time of the OCC campus, expanding to over 142,000 within the five-minute drive time area. Annual growth rates for each drive time area are projected to be smaller in comparison to California and national levels through 2018. Average household sizes range from 2.5 to 2.7, which is comparatively smaller than the California average of 2.9, but roughly the same as the national average of 2.6. At over \$70,000, the average median household income figures for the three drive time areas are nearly 16% greater than the California average, as well as almost 36% higher than the national average. Projected household incomes for the three drive time areas are estimated to be almost 20% greater than the California average and nearly 40% greater than the national average in 2018.

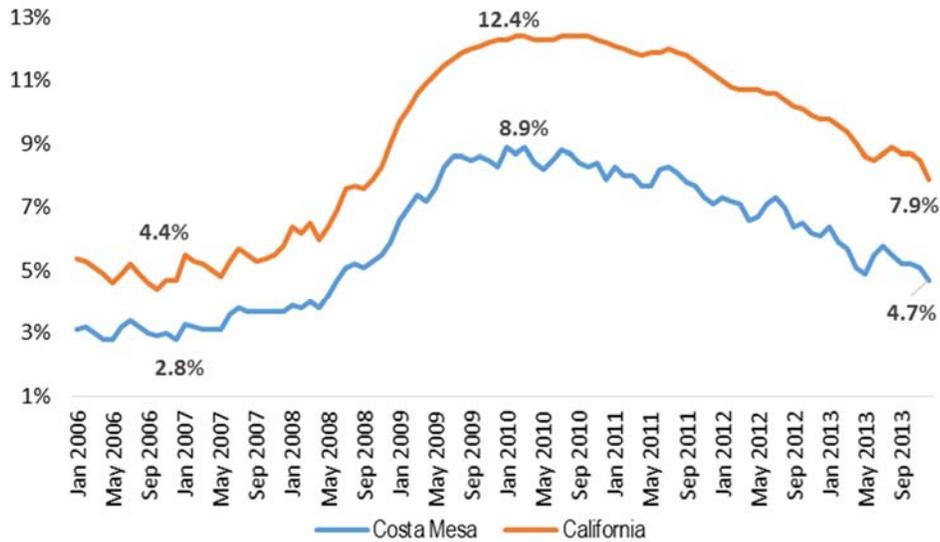
Category	1-Minute	3-Minutes	5-Minutes	California	United States
Population (2013)	4,499	50,848	142,591	-	-
Annual Growth (Next Five Years)	0.5%	0.5%	0.5%	1.1%	0.9%
Households	1,789	18,343	52,316	-	-
Average Household Size	2.5	2.7	2.7	2.9	2.6
Median Household Income (2013)	63,662	74,225	73,238	60,713	\$51,803
Median Household Income (2018)	69,057	80,262	79,359	63,795	\$54,565

Source: SitesUSA

FIGURE 5.1: DEMOGRAPHICS

Unemployment Trends

As of December 2013, Costa Mesa, CA had an unemployment rate of 4.7%, according to the U.S. Bureau of Labor Statistics. The unemployment rate for the city where the project would be located is lower than that of California (7.9%) and the U.S. (6.5%). The current unemployment rate for Costa Mesa has improved at a greater pace than California since both hit their lowest point in March 2010. As well, Costa Mesa is much closer to its pre-recession low of 2.8% (December 2006) than the State is to its low of 4.4% (October 2006). This may suggest that Costa Mesa is economically stronger than other areas around California. Overall, unemployment rates in Costa Mesa have consistently been below the state average over the last eight years.

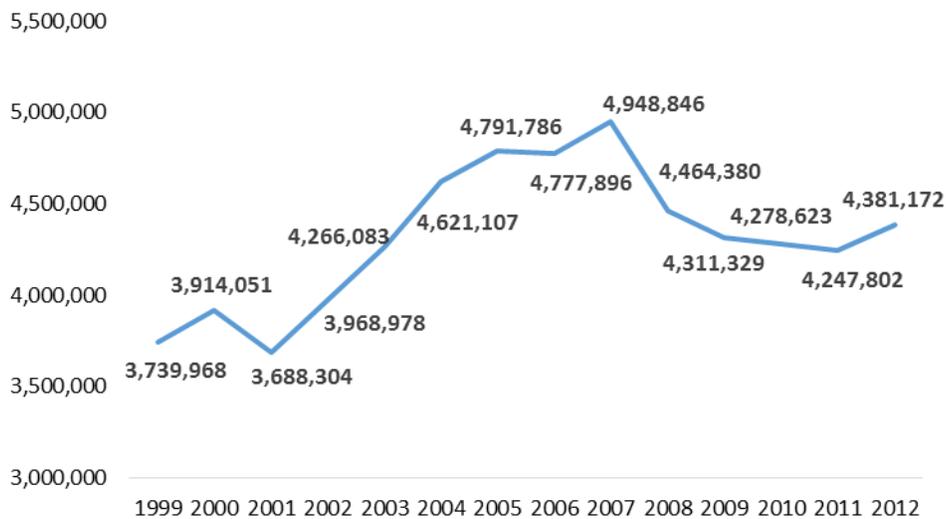


Source: Bureau of Labor Statistics

FIGURE 5.2: UNEMPLOYMENT

Airport Enplanement Statistics

Air connectivity is a key determinant of demand for hotel and conference spaces due to their dependence on non-local users. The region’s primary airport is John Wayne airport (SNA), which captured 4,381,172 enplanements in 2012. Enplanements at SNA dropped off sharply in 2008, in part due to the effects of the Great Recession on leisure and business travel. Despite the effects of the economy, enplanement levels managed to steady themselves by staying above passenger counts earlier in the 2000s.



Source: Federal Aviation Administration

FIGURE 5.3: ENPLANEMENTS

Workforce Composition

B&D reviewed data published by the Orange County Business Journal and the California Economic Development Department to gain a greater understanding of the workforce composition in the Orange County area today and in the future. Overall, Orange County’s major employers were well-balanced with five of its top six coming from different industries. This may be an indication as to the county’s resiliency during the Great Recession and its potential for continued growth, as it is not overly dependent on any one industry.

Company/Organization	Industry	Number of Employees
Walt Disney Company	Entertainment	25,000
University of California, Irvine	Education	21,800
St. Joseph Health	Healthcare	11,679
The Boeing Company	Aerospace/Defense	6,873
Kaiser Permanente	Healthcare	6,300
Bank of America Corp.	Financial	6,000
Memorial Care Health System	Healthcare	5,545
Target Corp.	Retail	5,400
Cedar Fair LP	Entertainment	5,200
California State University, Fullerton	Education	4,984
Hoag Memorial Hospital Presbyterian	Healthcare	4,736
Wal-Mart Stores Inc.	Retail	4,507
Tenet Healthcare Corp.	Healthcare	4,503
Nordstrom Inc.	Retail	4,327
Wells Fargo & Co.	Financial	4,230

Source: Orange County Business Journal Book of Lists, 2013

FIGURE 5.4: TOP EMPLOYERS

The California Economic Development Department projects Orange County to grow 197,100 jobs, an increase of 13.3%, during the 2010-2020 period. Of the total job growth projected in the county through 2020, the two industries with the largest numerical growth were Professional and Business Services (54,700) and Leisure and Hospitality (38,200). As well, the two industries with the largest percent growth during that time period were Educational Services, Health Care, and Social Assistance (23.6%) and Leisure and Hospitality (22.7%). The projected strength of the Leisure and Hospitality industry in providing future jobs may suggest a strong synergy between a hotel/conference space at OCC and preparing students for future employment in the county.

Industry Title	Annual Average Employment		Employment Change	
	2010	2020	Numerical	Percent
Educational, Health Care, and Social Assistance	155,500	192,200	36,700	23.6
Leisure and Hospitality	168,600	206,800	38,200	22.7
Professional and Business Services	243,500	298,200	54,700	22.5
Retail Trade	140,100	166,000	25,900	18.5
Trade, Transportation, and Utilities	244,400	281,000	36,600	15.0
Financial Activities	103,500	114,400	10,900	10.5
Other Services	42,200	46,100	3,900	9.2
Construction	68,000	73,900	5,900	8.7
Transportation, Warehousing, and Utilities	26,700	28,900	2,200	8.2
Government	152,300	157,800	5,500	3.6
Information	24,800	25,300	500	2.0
Manufacturing	150,400	146,800	-3,600	-2.4
Mining and Logging	500	400	-100	-20.0

Source: California Employment Development Department

FIGURE 5.5: INDUSTRY GROWTH

HOTEL ANALYSIS

SUMMARY OF FINDINGS

Current Market Competitors

To understand the landscape of the competitive hotel market, 17 hotels were analyzed. The 17 hotels examined were:

- ◆ Ayres Hotel & Suites,
- ◆ Best Western Plus,
- ◆ Costa Mesa Marriot,
- ◆ Cozy Inn,
- ◆ Crowne Plaza Costa Mesa,
- ◆ Days Inn,
- ◆ Hilton Orange County,
- ◆ Holiday Inn Express & Suites,
- ◆ Hyatt Regency Newport Beach,
- ◆ Motel 6 Newport,
- ◆ Newport Beach Marriot Bayview,
- ◆ Ramada Costa Mesa,
- ◆ Super 8 Motel,
- ◆ The Boulevard Hotel, and
- ◆ The Westin South Coast Plaza,
- ◆ Travelodge, and
- ◆ Wyndham Hotel,

These hotels were an average of three miles from OCC and were all within six miles of the campus. Hotels were chosen based on their proximity to the campus in order to get a true representation of OCC's sub-

market within the context of the entire county. While the county's market has a large sample of hotels to choose from, their distance from campus made them less significant benchmarks.

The map below shows where each hotel is located within the Costa Mesa area. These facilities represent the strongest competition to the proposed campus hotel among visitors to the area. The hotels are differentiated based on their classification as either economy class, midscale class, upper midscale class, upscale class, or upper upscale class. Those hotels within the closest proximity of the college were not classified higher than upper midscale class and mainly consisted of economy class.

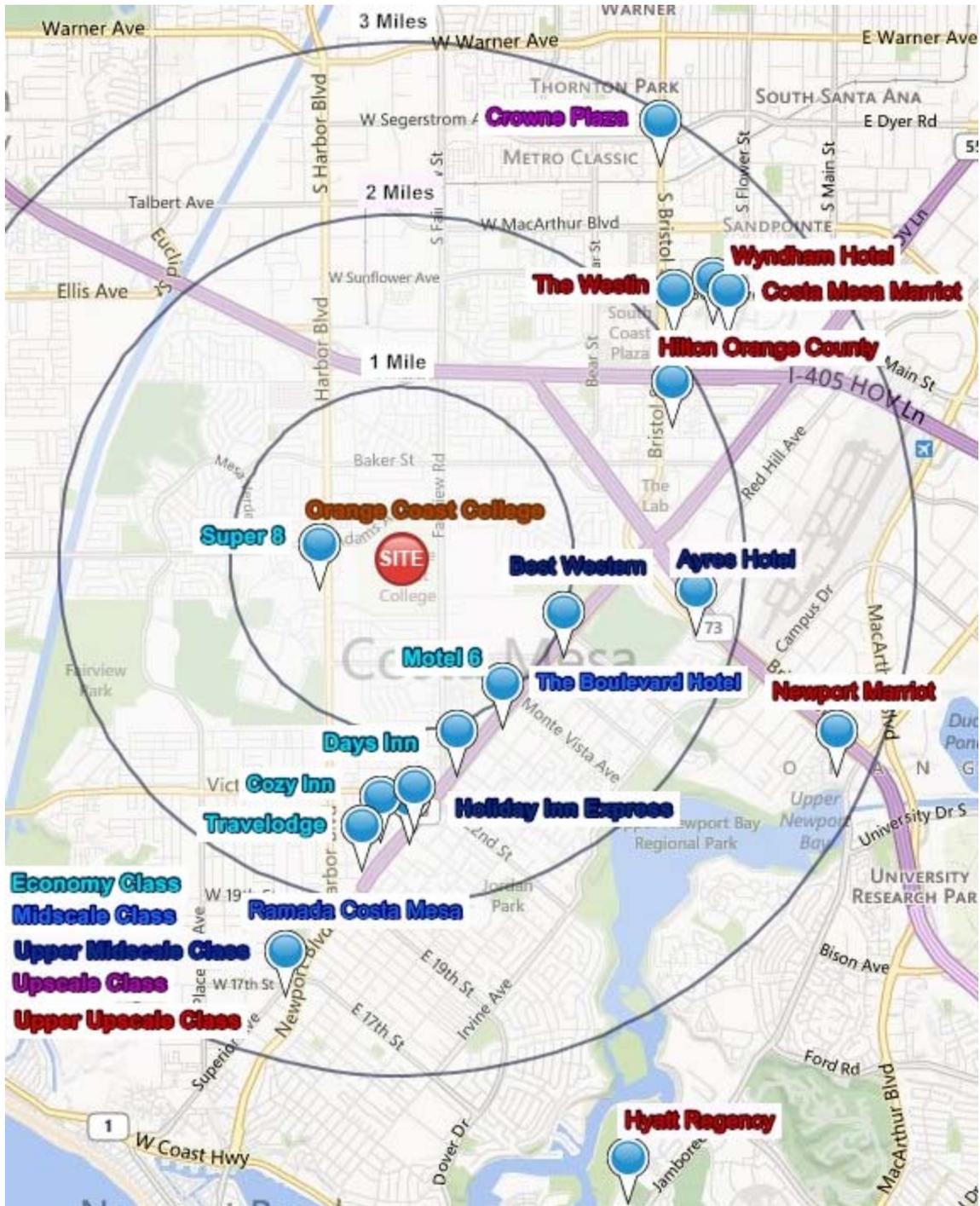


FIGURE 5.6: PRIMARY COMPETITOR MAP

OVERALL MARKET TRENDS

Average Daily Rate

B&D began its analysis of the hotel market by first looking at macro level trends at the national and county-wide levels. The market was first evaluated through average daily rates (“ADR”), a commonly used industry metric that measures revenue earned divided by the number of rooms that were in use. In 2013, the county had an ADR of \$127, outpacing the US’s rate of \$110. Since the negative effects of the Great Recession on the hotel industry, the county has increased its ADR by 18% during the span of 2010-2013 while the US has risen by 13%. Over the span of the last six years, the county has outperformed the nation every year in ADR.

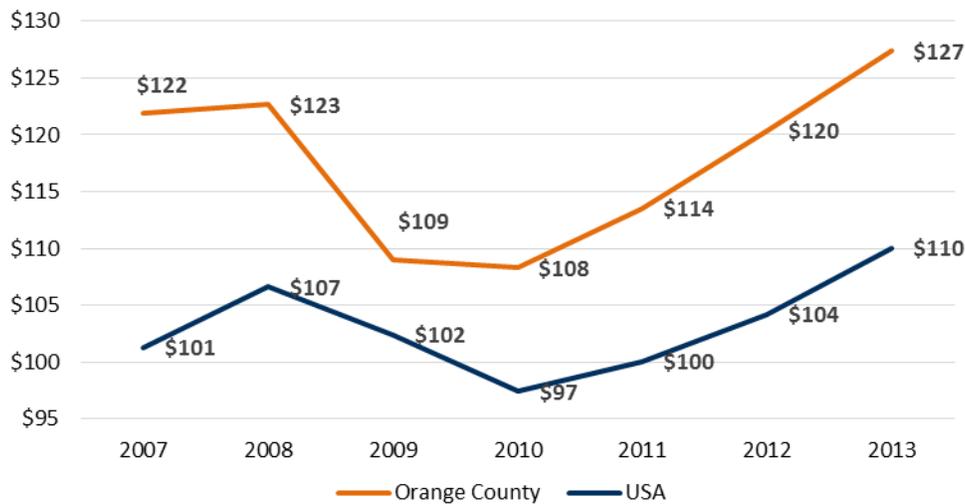


FIGURE 5.7: AVERAGE DAILY RATE

Occupancy

Another standard metric used to examine the strength of a hotel market is occupancy levels. As of the end of 2013, the Orange County market had an occupancy rate of 75%, compared to the national average of 62%. The current occupancy rate for Orange County has improved by almost 11% since its low in 2010, as compared to the 7% increase by the rest of the country. Relative to its position before the recession, Orange County has surpassed its 2007 occupancy levels (72%), whereas the rest of the US (65%) has yet to regain its position. Overall, the county has maintained a strong distance between itself and the rest of the country over the last six years, suggesting a healthy market.

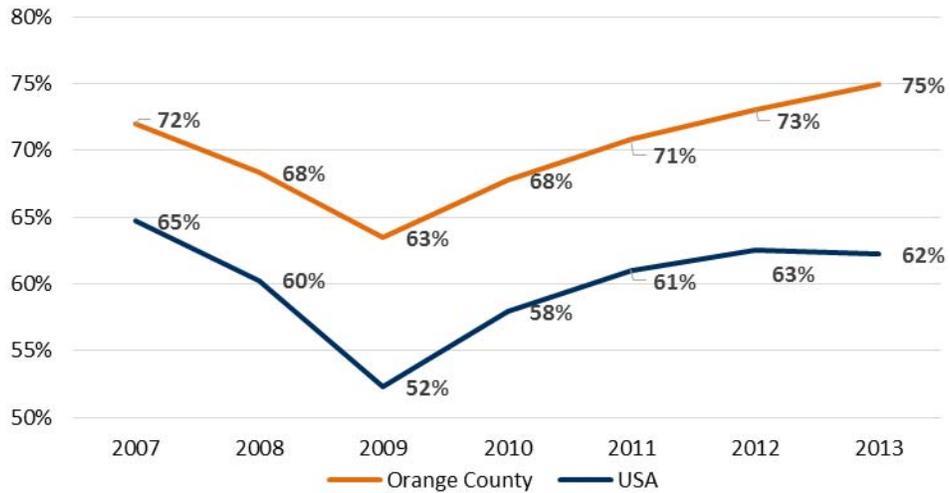


FIGURE 5.8: OCCUPANCY

Revenue per Available Room

An added tool used to gauge the health of the Orange County market is its revenue per available room (RevPAR), a metric which is calculated by multiplying a hotel’s ADR and its occupancy rate. According to STR, the RevPAR for Orange County is \$95, significantly higher level than the rest of the country at \$69. Since 2010, RevPAR levels in Orange County have risen by 30%, again outpacing the US which grew by only 21%. During the period from 2007-2013, the county outperformed the rest of the country every year.

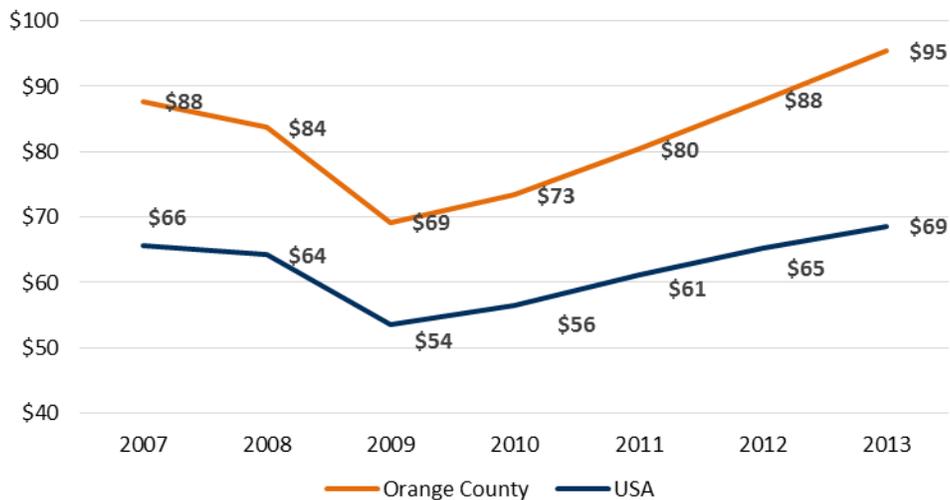


FIGURE 5.9: REVENUE PER AVAILABLE ROOM

Supply and Demand

B&D analyzed the supply of available rooms (supply) relative to the number of beds sold over the period of 2007 to 2013 to understand how well the market was responding to consumer demand. Over that period, the supply of beds has remained fairly consistent, only increasing by under 3%. In contrast the demand for beds in the area has increased by almost 7% during that same time, despite the adverse effects of the Great Recession on consumer demand. While supply projections were not available, the city of Costa Mesa and the Orange County Visitor and Convention Bureau have stated that there is no planned hotel development in the near future for the Costa Mesa market. This may suggest that the prospect for market saturation in the city is low, offering a ripe environment for new projects.

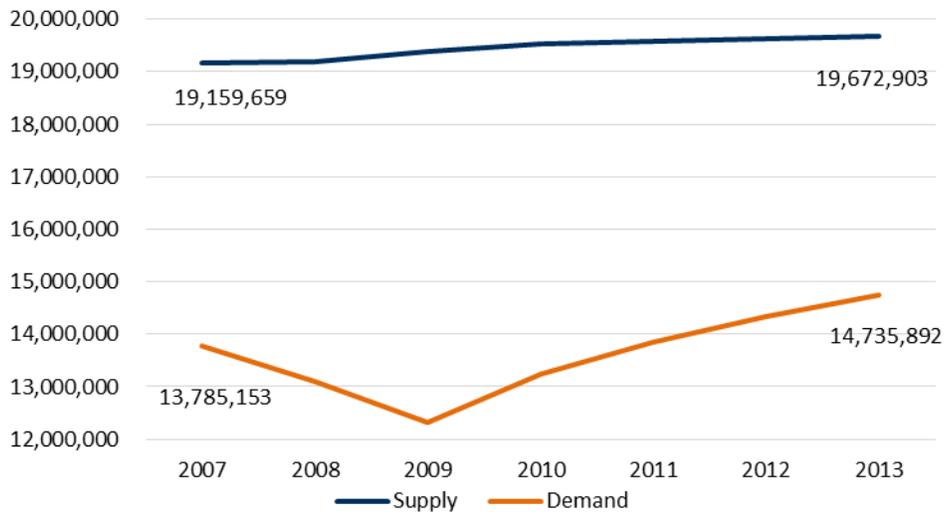


FIGURE 5.10: REVENUE PER AVAILABLE ROOM

Revenue Generation

An added component that was considered in the health of the Orange County market was its trend of revenue generation. In 2013, the county’s hotel market as a whole generated just under \$1.9 billion, a 9% increase over the previous year. Since 2010, hotel revenue has grown by an average of almost 9% every year with an average increase of over \$110,000 per year. This consistent increase in revenue generation has allowed the county to surpass its pre-recession level in 2007 to a point beyond market correction.

	Revenue	% Change from Previous Year
2013	\$1,877,343,803	9%
2012	\$1,724,553,896	10%
2011	\$1,572,509,276	10%
2010	\$1,434,347,608	7%
2009	\$1,341,425,352	-17%
2008	\$1,607,133,839	-4%
2007	\$1,679,886,171	-

FIGURE 5.11: REVENUE GENERATION

University Markets

According to the research publication by PKF, Trends in the Conference Center Industry 2013, the average number of hotel rooms at university hotels is 175, somewhat lower than other hotel classifications (executive, corporate, and resort). The majority of these rooms are broken down as traditional single or double configurations with only 10% as suites. The ADR of universities nationwide was the highest of the other classifications (\$150), as well as its RevPAR figures (\$84). Occupancy rates for universities were on the lower end of all classifications, but did show a 1.3% increase from the previous year. Those universities between 100 to 249 keys, as well as those located in city areas showed higher occupancies than their peers. As well, those hotels which self-managed themselves with contracted services did not perform as well as other options.

University Hotel Characteristics	
Number of Guest Rooms	175
% Single Rooms	34%
% Double Rooms	56%
% Suites	10%
Average Daily Rate	\$150
Revenue Per Available Room	\$84
Occupancy	56%
Occupancy for 100 to 249 Keys	57.6%
Occupancy Level for City Locations	60.4%
Occupancy by Management Type	
Management Company	60.1%
Independent	61.4%
Self-Managed with Contracted Services	51.4%

Source: Trends in the Conference Center Industry, 2013

FIGURE 5.12: UNIVERSITY HOTELS

COSTA MESA MARKET

Market Characteristics

In Figure 5.13 below, the average number of hotel rooms in the Costa Mesa market was 185 with a high of 486 at the Hilton Orange County and a low of 29 at the Cozy Inn. With the exception of those hotels that classified every room as a suite (Costa Mesa Marriot and Newport Beach Marriot), the average number of suites was 25 per hotel. When only measuring those hotels that provide suites (both Marriotts excluded), on average one suite was provided for every 10 rooms. As well, each hotel provided an average of 186 parking spaces or a ratio of one parking space per hotel room. Based on discussions with hotel managers, the one parking space per room ratio is considered an industry standard for this area.

Hotel Name	No. of Hotel Rooms	No. of Hotel Suites	Floors	Parking Spaces
Hilton Orange County/Costa Mesa	486	12	7	500
Hyatt Regency Newport Beach	407	13	3	310
The Westin South Coast Plaza	392	17	16	-
Newport Beach Marriot Bayview	254	254	9	250
Costa Mesa Marriot	253	253	11	240
Ayres Hotel & Suites	248	113	4	150
Wyndham Hotel	238	35	6	215
Crowne Plaza Costa Mesa	228	4	5	300
Ramada Costa Mesa	140	36	3	150
Motel 6 Newport	99	-	3	-
Best Western Plus	97	16	3	100
Super 8 Motel	71	-	2	70
Holiday Inn Express & suites	62	2	3	45
Travelodge	58	5	2	-
The Boulevard Hotel	58	-	2	60
Days Inn	31	-	2	33
Cozy Inn	29	-	2	-
AVERAGE	185	66	5	186

FIGURE 5.13: COSTA MESA HOTEL CHARACTERISTICS

Financial Performance

To better understand the sub-market surrounding OCC, B&D analyzed the financial performance of local hotels that were willing to share their performance data. Overall, the market surrounding OCC had an ADR of \$120, an occupancy rate of 75%, and a RevPAR of \$90. In comparison to the rest of the county, the OCC sub-market was performing nearly as well with a RevPAR of only \$5 less. Given the strength of the sub-market surrounding the campus and the lack of planned development for the area, this may suggest that any new development would have the ability to have similar success.

Hotel Name	Average Daily Rate	Occupancy Rate	RevPAR
Costa Mesa Marriot	\$219	92%	\$201
The Westin South Coast Plaza	\$225	87%	\$196
Ayres Hotel & Suites	\$159	95%	\$151
Hilton Orange County/Costa Mesa	\$156	85%	\$133
Wyndham Hotel	\$120	78%	\$93
Holiday Inn Express & suites	\$109	80%	\$87
Best Western Plus	\$99	85%	\$84
Crowne Plaza Costa Mesa	\$110	74%	\$81
Ramada Costa Mesa	\$81	78%	\$63
Travelodge	\$69	66%	\$45
Super 8 Motel	\$72	56%	\$40
Days Inn	\$63	62%	\$39
The Boulevard Hotel	\$80	40%	\$32
Hyatt Regency Newport Beach	-	75%	-
Motel 6 Newport	-	60%	-
Newport Beach Marriot Bayview	-	-	-
Cozy Inn	-	-	-
AVERAGE	\$120	74%	\$89
ORANGE COUNTY	\$127	75%	\$95

FIGURE 5.14: FINANCIAL PERFORMANCE

The average rental rate for hotels in the sub-market was \$136 with a high of \$260 per night and a low of \$66 per night. These rates reflect a standard room booked two months in advance during the month of January. Of those hotels in the area with an average rental rate below \$100, their occupancy were lower at a rate of 57%. Of those hotels in the area with rental rates above \$100, their occupancy rates were higher at 83%. This difference in occupancy rates may suggest that those visitors coming to the area have a greater demand for higher end hotels. This is supported by conversations with hotel managers who expressed that the area is more than a place where people “stop-through,” but instead a “destination location.”

Hotel Name	Average Rental Rate	Occupancy Rate	Hotel Class
The Westin South Coast Plaza	\$260	87%	Upper Upscale
Newport Beach Marriot Bayview	\$249	-	Upper Upscale
Hyatt Regency Newport Beach	\$212	75%	Upper Upscale
Hilton Orange County/Costa Mesa	\$189	85%	Upper Upscale
Costa Mesa Marriot	\$184	92%	Upper Upscale
Ayres Hotel & Suites	\$174	95%	Upper Midscale
Crowne Plaza Costa Mesa	\$144	74%	Upscale
Wyndham Hotel	\$130	78%	Upper Upscale
Holiday Inn Express & Suites	\$129	80%	Upper Midscale
Best Western Plus	\$115	85%	Upper Midscale
Ramada Costa Mesa	\$110	78%	Midscale
Travelodge	\$71	66%	Economy
The Boulevard Hotel	\$71	40%	Midscale
Motel 6 Newport	\$70	60%	Economy
Super 8 Motel	\$67	56%	Economy
Cozy Inn	\$66	-	Economy
Days Inn	\$66	62%	Economy
AVERAGE	\$136	74%	

FIGURE 5.15: FINANCIAL PERFORMANCE

Amenities

Of the hotels surveyed in this study, the following amenities were offered as part of their room package (percentage total indicates number of hotels offering the particular amenity):

- ◆ Air conditioning (100%),
- ◆ Pool (94%),
- ◆ Laundry Capabilities (82%),
- ◆ Business Center (76%),
- ◆ Fitness Rooms (65%),
- ◆ Shuttle Service (59%),
- ◆ Lounge (59%),
- ◆ Storage (59%),
- ◆ Dry Cleaning (53%),
- ◆ Restaurant On-Site (53%), and
- ◆ Valet Parking (35%).

Interviews

To supplement the market analysis, B&D conducted 12 interviews with hotel managers and staff for 10 to 15 minute periods. Each of the interviews were transcribed to the highest degree of accuracy and have been collated into general themes below. At the request of those that asked to keep their conversations confidential, the themes are very broad.

- ◆ When speaking about financial metrics, one manager indicated that the Costa Mesa market is slightly behind the curve relative to trends in the county. It usually takes a little over a year before the Costa Mesa market catches up to the rest of Orange County.
- ◆ During the winter months last year, hotel managers spoke of having much lower occupancy rates than in the summer months. However, this winter their occupancy rates are more balanced with their summer rates which they believe is attributed to the strengthening of the economy.
- ◆ While the supply of leisure travelers is stronger during the summer, travelers visiting for corporate activities are strong year-round.
- ◆ Most hotels in the area have high demand from leisure travelers during the weekend, but not during the weekdays. Those hotels that can accommodate the weekday corporate travelers will have greater success, as they can achieve higher occupancies for the entire week.
- ◆ The user groups of the hotels varied from all over the region, state, country, and world. Hotel managers explained that the Orange County area was viewed as a “destination location” by travelers and that the strength of the local hotel market was a function of the area.
- ◆ When asked about future development in the market, only one manager knew of a potential development along Interstate 55. However, that manager felt it would not be a threat to the Costa Mesa market. No other managers felt there was a threat of potential market saturation.
- ◆ Overall, hotel managers described the market as much stronger this year as compared with the previous year. While the extent of improvement differed among hotels interviewed, all agreed that the strengthening of the economy was increasing demand.
- ◆ In order to achieve future success in the local market, managers from low and high end hotels expressed that upgraded amenities would be essential to remain competitive.

CONFERENCE CENTERS

SUMMARY OF FINDINGS

CURRENT MARKET COMPETITORS

There were 15 conference centers analyzed to provide the landscape of the competitive conference center market. The 15 conference centers analyzed were:

- ◆ Ayres Hotel & Suites,
- ◆ Back Bay Conference Center,
- ◆ Beckman Center,
- ◆ Best Western Plus,
- ◆ Center Club,
- ◆ Costa Mesa Marriot,
- ◆ Crowne Plaza Costa Mesa,
- ◆ Doubletree by Hilton,
- ◆ Hilton Orange County,
- ◆ Hyatt Regency Newport Beach,
- ◆ Newport Beach Marriot Bayview,
- ◆ Ramada Costa Mesa,
- ◆ The Westin South Coast Plaza,
- ◆ Vanguard University, and

- ◆ Wyndham Hotel.

Conference centers used for this study were on average just under three miles from the OCC campus and within a five mile radius. Conference centers were chosen based on their proximity to campus and their size being relatively in-line with what could possibly fit at the college. The study avoided convention centers with large amounts of exhibit space, as they were not realistic comparisons with the project site at OCC.

In an effort to find the most comparable conference centers, many of the properties chosen were hotels. Despite filtering for comparable sizes, most of the existing supply of conference centers in the area surrounding OCC were limited to hotels. It should be noted that hotels see conference spaces as a secondary revenue source and that their marketing efforts do not primarily target potential conference users. Even despite this focus on conference bookings, those spaces surrounding the college were in high demand.

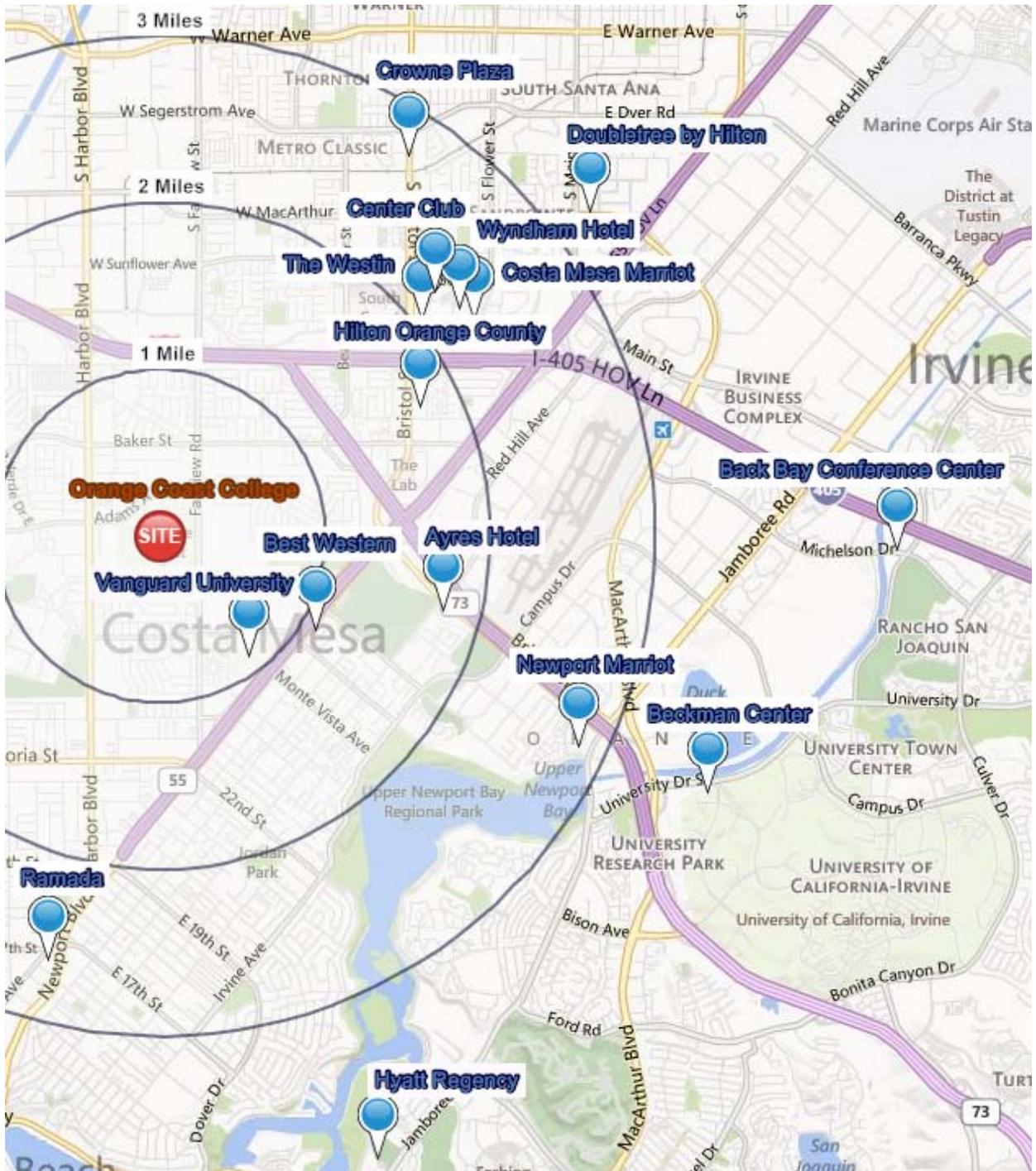


FIGURE 5.16: PRIMARY COMPETITOR MAP

NATIONWIDE MARKET CHARACTERISTICS

Conference Center Characteristics

According to the publication by PKF, *Trends in the Conference Center Industry 2013*, the average number of meeting rooms at university conference centers was 23. With an average meeting room size of 1,313 square feet per room, the typical size of a conference center was 30,200 square feet. To create different avenues of revenue other than meetings, university conference centers held an average of 167 social events in 2013 to attain an occupancy rate of 54%. The three most offered recreational amenities at all centers were fitness clubs (97%), swimming pools (75%), and pool tables (72%).

University Conference Center Characteristics	
Number of Meeting Rooms	23
Meeting Room Size (sq. ft.)	1,313
Total Meeting Room Space (sq. ft.)	30,200
Number of Dining Room Seats	287
Number of Lounge Seats	59
Conference Occupancy	54%

Source: *Trends in the Conference Center Industry, 2013*

FIGURE 5.17: UNIVERSITY CONFERENCE CENTERS

Rate Allocation

The Complete Meeting Package (“CMP”) is the all-inclusive plan offered by conference centers that includes rooms, meals, refreshment breaks, conference services, and other services including audio visual equipment. The CMP for universities last year was \$267 per person each day, with the majority of the package’s price dedicated to rooms, a quarter toward meals, and the rest broken up among refreshments and services.

University Complete Meeting Package (CMP) - \$267		
	Allocation	Price
Rooms	54.3%	\$145
Meals	26%	\$69
Refreshment Breaks	6.4%	\$17
Conference Services	8.6%	\$23
Other	4.8%	\$13

Source: *Trends in the Conference Center Industry, 2013*

FIGURE 5.18: COMPLETE MEETING PACKAGES

For those meetings that did not include a residential component, the Day CMP was just over \$82 per person. This steep drop in the CMP reflects the large source of revenue that is generated by having a hotel component as part of a conference. The Day CMP is mainly made up of lunch, meeting room rentals, and coffee breaks. The recent dependence of conference attendees on audio/visual amenities (8%) has created a small but growing revenue stream to conference centers.

University Day CMP - \$82.35		
	Allocation	Price
Meeting Room	23.3%	\$19
Basic Conference Planning	1.6%	\$1
Basic Audio/Visual	7.5%	\$6
Coffee Breaks	22.7%	\$19
Lunch	35.2%	\$29
Other	9.7%	\$8

Source: Trends in the Conference Center Industry, 2013

FIGURE 5.19: DAY COMPLETE MEETING PACKAGES

SPACE, CAPACITY, AND CONFERENCE RATES

The average amount of space available in the conference center market surrounding OCC was 13,780 square feet. The average represents a wide spectrum of properties that were capable of providing as much as 50,000 square feet to as little as 820 square feet. These properties provided an average of 11 meeting spaces, with each providing roughly 1,015 square feet per room.

The issue of capacity was identified as a major factor among conference center personnel when identifying reasons they were unable to accommodate more events. The average capacity available at surrounding properties was 418 people. This represents a wide spectrum as three centers were capable of accommodating groups of 700 or more, while five were only able to accommodate 200 people.

Rates at the properties surveyed varied from \$150/day to \$400/day for meeting spaces and \$1,000/day to \$15,000/day for larger groups utilizing ballroom facilities. Some of the conference spaces required users to pay a minimum amount of money for food and beverages, regardless of whether or not they needed it.

Conference Center	Square Feet	Meeting Spaces	SF/ Meeting Room	Capacity
Hilton Orange County/Costa Mesa	50,000	30	1,667	1200
The Westin South Coast Plaza	35,000	26	1,346	900
Hyatt Regency Newport Beach	27,900	21	1,329	600
Beckman Center	25,000	13	1,923	400
Doubletree by Hilton	12,000	10	1,200	700
Crowne Plaza Costa Mesa	10,000	7	1,429	250
Ayres Hotel & Suites	7,000	12	583	200
Wyndham Hotel	6,800	7	971	380
Center Club	5,000	6	833	300
Back Bay Conference Center	4,000	9	444	400
Costa Mesa Marriot	3,200	6	533	200
Newport Beach Marriot Bayview	3,200	6	533	180
Best Western Plus	3,000	5	600	200
Ramada Costa Mesa	820	1	820	60
Vanguard University	-	-	-	300
AVERAGES	13,780	11	1,015	418

FIGURE 5.20: CONFERENCE CENTER METRICS

AVERAGE EVENT BOOKINGS

In 2013, the average number of bookings at conference centers surveyed was 448. When excluding the Center Club from the list the average fell to 383 events per year. The spectrum of bookings was very wide with as few as 52 and as many as 1,560.

One factor responsible for the discrepancy in bookings was the ability to provide space for larger groups. As expressed in interviews, those conference centers with smaller capacities had greater difficulty booking events. The two exceptions were the Center Club and the Beckman Center. Despite being smaller, the Center Club had the largest amount of bookings due to their strong focus and marketing efforts toward providing conference services. Conversely, while the Beckman Center had greater capacity, their bookings were limited due to their narrow focus on science and technology events.

To highlight the importance of capacity, the average number of bookings for conference centers with capacities of 300 or less was 182. For those conference centers with capacities above 300, the average number of bookings was 556 (excluding the Center Club).

Conference Center	Capacity	Average Bookings
Center Club	300	1560
Wyndham Hotel	380	900
Hyatt Regency Newport Beach	800	780
Back Bay Conference Center	400	540
The Westin South Coast Plaza	900	520
Hilton Orange County/Costa Mesa	1200	500
Doubletree by Hilton	700	364
Beckman Center	400	286
Newport Beach Marriot Bayview	180	260
Best Western Plus	200	234
Crowne Plaza Costa Mesa	250	208
Vanguard University	300	182
Ayres Hotel & Suites	200	182
Costa Mesa Marriot	200	156
Ramada Costa Mesa	60	52
AVERAGES	431	448

FIGURE 5.21: CONFERENCE CENTER BOOKINGS

FINANCIAL PERFORMANCE AND CURRENT USERS

During conversations with conference center managers, they described the financial performance of their facilities as being strong. These managers commented that their financial performance this year had been better than in the previous year and the prospect for future bookings was good. Similar to comments by hotel managers, many felt that as the economy rebounded, the number of bookings for conference spaces increased.

When asked about the topic of their current users, managers expressed that they were seeing groups from the local area and around the state. Many of their bookings were a result of the diverse economy of Orange County which attracted a wide range of corporate users. The occasions and groups that were most commonly referenced for booking local facilities were:

- ◆ Church events,
- ◆ Corporate meetings,
- ◆ Fundraisers and charities,
- ◆ Government meetings,
- ◆ Greek clubs,
- ◆ Medical professionals,
- ◆ Parent-Teacher associations,
- ◆ Social occasions, and
- ◆ Weddings.

INTERVIEWS

To supplement the market analysis, B&D conducted 12 interviews with conference center managers and staff for 10 to 15 minute periods. Each of the interviews were transcribed to the highest degree of accuracy and have been collated into general themes below. At the request of those that asked to keep their conversations confidential, the themes are very broad.

- ◆ The need for conference space to be integrated with audio/visual technology was the most frequently mentioned aspect of a successful conference center. The need for technology related to presentation capabilities, high speed Internet, and power plugs.
- ◆ Another common theme was the need for secondary services such as catering, transportation, and staff to service technology queries. Those centers that were able to provide all needed services into their complete meeting package were the most desired.
- ◆ One of the largest impediments to booking more events was the inability to provide more space. Conference center managers specifically mentioned not having a large dedicated space as one of the main reasons they had to turn away potential events.
- ◆ A critical element to integrate into the design and service of a conference center is flexibility. Managers mentioned that hotels were very rigid in what they could support and that greater booking opportunities were available to those centers that could cater to the specific needs of groups. For example, since the Beckman Center is limited to science and technology events, their number of bookings are small for a center of its size.
- ◆ When asked about the feasibility of building a conference center, interviewees felt that there was more than sufficient demand to support this kind of project.
- ◆ Managers mentioned that a conference center at a college would have greater success if it showed flexibility when working with community groups and non-profit organizations. The ability to show this kind of flexibility can go a long way towards integrating the center into the community.

RETAIL ANALYSIS

SUMMARY OF FINDINGS

ORANGE COUNTY SUB-MARKETS

To evaluate the current retail market conditions for the proposed College Village development at OCC, B&D first conducted an analysis of the Airport Area sub-market within Orange County. The Airport Area was chosen for B&D's analyses because it gave the most relevant retail data for the proposed project site. According to market reports from Voit Real Estate Services ("Voit"), the Orange County retail market is comprised of five sub-markets: the Airport Area, Central County, North County, South County, and West

County. In order to gauge the health of the retail market surrounding OCC, the Airport Area was studied in relation to the county as a whole to determine its relative strength.

The Airport Area is made up of the cities of Costa Mesa, Irvine, and Newport Beach. Currently there are 21.6 million square feet of net rentable space in the Airport Area; the city of Costa Mesa makes up 39% of that space. To understand the demand and potential market saturation of the Airport Area, B&D utilized market research from Voit to understand how the vacancy rates, lease rates, absorption rates, and planned construction of the Airport Area compared to the rest of the county.

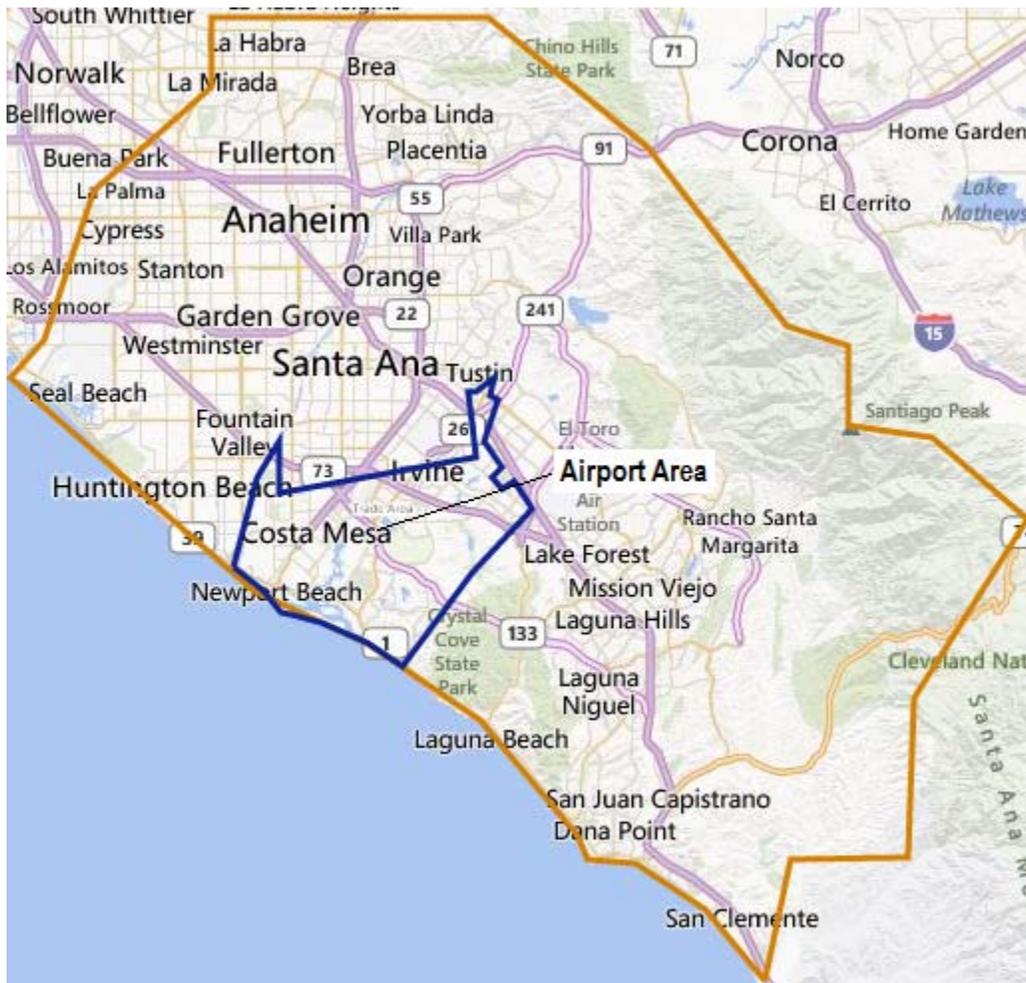


FIGURE 5.22: AIRPORT AREA SUB-MARKET

CURRENT MARKET CONDITIONS

Vacancy Rates

As of the fourth quarter of 2013, vacancy rates in the Airport Area were 3.7%, according to Voit. The vacancy rate for the area where the project would be located is lower than the county’s rate of 5.2%. While both areas have been gradually lowering over time in response to the negative impact of the Great Recession, the Airport Area has been more stable and consistently lower than the county over the last two years of available data. This may suggest that there is a higher level of demand for retail space in the area surrounding the campus.

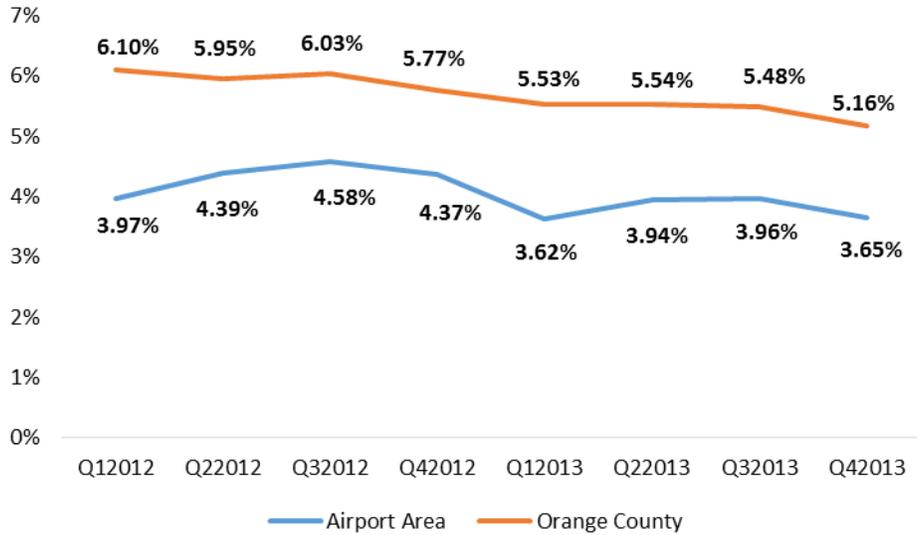


FIGURE 5.23: VACANCY RATES

Lease Rates

Lease rates are another metric used for determining demand for retail space. As of the fourth quarter of 2013, the Airport Area had an average lease rate of \$2.16 per square foot. This rate was higher when compared to the rest of the county, which was \$1.83 per square foot during the same period. Over the course of available data, lease rates in the area surrounding OCC have been higher than the rest of the county. These higher rates indicate that the Airport Area market is in higher demand.



FIGURE 5.24: LEASE RATES

Absorption

Net absorption rates help gauge the demand for a sub-market by measuring where businesses and organizations have a greater preference for retail space. Further, by using net absorption rates, the number of square feet that were vacated can also be accounted for, allowing for a clearer understanding of demand. In 2013, the Airport Area had the highest amount of net absorption (282,045 square feet) with South County (278,627 square feet) following just behind. Orange County as a whole posted almost 1.1 million square feet of positive net absorption in 2013, up from 635,000 square feet in 2012. The fourth quarter of 2013 marked the eight consecutive quarter of positive absorption for the county, its longest streak in over seven years.

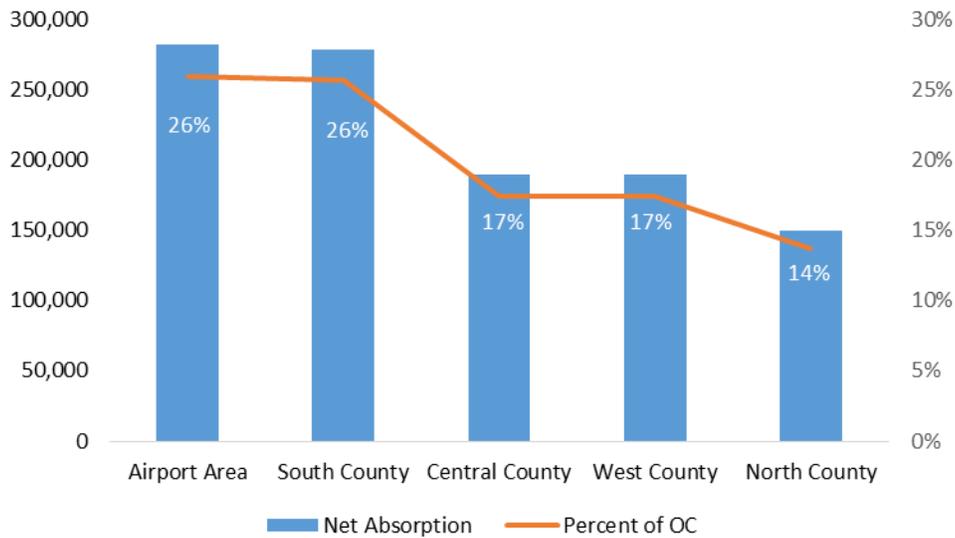


FIGURE 5.25: ABSORPTION RATES

Future Construction

Future construction estimates help to determine the potential for market saturation in a given sub-market. By understanding the potential for new retail space to oversaturate a market, it is easier to predict what will happen to demand for space in the future. As of the fourth quarter of 2013, the Airport Area had 60,207 square feet of planned construction, accounting for under 3% of the total planned construction in the county. While this number is a function of constantly changing variables, the Airport Area has had a consistently low amount relative to the rest of Orange County. This suggests that the demand for retail space in the Airport Area will not be weakened as a result of future construction.

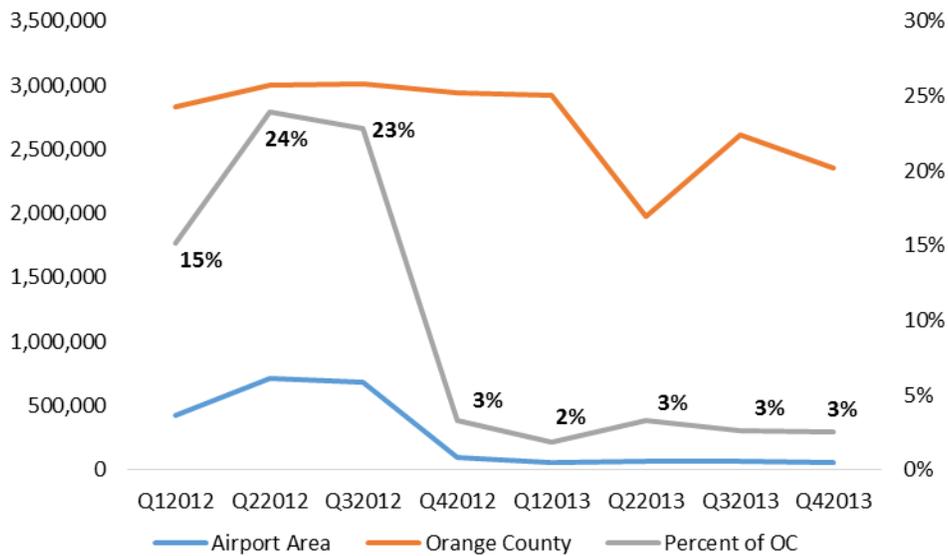


FIGURE 5.26: FUTURE CONSTRUCTION

Current Sales

The relative strength of the local market was examined by ranking the retail sales from cities across California. According to the California Retail Survey, Costa Mesa was ranked as the 10th highest grossing city in retail sales with over \$2.9 billion in sales during 2013. A large part of its success was a result of the \$1.4 billion generated by the South Coast Plaza mall. As a result, many local businesses benefit from the anchor effect the mall creates on the rest of the Costa Mesa market.

Ranking	City	Population	Retail Sales (In Millions)
1	Los Angeles	3,819,702	\$26,582
2	San Diego	1,326,179	\$13,062
3	San Francisco	812,826	\$8,972
4	San Jose	967,487	\$7,729
5	Fresno	501,362	\$4,478
6	Long Beach	465,576	\$3,909
7	Bakersfield	352,428	\$3,645
8	Sacramento	472,178	\$3,456
9	Ontario	166,390	\$3,099
10	Costa Mesa	111,600	\$2,927
11	Riverside	310,651	\$2,889
12	Roseville	121,767	\$2,815
13	Anaheim	341,361	\$2,670

Source: California Retail Survey

FIGURE 5.27: RETAIL SALES

RETAIL COMPOSITION AND GAP ANALYSIS

Composition

To understand the composition of the retail market surrounding the college, B&D utilized retail data from the software program ESRI. The retail profile is based on a 1.25 mile radius around OCC to avoid sales figures from the South Coast Plaza which may misrepresent the market’s composition. Overall, there are 373 total retail trade and food and drink businesses in the 1.25 mile area surrounding OCC. The top five represented industries in the study area are fast-food restaurants (39), full-service restaurants (32), clothing stores (32), and grocery stores (20).

Industry Summary	Number of Businesses
Total Retail Trade	294
Total Food & Drink	79
Total Retail	373

FIGURE 5.28: COMPOSITION

Gap Analysis

The gap analysis is used to identify those industries which have unmet demand for a given area, resulting in sales leakage into surrounding areas. The retail gap represents the difference between what consumers spent on a certain industry and the actual sales that occurred for that industry in a given area. This retail gap will allow us to identify which industries have a demand that is not currently being met by the retail market in the 1.25 mile study area.

The retail market profile categorized retail establishments in the 1.25 mile radius into 27 industry groups in the Retail Trade sector and four industry groups within the Food Services & Drinking Establishments sector. Of the 31 total industry groups, 13 were identified as being unrealistic for placement within the OCC campus and were excluded. Those industries were:

- ◆ Auto parts, accessories & tires,
- ◆ Automobile dealers,
- ◆ Beer, wine and liquor stores,
- ◆ Building material & supplies,
- ◆ Direct selling establishments,
- ◆ Drinking Places – Alcohol,
- ◆ Electronic shopping houses,
- ◆ Furniture stores,
- ◆ Gasoline stations,
- ◆ Home furnishing stores,
- ◆ Lawn & garden equipment,
- ◆ Other motor vehicle dealers, and
- ◆ Vending machine operators.

Of the 18 remaining, eight had a positive retail gap (unmet demand) and 10 had a negative retail gap (excess supply). Those industries in Figure 5.29 represent the groups that are either underrepresented or overrepresented in the 1.25 mile area surrounding OCC. Based on the retail gap of each industry, the school can make a more informed decision as to which type of industry group will have a greater chance of being supported by the surrounding area.

The most underrepresented industry group is the other general merchandise stores, better known as dollar, general, or variety stores. Other underrepresented groups are jewelry, luggage & leather goods, special food services, specialty food stores, and other miscellaneous store retailers. The corresponding leakage factor shown for these industries range from +100 (total leakage) to -100 (total surplus).

The most overrepresented industry group is health & personal care stores with over \$66 million in surplus sales. Other heavily overrepresented groups were grocery stores, limited-service eating places, and department stores excluding leased departments. The overrepresentation of these groups in the defined area would suggest that their placement into the College Village concept at OCC would not be supported as strongly.

Industry Group	NAICS Code	Retail Gap	Leakage/Surplus Factor
Other General Merchandise Stores	4529	\$27,570,179	84.0
Jewelry, Luggage & Leather Goods Stores	4483	\$2,507,099	60.5
Special Food Services	7223	\$1,531,516	58.7
Specialty Food Stores	4452	\$1,251,795	32.8
Other Miscellaneous Store Retailers	4539	\$2,993,731	25.3
Office Supplies, Stationery & Gift Stores	4532	\$795,528	19.3
Used Merchandise Stores	4533	\$239,717	13.9
Sporting Goods/Hobby/Musical Instr Stores	4511	\$1,855,242	13.5
Health & Personal Care Stores	446,4461	-\$66,901,563	-52.4
Grocery Stores	4451	-\$40,760,725	-25.0
Limited-Service Eating Places	7222	-\$34,826,912	-47.9
Department Stores Excluding Leased Depts.	4521	-\$14,289,828	-21.6
Clothing Stores	4481	-\$8,414,303	-17.5
Full-Service Restaurants	7221	-\$7,273,420	-14.8
Book, Periodical & Music Stores	4512	-\$6,551,986	-61.5
Shoe Stores	4482	-\$4,618,351	-42.1
Electronics & Appliance Stores	4431	-\$4,093,810	-17.4
Florists	4531	-\$453,070	-26.0

FIGURE 5.29: GAP ANALYSIS

SECTION 6

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SURVEY ANALYSIS

OBJECTIVE

B&D developed a web-based survey to quantitatively test student demand for new freshmen student housing. In addition, survey questions were designed to assess current and future habits and preferences related to housing. Response options were structured to maximize information about desirable unit configurations, facility characteristics, and overall preferences improvements to campus housing. Specific responses were sorted by various demographic characteristics to further analyze demand patterns and identify any discrepancies in results.

METHODOLOGY

From November 1st to November 17th, 2013, students and faculty/staff were surveyed via an on-line link distributed to their campus e-mail. All students (approximately 21,500 students) were given an opportunity to indicate their level of support for a specific range of student housing preferences and retail amenities. Additionally, faculty and staff members (approximately 900 employees) were given the opportunity to indicate their preferences for food and non-food retail options. During that time, 2,421 students and 333 employees of the surveyed population participated in the survey, rendering 2,754 total responses. The survey analysis reflects responses from the entire survey population of 2,754 students, faculty, and staff. A full report of the data collected can be found in Exhibits E and F of this report.

SURVEY DEMOGRAPHICS – ALL PARTICIPANTS

Survey demographic data for students was evaluated to understand which populations were being represented. Overall, class level status among respondents was broken out evenly by 1st year students (32%), 2nd year (31%), and 3rd year or more (31%). The remaining 4% of students were classified as “other” indicating they may be taking classes online, certificate courses, or for other personal reasons. The average age of students was 24 years old with the primary age groups breaking out as follows: 18-19 years old (29%), 20-21 years old (24%) and 22-24 years old (17%). There were approximately 92% of students who are declared as California residents, followed by 6% international students, and 2% from out of state. Some additional demographics that were notable from the survey include:

- ◆ 66% of respondents were full time and 34% part time,
- ◆ 57% of students were female and 43% male, and
- ◆ 72% drive alone, 13% drive/ride with others, 7% ride public transportation, while 6% ride a skateboard/bicycle or walk.

Faculty and staff demographics were also identified in the survey to understand how this population of respondents was being represented. Overall, the survey revealed the following information about faculty and staff:

- ◆ 75% of respondents were full-time employees and 25% part time,
- ◆ Employees are an average of 49 years old,
- ◆ 58% of employees were female and 39% male, and
- ◆ 86% drive alone and 10% drive/ride with others making their average one-way commute approximately 23 minutes.

SUMMARY OF FINDINGS

CURRENT HOUSING

A variety of questions were asked to determine what type of housing situation students are currently living in and what effects their decision to live in that housing arrangement. The majority of students indicated they are currently living in a house that is owned by a family member other than a spouse/partner (42%), which are most likely their parent and/or guardian. The second most common housing option among students was split between two options with those who rent an apartment/condo with roommates (14%) or among those who reside in an apartment/condo owned by a family member other than a spouse/partner (14%).

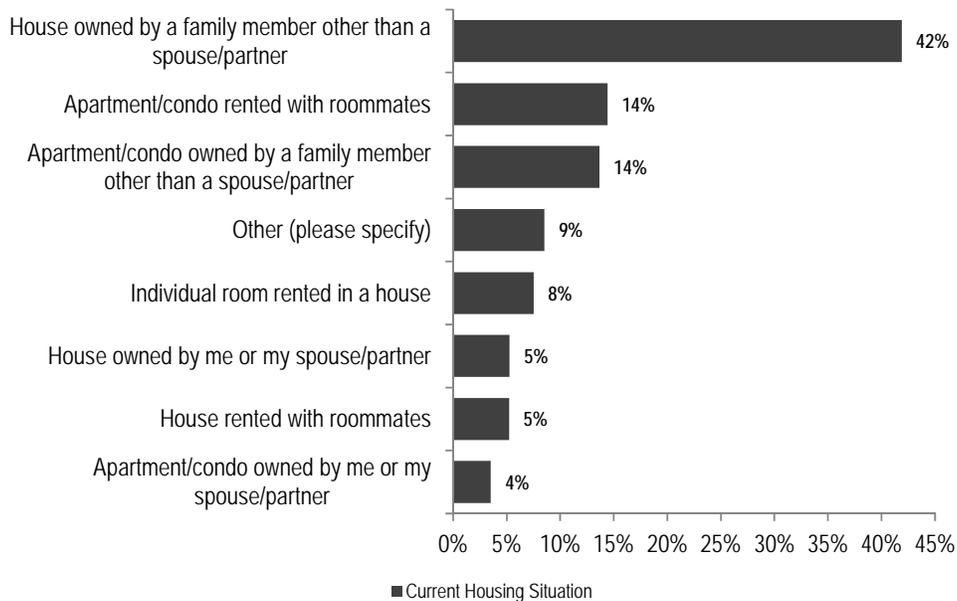


FIGURE 6.1: CURRENT OFF-CAMPUS LIVING SITUATION

Figure 6.2 shows the prioritization among students who indicated which five factors were most important to them while they were choosing where to live this year. The greatest priority was given to two factors: convenient laundry facilities and safety/security (93%). The remaining important factors include availability of a kitchen (92%), availability of a quiet place to study (91%), and proximity to the OCC campus and student resources (88%). These factors reveal that students prefer the accessibility of basic amenities, such as a kitchen or laundry facility, in their unit and building, while also having a safe and secure environment.

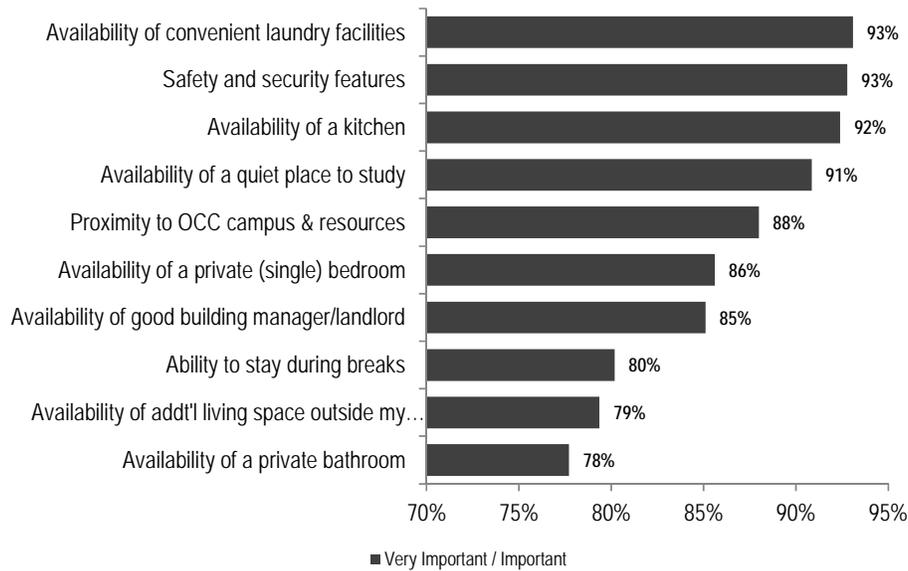


FIGURE 6.2: IMPORTANT FACTORS ON DECISION OF WHERE TO LIVE THIS YEAR

Students principally made the decision of where they want to live this year on their own (43%) or made the choice jointly with their parent(s)/guardian(s) (31%). In Figure 6.3, students were given the opportunity to select any or all of the options that contribute to covering their living expenses. Although the majority of students indicated that they are supported by their family (65%), there are many students who also pay for their living expenses on their own (61%). Grants (27%) and student loan(s) (10%) were additional options sought by respondents but not very common because of students' tendency to work full time.

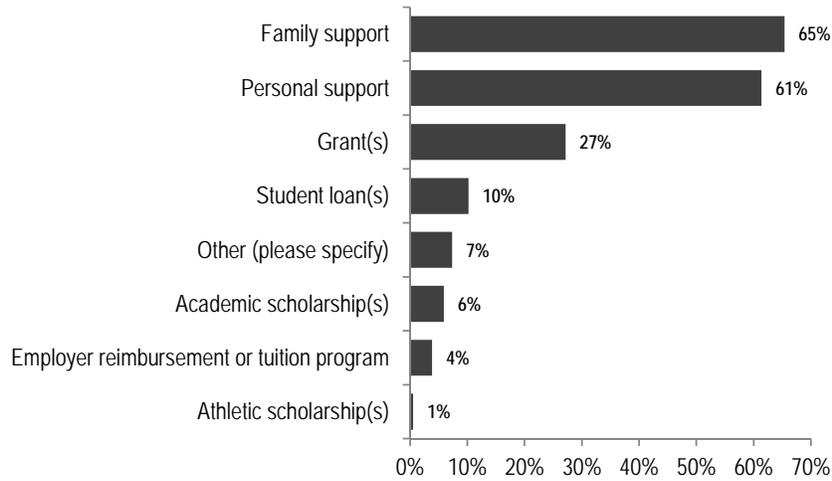


FIGURE 6.3: CONTRIBUTOR(S) TO STUDENTS' LIVING EXPENSES

Approximately 46% of students said they do not pay rent where they are currently living, which further affirms that many students live at home with their parent(s)/guardian(s). Among students who do pay for rent off campus, the average rental rate is \$636 per month, per person. Those who share the cost of rent indicated that they split their living expense with one other person (39%), with two other people (27%) and with three other people (19%). Lastly, the average self-reported contribution to the cost of utilities was \$123 per month per person, which most commonly included Internet, telephone, electric, and cable/satellite television.

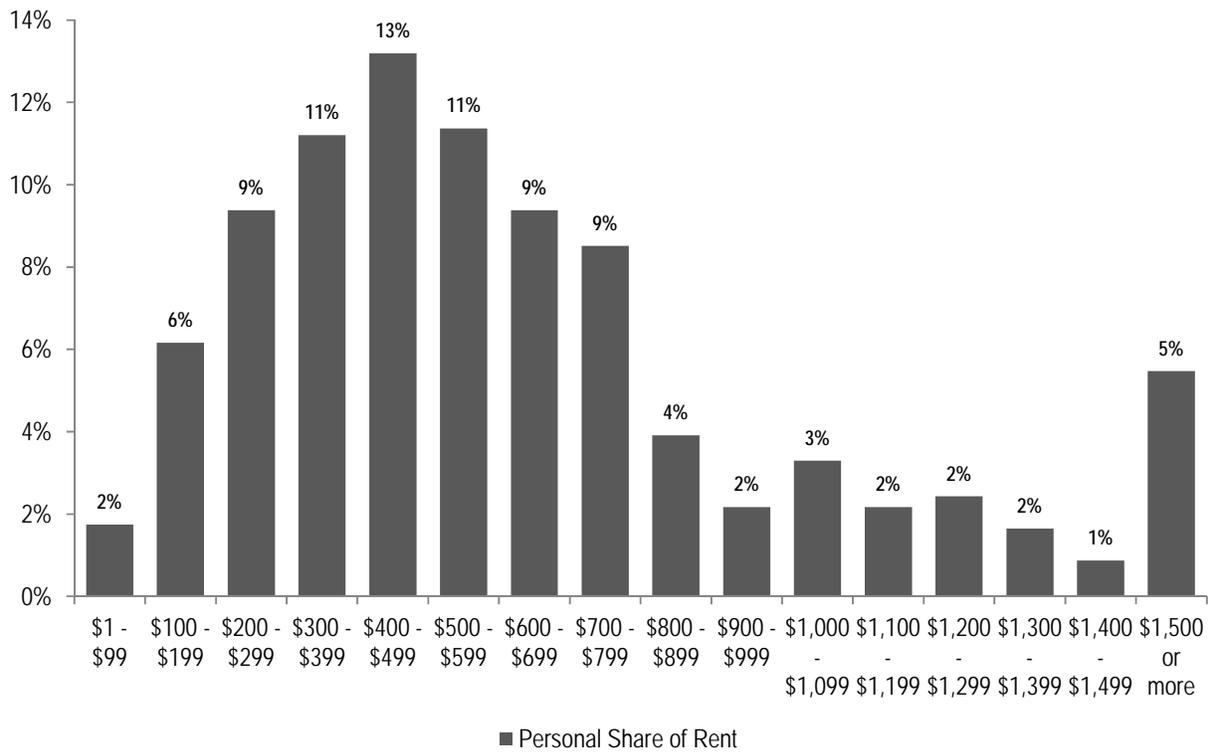


FIGURE 6.4: PERSONAL SHARE OF MONTHLY RENT/HOUSING COSTS, EXCLUDING UTILITIES

FUTURE HOUSING

Respondents were asked to indicate which factors should be important to OCC as it considers developing student housing. Overwhelmingly, respondents agreed that the greatest consideration for OCC to make is keeping room and board affordable (87%). Creating academically-focused residential communities (50%), providing modern and attractive living environments (46%) or making OCC more attractive to prospective students (42%) were also other important factors for OCC to consider. Affordability of housing is a significant factor in students' decisions of where to live because they are assured there will be value associated with what they are paying for.

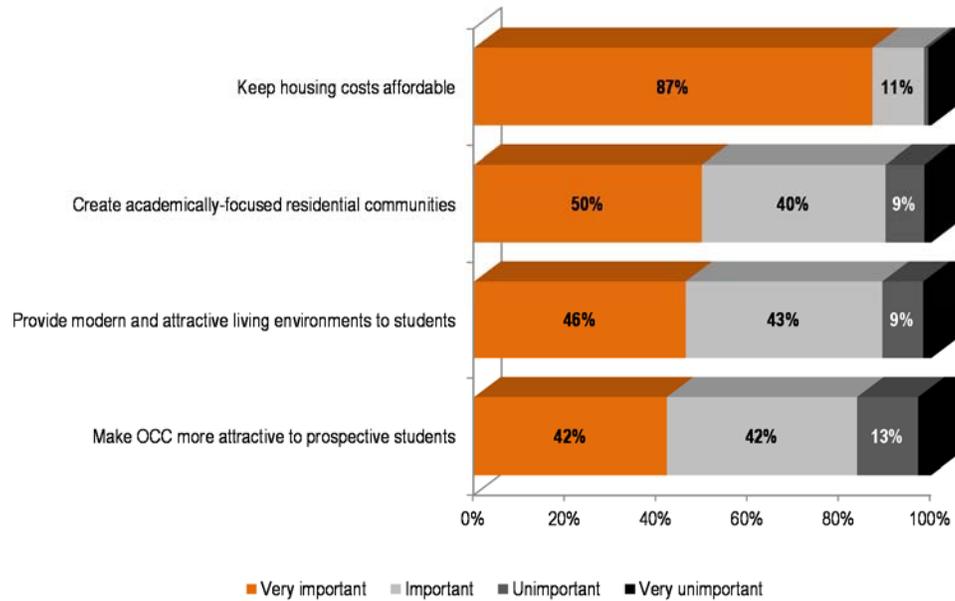


FIGURE 6.5: IMPORTANT FACTORS OCC SHOULD CONSIDER FOR STUDENT HOUSING

A similar trend was found in a follow-up question regarding the most important physical features that students would like to see if OCC built student housing. The majority of students said the campus should provide in-room wireless Internet access (59%) and in-unit full kitchen (59%). A private (single) bedroom (56%), convenient location (49%), and private bathroom (42%) rounded out the top five physical features students most interested in. Overall, respondents established throughout the survey that housing should have private amenities, kitchen spaces, safety, access to wireless Internet, and be affordable.

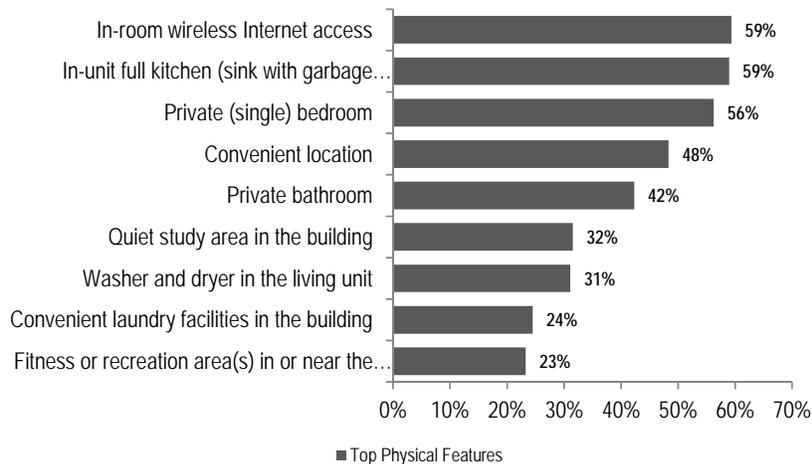


FIGURE 6.6: MOST IMPORTANT PHYSICAL FEATURES FOR NEW HOUSING

Regarding students' personal preferences, 71% of students said the campus should provide flexible payment terms, such as the ability to pay rent on a per month basis. Other students also felt strongly that flexible occupancy terms should be considered, like the opportunity to stay over breaks or sign 9, 10, and

12 month leases (60%). Additional factors of importance to students included: ability to choose own OCC roommates (57%), ability to retain same living unit from year-to-year (50%), and ability to bring own furniture (36%). Respondents' interests in having flexible options are likely due to their familiarity with what is offered in the off-campus housing market.

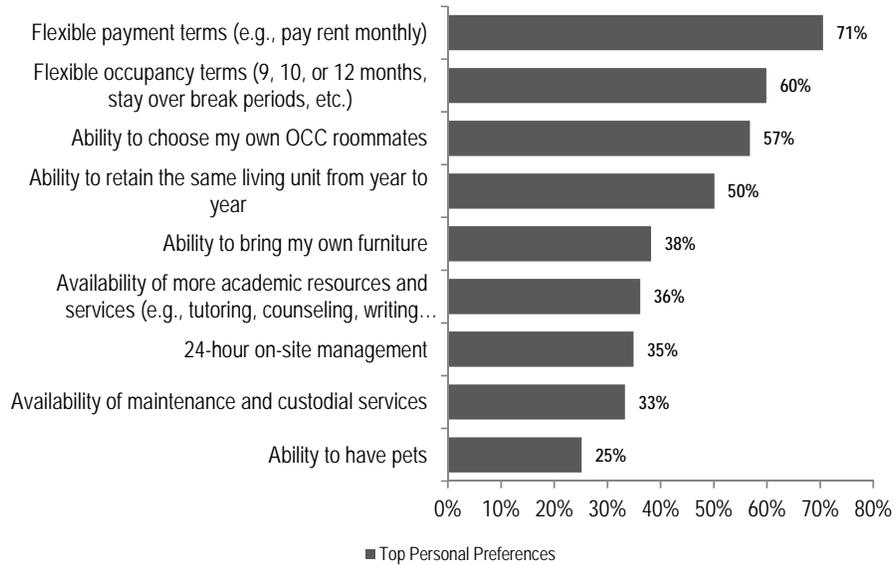


FIGURE 6.7: MOST IMPORTANT PERSONAL PREFERENCES FOR NEW HOUSING

Security is an important aspect to consider as student housing is created for the first time on a college campus. Students felt the best methods for the campus to promote safety include giving students electronic ID cards to access the residential building (78%), putting in security cameras near residence halls (74%), increasing the lighting along pathways and buildings (69%) and having 24-hour security personnel (60%). Students felt the methods of security that are least effective or necessary were the availability of security escorts (25%) and front desk housing staff during class hours (26%).

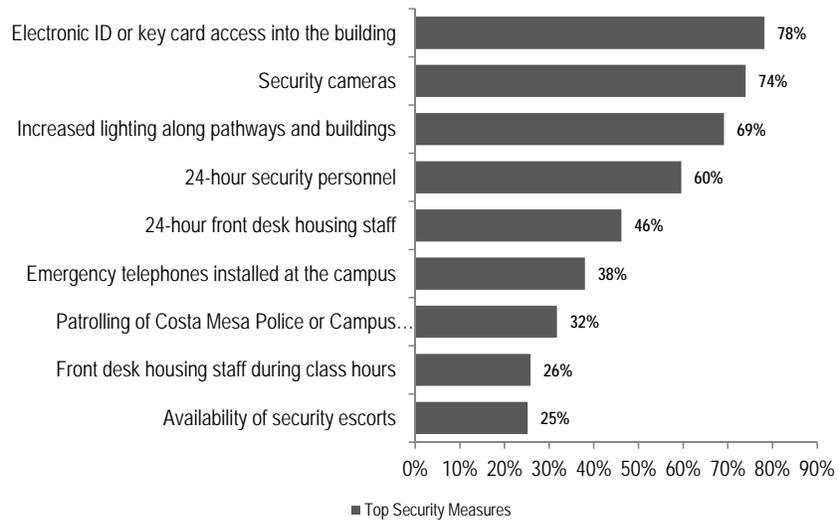


FIGURE 6.8: MOST IMPORTANT SECURITY MEASURES FOR NEW HOUSING

RETAIL PATTERNS

Respondents were asked to indicate what they do for breakfast during a typical school week. Both students and faculty overwhelmingly ate this meal at home before coming to campus. Of those who did eat outside their homes, 18% of students and 24% of faculty/staff bring their breakfast from home. Students (16%) and faculty/staff (18%) were also inclined to take advantage of the Starbucks on the OCC campus. Respondents pay an average of \$2.52 for breakfast at a frequency of 1.5 times per week.

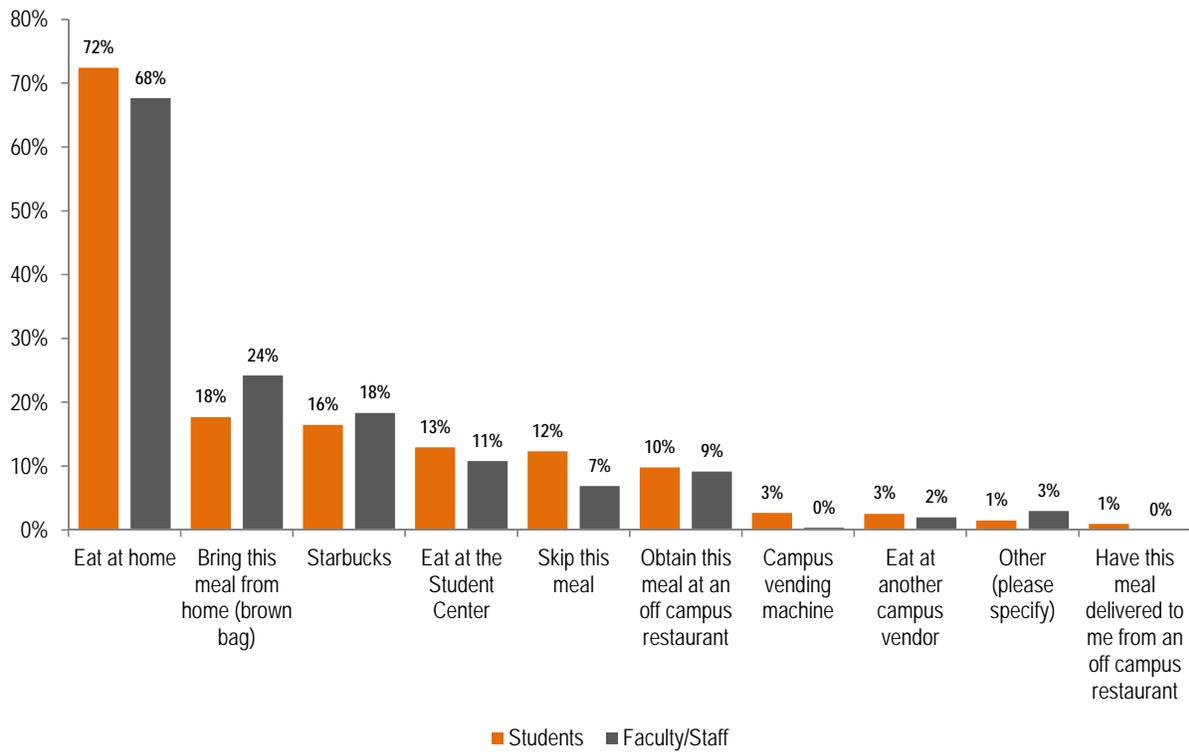


FIGURE 6.9: BREAKFAST PATTERN DURING THE SCHOOL WEEK

In contrast, the lunch hour was when respondents were most inclined to eat on campus at the student center or obtain the meal off campus. Faculty and staff were still preferred to bring their lunch from home (58%), whereas students prefer to eat at home (37%). When students, faculty, and staff were asked why they typically choose to bring their lunch from home, students said because of convenience (53%), while faculty/staff said it was to better control their diet or was healthier than on-campus food (57%). Among respondents who said they like to eat off campus, students (51%) and faculty/staff (55%) said it was because they like the food available off campus better. Respondents pay an average of \$5.84 for lunch at a frequency of 2.7 times per week.

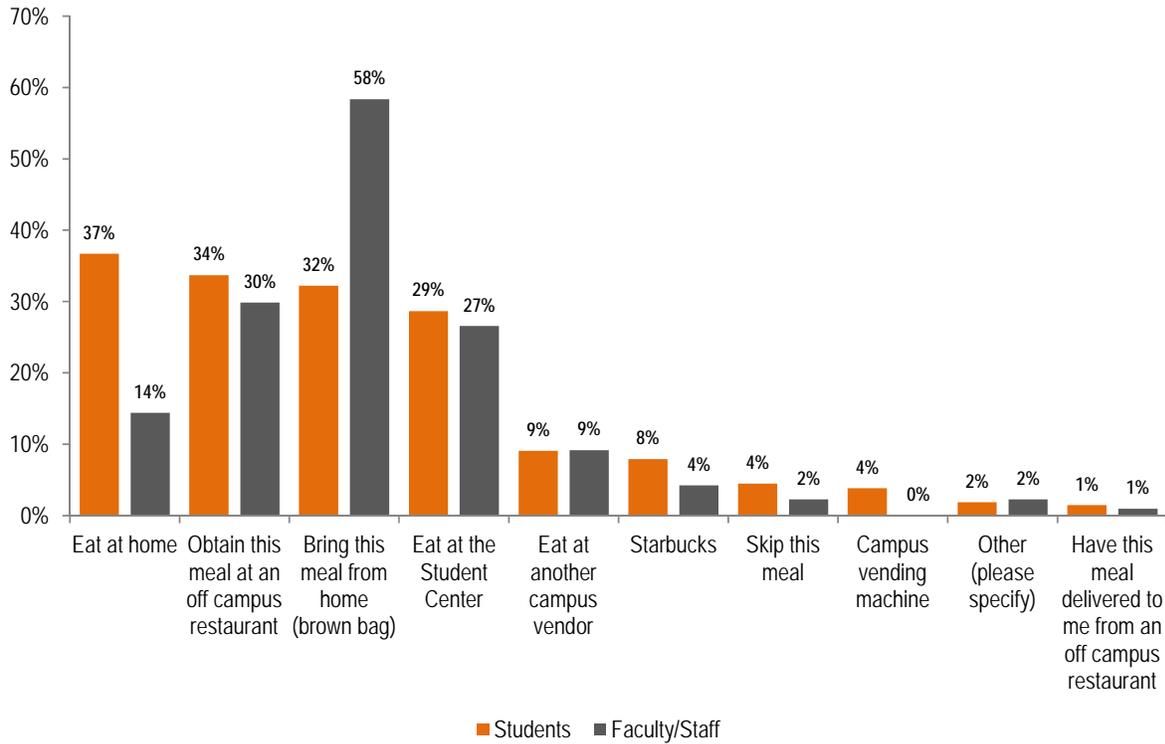


FIGURE 6.10: LUNCH PATTERN DURING THE SCHOOL WEEK

Dinner patterns were similar to breakfast choices with the majority of faculty and staff also preferring the option to eat this meal at home (83%), as well as students (82%). Among those who do like to purchase this meal off campus, students (39%) and faculty/staff (30%) on average are spending \$7.52 for dinner at a frequency of 2.1 times per week.

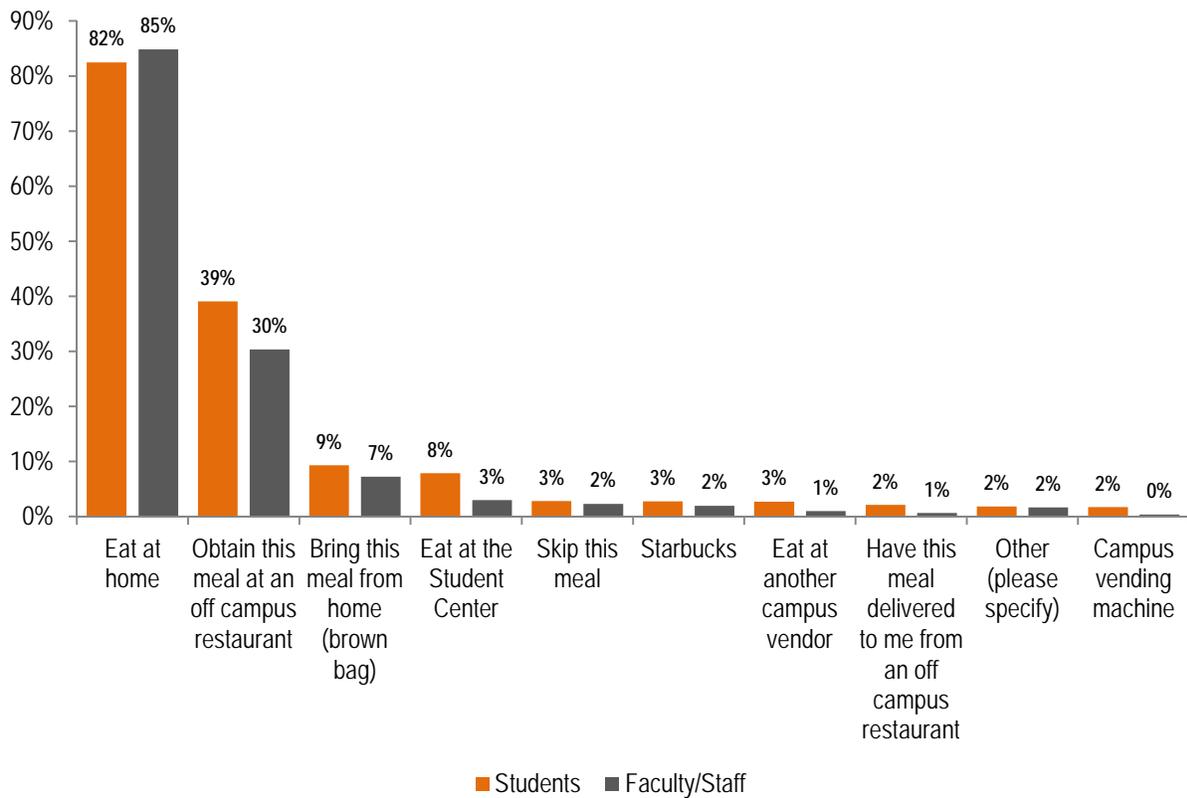


FIGURE 6.11: DINNER PATTERN DURING THE SCHOOL WEEK

Lastly, snack patterns showed the highest rate of respondents who chose to eat this meal at the Student Center. Students (36%) and faculty/staff (55%) both chose this as their first option while both groups' second choice for obtaining a snack during the school week was to have this meal delivered to them from an off-campus restaurant. On average, respondents are spending \$1.93 for snacks at a frequency of 2.2 times per week.

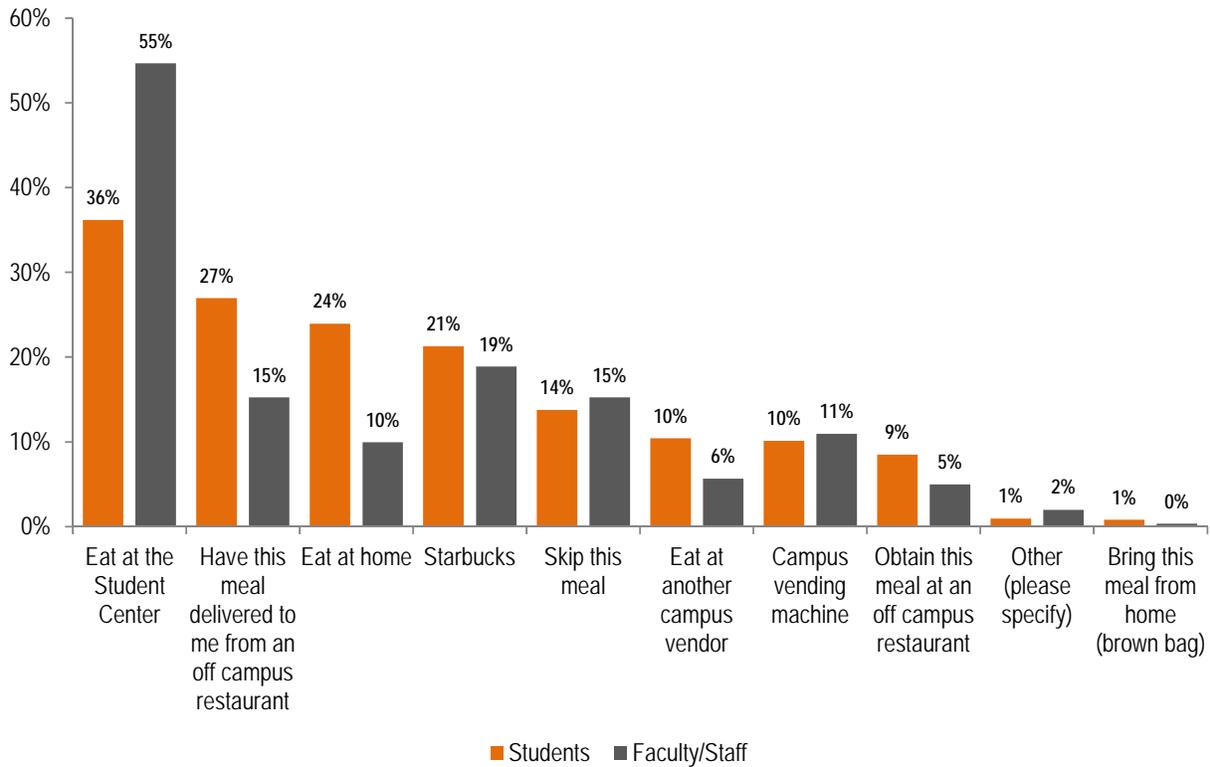


FIGURE 6.12: SNACK PATTERN DURING THE SCHOOL WEEK

RETAIL PREFERENCES

The next set of questions for students and faculty/staff respondents were related to the important factors for choosing where to eat near campus or on campus. Both students (94%) and faculty/staff (97%) were most influenced by the quality of the food. Price point, speed of service, quality of service, and proximity to campus all saw very similar response rates for both groups of respondents. Brand identity was the least important element in influencing students (36%) and faculty/staff (26%) for their off-campus and on-campus meal choices.

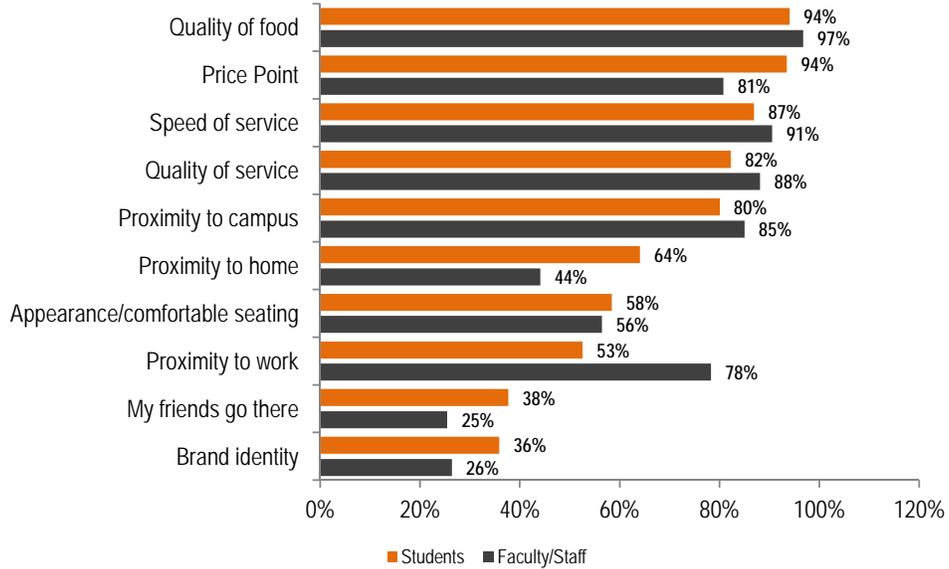


FIGURE 6.13: FACTORS THAT INFLUENCE DECISION ON MEAL PURCHASES

If a new food concept was included on the campus edge of OCC, 31% of students and 34% of faculty/staff said they would be the most interested in having a fast service/food court concept. Platform/grazing station was a second option respondents would be also interested in while full service dining was the least popular choice. Similarly, respondents' frequented restaurant types during a typical week fits the fast service/food court concept they favor, such as burgers and fries, sandwiches, and Italian/pizza.

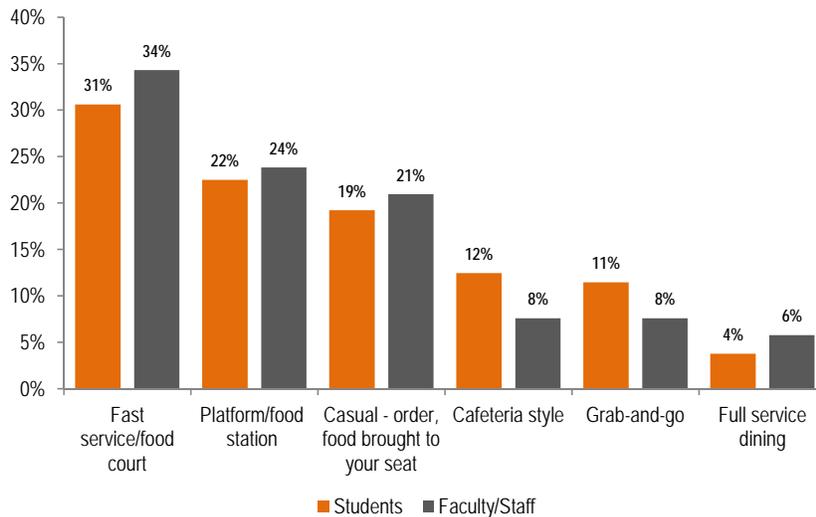


FIGURE 6.14: FOOD RETAIL CONCEPT PREFERENCES

Lastly, students and OCC employees were asked to indicate which non-food retail spaces they would utilize most if it were incorporated on campus. The top choice for both groups was ATM machines with 58% of students and 56% of faculty/staff selecting this option. Other favored options among respondents included

a convenience/food store, and coffeehouse with large seating area. Students differed from faculty/staff on some options, such as computer lab/printing stations (47%) and cell phone plug outlets (43%), while employees were more in favor of incorporating a Post Office (36%) or bank/credit union (32%) on campus.

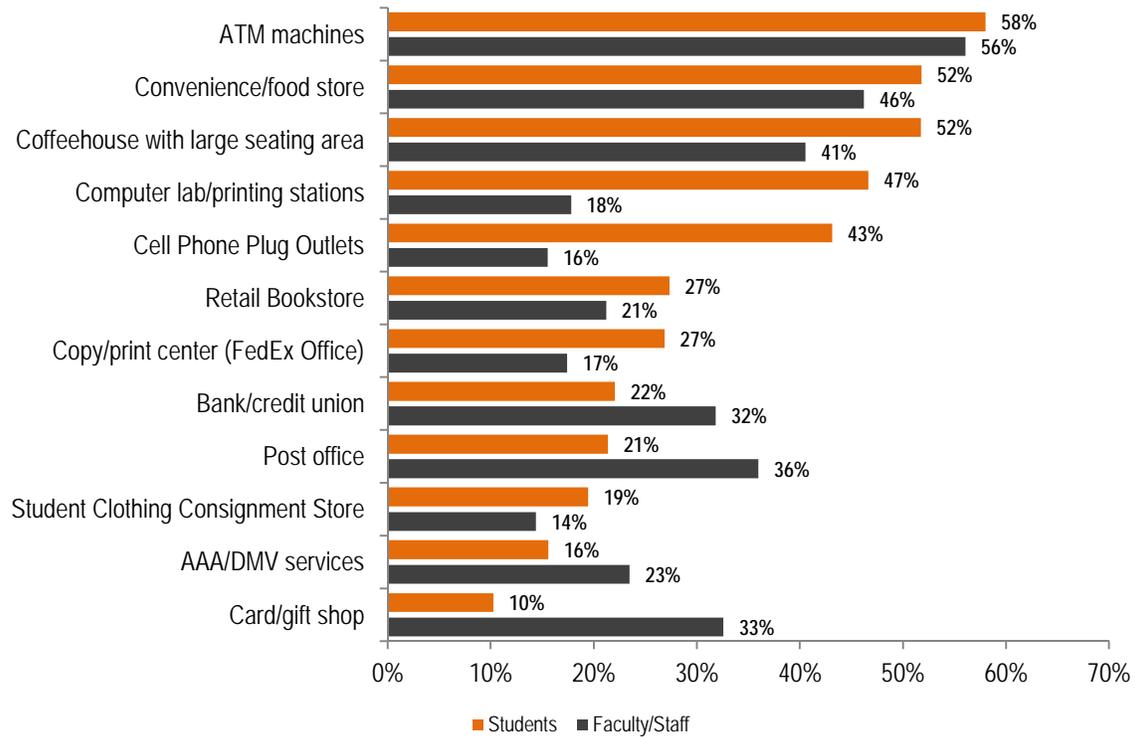


FIGURE 6.15: NON-FOOD RETAIL CONCEPT PREFERENCES

SECTION 7

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DEMAND ANALYSIS

OBJECTIVE

B&D developed a detailed model to project the specific level of demand for student housing at Orange Coast College. The model derives demand from electronic survey responses, as well as current and projected enrollment figures provided by the College.

METHODOLOGY

By utilizing an apartment unit type with occupancy preferences (single room vs. double room) submitted by students in the electronic survey, B&D's housing demand model projected demand onto the College's fall 2013 total student enrollment.

Survey respondents were provided with a narrative description of potential student housing options at the College that included sample floor plans along with estimated rental rates for each. Following the narrative, respondents were asked to indicate which apartment unit type and occupancy option they would select if available during the present academic year (2013-2014). A response option was provided to allow students to indicate that they would not have chosen to live on campus if it were provided.

To project realistic demand, B&D developed specific target markets consisting of survey respondents who would likely be interested in student housing on campus. A combination of survey data and B&D's expert judgment were used to develop the target market criteria. One project narrative was shown to all students regardless of the length of their attendance at OCC.

SUMMARY OF FINDINGS

PROJECT DESCRIPTION FOR ALL STUDENTS

The proposed unit types and estimated rental rates included in the survey for all students are listed below in the description.

"The next questions refer to the following housing options, ranging from traditional residence halls (least expensive), to suites (more expensive than traditional), with approximate room rates given in today's dollars, including costs of utilities, basic telephone with voicemail, and high-speed Internet access. Each housing type would include air conditioning. The layouts given are for illustrative purposes only and are NOT drawn to scale."

PROPOSED UNIT TYPES AND ESTIMATED RENTAL RATES – ALL STUDENTS

Efficiency (studio) apartment for either one or two students

- ◆ An efficiency (studio) apartment with a bathroom, kitchen, and living area in the unit. A dining plan is optional for anyone living in this unit type.
- ◆ Estimated Rent: \$1,300/month/person (single occupancy), \$700/month/person (double occupancy)

One-bedroom, one-bathroom apartment with a single occupancy (private) bedroom

- ◆ One furnished single occupancy (private) bedroom with a full kitchen, bathroom, and living room in the unit. A dining plan is optional for anyone living in this unit type.
- ◆ Estimated Rent: \$1,500/month/person (single occupancy)

One-bedroom, one-bathroom apartment with a double occupancy (shared) bedroom

- ◆ One furnished double occupancy (shared) bedroom with a full kitchen, bathroom, and living room in the unit. A dining plan is optional for anyone living in this unit type.
- ◆ Estimated Rent: \$800/month/person (double occupancy)

Two-bedroom, one-bathroom apartment with a single occupancy (private) bedrooms

- ◆ Two furnished single occupancy (private) bedrooms with a full kitchen, bathroom, and living room in the unit. A dining plan is optional for anyone living in this unit type.
- ◆ Estimated Rent: \$1,000/month/person (single occupancy)

Two-bedroom, one-bathroom apartment with a double occupancy (shared) bedrooms

- ◆ Two furnished double occupancy (shared) bedroom with a full kitchen, bathroom, and living room in the unit. A dining plan is optional for anyone living in this unit type.
- ◆ Estimated Rent: \$550/month/person (double occupancy)

Two-bedroom, two-bathroom apartment with a single occupancy (private) bedrooms

- ◆ Two furnished single occupancy (private) bedrooms with a full kitchen, bathroom, and living room in the unit. A dining plan is optional for anyone living in this unit type.
- ◆ Estimated Rent: \$1,100/month/person (single occupancy)

Two-bedroom, two-bathroom apartment with a double occupancy (shared) bedrooms

- ◆ Two furnished double occupancy (shared) bedroom with a full kitchen, bathroom, and living room in the unit. A dining plan is optional for anyone living in this unit type.
- ◆ Estimated Rent: \$600/month/person (single occupancy)

Four-bedroom, two-bathroom apartment with a single occupancy (private) bedrooms

- ◆ Four furnished single occupancy (private) bedrooms with a full kitchen, bathroom, and living room in the unit. A dining plan is optional for anyone living in this unit type.
- ◆ Estimated Rent: \$900/month/person (single occupancy)

DEFINITION OF TARGET MARKET

To project realistic demand for new student housing on the Orange Coast College campus, B&D developed specific target markets consisting of survey respondents who would likely be interested in leasing student apartment units.

The target market was defined to include respondents who met all of the following criteria: 1) are full-time or part-time students; 2) indicated they were very interested / interested in living on campus; 3) are currently living in a rented room, apartment or house; 3) are living alone, with other OCC student(s), or with roommate(s) who are non-OCC students, and (4) are currently paying rent of \$700 or more per month at an off-campus location. Respondents not meeting the aforementioned criteria, including students living with parents, relatives, spouses/partners, or children, were removed from the demand analysis.

TARGET MARKET FINDINGS

Utilizing an enrollment figure consistent with current levels of 21,453 students (2013-2014), the recommended supply of beds is a total of 1,887. The following data represents student housing demand within the defined target markets and is broken down by age. According to Figure 7.1, the greatest potential capture of apartment beds is seen from students 30 or older (611), 25 to 30 years old (524), as well as among students under 21 years of age (423). Due to the conservative nature of the demand modeling, students currently living at home may be underrepresented thus providing a greater total demand.

Age Breakdown	Enrollment	Capture Rate	Maximum Potential Demand
Under 21	10,426	4%	423
21 to 24	4,913	7%	328
25 to 30	2,875	18%	524
30 or More	3,239	19%	611
TOTAL	21,453	9%	1,887

FIGURE 5.1: DEMAND FOR CURRENT ENROLLMENT (2013-2014)

In Figure 7.2, the breakdown of demand by unit configuration demonstrates students' preference for single (private) bedrooms (66%) over double occupancy (shared) bedrooms (34%). Students' selection for more

single bedroom options suggests that they are able to also pay more for privacy as these were the most expensive options available in the survey. The higher preference for single bedrooms is also likely due to the older student population and students who work full time.

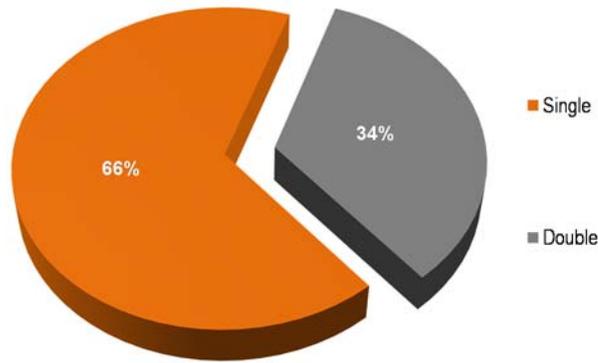


FIGURE 5.2: DEMAND BY UNIT CONFIGURATION

In Figure 7.3, the chart demonstrates students' preference for two-bedroom units: 2-bedroom/1-bathroom (34%) and 2-bedroom/2-bathroom (32%), while students' next choice was the 1-bedroom/1-bathroom apartment (19%). Similar to Figure 7.2, the unit choices reflect students' interest in greater privacy for their living unit by limiting the number of roommates to one or none at all, as well as the ability to have their own bathroom.

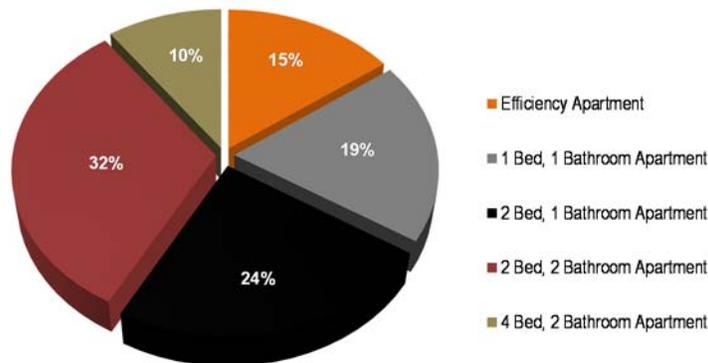


FIGURE 5.3: DEMAND BY APARTMENT UNIT TYPE

SECTION 8

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FINANCIAL ANALYSIS

OVERVIEW

Brailsford & Dunlavey developed integrated financial models to assess the feasibility of the proposed new housing and College Village developments at OCC. B&D's use of conservative assumptions throughout the analysis is intended to allow the College to proceed with the knowledge that detailed implementation and operating decisions can be made within the established financial parameters without compromising the project scope or quality.

Due to circumstances outside the authors' control, projected results may vary significantly from actual performance. Therefore, B&D cannot ensure that the results highlighted in this report will portray the actual performance of the proposed project(s). However, to identify the range of risks inherent in the proposed project(s), the model allows for the testing of multiple scenarios and includes several sensitivity analyses to test the project concepts under a variety of market conditions and development options.

METHODOLOGY

To determine the projected financial performance of the proposed projects, B&D relied heavily on market analysis information detailed in this report and B&D's prior experience planning similar projects. The financial assessment uses existing budget data provided by the College and B&D's experience as primary inputs for the model. Using assumptions for revenue and expense variables, the model details projected revenues, expenses, conversion costs and overall system debt service. Any change in assumptions within one of these components automatically forces a corresponding adjustment elsewhere to maintain the model's internal consistency.

The projected opening date of the housing project is fall 2017 and fall 2018 for the College Village development. Any changes in the opening years outlined will result in changes to total project costs, therefore impacting the overall feasibility of the project within the revenue and expense assumptions herein.

The full financial models and outline programs can be found in Exhibits H and I of this report.

STUDENT HOUSING

PROJECT CONCEPT

Brailsford & Dunlavey developed a concept of student housing for OCC based on data collected during the survey and demand analyses. The proposed project is an 800-revenue bed apartment complex comprised of 280 units in efficiency, one-, two-, and four-bedroom configurations. Both single and double occupancy rooms would be available for students. It is anticipated that room leases would be individually managed with each student resident. The total program area for the residential environment is approximately 230,000 net square feet which also included spaces for resident advisors and professional management staff.

Residential support and program spaces are also included within the project to support residential life. Community and study lounges are provided as gathering spaces and programmable areas along with community rooms and building kitchen. Laundry would be provided in centralized areas in the building or on each floor. Other support spaces include administrative offices, custodial and maintenance, vending, and trash. B&D assumed an efficiency factor of 75% which creates a total project size of approximately 304,000 gross square feet.

PROJECT BUDGET

The base construction cost per square foot is budgeted at \$170 per square foot in today's dollars. A development budget was created which includes construction of the residence community, additional hard costs for 600 surface parking spaces, inflation, and landscaping generating a total of \$58.9 million. Soft costs are also included within the budget for architectural and engineering services, contingencies, project management, FF&E, and a development fee for a third-party developer. Financing costs were also added to the budget generating an approximate project cost of \$85.1 million.

REVENUES

Room rentals represent the primary source of revenue for this project. A 95% occupancy is anticipated during the academic school year which corresponds to a 10-month lease. Projected summer revenue is limited to remain conservative. Price points for each unit type in today's dollars are:

- ◆ Unit A: Apartment Efficiency (single): \$1,450 per month per bed
- ◆ Unit B: Apartment 1-bed/1-bath (double): \$850 per month per bed
- ◆ Unit C: Apartment 1-bed/1-bath (single): \$1,650 per month per bed
- ◆ Unit D: Apartment 2-bed/1-bath (double): \$950 per month per bed
- ◆ Unit E: Apartment 2-bed/1-bath (single): \$1,850 per month per bed
- ◆ Unit F: Apartment 2-bed/2-bath (double): \$950 per month per bed

- ◆ Unit G: Apartment 4-bed/2-bath (single): \$800 per month per bed

Total Year 1 revenue is projected at \$9.4 million. Rental rates are anticipated to increase 1.5% annually.

EXPENSES

Expenses for the residential community were based on similar third-party managed operations on a cost per square foot basis. Total operating expenses is project at \$6.74 per square foot. The project operation is lean with the majority of programming expenses addressed by the College. Year 1 expenses are projected at \$2 million. Two additional expenses are included within the model which are the foundation overhead for their management of the facility (1% of revenue) and the third-party housing operator (4% of revenue). Expenses are projected to increase annually at 3%.

	New Residence Hall		
	Total	Bed	Sq. Ft.
		819	303,688
Payroll Expense			
Payroll Expense	\$757,575	\$925.00	\$2.49
Contracted Services			
Contracted Services	\$81,900	\$100.00	\$0.27
Supplies Expense			
Supplies Expense	\$163,800	\$200.00	\$0.54
Communications Expense			
Communications Expense	\$49,140	\$60.00	\$0.16
Travel Expense			
Travel Expense	\$5,324	\$6.50	\$0.02
Rent Expense			
Rent Expense	\$12,285	\$15.00	\$0.04
Utilities Expense			
Utilities Expense	\$368,550	\$450.00	\$1.21
Maintenance Expense			
Maintenance Expense	\$225,225	\$275.00	\$0.74
Other Expense			
Other Expense	\$380,835	\$465.00	\$1.25
Capital Expense			
Capital Expense	\$3,481	\$4.25	\$0.01
Total Operating Expense	\$2,048,114	\$2,500.75	\$6.74

FIGURE 8.1: HOUSING EXPENSES

DEBT SERVICE

Assuming a 30-year term and 5.5% interest rate, the projected annual debt service would be \$5.9 million. Projected net operating income in Year 1 is \$6.7 million which provides a debt coverage ratio of 1.15:1.0 slightly below the target of 1.2:1.0. Subtracting debt service from the net operating income leaves \$630,000 in positive cash flow.

COLLEGE VILLAGE DEVELOPMENT

PROJECT CONCEPT

The College Village development located at the corner of Fairview and Merrimac would comprise a building of approximately 105,000 gross square feet including hotel, conference services, and retail. The hotel component would provide 145 rooms in standard or suite configurations. This area would total 47,000 net square feet. Conference components include a divisible ballroom of 8,000 net square feet and 11 additional large, medium, and small meeting rooms totaling 8,300 net square feet. Support spaces including vending, a business center, a fitness center, front desk / welcome area, servery / warming kitchen, and administrative offices are also included in the program. The concept also includes 5 leasable spaces designed to accommodate potential business incubators (3), general retail (such as a financial institution), and retail food service.

PROJECT BUDGET

The budget developed by B&D for the 105,000 gross square feet College Village facility is based on a construction cost of \$300 per square foot. Additional costs include 145 surface parking spaces, site work, landscaping, and inflation to construction mid-point which totals \$35.9 million. Soft costs are also included within the budget for architectural and engineering services, contingencies, project management, FF&E, and a development fee for a third-party developer. Financing costs were also added to the budget generating an approximate project cost of \$61.3 million.

REVENUES

Revenues for the project primarily come from the hotel room rental and conference space rental. B&D projected rates consistent with the local hotel market which include:

- ◆ Room A: 2-Queen Beds: \$190 per night, 80% average occupancy
- ◆ Room B: King Bed: \$200 per night, 80% average occupancy
- ◆ Room C: Junior Suite: \$260 per night, 78% average occupancy
- ◆ Room D: Suite: \$320 per night, 70% average occupancy

Conference room revenue was based on size of the room and anticipated rental days. Daily meeting rates for the conference facilities are projected at:

- ◆ Ballroom: \$2,200 for outside groups, \$1,800 for OCC groups
- ◆ Large Meeting Room: \$450 for outside groups, \$225 for OCC Groups
- ◆ Medium Meeting Room: \$300 for outside groups, \$150 for OCC Groups
- ◆ Small Meeting Room: \$150 for outside groups, \$75 for OCC Groups

Minimal revenue is anticipated through rental leases to remain conservative. It is also projected that any lease would be subsidized for the business incubators.

EXPENSES

Expenses for the College Village development were based on third-party managed operations on a cost per square foot basis. Total operating expenses is project at \$32.4 per square foot. Year 1 expenses are projected at \$4.5 million. Two additional expenses are included within the model which are the foundation overhead for their management of the facility (1% of revenue) and the third-party operator (6% of revenue). Expenses are projected to increase annually at 3%.

	New Hotel and Conference Center		
	Total	Room	Sq. Ft.
		145	104,871
Payroll Expense			
Payroll Expense	\$1,310,881	\$9,040.56	\$12.50
Contracted Services			
Contracted Services	\$393,264	\$2,712.17	\$3.75
Supplies Expense			
Supplies Expense	\$340,829	\$2,350.55	\$3.25
Communications Expense			
Communications Expense	\$183,523	\$1,265.68	\$1.75
Travel Expense			
Travel Expense	\$26,218	\$180.81	\$0.25
Rent Expense			
Rent Expense	\$104,871	\$723.24	\$1.00
Utilities Expense			
Utilities Expense	\$655,441	\$4,520.28	\$6.25
Maintenance Expense			
Maintenance Expense	\$235,959	\$1,627.30	\$2.25
Other Expense			
Other Expense	\$94,250	\$650.00	\$0.90
Capital Expense			
Capital Expense	\$52,435	\$361.62	\$0.50
Total Operating Expense	\$3,397,671	\$23,432.21	\$32.40

FIGURE 8.2: COLLEGE VILLAGE EXPENSES

DEBT SERVICE

Assuming a 30-year term and 5.5% interest rate, the projected annual debt service would be \$4.2 million. Projected net operating income in Year 1 is \$5.6 million which provides a debt coverage ratio of 1.34:1.0. Subtracting debt service from the net operating income and reserve contributions leaves \$398,000 in positive cash flow.

ADDITIONAL COLLEGE COSTS

Introducing housing to the OCC campus will impact several areas of campus life including dining, security, recreation, transportation, staffing and hours of operation, and student programming. Unlike traditional four-year institutions, community colleges and technical schools have limited activity after a certain hour and limited resources to “entertain” and keep students engaged. Additional programs and services will be needed to support a 24-hour operation, and that will impact the overall operating costs of the college. B&D developed a budget related to potential additional costs to be incurred by the campus supporting the new

student housing. Costs include full-time and part-time staffing positions as well as specific allocations of funds. B&D estimates that the total additional expense to be approximately \$919,000.

College Support Area	Category	Number	Annual	Hourly	Hours Per Day	Total Days	Total Hours	Weeks	Benefits	Total Expense
Disability Support / Advising	Full-Time	1	\$40,000						\$16,800	\$56,800
International Student Support	Full-Time	1	\$60,000						\$25,200	\$85,200
Campus Life Programming	Full-Time	1	\$60,000						\$25,200	\$85,200
Campus Public Safety	Full-Time	2	\$55,000						\$23,100	\$156,200
Information Technology	Part-Time	1		\$18	2	7	14	30	\$756	\$7,560
Tutoring / Testing	Part-Time	2		\$12	4	5	40	30	\$1,440	\$14,400
Library	Full-Time	1	\$80,000						\$33,600	\$113,600
Fitness Center	Part-Time	4		\$10	4	2	32	30	\$960	\$9,600
Student Affairs	Part-Time	2		\$10	2	5	20	30	\$600	\$6,000
Student Judicial Services	Part-Time	2		\$10	2	5	20	30	\$600	\$6,000
Student Judicial Services	Full-Time	1	\$120,000						\$50,400	\$170,400
Health & Wellness	Part-Time	2		\$20	2	5	20	30	\$1,200	\$12,000
Health & Wellness (mental health)	Full-Time	1	\$100,000						\$42,000	\$142,000
Food Service	Part-Time	4		\$10	8	2	64	30	\$1,920	\$19,200
Custodial and Grounds	Part-Time	2		\$10	4	2	16	30	\$480	\$4,800
Programming	Allocation									\$15,000
Marketing Materials	Allocation									\$10,000
Miscellanea	Allocation									\$5,000
									Total:	\$918,960

FIGURE 8.3: INDIRECT EXPENSES

It is anticipated that the positive revenue cash flow from housing would be utilized to fund these additional positions and programs to enhance the college and residential experience. Cash flow from housing in Year 1 after subtracting these additional expenses totals approximately -\$289,000 suggesting a phased approach of these expenses is required.

OVERVIEW OF PUBLIC-PRIVATE PARTNERSHIPS

The public-private partnership (“P3”) housing model first emerged in the U.S. in the 1960s as a formal business relationship between a college or university and private developer / operator whereas the institution typically provided the land and the developer / operator designed, constructed, financed, owned, and / or managed the asset. However, the model quickly evolved in the 1990s when tax-exempt financing became an obtainable funding source for development firms. As recently as 1997, P3s were in only seven states. Between 1997 and 2009, however, the number of transactions exploded, and by the end of that period, transactions had been completed in over 30 states, representing over 119,000 beds and approximately \$6.3 billion worth of bond issuances. No data is currently available for equity-based transactions but large equity-based development deals have been developed at Arizona State University, Rochester Institute of Technology, and Syracuse University, to name a few.

California was among the early adopters of the 501©3 model. One of the first privatized deals in the state of California was between San Francisco State University Foundation, Inc. Auxiliary Organizations and Catellus in 1999. The partnership developed a 760-bed residence hall called the Village at Centennial Square. Although the State has traditionally relied on its in-house expertise for development, the ever-decreasing funding for institutions of higher education and the current economic climate present

opportunities for private firms to assist with the development of auxiliary facilities such as student housing. These drivers, among others, have fueled institutions' reliance on private partners over the last decade.

To date, P3s represent over 10,000 beds in 14 transactions worth over \$700M in bond issuance in the state of California. The largest number of beds developed through a P3 is at the University of California, Irvine ("UCI") and totals 4,815 beds in four communities. These projects (Vista del Campo, Vista del Campo Norte, Camino del Sol, and Puerta del Sol) house a mixture of undergraduate and graduate students and were created out of a university vision to house 50% of the campus enrollment. Land already owned by the university was utilized for these housing projects. American Campus Communities ("ACC") served as the developer for all projects and the firm utilized two national 501(c)3 organizations to issue the tax-exempt bonds: EAH Housing and Collegiate Housing Foundation. The four projects are managed and operated by ACC rather than UCI's housing department.

UC Davis West Village is a private, 1,980 bed, student housing development on UC land. The developer is designing, building and operating the project with private funds. The university controls the land, design, construction and operations through a long term ground lease.

TYPICAL DEVELOPMENT METHODS

Private and public institutions have engaged in various development methods to finance, design, build, and / or manage student housing projects. While there are numerous potential development structures, they can all be placed in one of three categories: traditional structure, affiliated/non-affiliated 501(c)3, and a private equity.

- ◆ **Traditional Structure:** The financing is usually through the college system and the college has the option to implement various delivery methods such as design-bid-build, construction manager at risk, design-build, and etc. This is the way most universities have delivered projects.
- ◆ **Affiliated / Non-affiliated 501(c)3 Structure:** The college ground leases land (typically for 20 to 40 years) to an affiliated or non-affiliated foundation that issues the tax-exempt debt and a fee developer designs, and builds the housing. Upon completion, the facility is either leased back to the college, which then manages the housing, or the developer hires a management company. Ownership of the improvement typically reverts back to the college after the retirement of the debt service and expiration of the ground lease. Generally, the college has the option to terminate the agreement early by purchasing the improvements simply by paying off the debt. In addition, depending on the deal structure, various agreements may be needed to finalize the financing, including a master lease, first fill agreement, college marketing assistance and/or a non-compete condition. Any surplus revenue can be retained by the college for any lawful use.
- ◆ **Private Equity Structure:** A developer purchases or ground leases land (typically 40+ years) from the institution and privately finances the project. The private partner designs, builds, manages, and

owns the project with varying levels of college involvement depending on the deal. The project reverts to college ownership at the end of the ground lease. In addition, depending on the deal structure, various agreements may be needed to finalize the financing including a master lease, first fill agreement, university marketing assistance or a non-compete condition. Ground rent and revenue are negotiable.

EXHIBIT A

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**Orange Coast College
Housing and College Village Development Plan
Off-campus Housing Analysis**

Exhibit A1: General Information

Facility Type: Housing

No.	Property Name	Property Address	Driving Miles	City	# of Units	Year Built	Occupancy	Lease Term	
Apartment Buildings	1	Seapointe Villas	1380 Village Way	1.1	Costa Mesa	73	1985	96%	12mo.
	2	Pine Creek Village	1300 Adams Ave.	0.9	Costa Mesa	380	1976	95%	12 mo.
	3	Camden Martinique	2855 Pinecreek Dr.	1.0	Costa Mesa	714	1987	97%	1-15 mo.
	4	Villa Siena	1250 Adams Ave	0.6	Costa Mesa	272	1972	96%	3-12 mo.
	5	Coast Apartments	400 Merrimac Way	0.8	Costa Mesa	65	1968	98%	12 mo.
	6	Harbor at Mesa Verde	2700 Peterson Place	1.1	Costa Mesa	384	1967	NP	3-13 mo.
	7	Mediterranean Village	2400 Harbor Blvd.	1.8	Costa Mesa	508	1969	96%	3-18 mo.
	8	Woodland Village	845 Paularino Ave	1.6	Costa Mesa	113	1977	NP	3-13 mo.
	9	27 Seventy Five Mesa Verde	2775 Mesa Verde Dr.	1.6	Costa Mesa	468	2004	NP	3-13 mo.
	10	Madison Newport	2345 Newport Blvd.	1.6	Costa Mesa	136	1993	95%	3-13 mo.
	11	Harbor Village	2500 Merrimac Way	1.0	Costa Mesa	572	1984	99%	Flex
	12	3400 Avenue of the Arts	3400 Avenue of the Arts	3.2	Costa Mesa	770	1987	NP	7-15 mo.
	13	Sundance West	1996 Maple Ave	2.4	Costa Mesa	42	1962	NP	12 mo.
	14	Newport Village	635 W. Baker Steet	2.1	Costa Mesa	276	1972	99%	3-12 mo.
	15	Casa Victoria	525 Victoria St.	1.9	Costa Mesa	142	1976	85%	12 mo.
	16	Park Mesa Villas	550 Paularino Ave.	2.4	Costa Mesa	276	1976	96%	Flex
	17	Westlake Village	955 W. 19th St.	3.7	Costa Mesa	60	1979	96%	6-13 mo.
	18	Eastside Apartments	126 E 18th St.	2.4	Costa Mesa	98	1972	90%	Flex
	19	South Coast Fountains	739 Paularino Ave	2.1	Costa Mesa	50	1989	98%	12 mo.
	20	Park Center Place	575 W. 19th Str.	2.4	Costa Mesa	160	1986	97%	6-12 mo.
	21	Ava Newport	1765 Santa Ana Ave	2.9	Costa Mesa	145	1956	91%	2-12 mo.
	22	Missions at Back Bay	1330 Se Bristol St.	1.8	Costa Mesa	104	1968	95%	3-12 mo.
	23	Monrovia	1819 Monrovia	3.5	Costa Mesa	37	1972	99%	8-12 mo.
	24	Baywind Apartments	151 E. 21st St.	1.7	Costa Mesa	30	1970	100%	6-12mo.
	25	The Enclave	400 Enclave Circle	3.5	Costa Mesa	890	2009	97%	13-15 mo
	26	Beach House Apartments	1433 Superior Ave	3.9	Newport Beach	226	1976	98%	6 or 12 mo.
	27	Versailles on the Lake	3700 South Plaza Dr.	3.4	Santa Ana	364	1973	95%	6-12 mo.
	28	Newport North	2 Milano	4.0	Newport Beach	570	1987	95%	12 mo
	29	Main Street Village Apartments	2555 Main St.	5.2	Irvine	481	2009	98%	3-13 mo.
	30	Aspen Village	3600 Aspen Village Way	2.4	Santa Ana	200	1985	NP	3-9 mo.
Single Family Homes	1	Ogle	205 Ogle St.	3.4	Costa Mesa	-	1972	-	1 year
	2	Grand Haven	594 Grand Haven Circle	2.3	Costa Mesa	-	1965	-	1 year
	3	Cibola	2717 Cibola Ave	1.0	Costa Mesa	-	1964	-	1 year
	4	Santiago	832 Santiago Rd.	1.3	Costa Mesa	-	1962	-	1 year
	5	El Camino	1171 El Camino Dr.	0.3	Costa Mesa	-	1962	-	1 year
	6	Harbor	Harbor Blvd. & Fair Drive	1.2	Costa Mesa	-	-	-	-
	7	Fordham	Fordham Dr. & Villanova Rd.	1.1	Costa Mesa	-	-	-	-
	8	Princeton	407 Princeton Dr.	0.9	Costa Mesa	-	1956	-	1 year
	9	Redwood	Redwood at Jacaranda	1.4	Costa Mesa	-	-	-	-
	10	Oriole	1828 Oriole Drive	2.1	Costa Mesa	-	1969	-	-
	11	Bay	431 West Bay	2.4	Costa Mesa	-	-	-	1 year
	12	National	2103 National Ave.	3.2	Costa Mesa	-	1954	-	Mo.-Mo.
	13	Flower	173 Flower St.	2.4	Costa Mesa	-	1948	-	-
	14	21st	327 East 21st St.	2.2	Costa Mesa	-	-	-	-
	15	Monte	276 Monte Vista Ave	1.9	Costa Mesa	-	1960	-	-
	16	Flower II	268 Flower St.	2.6	Costa Mesa	-	1935	-	1 Year
	17	Iowa	1804 Iowa St.	2.7	Costa Mesa	-	1961	-	-
	18	Summerset	3453 Summerset Circle	1.6	Costa Mesa	-	1979	-	1 Year
	19	Woodland	392 Woodland Place	2.5	Costa Mesa	-	1970	-	-
	20	Tustin	2175 Tustin Avenue	2.2	Costa Mesa	-	1910	-	-
Apartment Buildings			2.1	-	276	1979	96%	-	
Single Family Homes			1.9	-	-	1958	-	-	

**Orange Coast College
Housing and College Village Development Plan
Off-campus Housing Analysis**

Exhibit A2: Studios

Facility Type: Housing

No.	Property Name	Rent Per Unit (1)	Rent Private Room (2)	Rent Shared Room (3)	Unit Size (SF) (4)	Rent / SF (5)
Apartment Buildings	1 Seapointe Villas	-	-	-	-	-
	2 Pine Creek Village	-	-	-	-	-
	3 Camden Martinique	-	-	-	-	-
	4 Villa Siena	-	-	-	-	-
	5 Coast Apartments	-	-	-	-	-
	6 Harbor at Mesa Verde	\$1,250	\$1,250	\$625	441	2.83
	7 Mediterranean Village	-	-	-	-	-
	8 Woodland Village	\$1,200	\$1,200	\$600	525	\$2.29
	9 27 Seventy Five Mesa Verde	\$1,206	\$1,206	\$603	480	\$2.51
	10 Madison Newport	-	-	-	-	-
	11 Harbor Village	\$1,140	\$1,140	\$570	485	\$2.35
	12 3400 Avenue of the Arts	\$1,846	\$1,846	\$923	590	\$3.13
	13 Sundance West	\$1,175	\$1,175	\$588	525	\$2.24
	14 Newport Village	\$1,175	\$1,175	\$588	520	\$2.26
	15 Casa Victoria	-	-	-	-	-
	16 Park Mesa Villas	-	-	-	-	-
	17 Westlake Village	\$1,150	\$1,150	\$575	594	\$1.94
	18 Eastside Apartments	\$1,350	\$1,350	\$675	-	-
	19 South Coast Fountains	-	-	-	-	-
	20 Park Center Place	-	-	-	-	-
	21 Ava Newport	\$1,425	\$1,425	\$712.50	320	\$4.45
	22 Missions at Back Bay	-	-	-	-	-
	23 Monrovia	-	-	-	-	-
	24 Baywind Apartments	-	-	-	-	-
	25 The Enclave	-	-	-	-	-
	26 Beach House Apartments	\$1,238	\$1,238	\$619	500	\$2.48
	27 Versailles on the Lake	\$1,260	\$1,260	\$630	582	\$2.17
	28 Newport North	-	-	-	-	-
	29 Main Street Village Apartments	-	-	-	-	-
	30 Aspen Village	\$1,665	\$1,665	\$833	880	\$1.89
Single Family Homes	1 Ogle	-	-	-	-	-
	2 Grand Haven	-	-	-	-	-
	3 Cibola	-	-	-	-	-
	4 Santiago	-	-	-	-	-
	5 El Camino	-	-	-	-	-
	6 Harbor	-	-	-	-	-
	7 Fordham	-	-	-	-	-
	8 Princeton	-	-	-	-	-
	9 Redwood	-	-	-	-	-
	10 Oriole	-	-	-	-	-
	11 Bay	-	-	-	-	-
	12 National	-	-	-	-	-
	13 Flower	-	-	-	-	-
	14 21st	-	-	-	-	-
	15 Monte	-	-	-	-	-
	16 Flower II	-	-	-	-	-
	17 Iowa	-	-	-	-	-
	18 Summerset	-	-	-	-	-
	19 Woodland	-	-	-	-	-
	20 Tustin	-	-	-	-	-
Apartment Buildings		\$1,314	\$1,314	\$657	537	\$2.54

NOTES:

- (1) Monthly rents are the average base rental rates of stated property's floor plans for particular unit type.
- (2) Amount paid by each occupant of a bedroom--assuming it is a private bedroom (i.e., single-occupancy)
- (3) Amount paid by each occupant of a bedroom--assuming it is a shared bedroom (i.e., double-occupancy)
- (4) Unit sizes are the average square footages of stated property's floor plans for a particular unit type.
- (5) Rent per unit divided by unit size

**Orange Coast College
Housing and College Village Development Plan
Off-campus Housing Analysis**

Exhibit A3: One-Bedrooms

Facility Type: Housing

No.	Property Name	Rent Per Unit (1)	Rent Private Room (2)	Rent Shared Room (3)	Unit Size (SF) (4)	Rent / SF (5)
Apartment Buildings	1 Seapointe Villas	\$1,400	\$1,400	\$700	753	\$1.86
	2 Pine Creek Village	\$1,440	\$1,440	\$720	720	\$2.00
	3 Camden Martinique	\$1,305	\$1,305	\$653	656	\$1.99
	4 Villa Siena	\$1,331	\$1,331	\$666	710	\$1.87
	5 Coast Apartments	\$1,295	\$1,295	\$648	675	\$1.92
	6 Harbor at Mesa Verde	\$1,416	\$1,416	\$708	600	\$2.36
	7 Mediterranean Village	\$1,468	\$1,468	\$734	863	\$1.70
	8 Woodland Village	\$1,325	\$1,325	\$663	700	\$1.89
	9 27 Seventy Five Mesa Verde	\$1,633	\$1,633	\$816	738	\$2.21
	10 Madison Newport	\$1,367	\$1,367	\$684	660	\$2.07
	11 Harbor Village	\$1,330	\$1,330	\$665	660	\$2.02
	12 3400 Avenue of the Arts	\$2,261	\$2,261	\$1,131	792	\$2.86
	13 Sundance West	-	-	-	-	-
	14 Newport Village	\$1,395	\$1,395	\$698	710	\$1.96
	15 Casa Victoria	\$1,245	\$1,245	\$623	725	\$1.72
	16 Park Mesa Villas	\$1,308	\$1,308	\$654	628	\$2.08
	17 Westlake Village	\$1,335	\$1,335	\$668	736	\$1.81
	18 Eastside Apartments	\$1,650	\$1,650	\$825	700	\$2.36
	19 South Coast Fountains	\$1,295	\$1,295	\$648	600	\$2.16
	20 Park Center Place	\$1,313	\$1,313	\$656	700	\$1.88
	21 Ava Newport	\$1,680	\$1,680	\$840	675	\$2.49
	22 Missions at Back Bay	\$1,796	\$1,796	\$898	754	\$2.38
	23 Monrovia	\$1,235	\$1,235	\$618	692	\$1.78
	24 Baywind Apartments	\$1,475	\$1,475	\$738	745	\$1.98
	25 The Enclave	\$1,869	\$1,869	\$935	698	\$2.68
	26 Beach House Apartments	\$1,513	\$1,513	\$756	700	\$2.16
	27 Versailles on the Lake	\$1,508	\$1,508	\$754	789	\$1.91
	28 Newport North	\$1,803	\$1,803	\$902	729	\$2.47
	29 Main Street Village Apartments	\$1,744	\$1,744	\$872	744	\$2.34
	30 Aspen Village	\$1,593	\$1,593	\$796	764	\$2.08
Apartment Buildings		\$1,494	\$1,494	\$747	711	\$2.10
Single Family Homes	1 Ogle	-	-	-	-	-
	2 Grand Haven	-	-	-	-	-
	3 Cibola	-	-	-	-	-
	4 Santiago	-	-	-	-	-
	5 El Camino	-	-	-	-	-
	6 Harbor	-	-	-	-	-
	7 Fordham	-	-	-	-	-
	8 Princeton	-	-	-	-	-
	9 Redwood	-	-	-	-	-
	10 Oriole	-	-	-	-	-
	11 Bay	-	-	-	-	-
	12 National	-	-	-	-	-
	13 Flower	-	-	-	-	-
	14 21st	-	-	-	-	-
	15 Monte	-	-	-	-	-
	16 Flower II	-	-	-	-	-
	17 Iowa	-	-	-	-	-
	18 Summerset	-	-	-	-	-
	19 Woodland	-	-	-	-	-
	20 Tustin	-	-	-	-	-

NOTES:

- (1) Monthly rents are the average base rental rates of stated property's floor plans for particular unit type.
- (2) Amount paid by each occupant of a bedroom--assuming it is a private bedroom (i.e., single-occupancy)
- (3) Amount paid by each occupant of a bedroom--assuming it is a shared bedroom (i.e., double-occupancy)
- (4) Unit sizes are the average square footages of stated property's floor plans for a particular unit type.
- (5) Rent per unit divided by unit size

**Orange Coast College
Housing and College Village Development Plan
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Exhibit A4: Two-Bedrooms

Facility Type: Housing

No.	Property Name	Rent Per Unit (1)	Rent Private Room (2)	Rent Shared Room (3)	Unit Size (SF) (4)	Rent / SF (5)
Apartment Buildings	1 Seapointe Villas	\$1,685	\$843	\$421	989	\$1.70
	2 Pine Creek Village	\$1,680	\$840	\$420	1,020	\$1.65
	3 Camden Martinique	\$1,819	\$910	\$455	1,007	\$1.81
	4 Villa Siena	\$1,676	\$838	\$419	978	\$1.71
	5 Coast Apartments	\$1,650	\$825	\$413	1,050	\$1.57
	6 Harbor at Mesa Verde	\$1,724	\$862	\$431	1,098	\$1.57
	7 Mediterranean Village	\$1,882	\$941	\$471	1,212	\$1.55
	8 Woodland Village	\$1,550	\$775	\$388	900	\$1.72
	9 27 Seventy Five Mesa Verde	\$2,098	\$1,049	\$525	1,088	\$1.93
	10 Madison Newport	\$1,750	\$875	\$438	880	\$1.99
	11 Harbor Village	\$1,522	\$761	\$380	860	\$1.77
	12 3400 Avenue of the Arts	\$2,862	\$1,431	\$716	1,238	\$2.31
	13 Sundance West	\$1,563	\$781	\$391	925	\$1.69
	14 Newport Village	\$1,595	\$798	\$399	920	\$1.73
	15 Casa Victoria	\$1,436	\$718	\$359	1,150	\$1.25
	16 Park Mesa Villas	\$1,708	\$854	\$427	900	\$1.90
	17 Westlake Village	\$1,593	\$796	\$398	950	\$1.68
	18 Eastside Apartments	\$1,850	\$925	\$463	900	\$2.06
	19 South Coast Fountains	\$1,523	\$761	\$381	938	\$1.62
	20 Park Center Place	\$1,703	\$851	\$426	925	\$1.84
	21 Ava Newport	\$2,007	\$1,004	\$502	880	\$2.28
	22 Missions at Back Bay	\$2,068	\$1,034	\$517	954	\$2.17
	23 Monrovia	\$1,555	\$778	\$389	950	\$1.64
	24 Baywind Apartments	\$1,650	\$825	\$413	916	\$1.80
	25 The Enclave	\$2,241	\$1,121	\$560	969	\$2.31
	26 Beach House Apartments	-	-	-	-	-
	27 Versailles on the Lake	\$2,135	\$1,068	\$534	1,185	\$1.80
	28 Newport North	\$2,187	\$1,093	\$547	1,029	\$2.12
	29 Main Street Village Apartments	\$2,188	\$1,094	\$547	1,123	\$1.95
	30 Aspen Village	\$2,097	\$1,049	\$524	1,120	\$1.87
Apartment Buildings		\$1,827	\$914	\$457	1002	\$1.83
Single Family Homes	1 Ogle	-	-	-	-	-
	2 Grand Haven	-	-	-	-	-
	3 Cibola	-	-	-	-	-
	4 Santiago	-	-	-	-	-
	5 El Camino	-	-	-	-	-
	6 Harbor	-	-	-	-	-
	7 Fordham	-	-	-	-	-
	8 Princeton	-	-	-	-	-
	9 Redwood	-	-	-	-	-
	10 Oriole	-	-	-	-	-
	11 Bay	-	-	-	-	-
	12 National	-	-	-	-	-
	13 Flower	\$2,250	\$1,125	\$563	920	\$2.45
	14 21st	\$1,695	\$847.50	\$424	810	\$2.09
	15 Monte	-	-	-	-	-
	16 Flower II	-	-	-	-	-
	17 Iowa	-	-	-	-	-
	18 Summerset	-	-	-	-	-
	19 Woodland	\$1,850	\$925	\$463	1,100	\$1.68
	20 Tustin	-	-	-	-	-
Single Family Homes		\$1,932	\$966	\$483	943	\$2.07

NOTES:

- (1) Monthly rents are the average base rental rates of stated property's floor plans for particular unit type.
- (2) Amount paid by each occupant of a bedroom--assuming it is a private bedroom (i.e., single-occupancy)
- (3) Amount paid by each occupant of a bedroom--assuming it is a shared bedroom (i.e., double-occupancy)
- (4) Unit sizes are the average square footages of stated property's floor plans for a particular unit type.
- (5) Rent per unit divided by unit size

**Orange Coast College
Housing and College Village Development Plan
Off-campus Housing Analysis**

Exhibit A5: Three-Bedrooms

Facility Type: Housing

No.	Property Name	Rent Per Unit (1)	Rent Private Room (2)	Rent Shared Room (3)	Unit Size (SF) (4)	Rent / SF (5)
Apartment Buildings	1 Seapointe Villas	\$2,200	\$733	\$367	1,275	\$1.73
	2 Pine Creek Village	-	-	-	-	-
	3 Camden Martinique	-	-	-	-	-
	4 Villa Siena	\$1,935	\$645	\$323	1,159	\$1.67
	5 Coast Apartments	-	-	-	-	-
	6 Harbor at Mesa Verde	\$2,365	\$788.33	\$394	1,645	\$1.44
	7 Mediterranean Village	-	-	-	-	-
	8 Woodland Village	-	-	-	-	-
	9 27 Seventy Five Mesa Verde	\$2,316	\$772	\$386	1,456	\$1.59
	10 Madison Newport	\$2,418	\$806	\$403	1,160	\$2.08
	11 Harbor Village	\$1,995	\$665	\$333	1,174	\$1.70
	12 3400 Avenue of the Arts	-	-	-	-	-
	13 Sundance West	\$1,850	\$617	\$308	1,175	\$1.57
	14 Newport Village	-	-	-	-	-
	15 Casa Victoria	\$1,738	\$579	\$290	1,425	\$1.22
	16 Park Mesa Villas	-	-	-	-	-
	17 Westlake Village	-	-	-	-	-
	18 Eastside Apartments	-	-	-	-	-
	19 South Coast Fountains	\$2,195	\$731.67	\$366	1,600	\$1.37
	20 Park Center Place	-	-	-	-	-
	21 Ava Newport	\$2,693	\$898	\$449	1,175	\$2.29
	22 Missions at Back Bay	-	-	-	-	-
	23 Monrovia	-	-	-	-	-
	24 Baywind Apartments	\$1,935	\$645	\$323	1,170	\$1.65
	25 The Enclave	-	-	-	-	-
	26 Beach House Apartments	-	-	-	-	-
	27 Versailles on the Lake	\$2,365	\$788.33	\$394	1,300	\$1.82
	28 Newport North	\$2,725	\$908	\$454	1,203	\$2.27
	29 Main Street Village Apartments	\$2,915	\$972	\$486	1,424	\$2.05
	30 Aspen Village	-	-	-	-	-
Apartment Buildings		\$2,260	\$753	\$377	1,310	\$1.75
Single Family Homes	1 Ogle	-	-	-	-	-
	2 Grand Haven	-	-	-	-	-
	3 Cibola	-	-	-	-	-
	4 Santiago	-	-	-	-	-
	5 El Camino	-	-	-	-	-
	6 Harbor	\$1,900	\$633	\$317	1,280	1.5
	7 Fordham	\$2,600	\$866.67	\$433	1,400	\$1.86
	8 Princeton	-	-	-	-	-
	9 Redwood	\$2,700	\$900	\$450	1,400	\$1.93
	10 Oriole	-	-	-	-	-
	11 Bay	\$2,599	\$866.33	\$433	1,500	\$1.73
	12 National	\$2,400	\$800	\$400	1,034	\$2.32
	13 Flower	-	-	-	-	-
	14 21st	-	-	-	-	-
	15 Monte	\$2,500	\$833.33	\$417	-	-
	16 Flower II	\$2,795	\$931.67	\$466	1,450	\$1.93
	17 Iowa	-	-	-	-	-
	18 Summerset	\$2,997	\$999	\$500	1,800	\$1.67
	19 Woodland	-	-	-	-	-
	20 Tustin	\$3,200	\$1,067	\$533	1,314	\$2.44
Single Family Homes		\$2,632	\$877	\$439	1,397	\$1.92

NOTES:

- (1) Monthly rents are the average base rental rates of stated property's floor plans for particular unit type.
- (2) Amount paid by each occupant of a bedroom--assuming it is a private bedroom (i.e., single-occupancy)
- (3) Amount paid by each occupant of a bedroom--assuming it is a shared bedroom (i.e., double-occupancy)
- (4) Unit sizes are the average square footages of stated property's floor plans for a particular unit type.
- (5) Rent per unit divided by unit size

**Orange Coast College
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Exhibit A6: Four-Bedrooms

Facility Type: Housing

No.	Property Name	Rent Per Unit (1)	Rent Private Room (2)	Rent Shared Room (3)	Unit Size (SF) (4)	Rent / SF (5)	
Apartment Buildings	1	Seapointe Villas	-	-	-	-	
	2	Pine Creek Village	-	-	-	-	
	3	Camden Martinique	-	-	-	-	
	4	Villa Siena	-	-	-	-	
	5	Coast Apartments	-	-	-	-	
	6	Harbor at Mesa Verde	-	-	-	-	
	7	Mediterranean Village	-	-	-	-	
	8	Woodland Village	-	-	-	-	
	9	27 Seventy Five Mesa Verde	-	-	-	-	
	10	Madison Newport	-	-	-	-	
	11	Harbor Village	-	-	-	-	
	12	3400 Avenue of the Arts	-	-	-	-	
	13	Sundance West	-	-	-	-	
	14	Newport Village	-	-	-	-	
	15	Casa Victoria	-	-	-	-	
	16	Park Mesa Villas	-	-	-	-	
	17	Westlake Village	-	-	-	-	
	18	Eastside Apartments	-	-	-	-	
	19	South Coast Fountains	-	-	-	-	
	20	Park Center Place	-	-	-	-	
	21	Ava Newport	-	-	-	-	
	22	Missions at Back Bay	-	-	-	-	
	23	Monrovia	-	-	-	-	
	24	Baywind Apartments	-	-	-	-	
	25	The Enclave	-	-	-	-	
	26	Beach House Apartments	-	-	-	-	
	27	Versailles on the Lake	-	-	-	-	
	28	Newport North	-	-	-	-	
	29	Main Street Village Apartments	-	-	-	-	
	30	Aspen Village	-	-	-	-	
Single Family Homes	1	Ogle	\$2,300	\$575	\$288	1,400	\$1.64
	2	Grand Haven	\$3,200	\$800	\$400	1,900	\$1.68
	3	Cibola	\$3,500	\$875	\$438	1,867	\$1.87
	4	Santiago	\$2,850	\$713	\$356	1,370	\$2.08
	5	El Camino	\$3,500	\$875	\$437.50	1,735	\$2.02
	6	Harbor	-	-	-	-	-
	7	Fordham	-	-	-	-	-
	8	Princeton	\$3,000	\$750	\$375.00	1,600	\$1.88
	9	Redwood	-	-	-	-	-
	10	Oriole	\$3,600	\$900	\$450	3,000	\$1.20
	11	Bay	-	-	-	-	-
	12	National	-	-	-	-	-
	13	Flower	-	-	-	-	-
	14	21st	-	-	-	-	-
	15	Monte	-	-	-	-	-
	16	Flower II	-	-	-	-	-
	17	Iowa	\$3,200	\$800	\$400	2,500	\$1.28
	18	Summerset	-	-	-	-	-
	19	Woodland	-	-	-	-	-
	20	Tustin	-	-	-	-	-
Single Family Homes		\$3,144	\$786	\$393	1,922	\$1.71	

NOTES:

- (1) Monthly rents are the average base rental rates of stated property's floor plans for particular unit type.
- (2) Amount paid by each occupant of a bedroom--assuming it is a private bedroom (i.e., single-occupancy)
- (3) Amount paid by each occupant of a bedroom--assuming it is a shared bedroom (i.e., double-occupancy)
- (4) Unit sizes are the average square footages of stated property's floor plans for a particular unit type.
- (5) Rent per unit divided by unit size

Orange Coast College
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Exhibit A7: Amenities

Facility Type: Housing

No.	Property Name	Electric	Gas	Water	Trash	Sewer	Cable	Total
1	Seapointe Villas	-	-	-	-	-	-	0
2	Pine Creek Village	-	X	X	X	X	X	5
3	Camden Martinique	-	-	-	-	-	X	1
4	Villa Siena	-	-	-	-	-	-	0
5	Coast Apartments	-	-	X	X	-	-	2
6	Harbor at Mesa Verde	X	X	-	-	-	-	2
7	Mediterranean Village	-	X	-	-	-	-	1
8	Woodland Village	-	-	-	-	-	-	0
9	27 Seventy Five Mesa Verde	-	-	-	-	-	-	0
10	Madison Newport	-	-	-	-	-	-	0
11	Harbor Village	-	-	X	X	X	-	3
12	3400 Avenue of the Arts	-	-	-	-	-	-	0
13	Sundance West	-	-	X	X	X	-	3
14	Newport Village	-	X	X	X	X	-	4
15	Casa Victoria	-	X	X	X	X	-	4
16	Park Mesa Villas	-	-	-	-	-	-	0
17	Westlake Village	-	-	-	-	-	-	0
18	Eastside Apartments	-	-	-	-	-	-	0
19	South Coast Fountains	-	-	-	-	-	-	0
20	Park Center Place	-	-	-	-	-	-	0
21	Ava Newport	-	-	-	-	-	-	0
22	Missions at Back Bay	-	-	-	-	-	-	0
23	Monrovia	-	X	-	-	-	-	1
24	Baywind Apartments	-	X	-	-	-	-	1
25	The Enclave	-	-	-	-	-	-	0
26	Beach House Apartments	-	X	X	X	X	-	4
27	Versailles on the Lake	-	-	-	-	-	-	0
28	Newport North	-	-	-	-	-	-	0
29	Main Street Village Apartments	-	-	-	-	-	-	0
30	Aspen Village	-	-	-	-	-	-	0
Apartment Buildings		3%	27%	23%	23%	20%	7%	1

Orange Coast College
Housing and College Village Development Plan
Off-campus Housing Analysis

Exhibit A8: Building Amenities

Facility Type: Housing

No.	Property Name	Ground Parking	Garage Parking	On-Site Laundry	Storage	Club House	Fitness Center	Pool	BBQ/Picnic Area	Extra Storage	Business Center	Total
Apartment Buildings	1 Seapointe Villas	X	X	-	-	-	X	X	X	-	-	5
	2 Pine Creek Village	X	X	X	-	X	X	X	-	-	-	6
	3 Camden Martinique	X	X	X	X	-	X	X	X	-	-	7
	4 Villa Siena	X	X	X	-	X	X	X	X	X	X	9
	5 Coast Apartments	X	X	X	-	-	-	X	X	-	-	5
	6 Harbor at Mesa Verde	X	X	X	X	X	X	X	-	-	-	7
	7 Mediterranean Village	X	X	X	X	-	X	X	X	-	X	8
	8 Woodland Village	X	X	X	X	-	-	X	X	-	-	6
	9 27 Seventy Five Mesa Verde	X	X	X	-	X	X	X	X	X	X	9
	10 Madison Newport	X	X	X	X	X	X	X	X	X	-	9
	11 Harbor Village	X	X	X	-	X	X	X	X	-	-	7
	12 3400 Avenue of the Arts	X	X	X	X	X	X	X	-	X	X	9
	13 Sundance West	X	X	X	X	-	-	X	-	X	-	6
	14 Newport Village	X	X	X	-	X	X	X	X	X	-	8
	15 Casa Victoria	X	X	X	-	X	-	X	-	X	-	6
	16 Park Mesa Villas	X	X	X	X	X	X	X	X	X	-	9
	17 Westlake Village	X	X	X	-	-	-	X	-	X	-	5
	18 Eastside Apartments	X	X	X	-	-	-	X	X	-	-	5
	19 South Coast Fountains	X	X	X	-	-	-	X	-	X	-	5
	20 Park Center Place	X	X	X	-	X	X	X	-	X	-	7
	21 Ava Newport	X	X	X	-	-	X	X	X	X	X	8
	22 Missions at Back Bay	X	X	X	-	-	-	X	X	-	-	5
	23 Monrovia	X	X	X	-	-	-	X	-	X	-	5
	24 Baywind Apartments	X	X	X	-	-	-	X	-	X	-	5
	25 The Enclave	X	X	-	-	X	X	X	X	-	X	7
	26 Beach House Apartments	X	X	X	-	-	X	X	X	-	-	6
	27 Versailles on the Lake	X	X	-	-	X	X	X	X	X	X	8
	28 Newport North	X	X	X	-	-	X	X	-	X	X	7
	29 Main Street Village Apartments	X	X	-	-	X	X	X	-	X	X	7
	30 Aspen Village	X	X	X	X	X	X	X	-	X	-	8
Apartment Buildings		100%	100%	87%	30%	50%	67%	100%	57%	60%	30%	7

Orange Coast College
Housing and College Village Development Plan
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Exhibit A9: Unit Amenities

Facility Type: Housing

No.	Property Name	A/C	Refrigerator	Stove	Cable / Int. Ready	In-unit Laundry	Walk-in Closet	Patio / Balcony	Furnished	Total
Apartment Buildings	1 Seapointe Villas	X	X	X	X	X	X	X	-	7
	2 Pine Creek Village	X	X	X	X	-	X	X	X	7
	3 Camden Martinique	X	X	X	X	X	X	X	-	7
	4 Villa Siena	X	X	X	X	-	-	X	-	5
	5 Coast Apartments	X	X	X	X	-	X	X	-	6
	6 Harbor at Mesa Verde	X	X	X	X	X	X	X	-	7
	7 Mediterranean Village	X	X	X	X	-	X	X	-	6
	8 Woodland Village	X	X	X	X	-	X	X	-	6
	9 27 Seventy Five Mesa Verde	X	X	X	X	X	X	X	-	7
	10 Madison Newport	X	X	X	X	-	X	X	-	6
	11 Harbor Village	-	-	X	X	-	X	X	-	4
	12 3400 Avenue of the Arts	X	X	X	X	X	X	X	X	8
	13 Sundance West	-	-	X	X	-	X	X	-	4
	14 Newport Village	X	-	X	X	-	X	X	-	5
	15 Casa Victoria	-	-	X	X	-	X	X	-	4
	16 Park Mesa Villas	X	-	X	X	-	X	X	X	6
	17 Westlake Village	-	X	X	X	-	X	X	-	5
	18 Eastside Apartments	-	-	X	X	-	X	X	-	4
	19 South Coast Fountains	X	-	X	X	-	-	X	-	4
	20 Park Center Place	-	-	X	X	X	X	X	-	5
	21 Ava Newport	X	X	X	X	X	X	X	-	7
	22 Missions at Back Bay	X	X	X	X	-	X	X	-	6
	23 Monrovia	-	-	X	X	-	-	X	-	3
	24 Baywind Apartments	-	-	X	X	-	X	X	-	4
	25 The Enclave	X	X	X	X	X	X	X	X	8
	26 Beach House Apartments	-	X	X	X	-	X	X	X	6
	27 Versailles on the Lake	X	X	X	X	X	X	X	X	8
	28 Newport North	X	X	X	X	-	X	-	X	6
	29 Main Street Village Apartments	X	X	X	-	X	X	X	-	6
	30 Aspen Village	X	-	X	X	X	X	-	X	6
Apartment Buildings		70%	63%	100%	97%	37%	90%	93%	27%	6

Orange Coast College
Housing and College Village Development Plan
Off-campus Housing Analysis

Exhibit A10: Services

Facility Type: Housing

No.	Property Name	On-site Staff	Public Transit	Pets OK	Controlled Entrance	Short-term Lease	Total
Apartment Buildings	1 Seapointe Villas	X	X	X	X	-	4
	2 Pine Creek Village	X	X	X	-	X	4
	3 Camden Martinique	X	X	X	X	-	4
	4 Villa Siena	X	X	X	X	X	5
	5 Coast Apartments	X	X	X	X	-	4
	6 Harbor at Mesa Verde	X	X	X	-	X	4
	7 Mediterranean Village	X	X	X	X	X	5
	8 Woodland Village	X	X	X	-	X	4
	9 27 Seventy Five Mesa Verde	X	X	X	X	X	5
	10 Madison Newport	X	X	X	X	X	5
	11 Harbor Village	-	X	X	-	X	3
	12 3400 Avenue of the Arts	X	X	X	X	X	5
	13 Sundance West	X	X	X	X	X	5
	14 Newport Village	X	X	-	X	X	4
	15 Casa Victoria	X	X	X	X	-	4
	16 Park Mesa Villas	X	X	-	X	X	4
	17 Westlake Village	X	X	X	X	X	5
	18 Eastside Apartments	X	X	X	-	X	4
	19 South Coast Fountains	X	X	X	X	-	4
	20 Park Center Place	X	X	X	X	X	5
	21 Ava Newport	X	X	X	-	X	4
	22 Missions at Back Bay	X	X	X	X	X	5
	23 Monrovia	X	X	X	X	X	5
	24 Baywind Apartments	-	X	-	X	X	3
	25 The Enclave	X	X	X	X	-	4
	26 Beach House Apartments	X	X	-	X	X	4
	27 Versailles on the Lake	X	X	X	X	X	5
	28 Newport North	X	X	X	X	-	4
	29 Main Street Village Apartments	X	X	-	X	X	4
	30 Aspen Village	X	X	X	X	X	5
Apartment Buildings		93%	100%	83%	80%	77%	4

Orange Coast College
Housing and College Village Development Plan
Off-campus Housing Analysis

Exhibit A11: Fees

Facility Type: Housing

No.	Property Name	Application Fee	Require Rent Insurance	Pet Deposit	Pet Rent	Security Deposit
1	Seapointe Villas	\$25	x	\$300	\$45	\$500
2	Pine Creek Village	\$30	-	\$500	-	\$500
3	Camden Martinique	\$35	x	\$300	\$65	\$400
4	Villa Siena	\$24	x	\$250	\$50	\$550
5	Coast Apartments	\$25	-	\$300	\$38	\$500
6	Harbor at Mesa Verde	\$42	-	\$500	\$50	\$480
7	Mediterranean Village	\$40	x	\$500	\$40	\$760
8	Woodland Village	\$30	x	\$250	\$25	\$450
9	27 Seventy Five Mesa Verde	-	-	\$500	\$50	\$450
10	Madison Newport	-	x	\$350	\$40	\$467
11	Harbor Village	\$15	-	\$500	0	\$500
12	3400 Avenue of the Arts	\$42	-	\$200	\$50	\$900
13	Sundance West	\$35	-	\$200	\$20	\$525
14	Newport Village	\$35	-	NA	NA	\$633
15	Casa Victoria	\$25	-	\$250	0	\$500
16	Park Mesa Villas	\$30	x	NA	NA	\$500
17	Westlake Village	\$35	x	\$200	\$20	\$525
18	Eastside Apartments	\$35	-	\$350	\$35	\$500
19	South Coast Fountains	\$25	-	\$250	\$40	\$750
20	Park Center Place	\$42	x	\$500	\$50	\$500
21	Ava Newport	\$30	x	\$500	\$65	\$750
22	Missions at Back Bay	\$42	x	\$500	\$50	\$450
23	Monrovia	\$42	x	\$400	\$25	\$450
24	Baywind Apartments	\$30	x	NA	NA	\$400
25	The Enclave	\$40	x	525	\$38	\$750
26	Beach House Apartments	\$30	-	NA	NA	\$600
27	Versailles on the Lake	\$30	x	\$550	\$40	\$675
28	Newport North	\$40	x	\$525	\$38	\$700
29	Main Street Village Apartments	\$35	x	NA	NA	\$500
30	Aspen Village	\$35	x	\$500	\$40	\$650
Apartment Buildings		\$33	60%	\$388	\$38	\$561

Orange Coast College
Housing and College Village Development Plan
Off-campus Housing Analysis

Exhibit A12: HUD Data

Facility Type: Housing

	Efficiency	One-Bedroom	Two-Bedroom	Three-Bedroom	Four-Bedroom
Off-Campus	\$1,314	\$1,494	\$1,880	\$2,446	\$3,144
HUD FMR Data	\$1,142	\$1,312	\$1,644	\$2,300	\$2,561
Variance	-13%	-12%	-13%	-6%	-19%

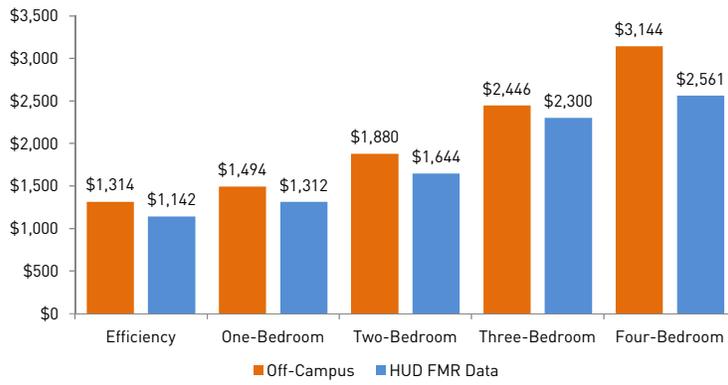


EXHIBIT **B**

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**Orange Coast College
Housing and College Village Development Plan
Off-Campus Retail Analysis**

Exhibit B1 - Vacancy Rates

Facility Type: Retail

	<u>Airport Area</u>	<u>Orange County</u>
Q12012	3.97%	6.10%
Q22012	4.39%	5.95%
Q32012	4.58%	6.03%
Q42012	4.37%	5.77%
Q12013	3.62%	5.53%
Q22013	3.94%	5.54%
Q32013	3.96%	5.48%
Q42013	3.65%	5.16%

Source: Voit

**Orange Coast College
Housing and College Village Development Plan
Off-Campus Retail Analysis**

Exhibit B2 - Lease Rates

Facility Type: Retail

	<u>Airport Area</u>	<u>Orange County</u>
Q12012	\$2.06	\$1.87
Q22012	\$2.08	\$1.88
Q32012	\$2.02	\$1.87
Q42012	\$2.20	\$1.87
Q12013	\$2.23	\$1.84
Q22013	\$2.09	\$1.82
Q32013	\$2.10	\$1.82
Q42013	\$2.16	\$1.83

Source: Voit

**Orange Coast College
Housing and College Village Development Plan
Off-Campus Retail Analysis**

Exhibit B3 - Planned Construction

Facility Type: Retail

	Airport Area	Orange County	Percent of OC
Q12012	429,467	2,830,312	15.2%
Q22012	717,890	2,999,141	23.9%
Q32012	687,454	3,015,476	22.8%
Q42012	98,139	2,939,715	3.3%
Q12013	53,527	2,920,190	1.8%
Q22013	65,027	1,972,263	3.3%
Q32013	69,027	2,611,691	2.6%
Q42013	60,027	2,350,583	2.6%

Source: Voit

**Orange Coast College
Housing and College Village Development Plan
Off-Campus Retail Analysis**

Exhibit B4 - Absorption Rates

Facility Type: Retail

	2012		2013	
	Net Absorption	Percent of OC	Net Absorption	Percent of OC
North County	344,646	47%	282,045	25.9%
Airport Area	147,340	20%	278,627	25.6%
Central County	116,086	16%	189,177	17.4%
South County	101,631	14%	189,139	17.4%
West County	20,450	3%	149,174	13.7%

Source: Voit

Exhibit B5 - Retail Gap

Facility Type: Retail



Retail MarketPlace Profile

2701 Fairview Rd, Costa Mesa, CA, 92626
Ring: 1.25 mile radius

Latitude: 33.67289
Longitude: -117.90785

Summary Demographics						
2012 Population						35,609
2012 Households						12,842
2012 Median Disposable Income						\$50,660
2012 Per Capita Income						\$30,029
Industry Summary	NAICS	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplu Factor	Number of Businesses
Total Retail Trade and Food & Drink	44-	\$406,851,464	\$1,019,444,655	-\$612,593,191	-42.9	373
Total Retail Trade	44-45	\$363,600,603	\$936,081,701	-\$572,481,098	-44.0	294
Total Food & Drink	722	\$43,250,861	\$83,362,955	-\$40,112,093	-31.7	79
Industry Group	NAICS	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplu Factor	Number of Businesses
Motor Vehicle & Parts Dealers	441	\$67,153,943	\$545,027,715	-\$477,873,772	-78.1	32
Automobile Dealers	4411	\$57,299,296	\$532,245,926	-\$474,946,629	-80.6	20
Other Motor Vehicle Dealers	4412	\$4,310,854	\$1,660,014	\$2,650,840	44.4	5
Auto Parts, Accessories & Tire Stores	4413	\$5,543,793	\$11,121,775	-\$5,577,982	-33.5	7
Furniture & Home Furnishings Stores	442	\$8,961,986	\$14,107,941	-\$5,145,955	-22.3	19
Furniture Stores	4421	\$4,735,159	\$8,865,696	-\$4,130,538	-30.4	10
Home Furnishings Stores	4422	\$4,226,828	\$5,242,245	-\$1,015,417	-10.7	9
Electronics & Appliance Stores	4431	\$9,713,060	\$13,806,870	-\$4,093,810	-17.4	15
Bldg Materials, Garden Equip. & Supply Stores	444	\$11,927,587	\$27,518,916	-\$15,591,329	-39.5	20
Bldg Material & Supplies Dealers	4441	\$10,826,309	\$24,284,980	-\$13,458,670	-38.3	16
Lawn & Garden Equip & Supply Stores	4442	\$1,101,278	\$3,233,937	-\$2,132,658	-49.2	3
Food & Beverage Stores	445	\$67,772,129	\$108,171,633	-\$40,399,504	-23.0	35
Grocery Stores	4451	\$61,270,748	\$102,031,472	-\$40,760,725	-25.0	20
Specialty Food Stores	4452	\$2,533,736	\$1,281,941	\$1,251,795	32.8	9
Beer, Wine & Liquor Stores	4453	\$3,967,646	\$4,858,221	-\$890,575	-10.1	6
Health & Personal Care Stores	446,4461	\$30,381,607	\$97,283,170	-\$66,901,563	-52.4	18
Gasoline Stations	447,4471	\$32,675,672	\$14,465,117	\$18,210,555	38.6	7
Clothing & Clothing Accessories Stores	448	\$26,357,524	\$36,883,079	-\$10,525,555	-16.6	45
Clothing Stores	4481	\$19,856,561	\$28,270,863	-\$8,414,303	-17.5	32
Shoe Stores	4482	\$3,176,367	\$7,794,719	-\$4,618,351	-42.1	6
Jewelry, Luggage & Leather Goods Stores	4483	\$3,324,596	\$817,497	\$2,507,099	60.5	7
Sporting Goods, Hobby, Book & Music Stores	451	\$9,847,820	\$14,544,564	-\$4,696,744	-19.3	30
Sporting Goods/Hobby/Musical Instr Stores	4511	\$7,794,383	\$5,939,141	\$1,855,242	13.5	16
Book, Periodical & Music Stores	4512	\$2,053,437	\$8,605,423	-\$6,551,986	-61.5	14
General Merchandise Stores	452	\$56,116,470	\$42,836,119	\$13,280,351	13.4	6
Department Stores Excluding Leased Depts.	4521	\$25,918,131	\$40,207,959	-\$14,289,828	-21.6	3
Other General Merchandise Stores	4529	\$30,198,339	\$2,628,160	\$27,570,179	84.0	3
Miscellaneous Store Retailers	453	\$11,495,205	\$7,919,298	\$3,575,907	18.4	55
Florists	4531	\$643,822	\$1,096,892	-\$453,070	-26.0	9
Office Supplies, Stationery & Gift Stores	4532	\$2,454,206	\$1,658,678	\$795,528	19.3	11
Used Merchandise Stores	4533	\$980,169	\$740,452	\$239,717	13.9	7
Other Miscellaneous Store Retailers	4539	\$7,417,008	\$4,423,276	\$2,993,731	25.3	28
Nonstore Retailers	454	\$31,197,598	\$13,517,278	\$17,680,320	39.5	12
Electronic Shopping & Mail-Order Houses	4541	\$25,808,674	\$11,250,204	\$14,558,470	39.3	1
Vending Machine Operators	4542	\$739,232	\$351,047	\$388,185	35.6	2
Direct Selling Establishments	4543	\$4,649,692	\$1,916,027	\$2,733,665	41.6	9
Food Services & Drinking Places	722	\$43,250,861	\$83,362,955	-\$40,112,093	-31.7	79
Full-Service Restaurants	7221	\$21,006,090	\$28,279,509	-\$7,273,420	-14.8	32
Limited-Service Eating Places	7222	\$18,929,324	\$53,756,236	-\$34,826,912	-47.9	39
Special Food Services	7223	\$2,070,412	\$538,895	\$1,531,516	58.7	4
Drinking Places - Alcoholic Beverages	7224	\$1,245,036	\$788,314	\$456,722	22.5	4

Data Note: Supply (retail sales) estimates sales to consumers by establishments. Sales to businesses are excluded. Demand (retail potential) estimates the expected amount spent by consumers at retail establishments. Supply and demand estimates are in current dollars. The Leakage/Surplus Factor presents a snapshot of retail opportunity. This is a measure of the relationship between supply and demand that ranges from +100 (total leakage) to -100 (total surplus). A positive value represents 'leakage' of retail opportunity outside the trade area. A negative value represents a surplus of retail sales, a market where customers are drawn in from outside the trade area. The Retail Gap represents the difference between Retail Potential and Retail Sales. Esri uses the North American Industry Classification System (NAICS) to classify businesses by their primary type of economic activity. Retail establishments are classified into 27 industry groups in the Retail Trade sector, as well as four industry groups within the Food Services & Drinking Establishments subsector. For more information on the Retail MarketPlace data, please view the methodology statement at <http://www.esri.com/library/whitepapers/pdfs/esri-data-retail-marketplace.pdf>.

Source: Esri and Dun & Bradstreet. Copyright 2012 Dun & Bradstreet, Inc. All rights reserved.

December 18, 2013

Exhibit B5 - Retail Gap

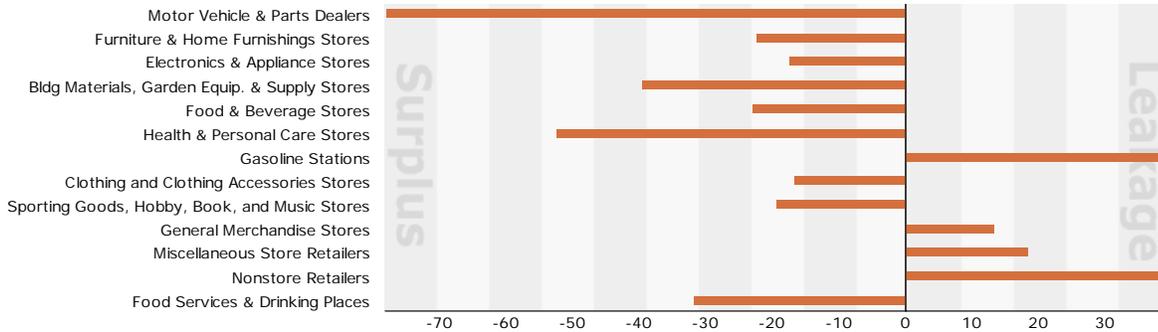


Retail MarketPlace Profile

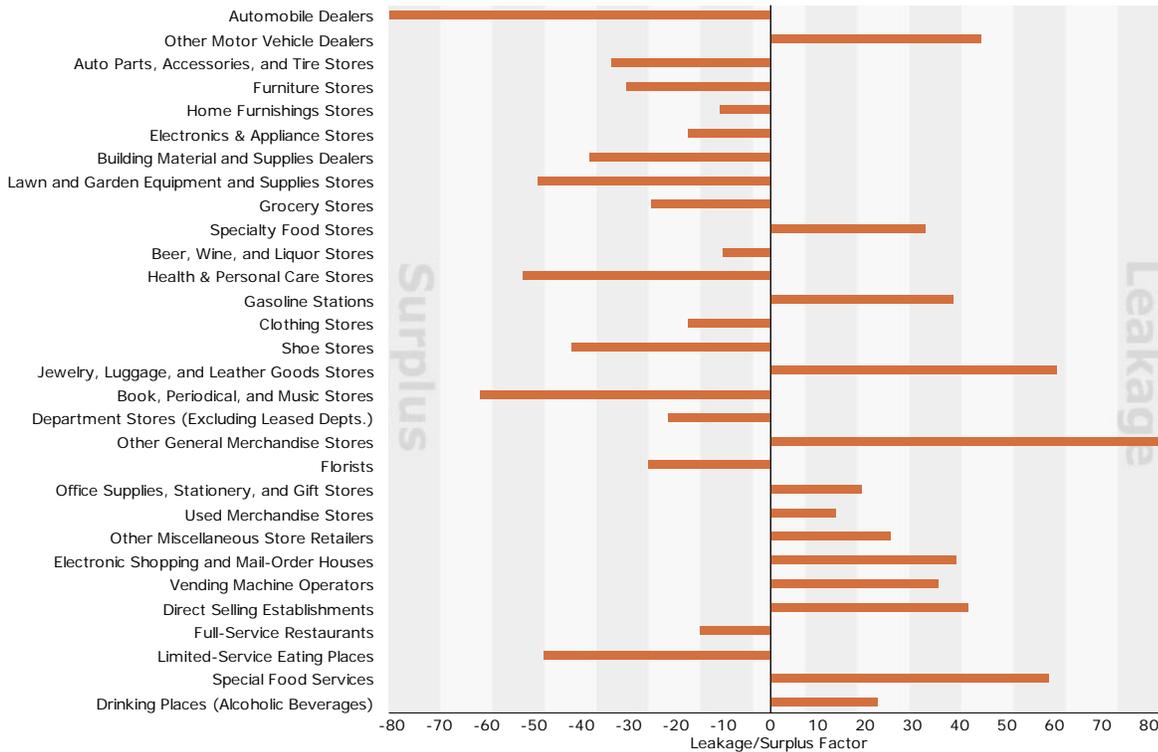
2701 Fairview Rd, Costa Mesa, CA, 92626
Ring: 1.25 mile radius

Latitude: 33.67289
Longitude: -117.90785

Leakage/Surplus Factor by Industry Subsector



Leakage/Surplus Factor by Industry Group



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**Orange Coast College
Housing and College Village Development Plan
Off-Campus Retail Analysis**

Exhibit B6 - Sales Data

Facility Type: Retail

Ranking	City	Population	Retail Sales (In Millions)
1	Los Angeles	3,819,702	\$26,582
2	San Diego	1,326,179	\$13,062
3	San Francisco	812,826	\$8,972
4	San Jose	967,487	\$7,729
5	Fresno	501,362	\$4,478
6	Long Beach	465,576	\$3,909
7	Bakersfield	352,428	\$3,645
8	Sacramento	472,178	\$3,456
9	Ontario	166,390	\$3,099
10	Costa Mesa	111,600	\$2,927
11	Riverside	310,651	\$2,889
12	Roseville	121,767	\$2,815
13	Anaheim	341,361	\$2,670

Source: California Retail Survey

EXHIBIT C

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Orange Coast College
Housing and College Village Development Plan
Off-Campus Hotel Market Analysis

Exhibit C1 - General Information

Facility Type: Hotels

No.	Hotel Name	Property Address	Miles from Campus	Hotel Class	
Hotels	1	Hilton Orange County/Costa Mesa	3050 Bristol St.	1.8	Upper Upscale Class
	2	Wyndham Hotel	3350 Avenue of the Arts	2.1	Upper Upscale Class
	3	The Westin South Coast Plaza	686 Anton Blvd	1.9	Upper Upscale Class
	4	Best Western Plus	2642 Newport Blvd.	0.9	Upper Midscale Class
	5	Holiday Inn Express & Suites	2070 Newport Blvd.	1.6	Upper Midscale Class
	6	Ayres Hotel & Suites	325 Bristol St.	1.6	Upper Midscale Class
	7	Costa Mesa Marriot	500 Anton Blvd.	2.1	Upper Upscale Class
	8	Super 8 Motel	2645 Harbor Blvd.	0.7	Economy Class
	9	Cozy Inn	325 W. Bay St.	1.7	Economy Class
	10	Ramada Costa Mesa	1680 Superior Ave.	2.7	Midscale Class
	11	Travelodge	1951 Newport Blvd.	1.8	Economy Class
	12	Days Inn	2100 Newport Blvd	1.6	Economy Class
	13	Motel 6 Newport	2274 Newport Blvd	1.1	Economy Class
	14	The Boulevard Hotel	2430 Newport Blvd	1.2	Midscale Class
	15	Crowne Plaza Costa Mesa	3131 S.Bristol St.	2.7	Upscale Class
	16	Newport Beach Marriot Bayview	500 Bayview Cir.	2.6	Upper Upscale Class
	17	Hyatt Regency Newport Beach	1107 Jamboree Rd.	4	Upper Upscale Class
AVERAGE			1.9		

Orange Coast College
Housing and College Village Development Plan
Off-Campus Hotel Market Analysis

Exhibit C2 - Hotel Characteristics

Facility Type: Hotels

	No.	Hotel Name	No. of Hotel Rooms	No. of Hotel Suites	Floors	Parking Spaces	Rental Rate ₁	Average Daily Rate (ADR)	Occupancy Rate	(RevPAR)
Hotels	1	Hilton Orange County/Costa Mesa	486	12	7	500	\$179-\$199	\$156	85%	\$133
	2	Wyndham Hotel	238	35	6	215	\$115-\$144	\$120	78%	\$93
	3	The Westin South Coast Plaza	392	17	16	-	\$240-\$280	\$225	87%	\$196
	4	Best Western Plus	97	16	3	100	\$110-\$120	\$99	85%	\$84
	5	Holiday Inn Express & suites	62	2	3	45	\$129-\$129	\$109	80%	\$87
	6	Ayres Hotel & Suites	248	113	4	150	\$169-\$179	\$159	95%	\$151
	7	Costa Mesa Marriot	253	253	11	240	\$99-\$239	\$219	92%	\$201
	8	Super 8 Motel	71	N/A	2	70	\$59-\$75	\$72	56%	\$40
	9	Cozy Inn	29	N/A	2	-	\$66-\$66	-	-	NP
	10	Ramada Costa Mesa	140	36	3	150	\$94-\$125	\$81	78%	\$63
	11	Travelodge	58	5	2	-	\$63-\$79	\$69	66%	\$45
	12	Days Inn	31	N/A	2	33	\$64-\$68	\$63	62%	\$39
	13	Motel 6 Newport	99	N/A	3	-	\$60-\$80	-	60%	-
	14	The Boulevard Hotel	58	N/A	2	60	\$67-\$75	\$80	40%	\$32
	15	Crowne Plaza Costa Mesa	228	4	5	300	\$135-\$153	\$110	74%	\$81
	16	Newport Beach Marriot Bayview	254	254	9	250	\$249-\$249	-	-	-
	17	Hyatt Regency Newport Beach	407	13	3	310	\$195-\$229	-	75%	-
		AVERAGE	185	63	5	186	\$123-\$146	\$120	74%	\$89

Orange Coast College
Housing and College Village Development Plan
Off-Campus Hotel Market Analysis

Exhibit C3 - Amenities

Facility Type: Hotels

No.	Hotel Name	Valet Parking	Fitness Rooms	Pool	Full Service	Shuttle Service	Lounge	A/C in Rooms	Storage	Business Center	Laundromat /Laundry Service	Dry Cleaning
Hotels	1 Hilton Orange County/Costa Mesa	X	X	X	X	X	X	X	X	X	X	X
	2 Wyndham Hotel	X	X	X	X	X	X	X	X	X	X	X
	3 The Westin South Coast Plaza	X	X	X	X	X	X	X	-	X	X	X
	4 Best Western Plus	-	X	X	-	X	-	X	X	X	X	X
	5 Holiday Inn Express & Suites	-	-	-	-	-	-	X	X	X	X	X
	6 Ayres Hotel & Suites	-	X	X	X	X	X	X	-	X	X	X
	7 Costa Mesa Marriot	X	X	X	X	X	X	X	X	X	X	-
	8 Super 8 Motel	-	-	X	-	X	X	X	-	X	-	-
	9 Cozy Inn	-	-	X	-	-	-	X	-	-	-	-
	10 Ramada Costa Mesa	-	X	X	X	X	X	X	X	X	X	-
	11 Travelodge	-	-	X	-	-	-	X	-	-	X	-
	12 Days Inn	-	X	X	-	-	-	X	X	-	X	-
	13 Motel 6 Newport	-	-	X	-	-	-	X	-	-	X	-
	14 The Boulevard Hotel	-	-	X	-	-	-	X	-	X	-	-
	15 Crowne Plaza Costa Mesa	X	X	X	X	X	X	X	X	X	X	X
	16 Newport Beach Marriot Bayview	-	X	X	X	-	X	X	X	X	X	X
	17 Hyatt Regency Newport Beach	X	X	X	X	X	X	X	X	X	X	X
AVERAGE		35%	65%	94%	53%	59%	59%	100%	59%	76%	82%	53%

Orange Coast College
Housing and College Village Development Plan
Off-Campus Hotel Market Analysis

Exhibit B4 - Market Metrics for Orange County and US

Facility Type: Hotels

	ADR		Occupancy		RevPAR	
	Orange County	USA	Orange County	USA	Orange County	USA
2007	\$122	\$101	72%	65%	\$88	\$66
2008	\$123	\$107	68%	60%	\$84	\$64
2009	\$109	\$102	63%	52%	\$69	\$54
2010	\$108	\$97	68%	58%	\$73	\$56
2011	\$114	\$100	71%	61%	\$80	\$61
2012	\$120	\$104	73%	63%	\$88	\$65
2013	\$127	\$110	75%	62%	\$95	\$69
Variance - 2010-2013	18%	13%	10.5%	7.4%	30%	21%

Source: STR

Orange Coast College
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Off-Campus Hotel Market Analysis

Exhibit B5 -Orange County Hotel Metrics

Facility Type: Hotels

Year	Supply	Demand	Revenue
2007	19,159,659	13,785,153	\$1,679,886,171
2008	19,183,465	13,104,154	\$1,607,133,839
2009	19,391,687	12,309,383	\$1,341,425,352
2010	19,541,016	13,244,299	\$1,434,347,608
2011	19,566,812	13,853,059	\$1,572,509,276
2012	19,615,642	14,325,687	\$1,724,553,896
2013	19,672,903	14,735,892	\$1,877,343,803
2007-2013 Variance:	2.7%	6.9%	12%

Source: STR

	Revenue	% Change from Previous Year
2013	\$1,877,343,803	9%
2012	\$1,724,553,896	10%
2011	\$1,572,509,276	10%
2010	\$1,434,347,608	7%
2009	\$1,341,425,352	-17%
2008	\$1,607,133,839	-4%
2007	\$1,679,886,171	-
Avg. 2010-2013		8.77%
2010-2013 Diff.	\$442,996,195	
Per Year Increase:	\$110,749,048.75	

Source: STR

Orange Coast College
Housing and College Village Development Plan
Off-Campus Hotel Market Analysis

Exhibit B6 - Costa Mesa Hotel Metrics

Facility Type: Hotels

University Hotel Characteristics	
Number of Guest Rooms	175
% Single Rooms	34%
% Double Rooms	56%
% Suites	10%
Average Daily Rate	\$150
Revenue Per Available Room	\$84
Occupancy	56%
Occupancy for 100 to 249 Keys	57.6%
Occupancy Level for City Locations	60.4%
Occupancy by Management Type	
Management Company	60.1%
Independent	61.4%
Self-Managed with Contracted Services	51.4%

Source: Trends in the Conference Center Industry, 2013

EXHIBIT **D**

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Orange Coast College
Housing and College Village Development Plan
Off-Campus Conference Center Market Analysis

Exhibit D1 - General Information

Facility Type: Conference Centers

Conference Centers	No.	Conference Center	Miles	City
	1	Vanguard University	1.0	Costa Mesa
	2	Hyatt Regency Newport Beach	1.6	Newport Beach
	3	Hilton Orange County/Costa Mesa	1.9	Costa Mesa
	4	Crowne Plaza Costa Mesa	4.0	Costa Mesa
	5	The Westin South Coast Plaza	3.5	Costa Mesa
	6	Best Western Plus	1.7	Costa Mesa
	7	Costa Mesa Marriot	3.1	Costa Mesa
	8	Ramada Costa Mesa	4.3	Costa Mesa
	9	Wyndham Hotel	2.1	Costa Mesa
	10	Center Club	2.6	Costa Mesa
	11	Ayres Hotel & Suites	2.0	Costa Mesa
	12	Newport Beach Marriot Bayview	3.1	Newport Beach
	13	Doubletree by Hilton	2.2	Santa Ana
	14	Beckman Center	1.0	Irvine
15	Back Bay Conference Center	2.7	Irvine	
	Average	2.5	-	

Orange Coast College
Housing and College Village Development Plan
Off-Campus Conference Center Market Analysis

Exhibit D2 - Conference Center Metrics

Facility Type: Conference Centers

	No.	Conference Center	Square Feet	Meeting Spaces	SF/Meeting Room	Largest Space	Capacity	AV Capacity	Average Bookings
Conference Centers	1	Vanguard University	-	-	-	-	300	x	182
	2	Hyatt Regency Newport Beach	27,900	21	1,329	6,720	800	x	780
	3	Hilton Orange County/Costa Mesa	50,000	30	1,667	6,465	1200	x	500
	4	Crowne Plaza Costa Mesa	10,000	7	1,429	3,000	250	x	208
	5	The Westin South Coast Plaza	35,000	26	1,346	7,589	900	x	520
	6	Best Western Plus	3,000	5	600	1,250	200	x	234
	7	Costa Mesa Marriot	3,200	6	533	1,932	200	x	156
	8	Ramada Costa Mesa	820	1	820	820	60	x	52
	9	Wyndham Hotel	6,800	7	971	3,456	380	x	900
	10	Center Club	5,000	6	833	-	300	x	1560
	11	Ayres Hotel & Suites	7,000	12	583	1,518	200	x	182
	12	Newport Beach Marriot Bayview	3,200	6	533	1,863	180	x	260
	13	Doubletree by Hilton	12,000	10	1200	7,680	700	x	364
	14	Beckman Center	25,000	13	1923	2,842	400	x	286
	15	Back Bay Conference Center	4,000	9	444	-	400	x	540
		AVERAGE	13,780	11	1,015	431	100%	467	

Orange Coast College
Housing and College Village Development Plan
Off-Campus Conference Center Market Analysis

Exhibit D3 - Amenities

Facility Type: Conference Centers

No.	Conference Center	A/V Equipment	Wireless Internet	In House Tech Support	Event Catering	Projector	Whiteboard	Transport	Podium
Conference Centers	1 Vanguard University	X	X	-	X	X	X	-	X
	2 Hyatt Regency Newport Beach	X	-	X	X	X	X	X	X
	3 Hilton Orange County/Costa Mesa	X	X	X	X	X	X	X	X
	4 Crowne Plaza Costa Mesa	X	X	-	X	X	X	X	X
	5 The Westin South Coast Plaza	X	X	X	X	X	X	X	X
	6 Best Western Plus	X	X	-	X	-	X	X	X
	7 Costa Mesa Marriot	X	X	X	X	X	X	X	X
	8 Ramada Costa Mesa	X	X	X	X	X	X	X	X
	9 Wyndham Hotel	X	X	-	X	X	X	X	X
	10 Center Club	X	X	-	X	X	X	-	X
	11 Ayres Hotel & Suites	X	X	-	X	X	X	X	X
	12 Newport Beach Marriot Bayview	X	X	X	X	-	X	-	X
	13 Doubletree by Hilton	X	X	X	X	X	X	X	X
	14 Beckman Center	X	X	X	X	X	X	-	X
	15 Back Bay Conference Center	X	X	X	X	X	X	-	X
AVERAGES		100%	93%	60%	100%	87%	100%	67%	100%

Orange Coast College
Housing and College Village Development Plan
Off-Campus Conference Center Market Analysis

Exhibit D4 - University Trends

Facility Type: Conference Centers

University Conference Center Characteristics

Number of Meeting Rooms	23
Meeting Room Size (sq. ft.)	1,313
Total Meeting Room Space (sq. ft.)	30,200
Number of Dining Room Seats	287
Number of Lounge Seats	59
Conference Occupancy	54%

Source: Trends in the Conference Center Industry, 2013

University Complete Meeting Package (CMP) - \$267

	Allocation	Price
Rooms	54.3%	\$145
Meals	26%	\$69
Refreshment Breaks	6.4%	\$17
Conference Services	8.6%	\$23
Other	4.8%	\$13

Source: Trends in the Conference Center Industry, 2013

University Day CMP - \$82.35

	Allocation	Price
Meeting Room	23.3%	\$19
Basic Conference Planning	1.6%	\$1
Basic Audio/Visual	7.5%	\$6
Coffee Breaks	22.7%	\$19
Lunch	35.2%	\$29
Other	9.7%	\$8

Source: Trends in the Conference Center Industry, 2013

Orange Coast College
Housing and College Village Development Plan
Off-Campus Conference Center Market Analysis

Exhibit D5 - Charts

Facility Type: Conference Centers

Conference Center	Square Feet	Meeting Spaces	SF/ Meeting Room	Capacity
Center Club	5,000	6	833	300
Wyndham Hotel	6,800	8	850	380
Hyatt Regency Newport Beach	27,900	21	1,329	800
Back Bay Conference Center	4,000	9	444	400
The Westin South Coast Plaza	35,000	26	1,346	900
Hilton Orange County/Costa Mesa	50,000	30	1,667	1200
Doubletree by Hilton	12,000	10	1,200	700
Beckman Center	25,000	13	1,923	400
Newport Beach Marriot Bayview	3,200	6	533	180
Best Western Plus	3,000	5	600	200
Crowne Plaza Costa Mesa	10,000	7	1,429	250
Ayres Hotel & Suites	7,000	12	583	200
Vanguard University	-	-	-	300
Costa Mesa Marriot	3,200	6	533	200
Ramada Costa Mesa	820	1	820	60
AVERAGES	13,780	11	1,006	431

Orange Coast College
Housing and College Village Development Plan
Off-Campus Conference Center Market Analysis

Exhibit D6 - Rates

Facility Type: Conference Centers

Conference Centers	No.	Conference Center	Rates
	1	Vanguard University	Would not share
	2	Hyatt Regency Newport Beach	Varies
	3	Hilton Orange County/Costa Mesa	\$1/SF
	4	Crowne Plaza Costa Mesa	\$800/room/day - \$2,100/ballroom/day
	5	The Westin South Coast Plaza	Varies
	6	Best Western Plus	Varies
	7	Costa Mesa Marriot	Varies
	8	Ramada Costa Mesa	\$150-\$200/ day
	9	Wyndham Hotel	Varies
	10	Center Club	\$200-400/day - \$1,000-\$15,000/ballroom/day - Varies
	11	Ayres Hotel & Suites	\$150-1500/day
	12	Newport Beach Marriot Bayview	Varies
	13	Doubletree by Hilton	Varies
	14	Beckman Center	\$450/room/day - \$13,000/ballroom/day
15	Back Bay Conference Center	Varies	

EXHIBIT **E**

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STUDENT SURVEY RESULTS

Q1. I am currently a:		
Count	Percent	
2421	100.00%	Student
0	0.00%	Faculty member
0	0.00%	Staff member
2421	Respondents	

Q2. What is your current residency status (e.g., location of student's primary home in-state, out-of-state, or in another country outside of the United States)?		
Count	Percent	
2179	92.14%	California resident student (U.S. citizen or permanent resident)
45	1.90%	Non-California resident out-of-state student (U.S. citizen or permanent resident)
141	5.96%	International student (F-1 student visa)
2365	Respondents	

Q3. What is your class status at Orange Coast College?		
Count	Percent	
747	31.55%	1st year
725	30.62%	2nd year
741	31.29%	3rd year or more
155	6.55%	Other
2368	Respondents	

Q4. Where do you currently live off campus?		
Count	Percent	
342	14.42%	Apartment/condo rented with roommates
83	3.50%	Apartment/condo owned by me or my spouse/partner
324	13.67%	Apartment/condo owned by a family member other than a spouse/partner
124	5.23%	House rented with roommates
125	5.27%	House owned by me or my spouse/partner
993	41.88%	House owned by a family member other than a spouse/partner
178	7.51%	Individual room rented in a house
202	8.52%	Other (please specify)
2371	Respondents	

Q5. What were the <u>FIVE MOST</u> important factors in your decision on where to live this year? SELECT UP TO FIVE RESPONSES			
Count	Respondent %	Response %	
1766	81.76%	18.64%	Total cost of rent and utilities
339	15.69%	3.58%	Ability to choose my own roommate(s)
678	31.39%	7.16%	Proximity to classes
105	4.86%	1.11%	Proximity to other students
90	4.17%	0.95%	Proximity to OCC faculty/professors
851	39.40%	8.98%	Proximity to the OCC campus & student resources
361	16.71%	3.81%	Proximity to, or availability of, convenient parking or public transportation
816	37.78%	8.61%	Proximity to my work
397	18.38%	4.19%	Proximity to shopping, entertainment, or restaurants
685	31.71%	7.23%	Availability of high-speed Internet
206	9.54%	2.17%	Reliability of maintenance and custodial services
523	24.21%	5.52%	Flexible lease/rental terms
256	11.85%	2.70%	Availability of a good building manager or landlord
308	14.26%	3.25%	Less restrictive rules and supervision
318	14.72%	3.36%	Ability to stay during breaks

Q5. What were the FIVE MOST important factors in your decision on where to live this year? SELECT UP TO FIVE RESPONSES

Count	Respondent %	Response %	Response
730	33.80%	7.71%	Availability of a quiet place to study
483	22.36%	5.10%	Access to the Orange Coast College campus (computer labs, student services, administrative offices, etc.)
562	26.02%	5.93%	Safety and security features (e.g., security cameras, 24-hour front-desk staff, security gates, etc.)
2160	Respondents		
9474	Responses		

Q6. How would you describe your current living conditions?

Count	Percent	Response
715	33.03%	Very satisfactory
1173	54.18%	Satisfactory
228	10.53%	Unsatisfactory
49	2.26%	Very unsatisfactory
2165	Respondents	

Q7. Please rate how important each of the following factors was in your decision on where to live this year: SELECT ONE RESPONSE FOR EACH FACTOR - Availability of a good building manager or landlord

Count	Percent	Response
1069	49.61%	Very important
765	35.50%	Important
211	9.79%	Unimportant
110	5.10%	Very unimportant
2155	Respondents	

Q8. Please rate how important each of the following factors was in your decision on where to live this year: SELECT ONE RESPONSE FOR EACH FACTOR - Less restrictive rules and supervision

Count	Percent	Response
608	28.45%	Very important
928	43.43%	Important
452	21.15%	Unimportant
149	6.97%	Very unimportant
2137	Respondents	

Q9. Please rate how important each of the following factors was in your decision on where to live this year: SELECT ONE RESPONSE FOR EACH FACTOR - Ability to stay during breaks

Count	Percent	Response
963	45.21%	Very important
745	34.98%	Important
300	14.08%	Unimportant
122	5.73%	Very unimportant
2130	Respondents	

Q10. Please rate how important each of the following factors was in your decision on where to live this year: SELECT ONE RESPONSE FOR EACH FACTOR - Availability of a quiet place to study

Count	Percent	Response
1343	63.65%	Very important
574	27.20%	Important
143	6.78%	Unimportant
50	2.37%	Very unimportant

STUDENT SURVEY RESULTS

Q10. Please rate how important each of the following factors was in your decision on where to live this year: SELECT ONE RESPONSE FOR EACH FACTOR - Availability of a quiet place to study

Count	Percent
2110	Respondents

Q11. Please rate how important each of the following factors was in your decision on where to live this year: SELECT ONE RESPONSE FOR EACH FACTOR - Proximity to OCC campus and resources (computer labs, student services, administrative offices, etc.)

Count	Percent	
1183	55.70%	Very important
686	32.30%	Important
196	9.23%	Unimportant
59	2.78%	Very unimportant
2124	Respondents	

Q12. Please rate how important each of the following factors was in your decision on where to live this year: SELECT ONE RESPONSE FOR EACH FACTOR - Opportunity to be involved in campus activities

Count	Percent	
504	23.68%	Very important
692	32.52%	Important
672	31.58%	Unimportant
260	12.22%	Very unimportant
2128	Respondents	

Q13. Please rate how important each of the following factors was in your decision on where to live this year: SELECT ONE RESPONSE FOR EACH FACTOR - Safety and security features

Count	Percent	
1392	64.80%	Very important
601	27.98%	Important
118	5.49%	Unimportant
37	1.72%	Very unimportant
2148	Respondents	

Q14. Please rate how important each of the following factors was in your decision on where to live this year: SELECT ONE RESPONSE FOR EACH FACTOR - Availability of a private (single) bedroom

Count	Percent	
1224	57.41%	Very important
601	28.19%	Important
257	12.05%	Unimportant
50	2.35%	Very unimportant
2132	Respondents	

Q15. Please rate how important each of the following factors was in your decision on where to live this year: SELECT ONE RESPONSE FOR EACH FACTOR - Availability of a private bathroom

Count	Percent	
978	46.07%	Very important
672	31.65%	Important
409	19.27%	Unimportant
64	3.01%	Very unimportant
2123	Respondents	

Q16. Please rate how important each of the following factors was in your decision on where to live this year: SELECT ONE RESPONSE FOR EACH FACTOR - Availability of additional living space outside my bedroom but within my unit

Count	Percent	
840	39.47%	Very important
849	39.90%	Important
369	17.34%	Unimportant
70	3.29%	Very unimportant
2128		Respondents

Q17. Please rate how important each of the following factors was in your decision on where to live this year: SELECT ONE RESPONSE FOR EACH FACTOR - Availability of a kitchen

Count	Percent	
1298	60.88%	Very important
672	31.52%	Important
128	6.00%	Unimportant
34	1.59%	Very unimportant
2132		Respondents

Q18. Please rate how important each of the following factors was in your decision on where to live this year: SELECT ONE RESPONSE FOR EACH FACTOR - Availability of convenient laundry facilities

Count	Percent	
1278	59.69%	Very important
715	33.40%	Important
114	5.32%	Unimportant
34	1.59%	Very unimportant
2141		Respondents

Q19. Who made the decision regarding where you lived this year?

Count	Percent	
931	42.96%	I did solely
292	13.47%	My parent(s)/guardian(s) solely
677	31.24%	My parent(s)/guardian(s) and I jointly
220	10.15%	My spouse/partner and I jointly
47	2.17%	Other (please specify)
2167		Respondents

Q20. What are the primary sources of funding for your living expenses (housing, food, travel, entertainment, etc.)? SELECT ALL THAT APPLY

Count	Respondent %	Response %	
1421	65.39%	35.99%	Family support
1334	61.39%	33.79%	Personal support
222	10.22%	5.62%	Student loan(s)
128	5.89%	3.24%	Academic scholarship(s)
11	0.51%	0.28%	Athletic scholarship(s)
590	27.15%	14.94%	Grant(s)
83	3.82%	2.10%	Employer reimbursement or tuition program
159	7.32%	4.03%	Other (please specify)
2173			Respondents
3948			Responses

STUDENT SURVEY RESULTS

Q21. With whom do you currently live?

Count	Percent	
107	4.99%	I live alone
95	4.43%	With other OCC roommate(s)
220	10.27%	With other non-OCC roommate(s)
55	2.57%	With both OCC and non-OCC roommate(s)
1299	60.62%	With my parent(s) or other relative(s)
291	13.58%	With my spouse/partner and/or children
76	3.55%	Other (please specify)
2143		Respondents

Q22. With how many other people do you share your cost of rent?

Count	Percent	
990	46.13%	I do not pay rent
252	11.74%	No other people; I pay the rent myself
356	16.59%	1 other person
243	11.32%	2 other people
169	7.88%	3 other people
79	3.68%	4 other people
57	2.66%	5 or more other people
2146		Respondents

Q23. What is your *personal* share of monthly rent/housing costs *excluding utilities*?

Count	Percent	
46	3.99%	\$0 - I do not pay rent/housing costs
20	1.74%	\$1 - \$99
71	6.16%	\$100 - \$199
108	9.38%	\$200 - \$299
129	11.20%	\$300 - \$399
152	13.19%	\$400 - \$499
131	11.37%	\$500 - \$599
108	9.38%	\$600 - \$699
98	8.51%	\$700 - \$799
45	3.91%	\$800 - \$899
25	2.17%	\$900 - \$999
38	3.30%	\$1,000 - \$1,099
25	2.17%	\$1,100 - \$1,199
28	2.43%	\$1,200 - \$1,299
19	1.65%	\$1,300 - \$1,399
10	0.87%	\$1,400 - \$1,499
63	5.47%	\$1,500 or more
36	3.13%	I don't know
1152		Respondents

Q24. In addition to your rent, for which of the following utilities do you currently pay? SELECT ALL THAT APPLY

Count	Respondent %	Response %	
931	44.08%	17.66%	Not applicable; I do not pay for any utilities
521	24.67%	9.88%	Cable/satellite television
373	17.66%	7.08%	Heat
908	42.99%	17.22%	Internet/Wi-Fi
707	33.48%	13.41%	Electric
503	23.82%	9.54%	Water
239	11.32%	4.53%	Sewer
759	35.94%	14.40%	Telephone

Q24. In addition to your rent, for which of the following utilities do you currently pay? SELECT ALL THAT APPLY

Count	Respondent %	Response %	
331	15.67%	6.28%	Trash
2112	Respondents		
5272	Responses		

Q25. How much is your individual monthly cost for all the utilities selected in the previous question?

Count	Percent	
42	3.55%	\$0 - I do not pay for utilities
45	3.80%	\$1 - \$24
138	11.67%	\$25 - \$49
288	24.34%	\$50 - \$99
225	19.02%	\$100 - \$149
160	13.52%	\$150 - \$199
237	20.03%	\$200 or more
48	4.06%	Don't know
1183	Respondents	

Q26. What was your personal share of the security deposit required for your current lease?

Count	Percent	
206	35.15%	\$0 - I did not pay a security deposit
13	2.22%	\$1 - \$99
47	8.02%	\$100 - \$199
50	8.53%	\$200 - \$299
46	7.85%	\$300 - \$399
33	5.63%	\$400 - \$499
54	9.22%	\$500 - \$599
24	4.10%	\$600 - \$699
17	2.90%	\$700 - \$799
12	2.05%	\$800 - \$899
9	1.54%	\$900 - \$999
19	3.24%	\$1,000 - \$1,099
1	0.17%	\$1,100 - \$1,199
5	0.85%	\$1,200 - \$1,299
2	0.34%	\$1,300 - \$1,399
4	0.68%	\$1,400 - \$1,499
19	3.24%	\$1,500 or more
25	4.27%	I don't know
586	Respondents	

Q27. How long is your current lease?

Count	Percent	
151	25.81%	Not applicable; I have no lease
65	11.11%	More than 12 months
176	30.09%	12 months
16	2.74%	Academic year (approximately 9 months)
6	1.03%	Academic term (e.g., semester)
155	26.50%	Monthly
16	2.74%	Other (please specify)
585	Respondents	

STUDENT SURVEY RESULTS

Q28. Please rate how important each of the following factors should be to Orange Coast College as it considers developing on-campus student housing: SELECT ONE RESPONSE FOR EACH FACTOR - Provide modern and attractive living environments to students

Count	Percent	
960	46.29%	Very important
892	43.01%	Important
185	8.92%	Unimportant
37	1.78%	Very unimportant
2074		Respondents

Q29. Please rate how important each of the following factors should be to Orange Coast College as it considers developing on-campus student housing: SELECT ONE RESPONSE FOR EACH FACTOR - Create academically-focused residential communities

Count	Percent	
1030	49.81%	Very important
831	40.18%	Important
176	8.51%	Unimportant
31	1.50%	Very unimportant
2068		Respondents

Q30. Please rate how important each of the following factors should be to Orange Coast College as it considers developing on-campus student housing: SELECT ONE RESPONSE FOR EACH FACTOR - Make Orange Coast College more attractive to prospective students

Count	Percent	
874	42.16%	Very important
863	41.63%	Important
276	13.31%	Unimportant
60	2.89%	Very unimportant
2073		Respondents

Q31. Please rate how important each of the following factors should be to Orange Coast College as it considers developing on-campus student housing: SELECT ONE RESPONSE FOR EACH FACTOR - Keep housing costs affordable

Count	Percent	
1809	87.14%	Very important
234	11.27%	Important
19	0.92%	Unimportant
14	0.67%	Very unimportant
2076		Respondents

Q32. If Orange Coast College built new housing on campus, which five physical features would be the most important to you? SELECT UP TO FIVE

Count	Respondent %	Response %	
987	48.33%	9.86%	Convenient location
1149	56.27%	11.48%	Private (single) bedroom
864	42.31%	8.63%	Private bathroom
1204	58.96%	12.03%	In-unit full kitchen (sink with garbage disposal, full-sized refrigerator, microwave, stove/oven, and dishwasher)
277	13.57%	2.77%	Storage space
352	17.24%	3.52%	Fully furnished living unit
475	23.26%	4.75%	Fitness or recreation area(s) in or near the housing facility
246	12.05%	2.46%	Computer lab in the housing facility/complex
349	17.09%	3.49%	Individual temperature controls in living units
237	11.61%	2.37%	Full-sized beds

Q32. If Orange Coast College built new housing on campus, which five physical features would be the most important to you? SELECT UP TO FIVE

Count	Respondent %	Response %	
139	6.81%	1.39%	Convenient access to public transportation
644	31.54%	6.43%	Quiet study area in the building
635	31.10%	6.34%	Washer and dryer in the living unit
500	24.49%	5.00%	Convenient laundry facilities in the building
352	17.24%	3.52%	Controlled/secured access to the building
159	7.79%	1.59%	Social lounge/TV room in the building
1212	59.35%	12.11%	In-room wireless Internet access
198	9.70%	1.98%	Environmentally-friendly design and operation
31	1.52%	0.31%	Other (please specify)
2042	Respondents		
10010	Responses		

Q33. If Orange Coast College built new housing on campus, which five personal preferences would be the most important to you? SELECT UP TO FIVE

Count	Respondent %	Response %	
731	36.15%	7.70%	Availability of more academic resources and services (e.g., tutoring, counseling, writing workshop, etc.)
706	34.92%	7.44%	24-hour on-site management
1211	59.89%	12.76%	Flexible occupancy terms (9, 10, or 12 months, stay over break periods, etc.)
1426	70.52%	15.02%	Flexible payment terms (e.g., pay rent monthly)
673	33.28%	7.09%	Availability of maintenance and custodial services
1149	56.82%	12.10%	Ability to choose my own OCC roommates
365	18.05%	3.84%	Proximity to public transportation
428	21.17%	4.51%	Proximity to campus activities
465	23.00%	4.90%	Proximity to retail areas (shopping, entertainment, restaurants, etc.)
1013	50.10%	10.67%	Ability to retain the same living unit from year to year
773	38.23%	8.14%	Ability to bring my own furniture
509	25.17%	5.36%	Ability to have pets
44	2.18%	0.46%	Other (please specify)
2022	Respondents		
9493	Responses		

Q34. If Orange Coast College built new housing on campus, which five security measures should the College consider for additional safety? SELECT UP TO FIVE

Count	Respondent %	Response %	
525	25.85%	5.53%	Front desk housing staff during class hours
938	46.18%	9.87%	24-hour front desk housing staff
385	18.96%	4.05%	Security personnel during class hours
1210	59.58%	12.74%	24-hour security personnel
1503	74.00%	15.82%	Security cameras
1404	69.13%	14.78%	Increased lighting along pathways and buildings
512	25.21%	5.39%	Availability of security escorts
1588	78.19%	16.72%	Electronic ID or key card access into the building
772	38.01%	8.13%	Emergency telephones installed at the campus
645	31.76%	6.79%	Patrolling of Costa Mesa Police or Campus Police during class hours
18	0.89%	0.19%	Other (please specify)
2031	Respondents		
9500	Responses		

STUDENT SURVEY RESULTS

Q35. If all of the unit types described above were available on OCC's campus at the rents outlined, what would have been your living preference for this academic year (2013-2014)?

Count	Percent	
171	8.60%	Unit A: Single (or double) occupancy in an efficiency (studio) apartment for approximately \$1,300 per person per MONTH
150	7.55%	Unit B: Single occupancy (private) bedroom in a one-bedroom, one-bathroom apartment for approximately \$1,500 per person per MONTH
153	7.70%	Unit C: Double occupancy (shared) bedroom in a one-bedroom, one-bathroom apartment for approximately \$800 per person per MONTH
221	11.12%	Unit D: Single occupancy (private) bedroom in a two-bedroom, one-bathroom apartment for approximately \$1,000 per person per MONTH
521	26.21%	Unit E: Double occupancy (shared) bedroom in a two-bedroom, one-bathroom apartment for approximately \$550 per person per MONTH
169	8.50%	Unit F: Single occupancy (private) bedroom in a two-bedroom, two-bathroom apartment for approximately \$1,100 per person per MONTH
406	20.42%	Unit G: Double occupancy (shared) bedroom in a two-bedroom, two-bathroom apartment for approximately \$600 per person per MONTH
197	9.91%	Unit H: Single occupancy (private) bedroom in a four-bedroom, two-bathroom apartment for approximately \$900 per person per MONTH
1988	Respondents	

Q36. If your preferred unit type described above were unavailable, what would your second choice have been for this academic year?

Count	Percent	
153	7.77%	Unit A: Single (or double) occupancy in an efficiency (studio) apartment for approximately \$1,300 per person per MONTH
133	6.75%	Unit B: Single occupancy (private) bedroom in a one-bedroom, one-bathroom apartment for approximately \$1,500 per person per MONTH
192	9.75%	Unit C: Double occupancy (shared) bedroom in a one-bedroom, one-bathroom apartment for approximately \$800 per person per MONTH
229	11.63%	Unit D: Single occupancy (private) bedroom in a two-bedroom, one-bathroom apartment for approximately \$1,000 per person per MONTH
330	16.76%	Unit E: Double occupancy (shared) bedroom in a two-bedroom, one-bathroom apartment for approximately \$550 per person per MONTH
192	9.75%	Unit F: Single occupancy (private) bedroom in a two-bedroom, two-bathroom apartment for approximately \$1,100 per person per MONTH
475	24.12%	Unit G: Double occupancy (shared) bedroom in a two-bedroom, two-bathroom apartment for approximately \$600 per person per MONTH
265	13.46%	Unit H: Single occupancy (private) bedroom in a four-bedroom, two-bathroom apartment for approximately \$850 per person per MONTH
1969	Respondents	

Q37. Think about your typical school week (Monday - Friday). What do you do most often for breakfast during the school week? SELECT UP TO TWO

Count	Respondent %	Response %	
1434	72.42%	48.54%	Eat at home
194	9.80%	6.57%	Obtain this meal at an off campus restaurant
19	0.96%	0.64%	Have this meal delivered to me from an off campus restaurant
350	17.68%	11.85%	Bring this meal from home (brown bag)
256	12.93%	8.67%	Eat at the Student Center
326	16.46%	11.04%	Starbucks
50	2.53%	1.69%	Eat at another campus vendor
52	2.63%	1.76%	Campus vending machine
29	1.46%	0.98%	Other (please specify)
244	12.32%	8.26%	Skip this meal
1980	Respondents		

Q37. Think about your typical school week (Monday - Friday). What do you do most often for breakfast during the school week? SELECT UP TO TWO

Count	Respondent %	Response %
2954	Responses	

Q38. Think about your typical school week (Monday - Friday). What do you do most often for lunch during the school week? SELECT UP TO TWO

Count	Respondent %	Response %	
722	36.71%	22.94%	Eat at home
663	33.71%	21.06%	Obtain this meal at an off campus restaurant
29	1.47%	0.92%	Have this meal delivered to me from an off campus restaurant
634	32.23%	20.14%	Bring this meal from home (brown bag)
564	28.67%	17.92%	Eat at the Student Center
156	7.93%	4.96%	Starbucks
179	9.10%	5.69%	Eat at another campus vendor
76	3.86%	2.41%	Campus vending machine
37	1.88%	1.18%	Other (please specify)
88	4.47%	2.80%	Skip this meal
1967	Respondents		
3148	Responses		

Q39. Think about your typical school week (Monday - Friday). What do you do most often for dinner during the school week? SELECT UP TO TWO

Count	Respondent %	Response %	
1624	82.48%	54.03%	Eat at home
769	39.06%	25.58%	Obtain this meal at an off campus restaurant
42	2.13%	1.40%	Have this meal delivered to me from an off campus restaurant
183	9.29%	6.09%	Bring this meal from home (brown bag)
155	7.87%	5.16%	Eat at the Student Center
54	2.74%	1.80%	Starbucks
53	2.69%	1.76%	Eat at another campus vendor
34	1.73%	1.13%	Campus vending machine
36	1.83%	1.20%	Other (please specify)
56	2.84%	1.86%	Skip this meal
1969	Respondents		
3006	Responses		

Q40. Think about your typical school week (Monday - Friday). What do you do most often for snacks during the school week? SELECT UP TO TWO

Count	Respondent %	Response %	
473	23.93%	15.65%	Eat at home
168	8.50%	5.56%	Obtain this meal at an off campus restaurant
16	0.81%	0.53%	Have this meal delivered to me from an off campus restaurant
715	36.17%	23.66%	Bring this meal from home (brown bag)
272	13.76%	9.00%	Eat at the Student Center
420	21.24%	13.90%	Starbucks
206	10.42%	6.82%	Eat at another campus vendor
533	26.96%	17.64%	Campus vending machine
19	0.96%	0.63%	Other (please specify)
200	10.12%	6.62%	Skip this meal
1977	Respondents		

STUDENT SURVEY RESULTS

Q40. Think about your typical school week (Monday - Friday). What do you do most often for snacks during the school week? SELECT UP TO TWO

Count	Respondent %	Response %
3022	Responses	

Q41. You indicated that you most often bring lunch to campus from home. What are the primary reasons you choose to bring lunch from home? SELECT UP TO TWO REASONS

Count	Respondent %	Response %	
332	52.87%	29.48%	It is more convenient
76	12.10%	6.75%	I need to work or study over my meal
259	41.24%	23.00%	Pricing at the on campus retail cafes is generally too high
272	43.31%	24.16%	To better control my diet/It is healthier than the foods available on campus
51	8.12%	4.53%	The wait times are too long at the eateries on campus
16	2.55%	1.42%	On campus eateries are not geographically convenient for me
24	3.82%	2.13%	On campus dining environments are too noisy/crowded
54	8.60%	4.80%	I don't like the quality/taste of the on campus food choices
42	6.69%	3.73%	Other (please specify)
628	Respondents		
1126	Responses		

Q42. You indicated that you most often purchase your lunch off campus during the academic week. What are the primary reasons you choose to eat off campus? SELECT UP TO TWO REASONS

Count	Respondent %	Response %	
336	50.99%	28.99%	I like the food available off campus better
202	30.65%	17.43%	To take a break from being on campus
65	9.86%	5.61%	It's where my friends/colleagues go
173	26.25%	14.93%	It's less expensive
198	30.05%	17.08%	It's easier to purchase food on my way to campus or after I leave campus
22	3.34%	1.90%	I can drink alcohol
113	17.15%	9.75%	It's easier to find my dietary preferences/healthy choices
27	4.10%	2.33%	It's more convenient for me to walk or drive off campus
23	3.49%	1.98%	Other (please specify)
659	Respondents		
1159	Responses		

Q43. On average, how many times during the school week do you purchase breakfast away from home?

Count	Percent	
837	42.70%	0
469	23.93%	1
372	18.98%	2
158	8.06%	3
56	2.86%	4
68	3.47%	5
1960	Respondents	

Q44. On average, how many times during the school week do you purchase lunch away from home?

Count	Percent	
255	13.00%	0
339	17.28%	1
512	26.10%	2
430	21.92%	3
251	12.79%	4

Q44. On average, how many times during the school week do you purchase lunch away from home?

Count	Percent	
175	8.92%	5
1962	Respondents	

Q45. On average, how many times during the school week do you purchase dinner away from home?

Count	Percent	
522	26.73%	0
422	21.61%	1
444	22.73%	2
316	16.18%	3
133	6.81%	4
116	5.94%	5
1953	Respondents	

Q46. On average, how many times during the school week do you purchase snacks away from home?

Count	Percent	
424	21.69%	0
388	19.85%	1
514	26.29%	2
304	15.55%	3
161	8.24%	4
164	8.39%	5
1955	Respondents	

Q47. Think about the meals you purchase away from home. How much do you typically spend for each of the following meal types? - Breakfast

Count	Percent	
754	38.63%	Rarely or never purchase this meal
48	2.46%	Less than \$1
292	14.96%	\$1 - \$2.99
492	25.20%	\$3 - \$4.99
256	13.11%	\$5 - \$6.99
77	3.94%	\$7 - \$9.99
23	1.18%	\$10 - \$11.99
10	0.51%	More than \$12
1952	Respondents	

Q48. Think about the meals you purchase away from home. How much do you typically spend for each of the following meal types? - Lunch

Count	Percent	
184	9.44%	Rarely or never purchase this meal
24	1.23%	Less than \$1
143	7.33%	\$1 - \$2.99
400	20.51%	\$3 - \$4.99
637	32.67%	\$5 - \$6.99
407	20.87%	\$7 - \$9.99
105	5.38%	\$10 - \$11.99
50	2.56%	More than \$12
1950	Respondents	

STUDENT SURVEY RESULTS

Q49. Think about the meals you purchase away from home. How much do you typically spend for each of the following meal types? - Dinner

Count	Percent	
381	19.68%	Rarely or never purchase this meal
16	0.83%	Less than \$1
67	3.46%	\$1 - \$2.99
167	8.63%	\$3 - \$4.99
371	19.16%	\$5 - \$6.99
454	23.45%	\$7 - \$9.99
269	13.89%	\$10 - \$11.99
211	10.90%	More than \$12
1936		Respondents

Q50. Think about the meals you purchase away from home. How much do you typically spend for each of the following meal types? - Snacks

Count	Percent	
365	18.89%	Rarely or never purchase this meal
246	12.73%	Less than \$1
802	41.51%	\$1 - \$2.99
356	18.43%	\$3 - \$4.99
107	5.54%	\$5 - \$6.99
27	1.40%	\$7 - \$9.99
16	0.83%	\$10 - \$11.99
13	0.67%	More than \$12
1932		Respondents

Q51. What factors influence where you choose to purchase a meal on campus or near campus (walking distance) of the campus? SELECT ONE FOR EACH RESPONSE - Appearance/comfortable seating

Count	Percent	
492	25.80%	Very influential
623	32.67%	Influential
532	27.90%	Somewhat influential
260	13.63%	Not influential
1907		Respondents

Q52. What factors influence where you choose to purchase a meal on campus or near campus (walking distance) of the campus? SELECT ONE FOR EACH RESPONSE - Price point

Count	Percent	
1368	71.06%	Very influential
432	22.44%	Influential
85	4.42%	Somewhat influential
40	2.08%	Not influential
1925		Respondents

Q53. What factors influence where you choose to purchase a meal on campus or near campus (walking distance) of the campus? SELECT ONE FOR EACH RESPONSE - Proximity to campus

Count	Percent	
835	43.86%	Very influential
689	36.19%	Influential
244	12.82%	Somewhat influential
136	7.14%	Not influential
1904		Respondents

Q54. What factors influence where you choose to purchase a meal on campus or near campus (walking distance) of the campus? SELECT ONE FOR EACH RESPONSE - Proximity to home

Count	Percent	
594	31.55%	Very influential
613	32.55%	Influential
352	18.69%	Somewhat influential
324	17.21%	Not influential
1883		Respondents

Q55. What factors influence where you choose to purchase a meal on campus or near campus (walking distance) of the campus? SELECT ONE FOR EACH RESPONSE - Proximity to work

Count	Percent	
466	24.84%	Very influential
520	27.72%	Influential
346	18.44%	Somewhat influential
544	29.00%	Not influential
1876		Respondents

Q56. What factors influence where you choose to purchase a meal on campus or near campus (walking distance) of the campus? SELECT ONE FOR EACH RESPONSE - My friends go there

Count	Percent	
265	14.10%	Very influential
443	23.58%	Influential
519	27.62%	Somewhat influential
652	34.70%	Not influential
1879		Respondents

Q57. What factors influence where you choose to purchase a meal on campus or near campus (walking distance) of the campus? SELECT ONE FOR EACH RESPONSE - Quality of food

Count	Percent	
1304	68.02%	Very influential
499	26.03%	Influential
84	4.38%	Somewhat influential
30	1.56%	Not influential
1917		Respondents

Q58. What factors influence where you choose to purchase a meal on campus or near campus (walking distance) of the campus? SELECT ONE FOR EACH RESPONSE - Quality of service

Count	Percent	
860	45.53%	Very influential
693	36.69%	Influential
258	13.66%	Somewhat influential
78	4.13%	Not influential
1889		Respondents

Q59. What factors influence where you choose to purchase a meal on campus or near campus (walking distance) of the campus? SELECT ONE FOR EACH RESPONSE - Speed of service

Count	Percent	
897	47.49%	Very influential
744	39.39%	Influential
197	10.43%	Somewhat influential
51	2.70%	Not influential
1889		Respondents

STUDENT SURVEY RESULTS

Q60. What factors influence where you choose to purchase a meal on campus or near campus (walking distance) of the campus? SELECT ONE FOR EACH RESPONSE - Brand identity

Count	Percent	
223	11.79%	Very influential
456	24.10%	Influential
592	31.29%	Somewhat influential
621	32.82%	Not influential
1892		Respondents

Q61. If a new food concept was included on the campus edge of OCC, what type of establishment would you prefer?

Count	Percent	
241	12.45%	Cafeteria style-line service
435	22.47%	Platform/grazing-style food cooked to order from a food station (e.g., pasta bar, grill station, salad bar)
593	30.63%	Fast service/food court concepts
372	19.21%	Casual - you order, food brought to your seat
73	3.77%	Full service dining - table service
222	11.47%	Grab-and-go (convenience store)
1936		Respondents

Q62. Please select your TOP FIVE (5) most frequented restaurant types during a typical week: (SELECT UP TO FIVE)

Count	Respondent %	Response %	
341	17.46%	3.86%	Barbecue/southern
1267	64.87%	14.36%	Burgers, fries, etc.
817	41.83%	9.26%	Chinese
102	5.22%	1.16%	Indian
1033	52.89%	11.70%	Italian/pizza
547	28.01%	6.20%	Japanese
732	37.48%	8.29%	Juice and smoothie
981	50.23%	11.11%	Latin, Mexican
235	12.03%	2.66%	Mediterranean
408	20.89%	4.62%	Organic-vegetarian
1092	55.91%	12.37%	Sandwiches
470	24.07%	5.33%	Specialty coffee cafe
292	14.95%	3.31%	Thai
417	21.35%	4.72%	Vietnamese
92	4.71%	1.04%	Other (please specify)
1953			Respondents
8826			Responses

Q63. Think about your retail purchases and services away from home. How much do you typically spend on each category during the week? (Excluding food and dining) - Clothing & Apparel

Count	Percent	
794	41.64%	Rarely or never purchase this item
63	3.30%	Less than \$1
87	4.56%	\$1 - \$4.99
164	8.60%	\$5 - \$9.99
248	13.00%	\$10 - \$19.99
240	12.59%	\$20 - \$29.99
102	5.35%	\$30 - \$39.99
209	10.96%	More than \$40
1907		Respondents

Q64. Think about your retail purchases and services away from home. How much do you typically spend on each category during the week? (Excluding food and dining) - Entertainment (Movies, Concerts, Events, etc.)

Count	Percent	
666	35.00%	Rarely or never purchase this item
70	3.68%	Less than \$1
153	8.04%	\$1 - \$4.99
297	15.61%	\$5 - \$9.99
354	18.60%	\$10 - \$19.99
207	10.88%	\$20 - \$29.99
62	3.26%	\$30 - \$39.99
94	4.94%	More than \$40
1903		Respondents

Q65. Think about your retail purchases and services away from home. How much do you typically spend on each category during the week? (Excluding food and dining) - Gifts

Count	Percent	
1032	54.40%	Rarely or never purchase this item
90	4.74%	Less than \$1
167	8.80%	\$1 - \$4.99
182	9.59%	\$5 - \$9.99
183	9.65%	\$10 - \$19.99
151	7.96%	\$20 - \$29.99
36	1.90%	\$30 - \$39.99
56	2.95%	More than \$40
1897		Respondents

Q66. Think about your retail purchases and services away from home. How much do you typically spend on each category during the week? (Excluding food and dining) - Pharmacist/Optometrst

Count	Percent	
1210	63.99%	Rarely or never purchase this item
97	5.13%	Less than \$1
103	5.45%	\$1 - \$4.99
135	7.14%	\$5 - \$9.99
123	6.50%	\$10 - \$19.99
81	4.28%	\$20 - \$29.99
29	1.53%	\$30 - \$39.99
113	5.98%	More than \$40
1891		Respondents

Q67. Think about your retail purchases and services away from home. How much do you typically spend on each category during the week? (Excluding food and dining) - Health & Beauty

Count	Percent	
572	30.25%	Rarely or never purchase this item
89	4.71%	Less than \$1
246	13.01%	\$1 - \$4.99
361	19.09%	\$5 - \$9.99
300	15.86%	\$10 - \$19.99
178	9.41%	\$20 - \$29.99
47	2.49%	\$30 - \$39.99
98	5.18%	More than \$40
1891		Respondents

STUDENT SURVEY RESULTS

Q68. Think about your retail purchases and services away from home. How much do you typically spend on each category during the week? (Excluding food and dining) - Reading/Books

Count	Percent	
904	48.21%	Rarely or never purchase this item
117	6.24%	Less than \$1
184	9.81%	\$1 - \$4.99
235	12.53%	\$5 - \$9.99
198	10.56%	\$10 - \$19.99
109	5.81%	\$20 - \$29.99
29	1.55%	\$30 - \$39.99
99	5.28%	More than \$40
1875		Respondents

Q69. Think about your retail purchases and services away from home. How much do you typically spend on each category during the week? (Excluding food and dining) - Other/Miscellaneous Items

Count	Percent	
396	20.96%	Rarely or never purchase this item
64	3.39%	Less than \$1
150	7.94%	\$1 - \$4.99
288	15.25%	\$5 - \$9.99
410	21.70%	\$10 - \$19.99
230	12.18%	\$20 - \$29.99
130	6.88%	\$30 - \$39.99
221	11.70%	More than \$40
1889		Respondents

Q70. How do you typically purchase these goods and services: (SELECT UP TO TWO)

Count	Respondent %	Response %	
192	10.11%	6.83%	At an on-campus vendor
1374	72.35%	48.86%	At an off-campus vendor
892	46.97%	31.72%	Through an online vendor
241	12.69%	8.57%	My parents purchase these items for me
113	5.95%	4.02%	I do not purchase these items
1899			Respondents
2812			Responses

Q71. How often do you typically visit the physical branch of your bank/financial institution?

Count	Percent	
164	8.58%	Two or more times per week
366	19.15%	Once per week
665	34.80%	One to two times per month
206	10.78%	One to two times per semester
510	26.69%	I do all my banking online
1911		Respondents

**Q72. What factors influence where you purchase retail goods or services on or near campus (walking distance)?
SELECT ONE FOR EACH RESPONSE - Price point**

Count	Percent	
1411	74.58%	Very influential
387	20.45%	Influential
64	3.38%	Somewhat influential
30	1.59%	Not influential

**Q72. What factors influence where you purchase retail goods or services on or near campus (walking distance)?
SELECT ONE FOR EACH RESPONSE - Price point**

Count	Percent	
1892		Respondents

**Q73. What factors influence where you purchase retail goods or services on or near campus (walking distance)?
SELECT ONE FOR EACH RESPONSE - Proximity to campus**

Count	Percent	
580	30.87%	Very influential
536	28.53%	Influential
355	18.89%	Somewhat influential
408	21.71%	Not influential
1879		Respondents

**Q74. What factors influence where you purchase retail goods or services on or near campus (walking distance)?
SELECT ONE FOR EACH RESPONSE - Proximity to home**

Count	Percent	
654	34.94%	Very influential
637	34.03%	Influential
342	18.27%	Somewhat influential
239	12.77%	Not influential
1872		Respondents

**Q75. What factors influence where you purchase retail goods or services on or near campus (walking distance)?
SELECT ONE FOR EACH RESPONSE - Proximity to work**

Count	Percent	
388	20.95%	Very influential
467	25.22%	Influential
393	21.22%	Somewhat influential
604	32.61%	Not influential
1852		Respondents

**Q76. What factors influence where you purchase retail goods or services on or near campus (walking distance)?
SELECT ONE FOR EACH RESPONSE - Convenience of location**

Count	Percent	
862	46.10%	Very influential
726	38.82%	Influential
187	10.00%	Somewhat influential
95	5.08%	Not influential
1870		Respondents

**Q77. What factors influence where you purchase retail goods or services on or near campus (walking distance)?
SELECT ONE FOR EACH RESPONSE - Quality of goods**

Count	Percent	
1211	64.55%	Very influential
573	30.54%	Influential
70	3.73%	Somewhat influential
22	1.17%	Not influential
1876		Respondents

STUDENT SURVEY RESULTS

**Q78. What factors influence where you purchase retail goods or services on or near campus (walking distance)?
SELECT ONE FOR EACH RESPONSE - Quality of service**

Count	Percent	
877	46.87%	Very influential
684	36.56%	Influential
233	12.45%	Somewhat influential
77	4.12%	Not influential
1871		Respondents

**Q79. What factors influence where you purchase retail goods or services on or near campus (walking distance)?
SELECT ONE FOR EACH RESPONSE - Speed of service**

Count	Percent	
772	41.46%	Very influential
730	39.21%	Influential
266	14.29%	Somewhat influential
94	5.05%	Not influential
1862		Respondents

**Q80. What factors influence where you purchase retail goods or services on or near campus (walking distance)?
SELECT ONE FOR EACH RESPONSE - Brand identity**

Count	Percent	
412	22.04%	Very influential
579	30.98%	Influential
433	23.17%	Somewhat influential
445	23.81%	Not influential
1869		Respondents

Q81. What types of non-food retail spaces would you utilize the most if it were available on campus? (SELECT UP TO FIVE)

Count	Respondent %	Response %	
1110	58.02%	13.51%	ATM machines
422	22.06%	5.14%	Bank/credit union
523	27.34%	6.36%	Retail Bookstore
196	10.25%	2.39%	Card/gift shop
825	43.13%	10.04%	Cell Phone Plug Outlets
990	51.75%	12.05%	Coffeehouse with large seating area
991	51.80%	12.06%	Convenience/food store
514	26.87%	6.25%	Copy/print center (FedEx Office)
110	5.75%	1.34%	Photo center
409	21.38%	4.98%	Post office
151	7.89%	1.84%	Salon
54	2.82%	0.66%	Hotel
130	6.80%	1.58%	Conference Center (e.g., meeting rooms, board rooms, etc.)
298	15.58%	3.63%	AAA/DMV services
372	19.45%	4.53%	Student Clothing Consignment Store
185	9.67%	2.25%	Cell Phone Store (e.g., ATT, Verizon, Sprint, etc.)
892	46.63%	10.85%	Computer lab/printing stations
46	2.40%	0.56%	Other (please specify)
1913			Respondents
8218			Responses

Q82. What is your current enrollment status?		
Count	Percent	
1259	65.71%	Full time
657	34.29%	Part time
1916	Respondents	

Q83. What is your age?		
Count	Percent	
22	1.14%	17 or under
550	28.60%	18 - 19
453	23.56%	20 - 21
320	16.64%	22 - 24
244	12.69%	25 - 29
334	17.37%	30 or over
1923	Respondents	

Q84. What is your gender?		
Count	Percent	
821	43.07%	Male
1080	56.66%	Female
5	0.26%	Other
1906	Respondents	

Q85. What is your ethnic or racial background?		
Count	Percent	
560	29.15%	Asian Pacific
24	1.25%	Black
450	23.43%	Hispanic
8	0.42%	Native American
626	32.59%	White
146	7.60%	Multiracial
107	5.57%	Other (please specify)
1921	Respondents	

Q86. How do you typically get to and from campus?		
Count	Percent	
56	2.92%	Walk
1381	71.96%	Drive alone
247	12.87%	Drive/ride with others
62	3.23%	Ride a skateboard/bicycle
15	0.78%	Ride a motorcycle
144	7.50%	Ride public transportation
14	0.73%	Other (please specify)
1919	Respondents	

Q87. How long is your typical one-way commute to campus?		
Count	Percent	
69	3.59%	Less than 5 minutes
351	18.27%	5 - 10 minutes
672	34.98%	11 - 20 minutes
469	24.41%	21 - 30 minutes
195	10.15%	31 - 40 minutes
91	4.74%	41 - 50 minutes

STUDENT SURVEY RESULTS

Q87. How long is your typical one-way commute to campus?

Count	Percent	
74	3.85%	More than 50 minutes
1921	Respondents	

EXHIBIT **F**

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FACULTY AND STAFF SURVEY RESULTS

Questions not applicable to faculty and staff participants have been removed from this results section.

Q1. I am currently a:

Count Percent

0	0.00%	Student
154	46.25%	Faculty member
179	53.75%	Staff member
333		Respondents

Q28. Please rate how important each of the following factors should be to Orange Coast College as it considers developing on-campus student housing: SELECT ONE RESPONSE FOR EACH FACTOR - Provide modern and attractive living environments to students

Count Percent

98	31.61%	Very important
107	34.52%	Important
48	15.48%	Unimportant
57	18.39%	Very unimportant
310		Respondents

Q29. Please rate how important each of the following factors should be to Orange Coast College as it considers developing on-campus student housing: SELECT ONE RESPONSE FOR EACH FACTOR - Create academically-focused residential communities

Count Percent

122	39.61%	Very important
98	31.82%	Important
44	14.29%	Unimportant
44	14.29%	Very unimportant
308		Respondents

Q30. Please rate how important each of the following factors should be to Orange Coast College as it considers developing on-campus student housing: SELECT ONE RESPONSE FOR EACH FACTOR - Make Orange Coast College more attractive to prospective students

Count Percent

154	49.68%	Very important
107	34.52%	Important
19	6.13%	Unimportant
30	9.68%	Very unimportant
310		Respondents

Q31. Please rate how important each of the following factors should be to Orange Coast College as it considers developing on-campus student housing: SELECT ONE RESPONSE FOR EACH FACTOR - Keep housing costs affordable

Count Percent

174	56.68%	Very important
71	23.13%	Important
26	8.47%	Unimportant
36	11.73%	Very unimportant
307		Respondents

Q37. Think about your typical school week (Monday - Friday). What do you do most often for breakfast during the school week? SELECT UP TO TWO

Count Respondent % Response %

207	67.65%	47.59%	Eat at home
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Q37. Think about your typical school week (Monday - Friday). What do you do most often for breakfast during the school week? SELECT UP TO TWO

Count	Respondent %	Response %	
28	9.15%	6.44%	Obtain this meal at an off campus restaurant
0	0.00%	0.00%	Have this meal delivered to me from an off campus restaurant
74	24.18%	17.01%	Bring this meal from home (brown bag)
33	10.78%	7.59%	Eat at the Student Center
56	18.30%	12.87%	Starbucks
6	1.96%	1.38%	Eat at another campus vendor
1	0.33%	0.23%	Campus vending machine
9	2.94%	2.07%	Other (please specify)
21	6.86%	4.83%	Skip this meal
306	Respondents		
435	Responses		

Q38. Think about your typical school week (Monday - Friday). What do you do most often for lunch during the school week? SELECT UP TO TWO

Count	Respondent %	Response %	
44	14.43%	9.73%	Eat at home
91	29.84%	20.13%	Obtain this meal at an off campus restaurant
3	0.98%	0.66%	Have this meal delivered to me from an off campus restaurant
178	58.36%	39.38%	Bring this meal from home (brown bag)
81	26.56%	17.92%	Eat at the Student Center
13	4.26%	2.88%	Starbucks
28	9.18%	6.19%	Eat at another campus vendor
0	0.00%	0.00%	Campus vending machine
7	2.30%	1.55%	Other (please specify)
7	2.30%	1.55%	Skip this meal
305	Respondents		
452	Responses		

Q39. Think about your typical school week (Monday - Friday). What do you do most often for dinner during the school week? SELECT UP TO TWO

Count	Respondent %	Response %	
257	84.82%	63.61%	Eat at home
92	30.36%	22.77%	Obtain this meal at an off campus restaurant
2	0.66%	0.50%	Have this meal delivered to me from an off campus restaurant
22	7.26%	5.45%	Bring this meal from home (brown bag)
9	2.97%	2.23%	Eat at the Student Center
6	1.98%	1.49%	Starbucks
3	0.99%	0.74%	Eat at another campus vendor
1	0.33%	0.25%	Campus vending machine
5	1.65%	1.24%	Other (please specify)
7	2.31%	1.73%	Skip this meal
303	Respondents		
404	Responses		

FACULTY AND STAFF SURVEY RESULTS

Q40. Think about your typical school week (Monday - Friday). What do you do most often for snacks during the school week? SELECT UP TO TWO

Count	Respondent %	Response %	
30	9.93%	7.21%	Eat at home
15	4.97%	3.61%	Obtain this meal at an off campus restaurant
1	0.33%	0.24%	Have this meal delivered to me from an off campus restaurant
165	54.64%	39.66%	Bring this meal from home (brown bag)
46	15.23%	11.06%	Eat at the Student Center
57	18.87%	13.70%	Starbucks
17	5.63%	4.09%	Eat at another campus vendor
46	15.23%	11.06%	Campus vending machine
6	1.99%	1.44%	Other (please specify)
33	10.93%	7.93%	Skip this meal
302	Respondents		
416	Responses		

Q41. You indicated that you most often bring lunch to campus from home. What are the primary reasons you choose to bring lunch from home? SELECT UP TO TWO REASONS

Count	Respondent %	Response %	
80	45.71%	24.77%	It is more convenient
46	26.29%	14.24%	I need to work or study over my meal
25	14.29%	7.74%	Pricing at the on campus retail cafes is generally too high
100	57.14%	30.96%	To better control my diet/It is healthier than the foods available on campus
21	12.00%	6.50%	The wait times are too long at the eateries on campus
14	8.00%	4.33%	On campus eateries are not geographically convenient for me
3	1.71%	0.93%	On campus dining environments are too noisy/crowded
18	10.29%	5.57%	I don't like the quality/taste of the on campus food choices
16	9.14%	4.95%	Other (please specify)
175	Respondents		
323	Responses		

Q42. You indicated that you most often purchase your lunch off campus during the academic week. What are the primary reasons you choose to eat off campus? SELECT UP TO TWO REASONS

Count	Respondent %	Response %	
49	55.06%	32.45%	I like the food available off campus better
41	46.07%	27.15%	To take a break from being on campus
9	10.11%	5.96%	It's where my friends/colleagues go
11	12.36%	7.28%	It's less expensive
10	11.24%	6.62%	It's easier to purchase food on my way to campus or after I leave campus
0	0.00%	0.00%	I can drink alcohol
20	22.47%	13.25%	It's easier to find my dietary preferences/healthy choices
5	5.62%	3.31%	It's more convenient for me to walk or drive off campus
6	6.74%	3.97%	Other (please specify)
89	Respondents		
151	Responses		

Q43. On average, how many times during the school week do you purchase breakfast away from home?

Count	Percent	
167	55.85%	0
61	20.40%	1
37	12.37%	2
19	6.35%	3

Q43. On average, how many times during the school week do you purchase breakfast away from home?

Count Percent

11	3.68%	4
4	1.34%	5
299	Respondents	

Q44. On average, how many times during the school week do you purchase lunch away from home?

Count Percent

58	19.53%	0
79	26.60%	1
53	17.85%	2
39	13.13%	3
21	7.07%	4
47	15.82%	5
297	Respondents	

Q45. On average, how many times during the school week do you purchase dinner away from home?

Count Percent

85	28.72%	0
97	32.77%	1
58	19.59%	2
32	10.81%	3
13	4.39%	4
11	3.72%	5
296	Respondents	

Q46. On average, how many times during the school week do you purchase snacks away from home?

Count Percent

99	33.00%	0
77	25.67%	1
53	17.67%	2
34	11.33%	3
20	6.67%	4
17	5.67%	5
300	Respondents	

Q47. Think about the meals you purchase away from home. How much do you typically spend for each of the following meal types? - Breakfast

Count Percent

124	43.21%	Rarely or never purchase this meal
2	0.70%	Less than \$1
30	10.45%	\$1 - \$2.99
81	28.22%	\$3 - \$4.99
33	11.50%	\$5 - \$6.99
14	4.88%	\$7 - \$9.99
2	0.70%	\$10 - \$11.99
1	0.35%	More than \$12
287	Respondents	

FACULTY AND STAFF SURVEY RESULTS

Q48. Think about the meals you purchase away from home. How much do you typically spend for each of the following meal types? - Lunch

Count	Percent	
33	11.42%	Rarely or never purchase this meal
1	0.35%	Less than \$1
11	3.81%	\$1 - \$2.99
34	11.76%	\$3 - \$4.99
100	34.60%	\$5 - \$6.99
77	26.64%	\$7 - \$9.99
22	7.61%	\$10 - \$11.99
11	3.81%	More than \$12
289		Respondents

Q49. Think about the meals you purchase away from home. How much do you typically spend for each of the following meal types? - Dinner

Count	Percent	
48	16.96%	Rarely or never purchase this meal
1	0.35%	Less than \$1
1	0.35%	\$1 - \$2.99
8	2.83%	\$3 - \$4.99
36	12.72%	\$5 - \$6.99
68	24.03%	\$7 - \$9.99
54	19.08%	\$10 - \$11.99
67	23.67%	More than \$12
283		Respondents

Q50. Think about the meals you purchase away from home. How much do you typically spend for each of the following meal types? - Snacks

Count	Percent	
74	26.62%	Rarely or never purchase this meal
18	6.47%	Less than \$1
118	42.45%	\$1 - \$2.99
53	19.06%	\$3 - \$4.99
9	3.24%	\$5 - \$6.99
4	1.44%	\$7 - \$9.99
0	0.00%	\$10 - \$11.99
2	0.72%	More than \$12
278		Respondents

Q51. What factors influence where you choose to purchase a meal on campus or near campus (walking distance) of the campus? SELECT ONE FOR EACH RESPONSE - Appearance/comfortable seating

Count	Percent	
59	23.14%	Very influential
85	33.33%	Influential
63	24.71%	Somewhat influential
48	18.82%	Not influential
255		Respondents

Q52. What factors influence where you choose to purchase a meal on campus or near campus (walking distance) of the campus? SELECT ONE FOR EACH RESPONSE - Price point

Count	Percent	
130	49.06%	Very influential
84	31.70%	Influential
34	12.83%	Somewhat influential
17	6.42%	Not influential

Q52. What factors influence where you choose to purchase a meal on campus or near campus (walking distance) of the campus? SELECT ONE FOR EACH RESPONSE - Price point

Count	Percent
265	Respondents

Q53. What factors influence where you choose to purchase a meal on campus or near campus (walking distance) of the campus? SELECT ONE FOR EACH RESPONSE - Proximity to campus

Count	Percent	
143	53.56%	Very influential
84	31.46%	Influential
17	6.37%	Somewhat influential
23	8.61%	Not influential
267	Respondents	

Q54. What factors influence where you choose to purchase a meal on campus or near campus (walking distance) of the campus? SELECT ONE FOR EACH RESPONSE - Proximity to home

Count	Percent	
48	18.90%	Very influential
64	25.20%	Influential
33	12.99%	Somewhat influential
109	42.91%	Not influential
254	Respondents	

Q55. What factors influence where you choose to purchase a meal on campus or near campus (walking distance) of the campus? SELECT ONE FOR EACH RESPONSE - Proximity to work

Count	Percent	
115	44.57%	Very influential
87	33.72%	Influential
20	7.75%	Somewhat influential
36	13.95%	Not influential
258	Respondents	

Q56. What factors influence where you choose to purchase a meal on campus or near campus (walking distance) of the campus? SELECT ONE FOR EACH RESPONSE - My friends go there

Count	Percent	
23	9.02%	Very influential
42	16.47%	Influential
51	20.00%	Somewhat influential
139	54.51%	Not influential
255	Respondents	

Q57. What factors influence where you choose to purchase a meal on campus or near campus (walking distance) of the campus? SELECT ONE FOR EACH RESPONSE - Quality of food

Count	Percent	
201	72.83%	Very influential
66	23.91%	Influential
3	1.09%	Somewhat influential
6	2.17%	Not influential
276	Respondents	

FACULTY AND STAFF SURVEY RESULTS

Q58. What factors influence where you choose to purchase a meal on campus or near campus (walking distance) of the campus? SELECT ONE FOR EACH RESPONSE - Quality of service

Count	Percent	
115	44.06%	Very influential
115	44.06%	Influential
19	7.28%	Somewhat influential
12	4.60%	Not influential
261		Respondents

Q59. What factors influence where you choose to purchase a meal on campus or near campus (walking distance) of the campus? SELECT ONE FOR EACH RESPONSE - Speed of service

Count	Percent	
139	52.45%	Very influential
101	38.11%	Influential
15	5.66%	Somewhat influential
10	3.77%	Not influential
265		Respondents

Q60. What factors influence where you choose to purchase a meal on campus or near campus (walking distance) of the campus? SELECT ONE FOR EACH RESPONSE - Brand identity

Count	Percent	
17	6.69%	Very influential
50	19.69%	Influential
57	22.44%	Somewhat influential
130	51.18%	Not influential
254		Respondents

Q61. If a new food concept was included on the campus edge of OCC, what type of establishment would you prefer?

Count	Percent	
21	7.58%	Cafeteria style-line service
66	23.83%	Platform/grazing-style food cooked to order from a food station (e.g., pasta bar, grill station, salad bar)
95	34.30%	Fast service/food court concepts
58	20.94%	Casual - you order, food brought to your seat
16	5.78%	Full service dining - table service
21	7.58%	Grab-and-go (convenience store)
277		Respondents

Q62. Please select your TOP FIVE (5) most frequented restaurant types during a typical week: (SELECT UP TO FIVE)

Count	Respondent %	Response %	
51	17.83%	4.12%	Barbecue/southern
141	49.30%	11.40%	Burgers, fries, etc.
105	36.71%	8.49%	Chinese
33	11.54%	2.67%	Indian
140	48.95%	11.32%	Italian/pizza
72	25.17%	5.82%	Japanese
50	17.48%	4.04%	Juice and smoothie
185	64.69%	14.96%	Latin, Mexican
68	23.78%	5.50%	Mediterranean
85	29.72%	6.87%	Organic-vegetarian
149	52.10%	12.05%	Sandwiches
62	21.68%	5.01%	Specialty coffee cafe
49	17.13%	3.96%	Thai
30	10.49%	2.43%	Vietnamese
17	5.94%	1.37%	Other (please specify)

Q62. Please select your TOP FIVE (5) most frequented restaurant types during a typical week: (SELECT UP TO FIVE)

Count	Respondent %	Response %
286	Respondents	
1237	Responses	

Q63. Think about your retail purchases and services away from home. How much do you typically spend on each category during the week? (Excluding food and dining) - Clothing & Apparel

Count	Percent	Response
91	35.27%	Rarely or never purchase this item
9	3.49%	Less than \$1
10	3.88%	\$1 - \$4.99
22	8.53%	\$5 - \$9.99
29	11.24%	\$10 - \$19.99
47	18.22%	\$20 - \$29.99
19	7.36%	\$30 - \$39.99
31	12.02%	More than \$40
258	Respondents	

Q64. Think about your retail purchases and services away from home. How much do you typically spend on each category during the week? (Excluding food and dining) - Entertainment (Movies, Concerts, Events, etc.)

Count	Percent	Response
85	32.69%	Rarely or never purchase this item
2	0.77%	Less than \$1
25	9.62%	\$1 - \$4.99
28	10.77%	\$5 - \$9.99
54	20.77%	\$10 - \$19.99
37	14.23%	\$20 - \$29.99
16	6.15%	\$30 - \$39.99
13	5.00%	More than \$40
260	Respondents	

Q65. Think about your retail purchases and services away from home. How much do you typically spend on each category during the week? (Excluding food and dining) - Gifts

Count	Percent	Response
93	36.90%	Rarely or never purchase this item
13	5.16%	Less than \$1
19	7.54%	\$1 - \$4.99
27	10.71%	\$5 - \$9.99
44	17.46%	\$10 - \$19.99
35	13.89%	\$20 - \$29.99
10	3.97%	\$30 - \$39.99
11	4.37%	More than \$40
252	Respondents	

Q66. Think about your retail purchases and services away from home. How much do you typically spend on each category during the week? (Excluding food and dining) - Pharmacist/Optometrlist

Count	Percent	Response
114	44.36%	Rarely or never purchase this item
12	4.67%	Less than \$1
31	12.06%	\$1 - \$4.99
32	12.45%	\$5 - \$9.99
29	11.28%	\$10 - \$19.99
20	7.78%	\$20 - \$29.99
4	1.56%	\$30 - \$39.99

FACULTY AND STAFF SURVEY RESULTS

Q66. Think about your retail purchases and services away from home. How much do you typically spend on each category during the week? (Excluding food and dining) - Pharmacist/Optometrlist

Count	Percent	
15	5.84%	More than \$40
257	Respondents	

Q67. Think about your retail purchases and services away from home. How much do you typically spend on each category during the week? (Excluding food and dining) - Health & Beauty

Count	Percent	
68	26.25%	Rarely or never purchase this item
13	5.02%	Less than \$1
40	15.44%	\$1 - \$4.99
42	16.22%	\$5 - \$9.99
43	16.60%	\$10 - \$19.99
29	11.20%	\$20 - \$29.99
9	3.47%	\$30 - \$39.99
15	5.79%	More than \$40
259	Respondents	

Q68. Think about your retail purchases and services away from home. How much do you typically spend on each category during the week? (Excluding food and dining) - Reading/Books

Count	Percent	
86	33.59%	Rarely or never purchase this item
20	7.81%	Less than \$1
36	14.06%	\$1 - \$4.99
44	17.19%	\$5 - \$9.99
31	12.11%	\$10 - \$19.99
24	9.38%	\$20 - \$29.99
8	3.13%	\$30 - \$39.99
7	2.73%	More than \$40
256	Respondents	

Q69. Think about your retail purchases and services away from home. How much do you typically spend on each category during the week? (Excluding food and dining) - Other/Miscellaneous Items

Count	Percent	
56	23.33%	Rarely or never purchase this item
6	2.50%	Less than \$1
21	8.75%	\$1 - \$4.99
34	14.17%	\$5 - \$9.99
43	17.92%	\$10 - \$19.99
38	15.83%	\$20 - \$29.99
10	4.17%	\$30 - \$39.99
32	13.33%	More than \$40
240	Respondents	

Q70. How do you typically purchase these goods and services: (SELECT UP TO TWO)

Count	Respondent %	Response %	
19	7.20%	5.05%	At an on-campus vendor
218	82.58%	57.98%	At an off-campus vendor
127	48.11%	33.78%	Through an online vendor
1	0.38%	0.27%	My parents purchase these items for me
11	4.17%	2.93%	I do not purchase these items
264	Respondents		

Q70. How do you typically purchase these goods and services: (SELECT UP TO TWO)

Count	Respondent %	Response
376		Responses

Q71. How often do you typically visit the physical branch of your bank/financial institution?

Count	Percent	Response
12	4.46%	Two or more times per week
44	16.36%	Once per week
84	31.23%	One to two times per month
60	22.30%	One to two times per semester
69	25.65%	I do all my banking online
269		Respondents

**Q72. What factors influence where you purchase retail goods or services on or near campus (walking distance)?
SELECT ONE FOR EACH RESPONSE - Price point**

Count	Percent	Response
151	58.75%	Very influential
64	24.90%	Influential
21	8.17%	Somewhat influential
21	8.17%	Not influential
257		Respondents

**Q73. What factors influence where you purchase retail goods or services on or near campus (walking distance)?
SELECT ONE FOR EACH RESPONSE - Proximity to campus**

Count	Percent	Response
86	34.26%	Very influential
62	24.70%	Influential
37	14.74%	Somewhat influential
66	26.29%	Not influential
251		Respondents

**Q74. What factors influence where you purchase retail goods or services on or near campus (walking distance)?
SELECT ONE FOR EACH RESPONSE - Proximity to home**

Count	Percent	Response
89	35.18%	Very influential
72	28.46%	Influential
38	15.02%	Somewhat influential
54	21.34%	Not influential
253		Respondents

**Q75. What factors influence where you purchase retail goods or services on or near campus (walking distance)?
SELECT ONE FOR EACH RESPONSE - Proximity to work**

Count	Percent	Response
79	31.98%	Very influential
70	28.34%	Influential
39	15.79%	Somewhat influential
59	23.89%	Not influential
247		Respondents

FACULTY AND STAFF SURVEY RESULTS

**Q76. What factors influence where you purchase retail goods or services on or near campus (walking distance)?
SELECT ONE FOR EACH RESPONSE - Convenience of location**

Count	Percent	
124	48.82%	Very influential
89	35.04%	Influential
24	9.45%	Somewhat influential
17	6.69%	Not influential
254		Respondents

**Q77. What factors influence where you purchase retail goods or services on or near campus (walking distance)?
SELECT ONE FOR EACH RESPONSE - Quality of goods**

Count	Percent	
172	66.67%	Very influential
68	26.36%	Influential
10	3.88%	Somewhat influential
8	3.10%	Not influential
258		Respondents

**Q78. What factors influence where you purchase retail goods or services on or near campus (walking distance)?
SELECT ONE FOR EACH RESPONSE - Quality of service**

Count	Percent	
116	46.03%	Very influential
100	39.68%	Influential
27	10.71%	Somewhat influential
9	3.57%	Not influential
252		Respondents

**Q79. What factors influence where you purchase retail goods or services on or near campus (walking distance)?
SELECT ONE FOR EACH RESPONSE - Speed of service**

Count	Percent	
107	42.46%	Very influential
102	40.48%	Influential
30	11.90%	Somewhat influential
13	5.16%	Not influential
252		Respondents

**Q80. What factors influence where you purchase retail goods or services on or near campus (walking distance)?
SELECT ONE FOR EACH RESPONSE - Brand identity**

Count	Percent	
36	14.40%	Very influential
73	29.20%	Influential
60	24.00%	Somewhat influential
81	32.40%	Not influential
250		Respondents

Q81. What types of non-food retail spaces would you utilize the most if it were available on campus? (SELECT UP TO FIVE)

Count	Respondent %	Response %	
148	56.06%	14.11%	ATM machines
84	31.82%	8.01%	Bank/credit union
56	21.21%	5.34%	Retail Bookstore
86	32.58%	8.20%	Card/gift shop
41	15.53%	3.91%	Cell Phone Plug Outlets

Q81. What types of non-food retail spaces would you utilize the most if it were available on campus? (SELECT UP TO FIVE)

Count	Respondent %	Response %	
107	40.53%	10.20%	Coffeehouse with large seating area
122	46.21%	11.63%	Convenience/food store
46	17.42%	4.39%	Copy/print center (FedEx Office)
8	3.03%	0.76%	Photo center
95	35.98%	9.06%	Post office
22	8.33%	2.10%	Salon
12	4.55%	1.14%	Hotel
36	13.64%	3.43%	Conference Center (e.g., meeting rooms, board rooms, etc.)
62	23.48%	5.91%	AAA/DMV services
38	14.39%	3.62%	Student Clothing Consignment Store
21	7.95%	2.00%	Cell Phone Store (e.g., ATT, Verizon, Sprint, etc.)
47	17.80%	4.48%	Computer lab/printing stations
18	6.82%	1.72%	Other (please specify)
264	Respondents		
1049	Responses		

Q88. What is your current employment status?

Count	Percent	
203	75.19%	Full time
67	24.81%	Part time
270	Respondents	

Q89. What is your age?

Count	Percent	
1	0.37%	19 or under
15	5.60%	20 - 29
52	19.40%	30 - 39
54	20.15%	40 - 49
87	32.46%	50 - 59
59	22.01%	60 or over
268	Respondents	

Q90. What is your gender?

Count	Percent	
105	39.33%	Male
156	58.43%	Female
6	2.25%	Other
267	Respondents	

Q91. What is your ethnic or racial background?

Count	Percent	
17	6.39%	Asian Pacific
4	1.50%	Black
24	9.02%	Hispanic
2	0.75%	Native American
191	71.80%	White
15	5.64%	Multiracial
13	4.89%	Other (please specify)
266	Respondents	

FACULTY AND STAFF SURVEY RESULTS

Q92. How do you typically get to and from campus?

Count	Percent	
4	1.47%	Walk
234	86.03%	Drive alone
28	10.29%	Drive/ride with others
1	0.37%	Ride a skateboard/bicycle
1	0.37%	Ride a motorcycle
1	0.37%	Ride public transportation
3	1.10%	Other (please specify)
272		Respondents

Q93. How long is your typical one-way commute to campus?

Count	Percent	
13	4.80%	Less than 5 minutes
51	18.82%	5 - 10 minutes
78	28.78%	11 - 20 minutes
58	21.40%	21 - 30 minutes
33	12.18%	31 - 40 minutes
21	7.75%	41 - 50 minutes
17	6.27%	More than 50 minutes
271		Respondents

Q94. Please feel free to leave any additional comments:

Count	Percent
61	100.00%
61	Respondents

EXHIBIT **G**

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Orange Coast College
Housing and College Village Development Plan
Student Housing Demand

2013 - 2014

Age Breakdown	Enrollment	Capture Rate	Maximum Potential Demand	Efficiency Apartment	1 Bed, 1 Bathroom Apartment	1 Bed, 1 Bathroom Apartment	2 Bed, 1 Bathroom Apartment	2 Bed, 1 Bathroom Apartment	2 Bed, 2 Bathroom Apartment	2 Bed, 2 Bathroom Apartment	4 Bed, 2 Bathroom Apartment
				Single	Single	Double	Single	Double	Single	Double	Single
Under 21	10,426	4%	423	43	19	43	25	85	61	93	56
21 to 24	4,913	7%	328	54	82	9	27	28	46	46	36
25 to 30	2,875	18%	524	84	70	28	42	85	76	84	56
30 or More	3,239	19%	611	97	97	17	98	74	149	46	34
TOTAL	21,453	9%	1,887	277	268	97	192	271	332	268	182

EXHIBIT **H**

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ORANGE COAST COLLEGE
HOUSING AND COLLEGE VILLAGE DEVELOPMENT PLAN
HOUSING PROFORMA

OPERATING PROFORMA	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	
Project Summary																															
Number of Beds	819	819	819	819	819	819	819	819	819	819	819	819	819	819	819	819	819	819	819	819	819	819	819	819	819	819	819	819	819	819	
Revenue Generating Beds	800	800	800	800	800	800	800	800	800	800	800	800	800	800	800	800	800	800	800	800	800	800	800	800	800	800	800	800	800	800	
Square Feet	303,688	303,688	303,688	303,688	303,688	303,688	303,688	303,688	303,688	303,688	303,688	303,688	303,688	303,688	303,688	303,688	303,688	303,688	303,688	303,688	303,688	303,688	303,688	303,688	303,688	303,688	303,688	303,688	303,688		
Revenue Per Bed	\$11,001	\$11,503	\$11,675	\$11,851	\$12,028	\$12,209	\$12,392	\$12,578	\$12,767	\$12,958	\$13,153	\$13,349	\$13,549	\$13,753	\$13,960	\$14,168	\$14,381	\$14,597	\$14,816	\$15,038	\$15,264	\$15,493	\$15,725	\$15,961	\$16,200	\$16,443	\$16,690	\$16,940	\$17,194	\$17,453	\$17,714
Operating Cost Per Bed	\$3,051	\$3,308	\$3,398	\$3,490	\$3,590	\$3,685	\$3,786	\$3,893	\$4,000	\$4,110	\$4,225	\$4,339	\$4,460	\$4,584	\$4,711	\$4,840	\$4,976	\$5,115	\$5,258	\$5,403	\$5,557	\$5,712	\$5,869	\$6,034	\$6,204	\$6,379	\$6,554	\$6,741	\$6,930	\$7,126	\$7,327
Revenue Per Square Foot	\$29.67	\$31.02	\$31.49	\$31.96	\$32.44	\$32.93	\$33.42	\$33.92	\$34.43	\$34.95	\$35.47	\$36.00	\$36.54	\$37.09	\$37.65	\$38.21	\$38.78	\$39.37	\$39.96	\$40.55	\$41.16	\$41.78	\$42.41	\$43.04	\$43.69	\$44.34	\$45.01	\$45.69	\$46.37	\$47.07	\$47.77
Operating Cost Per Square Foot	\$8.23	\$8.92	\$9.16	\$9.41	\$9.68	\$9.94	\$10.21	\$10.50	\$10.79	\$11.08	\$11.39	\$11.70	\$12.03	\$12.36	\$12.70	\$13.05	\$13.42	\$13.79	\$14.18	\$14.57	\$14.99	\$15.40	\$15.83	\$16.27	\$16.73	\$17.20	\$17.68	\$18.18	\$18.69	\$19.22	\$19.76
Operating Revenue																															
Gross Academic Year Lease Revenue	\$9,400,000	\$9,829,000	\$9,977,000	\$10,126,000	\$10,278,000	\$10,433,000	\$10,589,000	\$10,748,000	\$10,909,000	\$11,073,000	\$11,239,000	\$11,407,000	\$11,579,000	\$11,752,000	\$11,928,000	\$12,107,000	\$12,289,000	\$12,473,000	\$12,660,000	\$12,850,000	\$13,043,000	\$13,239,000	\$13,437,000	\$13,639,000	\$13,843,000	\$14,051,000	\$14,262,000	\$14,476,000	\$14,693,000	\$14,913,000	\$15,137,000
Academic Year Lease Vacancy	-\$470,000	-\$491,000	-\$499,000	-\$506,000	-\$514,000	-\$522,000	-\$529,000	-\$537,000	-\$545,000	-\$554,000	-\$562,000	-\$570,000	-\$579,000	-\$588,000	-\$596,000	-\$605,000	-\$614,000	-\$624,000	-\$633,000	-\$643,000	-\$652,000	-\$662,000	-\$672,000	-\$682,000	-\$692,000	-\$703,000	-\$713,000	-\$724,000	-\$735,000	-\$746,000	-\$757,000
Other Revenue	\$79,443	\$83,000	\$84,000	\$86,000	\$87,000	\$88,000	\$89,000	\$91,000	\$92,000	\$94,000	\$95,000	\$96,000	\$98,000	\$99,000	\$101,000	\$102,000	\$104,000	\$105,000	\$107,000	\$109,000	\$110,000	\$112,000	\$114,000	\$115,000	\$117,000	\$119,000	\$121,000	\$122,000	\$124,000	\$126,000	\$128,000
Total Revenue	\$9,009,443	\$9,421,000	\$9,562,000	\$9,706,000	\$9,851,000	\$9,999,000	\$10,149,000	\$10,301,000	\$10,456,000	\$10,613,000	\$10,772,000	\$10,933,000	\$11,097,000	\$11,264,000	\$11,433,000	\$11,604,000	\$11,778,000	\$11,955,000	\$12,134,000	\$12,316,000	\$12,501,000	\$12,689,000	\$12,879,000	\$13,072,000	\$13,268,000	\$13,467,000	\$13,669,000	\$13,874,000	\$14,082,000	\$14,294,000	\$14,508,000
Operating Expense																															
Payroll Expense	\$757,575	\$828,000	\$853,000	\$878,000	\$905,000	\$932,000	\$960,000	\$988,000	\$1,018,000	\$1,049,000	\$1,080,000	\$1,113,000	\$1,146,000	\$1,180,000	\$1,216,000	\$1,252,000	\$1,290,000	\$1,328,000	\$1,368,000	\$1,409,000	\$1,452,000	\$1,495,000	\$1,540,000	\$1,586,000	\$1,634,000	\$1,683,000	\$1,733,000	\$1,785,000	\$1,839,000	\$1,894,000	\$1,951,000
Contracted Services	\$81,900	\$89,000	\$92,000	\$95,000	\$98,000	\$101,000	\$104,000	\$107,000	\$110,000	\$113,000	\$117,000	\$120,000	\$124,000	\$128,000	\$131,000	\$135,000	\$139,000	\$144,000	\$148,000	\$152,000	\$157,000	\$162,000	\$166,000	\$171,000	\$177,000	\$182,000	\$187,000	\$193,000	\$199,000	\$205,000	\$211,000
Supplies Expense	\$163,800	\$179,000	\$184,000	\$190,000	\$196,000	\$201,000	\$207,000	\$214,000	\$220,000	\$227,000	\$234,000	\$241,000	\$248,000	\$255,000	\$263,000	\$271,000	\$279,000	\$287,000	\$296,000	\$305,000	\$314,000	\$323,000	\$333,000	\$343,000	\$353,000	\$364,000	\$375,000	\$386,000	\$398,000	\$410,000	\$422,000
Communications Expense	\$49,140	\$54,000	\$55,000	\$57,000	\$59,000	\$60,000	\$62,000	\$64,000	\$66,000	\$68,000	\$70,000	\$72,000	\$74,000	\$77,000	\$79,000	\$81,000	\$84,000	\$86,000	\$89,000	\$91,000	\$94,000	\$97,000	\$100,000	\$103,000	\$106,000	\$109,000	\$112,000	\$116,000	\$119,000	\$123,000	\$127,000
Travel Expense	\$5,324	\$6,000	\$6,000	\$6,000	\$6,000	\$7,000	\$7,000	\$7,000	\$7,000	\$7,000	\$8,000	\$8,000	\$8,000	\$8,000	\$9,000	\$9,000	\$9,000	\$10,000	\$10,000	\$10,000	\$11,000	\$11,000	\$11,000	\$11,000	\$11,000	\$12,000	\$12,000	\$13,000	\$13,000	\$14,000	\$14,000
Rent Expense	\$12,285	\$13,000	\$14,000	\$14,000	\$15,000	\$15,000	\$16,000	\$16,000	\$17,000	\$17,000	\$18,000	\$18,000	\$19,000	\$19,000	\$20,000	\$20,000	\$21,000	\$22,000	\$22,000	\$23,000	\$24,000	\$24,000	\$25,000	\$26,000	\$26,000	\$27,000	\$28,000	\$29,000	\$30,000	\$31,000	\$32,000
Utilities Expense	\$368,550	\$403,000	\$415,000	\$427,000	\$440,000	\$453,000	\$467,000	\$481,000	\$495,000	\$510,000	\$525,000	\$541,000	\$557,000	\$574,000	\$591,000	\$609,000	\$627,000	\$646,000	\$666,000	\$686,000	\$706,000	\$727,000	\$749,000	\$772,000	\$795,000	\$819,000	\$843,000	\$869,000	\$895,000	\$921,000	\$949,000
Maintenance Expense	\$225,225	\$246,000	\$253,000	\$261,000	\$269,000	\$277,000	\$285,000	\$294,000	\$303,000	\$312,000	\$321,000	\$331,000	\$341,000	\$351,000	\$361,000	\$372,000	\$383,000	\$395,000	\$407,000	\$419,000	\$432,000	\$445,000	\$458,000	\$472,000	\$486,000	\$500,000	\$515,000	\$531,000	\$547,000	\$563,000	\$580,000
Other Expense	\$380,835	\$416,000	\$429,000	\$441,000	\$455,000	\$468,000	\$482,000	\$497,000	\$512,000	\$527,000	\$543,000	\$559,000	\$576,000	\$593,000	\$611,000	\$629,000	\$648,000	\$668,000	\$688,000	\$708,000	\$730,000	\$752,000	\$774,000	\$797,000	\$821,000	\$846,000	\$871,000	\$897,000	\$924,000	\$952,000	\$981,000
Capital Expense	\$3,481	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$6,000	\$6,000	\$6,000	\$6,000	\$6,000	\$6,000	\$7,000	\$7,000	\$7,000	\$7,000	\$7,000	\$8,000	\$8,000	\$8,000	\$8,000	\$9,000	\$9,000	\$9,000
Foundation Fee (1%)	\$90,094	\$94,000	\$96,000	\$97,000	\$99,000	\$100,000	\$101,000	\$103,000	\$105,000	\$106,000	\$108,000	\$109,000	\$111,000	\$113,000	\$114,000	\$116,000	\$118,000	\$120,000	\$121,000	\$123,000	\$125,000	\$127,000	\$129,000	\$131,000	\$133,000	\$135,000	\$137,000	\$139,000	\$141,000	\$143,000	\$145,000
Management Fee (4%)	\$360,378	\$377,000	\$382,000	\$388,000	\$394,000	\$400,000	\$406,000	\$412,000	\$418,000	\$425,000	\$431,000	\$437,000	\$444,000	\$451,000	\$457,000	\$464,000	\$471,000	\$478,000	\$485,000	\$493,000	\$500,000	\$508,000	\$515,000	\$523,000	\$531,000	\$539,000	\$547,000	\$555,000	\$563,000	\$572,000	\$580,000
Total Operating Expense	\$2,498,586	\$2,709,000	\$2,783,000	\$2,858,000	\$2,940,000	\$3,018,000	\$3,101,000	\$3,188,000	\$3,276,000	\$3,366,000	\$3,460,000	\$3,554,000	\$3,653,000	\$3,754,000	\$3,858,000	\$3,964,000	\$4,075,000	\$4,189,000	\$4,306,000	\$4,425,000	\$4,551,000	\$4,678,000	\$4,807,000	\$4,942,000	\$5,081,000	\$5,224,000	\$5,368,000	\$5,521,000	\$5,676,000	\$5,836,000	\$6,001,000
Net Operating Income	\$6,510,857	\$6,712,000	\$6,779,000	\$6,848,000	\$6,911,000	\$6,981,000	\$7,048,000	\$7,113,000	\$7,180,000	\$7,247,000	\$7,312,000	\$7,379,000	\$7,444,000	\$7,510,000	\$7,575,000	\$7,640,000	\$7,703,000	\$7,766,000	\$7,828,000	\$7,891,000	\$7,950,000	\$8,011,000	\$8,072,000	\$8,130,000	\$8,187,000	\$8,243,000	\$8,301,000	\$8,353,000	\$8,406,000	\$8,458,000	\$8,507,000
Non-operating Expense																															
Annual Debt Service	\$5,858,342	\$5,858,000	\$5,858,000	\$5,858,000	\$5,858,000	\$5,858,000	\$5,858,000	\$5,858,000	\$5,858,000	\$5,858,000	\$5,858,000	\$5,858,000	\$5,858,000	\$5,858,000	\$5,858,000	\$5,858,000	\$5,858,000	\$5,858,000	\$5,858,000	\$5,858,000	\$5,858,000	\$5,858,000	\$5,858,000	\$5,858,000	\$5,858,000	\$5,858,000	\$5,858,000	\$5,858,000	\$5,858,000	\$5,858,000	\$5,858,000
Replacement Reserve	\$204,750	\$224,000	\$230,000	\$237,000	\$244,000	\$252,000	\$259,000	\$267,000	\$275,000	\$283,000	\$292,000	\$301,000	\$310,000	\$319,000	\$329,000	\$338,000	\$349,000	\$359,000	\$370,000	\$381,000	\$392,000	\$404,000	\$416,000	\$429,000	\$442,000	\$455,000	\$468,000	\$483,000	\$497,000	\$512,000	\$527,000
Total Non-operating Expense	\$6,063,092	\$6,082,000	\$6,088,000	\$6,095,000	\$6,102,000	\$6,110,000	\$6,117,000	\$6,125,000	\$6,133,000	\$6,141,000	\$6,150,000	\$6,159,000	\$6,168,000	\$6,177,000	\$6,187,000	\$6,196,000	\$6,207,000	\$6,217,000	\$6,228,000	\$6,239,000	\$6,250,000	\$6,262,000	\$6,274,000	\$6,287,000	\$6,300,000	\$6,313,000	\$6,326,000	\$6,341,000	\$6,355,000	\$6,370,000	\$6,385,000
Cash Flow	\$447,765	\$630,000	\$691,000	\$753,000	\$809,000	\$871,000	\$931,000	\$988,000	\$1,047,000	\$1,106,000	\$1,162,000	\$1,220,000	\$1,276,000	\$1,333,000	\$1,388,000	\$1,444,000	\$1,496,000	\$1,549,000	\$1,600,000	\$1,652,000	\$1,700,000	\$1,749,000	\$1,798,000	\$1,843,000	\$1,887,000	\$1,930,000	\$1,975,000	\$2,012,000	\$2,051,000	\$2,088,000	\$2,122,000
Cumulative Cash Flow	\$447,765	\$630,000	\$1,321,000	\$2,074,000	\$2,883,000	\$3,754,000	\$4,																								

ORANGE COAST COLLEGE
HOUSING AND COLLEGE VILLAGE DEVELOPMENT PLAN
HOUSING PROGRAM

HOUSING PROGRAM						
	Occupancy	No. Units	Sq. Ft. Unit	No. Beds	Sq. Ft. Bed	Total Sq. Ft.
Residential Mix						
Unit A: Apartment Efficiency	Single	20	350	20	350	7,000
Unit B: Apartment 1-bed/1-bath	Double	0	450	0	225	0
Unit C: Apartment 1-bed/1-bath	Single	20	550	20	275	11,000
Unit D: Apartment 2-bed/1-bath	Double	40	600	160	150	24,000
Unit E: Apartment 2-bed/1-bath	Single	100	800	200	400	80,000
Unit F: Apartment 2-bed/2-bath	Double	60	900	240	225	54,000
Unit G: Apartment 4-bed/2-bath	Single	40	1,150	160	288	46,000
RA Unit	Single	17	400	17	100	6,800
RD Unit	Single	1	850	2	425	850
Total Residential Square Footage		298	771	819	280	229,650

	No. Units	Sq. Ft. Unit	Total Sq. Ft.
Non-residential Mix			
Resident Services			
Laundry Room	2	650	1,300
Vending Area	2	60	120
Trash Chute Room	8	150	1,200
Student Storage	0	300	0
Community Restrooms	2	70	140

Social Spaces			
Entry Lobby/Lounge	2	550	1,100
Study Lounge	8	350	2,800
Social Lounge	8	250	2,000
Building Kitchen & Community Room Combination	1	600	600
Study Lounge & Print Stations Combination	1	400	400
Recreation Center	0	1,200	0
Community Room	2	400	800
Meeting Rooms	1	500	500

Administrative Spaces			
Director of Residence Life Office (includes meeting table space)	1	200	200
Assistant Director of Residence Life Office	0	120	0
Resident Director's Office	0	120	0
Administrative Staff Office	1	100	100
Resident Assistant Workstation	2	60	120
Meeting Rooms	1	200	200
Administrative Storage / Copy Area	1	100	100
Staff Toilets	1	70	70
Misc. Common Space	1	100	100

Administrative Spaces - Food Service			
Food Service (kitchen and serving area)	0	1,200	0
Food Service (dining area)	0	1,800	0

Custodial and Maintenance			
Custodial Closet and Trash Room	4	50	200
Custodial Supply Closet	1	250	250
Maintenance Area	1	350	350
Maintenance Storage	1	250	250
Maintenance and Custodial Desk/Break Area	1	400	400

Total Non-residential Square Footage			13,300
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PROGRAM SUMMARY AND RATIOS	
Complete Building Summary	
Residential Square Feet	229,650
Non-residential Square Feet	13,300
Non-assignable Square Feet (efficiency factor 75%)	60,738
Total Gross Square Feet	303,688
Residential Square Feet / Bed	280
Total Gross Square Feet / Bed	371
Percent Revenue Generating (Residential Space Only)	76%
Percent Nonrevenue Generating (Non-residential & Non-assignable Space)	24%

ORANGE COAST COLLEGE
HOUSING AND COLLEGE VILLAGE DEVELOPMENT PLAN
DEVELOPMENT BUDGET

DEVELOPMENT BUDGET			
Hard Costs			
1.01 Enclosed Building Costs	\$175	Per Square Foot	\$53,145,313
1.02 Site Costs			Included above
1.03 Utilities Costs			Included above
1.04 Infrastructure Costs			Included above
1.05 Landscaping Costs			Included above
1.10 Construction Contingency			Included above
1.20 Parking Costs (\$3,000 Per Surface Space)	3/4	Space Per Resident	\$1,842,750
1.30 Inflation Allowance (@3.5%)	2	Midpoint to Construction	\$3,916,525
Subtotal: Hard Costs			\$58,904,587
Soft Costs			
2.01 Architectural and Engineering Fees	6%	of Hard Costs	\$3,534,275
2.02 Other Architectural and Engineering Fees	10%	of A&E Fees (2.01)	\$353,428
2.10 Construction Management Fee	2%	of Hard Costs	\$1,178,092
2.20 Furniture, Fixtures, and Equipment	\$3,000	Per Bed	\$2,457,000
2.30 Miscellaneous Fees (Rating Agency, 3rd Party Review, Local/Permits, etc.)			\$500,000
2.40 Project Contingency	3%	of the above	\$2,007,821
2.50 Development Manager	4%	of the above	\$2,757,408
Subtotal: Soft Costs			\$12,788,024
Other Costs			
3.01 Construction Account Earnings (45% of Hard & Soft Costs)	0.00%	Interest Rate	\$0
Total Project Cost			\$71,692,611
Financing Costs			
4.1 Underwriter's Discount	\$8.50	per \$1K of Total Project Cost	\$609,387
4.2 Cost of Issuance	1%	of Total Project Cost	\$788,619
4.3 Capitalized Interest Fund	5.50%	Interest Rate	\$6,571,823
4.4 Capitalized Interest Fund Earnings	0.00%	Interest Rate	\$0
4.5 Debt Service Reserve Fund	5.50%	Interest Rate	\$5,481,205
Subtotal: Financing Costs			\$13,451,034
Total Project Cost (w/Financing Costs)			\$85,143,645
DEVELOPMENT BUDGET RATIOS			
Total Project Costs Percentages			
Hard Costs			69%
Soft Costs			15%
Financing Costs			16%
Cost Per Bed			
Hard Cost Per Bed			\$71,923
Project Cost Per Bed			\$87,537
Project Cost Per Bed (w/Financing)			\$103,960
Cost Per Square Foot			
Hard Cost Per SF			\$194
Project Cost Per SF			\$236
Project Cost Per SF (w/Financing)			\$280

ORANGE COAST COLLEGE
 HOUSING AND COLLEGE VILLAGE DEVELOPMENT PLAN
 DEVELOPMENT BUDGET

DEBT SERVICE SCHEDULE	
Debt Service Assumptions	
Year of Opening	2017
Amount Financed	\$85,143,645
Interest Rate	5.50%
Term	30
Annual Debt Service Payment	\$5,858,342

Debt Term		Student Housing Debt Service Series				
Term	Academic Year	Beg. Balance	Interest	Principle	Payment	End. Balance
1	2017	\$85,143,645	\$4,682,900	\$1,175,441	\$5,858,342	\$83,968,204
2	2018	\$83,968,204	\$4,618,251	\$1,240,090	\$5,858,342	\$82,728,114
3	2019	\$82,728,114	\$4,550,046	\$1,308,295	\$5,858,342	\$81,419,818
4	2020	\$81,419,818	\$4,478,090	\$1,380,252	\$5,858,342	\$80,039,566
5	2021	\$80,039,566	\$4,402,176	\$1,456,166	\$5,858,342	\$78,583,401
6	2022	\$78,583,401	\$4,322,087	\$1,536,255	\$5,858,342	\$77,047,146
7	2023	\$77,047,146	\$4,237,593	\$1,620,749	\$5,858,342	\$75,426,398
8	2024	\$75,426,398	\$4,148,452	\$1,709,890	\$5,858,342	\$73,716,508
9	2025	\$73,716,508	\$4,054,408	\$1,803,934	\$5,858,342	\$71,912,574
10	2026	\$71,912,574	\$3,955,192	\$1,903,150	\$5,858,342	\$70,009,424
11	2027	\$70,009,424	\$3,850,518	\$2,007,823	\$5,858,342	\$68,001,601
12	2028	\$68,001,601	\$3,740,088	\$2,118,254	\$5,858,342	\$66,883,347
13	2029	\$66,883,347	\$3,623,584	\$2,234,758	\$5,858,342	\$66,648,589
14	2030	\$66,648,589	\$3,500,672	\$2,357,669	\$5,858,342	\$66,290,920
15	2031	\$66,290,920	\$3,371,001	\$2,487,341	\$5,858,342	\$65,803,579
16	2032	\$65,803,579	\$3,234,197	\$2,624,145	\$5,858,342	\$65,179,434
17	2033	\$65,179,434	\$3,089,869	\$2,768,473	\$5,858,342	\$65,410,961
18	2034	\$65,410,961	\$2,937,603	\$2,920,739	\$5,858,342	\$65,490,222
19	2035	\$65,490,222	\$2,776,962	\$3,081,379	\$5,858,342	\$65,408,843
20	2036	\$65,408,843	\$2,607,486	\$3,250,855	\$5,858,342	\$65,157,988
21	2037	\$65,157,988	\$2,428,689	\$3,429,652	\$5,858,342	\$64,728,335
22	2038	\$64,728,335	\$2,240,058	\$3,618,283	\$5,858,342	\$64,110,052
23	2039	\$64,110,052	\$2,041,053	\$3,817,289	\$5,858,342	\$63,292,763
24	2040	\$63,292,763	\$1,831,102	\$4,027,240	\$5,858,342	\$62,265,523
25	2041	\$62,265,523	\$1,609,604	\$4,248,738	\$5,858,342	\$61,016,786
26	2042	\$61,016,786	\$1,375,923	\$4,482,418	\$5,858,342	\$59,534,367
27	2043	\$59,534,367	\$1,129,390	\$4,728,951	\$5,858,342	\$57,805,416
28	2044	\$57,805,416	\$869,298	\$4,989,044	\$5,858,342	\$55,816,372
29	2045	\$55,816,372	\$594,900	\$5,263,441	\$5,858,342	\$52,552,931
30	2046	\$52,552,931	\$305,411	\$5,552,931	\$5,858,342	\$0

ORANGE COAST COLLEGE
HOUSING AND COLLEGE VILLAGE DEVELOPMENT PLAN
OPERATING EXPENSE

OPERATING EXPENSE	New Residence Hall		
	Total	Bed	Sq. Ft.
		819	303,688
Payroll Expense			
Payroll Expense	\$757,575	\$925.00	\$2.49
Contracted Services			
Contracted Services	\$81,900	\$100.00	\$0.27
Supplies Expense			
Supplies Expense	\$163,800	\$200.00	\$0.54
Communications Expense			
Communications Expense	\$49,140	\$60.00	\$0.16
Travel Expense			
Travel Expense	\$5,324	\$6.50	\$0.02
Rent Expense			
Rent Expense	\$12,285	\$15.00	\$0.04
Utilities Expense			
Utilities Expense	\$368,550	\$450.00	\$1.21
Maintenance Expense			
Maintenance Expense	\$225,225	\$275.00	\$0.74
Other Expense			
Other Expense	\$380,835	\$465.00	\$1.25
Capital Expense			
Capital Expense	\$3,481	\$4.25	\$0.01
Total Operating Expense	\$2,048,114	\$2,500.75	\$6.74
Non-operating Expense			
Replacement Reserve	\$204,750	\$250.00	\$0.67
Capital Reserve	\$245,700	\$300.00	\$0.81
FF&E Refresh	\$122,850	\$150.00	\$0.40
Catastrophic Events Reserve	\$204,750	\$250.00	\$0.67
Total Non-operating Expense	\$778,050	\$950.00	\$2.56

Notes:

All expenses are shown in 2014 dollars and inflated at 3% per year.

ORANGE COAST COLLEGE
 HOUSING AND COLLEGE VILLAGE DEVELOPMENT PLAN
 OPERATING REVENUE

OPERATING REVENUE							
Academic Year Lease	Occupancy	Occ. Rate	Per Sq. Ft.	Sem./Bed	Per Year	Per Unit	Total
Gross Academic Year Lease Revenue							
Unit A: Apartment Efficiency	Single	100%	\$41.43	\$7,250	\$14,500	\$14,500	\$290,000
Unit B: Apartment 1-bed/1-bath	Double	100%	\$0.00	\$4,250	\$8,500	\$17,000	\$0
Unit C: Apartment 1-bed/1-bath	Single	100%	\$30.00	\$8,250	\$16,500	\$16,500	\$330,000
Unit D: Apartment 2-bed/1-bath	Double	100%	\$63.33	\$4,750	\$9,500	\$38,000	\$1,520,000
Unit E: Apartment 2-bed/1-bath	Single	100%	\$46.25	\$9,250	\$18,500	\$37,000	\$3,700,000
Unit F: Apartment 2-bed/2-bath	Double	100%	\$42.22	\$4,750	\$9,500	\$38,000	\$2,280,000
Unit G: Apartment 4-bed/2-bath	Single	100%	\$27.83	\$4,000	\$8,000	\$32,000	\$1,280,000
RA Unit	Single	100%	\$0.00	\$0	\$0	\$0	\$0
RD Unit	Single	100%	\$0.00	\$0	\$0	\$0	\$0
Gross Academic Year Lease Revenue							\$9,400,000
Academic Year Lease Vacancy							
Unit A: Semi-suite 1-bed/1-bath	Single	5%	\$41.43		\$725	\$725	\$14,500
Unit B: Semi-suite 1-bed/1-bath	Double	5%	\$0.00		\$0	\$0	\$0
Unit C: Semi-suite 2-bed/1-bath	Single	5%	\$30.00		\$825	\$825	\$16,500
Unit D: Semi-suite 2-bed/1-bath	Double	5%	\$63.33		\$475	\$1,900	\$76,000
Unit E: Full-suite 2-bed/1-bath	Single	5%	\$46.25		\$925	\$1,850	\$185,000
Unit F: Full-suite 2-bed/1-bath	Double	5%	\$42.22		\$475	\$1,900	\$114,000
Unit G: Full-suite 4-bed/2-bath	Single	5%	\$27.83		\$400	\$1,600	\$64,000
RA Unit	Single	0%	\$0.00		\$0	\$0	\$0
RD Unit	Single	0%	\$0.00		\$0	\$0	\$0
Academic Year Lease Vacancy							\$470,000
Net Academic Year Lease Revenue							\$8,930,000
Other Revenue							
Summer Conference Revenue			\$0.00		\$0	\$0	\$0
Investment Income			\$0.16		\$60	\$165	\$49,140
Other Income			\$0.10		\$37	\$102	\$30,303
Other Revenue							\$79,443
Total Revenue							\$9,009,443
OTHER OPERATING ASSUMPTIONS							
Year of Opening (fall)							2017
Years Until Building Opening							3
Academic Lease Term (months)							10
Summer Lease Term (months)							2
Annual Revenue Escalation							1.5%
Annual Expense Escalation							3%
Resident to RA Ratio							50
Number of RAs							17
Academic Year Occupancy Rate							95%
Summer Occupancy Rate							0%

EXHIBIT |

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ORANGE COAST COLLEGE
HOUSING AND COLLEGE VILLAGE DEVELOPMENT PLAN
COLLEGE VILLAGE PROFORMA

OPERATING PROFORMA	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047
Operating Revenue																														
Gross Lease Revenue	\$11,932,000	\$12,170,000	\$12,414,000	\$12,662,000	\$12,915,000	\$13,174,000	\$13,437,000	\$13,706,000	\$13,980,000	\$14,259,000	\$14,545,000	\$14,836,000	\$15,132,000	\$15,435,000	\$15,744,000	\$16,058,000	\$16,380,000	\$16,707,000	\$17,041,000	\$17,382,000	\$17,730,000	\$18,084,000	\$18,446,000	\$18,815,000	\$19,191,000	\$19,575,000	\$19,967,000	\$20,366,000	\$20,773,000	\$21,189,000
Lease Vacancy	-\$2,491,000	-\$2,540,000	-\$2,591,000	-\$2,643,000	-\$2,696,000	-\$2,750,000	-\$2,805,000	-\$2,861,000	-\$2,918,000	-\$2,977,000	-\$3,036,000	-\$3,097,000	-\$3,159,000	-\$3,222,000	-\$3,286,000	-\$3,352,000	-\$3,419,000	-\$3,487,000	-\$3,557,000	-\$3,628,000	-\$3,701,000	-\$3,775,000	-\$3,850,000	-\$3,927,000	-\$4,006,000	-\$4,086,000	-\$4,168,000	-\$4,251,000	-\$4,336,000	-\$4,423,000
Other Revenue	\$752,000	\$767,000	\$783,000	\$798,000	\$814,000	\$830,000	\$847,000	\$864,000	\$881,000	\$899,000	\$917,000	\$935,000	\$954,000	\$973,000	\$992,000	\$1,012,000	\$1,033,000	\$1,053,000	\$1,074,000	\$1,096,000	\$1,118,000	\$1,140,000	\$1,163,000	\$1,186,000	\$1,210,000	\$1,234,000	\$1,259,000	\$1,284,000	\$1,309,000	\$1,336,000
Total Revenue	\$10,193,000	\$10,397,000	\$10,605,000	\$10,817,000	\$11,033,000	\$11,254,000	\$11,479,000	\$11,709,000	\$11,943,000	\$12,182,000	\$12,425,000	\$12,674,000	\$12,927,000	\$13,186,000	\$13,450,000	\$13,719,000	\$13,993,000	\$14,273,000	\$14,558,000	\$14,849,000	\$15,146,000	\$15,449,000	\$15,758,000	\$16,074,000	\$16,395,000	\$16,723,000	\$17,057,000	\$17,399,000	\$17,747,000	\$18,101,000
Operating Expense																														
Payroll Expense	\$1,475,000	\$1,520,000	\$1,565,000	\$1,612,000	\$1,661,000	\$1,710,000	\$1,762,000	\$1,815,000	\$1,869,000	\$1,925,000	\$1,983,000	\$2,042,000	\$2,104,000	\$2,167,000	\$2,232,000	\$2,299,000	\$2,368,000	\$2,439,000	\$2,512,000	\$2,587,000	\$2,665,000	\$2,745,000	\$2,827,000	\$2,912,000	\$2,999,000	\$3,089,000	\$3,182,000	\$3,277,000	\$3,376,000	\$3,477,000
Contracted Services	\$443,000	\$456,000	\$470,000	\$484,000	\$498,000	\$513,000	\$529,000	\$544,000	\$561,000	\$578,000	\$595,000	\$613,000	\$631,000	\$650,000	\$670,000	\$690,000	\$710,000	\$732,000	\$754,000	\$776,000	\$799,000	\$823,000	\$848,000	\$874,000	\$900,000	\$927,000	\$955,000	\$983,000	\$1,013,000	\$1,043,000
Supplies Expense	\$384,000	\$395,000	\$407,000	\$419,000	\$432,000	\$445,000	\$458,000	\$472,000	\$486,000	\$501,000	\$516,000	\$531,000	\$547,000	\$563,000	\$580,000	\$598,000	\$616,000	\$634,000	\$653,000	\$673,000	\$693,000	\$714,000	\$735,000	\$757,000	\$780,000	\$803,000	\$827,000	\$852,000	\$878,000	\$904,000
Communications Expense	\$207,000	\$213,000	\$219,000	\$226,000	\$232,000	\$239,000	\$247,000	\$254,000	\$262,000	\$270,000	\$278,000	\$286,000	\$295,000	\$303,000	\$312,000	\$322,000	\$331,000	\$341,000	\$352,000	\$362,000	\$373,000	\$384,000	\$396,000	\$408,000	\$420,000	\$432,000	\$445,000	\$459,000	\$473,000	\$487,000
Travel Expense	\$30,000	\$30,000	\$31,000	\$32,000	\$33,000	\$34,000	\$35,000	\$36,000	\$37,000	\$39,000	\$40,000	\$41,000	\$42,000	\$43,000	\$45,000	\$46,000	\$47,000	\$49,000	\$50,000	\$52,000	\$53,000	\$55,000	\$57,000	\$58,000	\$60,000	\$62,000	\$64,000	\$66,000	\$68,000	\$70,000
Rent Expense	\$118,000	\$122,000	\$125,000	\$129,000	\$133,000	\$137,000	\$141,000	\$145,000	\$150,000	\$154,000	\$159,000	\$163,000	\$168,000	\$173,000	\$179,000	\$184,000	\$189,000	\$195,000	\$201,000	\$207,000	\$213,000	\$220,000	\$226,000	\$233,000	\$240,000	\$247,000	\$255,000	\$262,000	\$270,000	\$278,000
Utilities Expense	\$738,000	\$760,000	\$783,000	\$806,000	\$830,000	\$855,000	\$881,000	\$907,000	\$935,000	\$963,000	\$991,000	\$1,021,000	\$1,052,000	\$1,083,000	\$1,116,000	\$1,149,000	\$1,184,000	\$1,219,000	\$1,256,000	\$1,294,000	\$1,332,000	\$1,372,000	\$1,414,000	\$1,456,000	\$1,500,000	\$1,545,000	\$1,591,000	\$1,639,000	\$1,688,000	\$1,738,000
Maintenance Expense	\$266,000	\$274,000	\$282,000	\$290,000	\$299,000	\$308,000	\$317,000	\$327,000	\$336,000	\$347,000	\$357,000	\$368,000	\$379,000	\$390,000	\$402,000	\$414,000	\$426,000	\$439,000	\$452,000	\$466,000	\$480,000	\$494,000	\$509,000	\$524,000	\$540,000	\$556,000	\$573,000	\$590,000	\$608,000	\$626,000
Other Expense	\$106,000	\$109,000	\$113,000	\$116,000	\$119,000	\$123,000	\$127,000	\$130,000	\$134,000	\$138,000	\$143,000	\$147,000	\$151,000	\$156,000	\$160,000	\$165,000	\$170,000	\$175,000	\$181,000	\$186,000	\$192,000	\$197,000	\$203,000	\$209,000	\$216,000	\$222,000	\$229,000	\$236,000	\$243,000	\$250,000
Capital Expense	\$59,000	\$61,000	\$63,000	\$64,000	\$66,000	\$68,000	\$70,000	\$73,000	\$75,000	\$77,000	\$79,000	\$82,000	\$84,000	\$87,000	\$89,000	\$92,000	\$95,000	\$98,000	\$100,000	\$103,000	\$107,000	\$110,000	\$113,000	\$116,000	\$120,000	\$124,000	\$127,000	\$131,000	\$135,000	\$139,000
Foundation Fee (1%)	\$102,000	\$104,000	\$106,000	\$108,000	\$110,000	\$113,000	\$115,000	\$117,000	\$119,000	\$122,000	\$124,000	\$127,000	\$129,000	\$132,000	\$135,000	\$137,000	\$140,000	\$143,000	\$146,000	\$148,000	\$151,000	\$154,000	\$158,000	\$161,000	\$164,000	\$167,000	\$171,000	\$174,000	\$177,000	\$181,000
Management Fee (6%)	\$612,000	\$624,000	\$636,000	\$649,000	\$662,000	\$675,000	\$689,000	\$703,000	\$717,000	\$731,000	\$746,000	\$760,000	\$776,000	\$791,000	\$807,000	\$823,000	\$840,000	\$856,000	\$873,000	\$891,000	\$909,000	\$927,000	\$945,000	\$964,000	\$984,000	\$1,003,000	\$1,023,000	\$1,044,000	\$1,065,000	\$1,086,000
Total Operating Expense	\$4,540,000	\$4,668,000	\$4,800,000	\$4,935,000	\$5,075,000	\$5,220,000	\$5,371,000	\$5,523,000	\$5,681,000	\$5,845,000	\$6,011,000	\$6,181,000	\$6,358,000	\$6,538,000	\$6,727,000	\$6,919,000	\$7,116,000	\$7,320,000	\$7,530,000	\$7,745,000	\$7,967,000	\$8,195,000	\$8,431,000	\$8,672,000	\$8,923,000	\$9,177,000	\$9,442,000	\$9,713,000	\$9,994,000	\$10,279,000
Net Operating Income	\$5,653,000	\$5,729,000	\$5,805,000	\$5,882,000	\$5,958,000	\$6,034,000	\$6,108,000	\$6,186,000	\$6,262,000	\$6,337,000	\$6,414,000	\$6,493,000	\$6,569,000	\$6,648,000	\$6,723,000	\$6,800,000	\$6,877,000	\$6,953,000	\$7,028,000	\$7,104,000	\$7,179,000	\$7,254,000	\$7,327,000	\$7,402,000	\$7,472,000	\$7,546,000	\$7,615,000	\$7,686,000	\$7,753,000	\$7,822,000
Non-operating Expense																														
Annual Debt Service	\$4,222,000	\$4,222,000	\$4,222,000	\$4,222,000	\$4,222,000	\$4,222,000	\$4,222,000	\$4,222,000	\$4,222,000	\$4,222,000	\$4,222,000	\$4,222,000	\$4,222,000	\$4,222,000	\$4,222,000	\$4,222,000	\$4,222,000	\$4,222,000	\$4,222,000	\$4,222,000	\$4,222,000	\$4,222,000	\$4,222,000	\$4,222,000	\$4,222,000	\$4,222,000	\$4,222,000	\$4,222,000	\$4,222,000	\$4,222,000
Replacement Reserve	\$295,000	\$304,000	\$313,000	\$322,000	\$332,000	\$342,000	\$352,000	\$363,000	\$374,000	\$385,000	\$397,000	\$408,000	\$421,000	\$433,000	\$446,000	\$460,000	\$474,000	\$488,000	\$502,000	\$517,000	\$533,000	\$549,000	\$565,000	\$582,000	\$600,000	\$618,000	\$636,000	\$655,000	\$675,000	\$695,000
Capital Reserve	\$148,000	\$152,000	\$157,000	\$161,000	\$166,000	\$171,000	\$176,000	\$181,000	\$187,000	\$193,000	\$198,000	\$204,000	\$210,000	\$217,000	\$223,000	\$230,000	\$237,000	\$244,000	\$251,000	\$259,000	\$266,000	\$274,000	\$283,000	\$291,000	\$300,000	\$309,000	\$318,000	\$328,000	\$338,000	\$348,000
FF&E Refresh	\$236,000	\$243,000	\$250,000	\$258,000	\$266,000	\$274,000	\$282,000	\$290,000	\$299,000	\$308,000	\$317,000	\$327,000	\$337,000	\$347,000	\$357,000	\$368,000	\$379,000	\$390,000	\$402,000	\$414,000	\$426,000	\$439,000	\$452,000	\$466,000	\$480,000	\$494,000	\$509,000	\$524,000	\$540,000	\$556,000
Catastrophic Events Reserve	\$354,000	\$365,000	\$376,000	\$387,000	\$399,000	\$410,000	\$423,000	\$435,000	\$449,000	\$462,000	\$476,000	\$490,000	\$505,000	\$520,000	\$536,000	\$552,000	\$568,000	\$585,000	\$603,000	\$621,000	\$640,000	\$659,000	\$678,000	\$699,000	\$720,000	\$741,000	\$764,000	\$787,000	\$810,000	\$834,000
Total Non-operating Expense	\$5,255,000	\$5,286,000	\$5,318,000	\$5,350,000	\$5,385,000	\$5,419,000	\$5,455,000	\$5,491,000	\$5,531,000	\$5,570,000	\$5,610,000	\$5,651,000	\$5,695,000	\$5,739,000	\$5,784,000	\$5,832,000	\$5,880,000	\$5,929,000	\$5,980,000	\$6,033,000	\$6,087,000	\$6,143,000	\$6,200,000	\$6,260,000	\$6,322,000	\$6,384,000	\$6,449,000	\$6,516,000	\$6,585,000	\$6,655,000
Cash Flow	\$398,000	\$443,000	\$487,000	\$532,000	\$573,000	\$615,000	\$653,000	\$695,000	\$731,000	\$767,000	\$804,000	\$842,000	\$874,000	\$909,000	\$939,000	\$968,000	\$997,000	\$1,024,000	\$1,048,000	\$1,071,000	\$1,092,000	\$1,111,000	\$1,127,000	\$1,142,000	\$1,155,000	\$1,166,000	\$1,176,000	\$1,185,000	\$1,193,000	
Cumulative Cash Flow	\$398,000	\$841,000	\$1,328,000	\$1,860,000	\$2,433,000	\$3,048,000	\$3,701,000	\$4,396,000	\$5,127,000	\$5,894,000	\$6,698,000	\$7,540,000	\$8,414,000	\$9,323,000	\$10,262,000	\$11,230,000	\$12,227,000	\$13,251,000	\$14,299,000	\$15,370,000	\$16,462,000	\$17,573,000	\$18,700,000	\$19,842,000	\$20,992,000	\$22,154,000	\$23,320,000	\$24,490,000	\$25,658,000	\$26,825,000
Cumulative Replacement Reserve	\$295,000	\$599,000	\$912,000	\$1,234,000	\$1,566,000	\$1,908,000	\$2,260,000	\$2,623,000	\$2,997,000	\$3,382,000	\$3,779,000	\$4,187,000	\$4,608,000	\$5,041,000	\$5,487,000	\$5,947,000	\$6,421,000	\$6,909,000	\$7,411,000	\$7,928,000	\$8,461,000	\$9,010,000	\$9,575,000	\$10,157,000	\$10,757,000	\$11,375,000	\$12,011,000	\$12,666,000	\$13,341,000	\$14,

ORANGE COAST COLLEGE
HOUSING AND COLLEGE VILLAGE DEVELOPMENT PLAN
HOTEL AND CONFERENCE CENTER PROGRAM

HOTEL AND CONFERENCE CENTER PROGRAM						
	Occupancy	No. Units	Sq. Ft. Unit	No. Beds	Sq. Ft. Unit	Total Sq. Ft.
Lodging Mix						
Room A: 2-Queen Beds	Std Queen	60	300	60	300	18,000
Room B: King Bed	Std King	60	300	60	300	18,000
Room C: Junior Suite	Junior Suite	20	400	20	400	8,000
Room D: Suite	Suite	5	600	5	600	3,000
Total Residential Square Footage		145	324	145	324	47,000
				No. Units	Sq. Ft. Unit	Total Sq. Ft.
Conference and Support Spaces						
Guest Services						
Entry Lobby / Lounge				1	800	800
Ice / Vending Area				4	60	240
Business Center				1	200	200
Fitness Center				1	800	800
Community Restrooms				2	70	140
Meeting Spaces						
Ballroom				1	8,000	8,000
Large Meeting Room				1	1,500	1,500
Medium Meeting Room				2	1,000	2,000
Small Meeting Room				8	600	4,800
Servery / Warming Kitchen				1	800	800
Prefunction Area				1	2,000	2,000
Administrative Spaces						
Administrative Staff Office				3	100	300
Reception Desk				1	250	250
Staff Toilets				1	70	70
Storage				1	100	100
Food Service						
Food Service (kitchen and serving area)				1	1,200	1,200
Food Service (dining area)				1	800	800
Custodial and Maintenance						
Custodial Closet and Trash Room				4	50	200
Custodial Supply Closet				1	250	250
Maintenance Area				1	350	350
Maintenance Storage				1	250	250
Maintenance and Custodial Desk/Break Area				0	400	0
Retail						
Business Incubator Shell Space				3	800	2,400
Retail Shell Space				2	1,000	2,000
Retail Food Shell Space				2	1,200	2,400
Total Non-residential Square Footage						31,850
PROGRAM SUMMARY AND RATIOS						
Complete Building Summary						
Residential Square Feet						47,000
Non-residential Square Feet						31,850
Non-assignable Square Feet (efficiency factor 67%)						26,021
Total Gross Square Feet						104,871
Residential Square Feet / Bed						324
Total Gross Square Feet / Bed						723
Percent Revenue Generating (Residential Space Only)						45%
Percent Nonrevenue Generating (Non-residential & Non-assignable Space)						55%

ORANGE COAST COLLEGE
HOUSING AND COLLEGE VILLAGE DEVELOPMENT PLAN
DEVELOPMENT BUDGET

DEVELOPMENT BUDGET			
Hard Costs			
1.01 Enclosed Building Costs	\$300	Per Square Foot	\$31,461,150
1.02 Site Costs			Included above
1.03 Utilities Costs			Included above
1.04 Infrastructure Costs			Included above
1.05 Landscaping Costs			Included above
1.10 Construction Contingency			Included above
1.20 Parking Costs (\$3,000 Per Surface Space)	1	Space Per Guest	\$435,000
1.30 Inflation Allowance (@3.5%)	3.5	Midpoint to Construction	\$4,081,226
Subtotal: Hard Costs			\$35,977,376
Soft Costs			
2.01 Architectural and Engineering Fees	8%	of Hard Costs	\$2,878,190
2.02 Other Architectural and Engineering Fees	10%	of A&E Fees (2.01)	\$287,819
2.10 Construction Management Fee	2%	of Hard Costs	\$719,548
2.20 Furniture, Fixtures, and Equipment	\$75	Per Square Foot	\$7,865,288
2.30 Miscellaneous Fees (Rating Agency, 3rd Party Review, Local/Permits, etc.)			\$500,000
2.40 Project Contingency	3%	of the above	\$1,446,847
2.50 Development Manager	4%	of the above	\$1,987,003
Subtotal: Soft Costs			\$15,684,693
Other Costs			
3.01 Construction Account Earnings (45% of Hard & Soft Costs)	0.00%	Interest Rate	\$0
Total Project Cost			\$51,662,070
Financing Costs			
4.1 Underwriter's Discount	\$8.50	per \$1K of Total Project Cost	\$439,128
4.2 Cost of Issuance	1%	of Total Project Cost	\$568,283
4.3 Capitalized Interest Fund	5.50%	Interest Rate	\$4,735,690
4.4 Capitalized Interest Fund Earnings	0.00%	Interest Rate	\$0
4.5 Debt Service Reserve Fund	5.50%	Interest Rate	\$3,949,785
Subtotal: Financing Costs			\$9,692,885
Total Project Cost (w/Financing Costs)			\$61,354,955
DEVELOPMENT BUDGET RATIOS			
Total Project Costs Percentages			
Hard Costs			59%
Soft Costs			26%
Financing Costs			16%
Cost Per Bed			
Hard Cost Per Bed			\$248,120
Project Cost Per Bed			\$356,290
Project Cost Per Bed (w/Financing)			\$423,138
Cost Per Square Foot			
Hard Cost Per SF			\$343
Project Cost Per SF			\$493
Project Cost Per SF (w/Financing)			\$585

ORANGE COAST COLLEGE
 HOUSING AND COLLEGE VILLAGE DEVELOPMENT PLAN
 DEVELOPMENT BUDGET

DEBT SERVICE SCHEDULE	
Debt Service Assumptions	
Year of Opening	2017
Amount Financed	\$61,354,955
Interest Rate	5.50%
Term	30
Annual Debt Service Payment	\$4,221,552

Debt Term		College Village Debt Service Series				
Term	Academic Year	Beg. Balance	Interest	Principle	Payment	End. Balance
1	2017	\$61,354,955	\$3,374,523	\$847,029	\$4,221,552	\$60,507,926
2	2018	\$60,507,926	\$3,327,936	\$893,616	\$4,221,552	\$59,614,310
3	2019	\$59,614,310	\$3,278,787	\$942,765	\$4,221,552	\$58,671,546
4	2020	\$58,671,546	\$3,226,935	\$994,617	\$4,221,552	\$57,676,929
5	2021	\$57,676,929	\$3,172,231	\$1,049,320	\$4,221,552	\$56,627,609
6	2022	\$56,627,609	\$3,114,518	\$1,107,033	\$4,221,552	\$55,520,576
7	2023	\$55,520,576	\$3,053,632	\$1,167,920	\$4,221,552	\$54,352,656
8	2024	\$54,352,656	\$2,989,396	\$1,232,156	\$4,221,552	\$53,120,500
9	2025	\$53,120,500	\$2,921,628	\$1,299,924	\$4,221,552	\$51,820,576
10	2026	\$51,820,576	\$2,850,132	\$1,371,420	\$4,221,552	\$50,449,156
11	2027	\$50,449,156	\$2,774,704	\$1,446,848	\$4,221,552	\$49,002,308
12	2028	\$49,002,308	\$2,695,127	\$1,526,425	\$4,221,552	\$47,475,883
13	2029	\$47,475,883	\$2,611,174	\$1,610,378	\$4,221,552	\$45,865,506
14	2030	\$45,865,506	\$2,522,603	\$1,698,949	\$4,221,552	\$44,166,557
15	2031	\$44,166,557	\$2,429,161	\$1,792,391	\$4,221,552	\$42,374,166
16	2032	\$42,374,166	\$2,330,579	\$1,890,972	\$4,221,552	\$40,483,193
17	2033	\$40,483,193	\$2,226,576	\$1,994,976	\$4,221,552	\$38,488,217
18	2034	\$38,488,217	\$2,116,852	\$2,104,700	\$4,221,552	\$36,383,518
19	2035	\$36,383,518	\$2,001,093	\$2,220,458	\$4,221,552	\$34,163,060
20	2036	\$34,163,060	\$1,878,968	\$2,342,583	\$4,221,552	\$31,820,476
21	2037	\$31,820,476	\$1,750,126	\$2,471,425	\$4,221,552	\$29,349,051
22	2038	\$29,349,051	\$1,614,198	\$2,607,354	\$4,221,552	\$26,741,697
23	2039	\$26,741,697	\$1,470,793	\$2,750,758	\$4,221,552	\$23,990,939
24	2040	\$23,990,939	\$1,319,502	\$2,902,050	\$4,221,552	\$21,088,889
25	2041	\$21,088,889	\$1,159,889	\$3,061,663	\$4,221,552	\$18,027,226
26	2042	\$18,027,226	\$991,497	\$3,230,054	\$4,221,552	\$14,797,172
27	2043	\$14,797,172	\$813,844	\$3,407,707	\$4,221,552	\$11,389,465
28	2044	\$11,389,465	\$626,421	\$3,595,131	\$4,221,552	\$7,794,334
29	2045	\$7,794,334	\$428,688	\$3,792,863	\$4,221,552	\$4,001,471
30	2046	\$4,001,471	\$220,081	\$4,001,471	\$4,221,552	\$0

ORANGE COAST COLLEGE
 HOUSING AND COLLEGE VILLAGE DEVELOPMENT PLAN
 OPERATING EXPENSE

OPERATING EXPENSE			
	New Hotel and Conference Center		
	Total	Room	Sq. Ft.
		145	104,871
Payroll Expense			
Payroll Expense	\$1,310,881	\$9,040.56	\$12.50
Contracted Services			
Contracted Services	\$393,264	\$2,712.17	\$3.75
Supplies Expense			
Supplies Expense	\$340,829	\$2,350.55	\$3.25
Communications Expense			
Communications Expense	\$183,523	\$1,265.68	\$1.75
Travel Expense			
Travel Expense	\$26,218	\$180.81	\$0.25
Rent Expense			
Rent Expense	\$104,871	\$723.24	\$1.00
Utilities Expense			
Utilities Expense	\$655,441	\$4,520.28	\$6.25
Maintenance Expense			
Maintenance Expense	\$235,959	\$1,627.30	\$2.25
Other Expense			
Other Expense	\$94,250	\$650.00	\$0.90
Capital Expense			
Capital Expense	\$52,435	\$361.62	\$0.50
Total Operating Expense	\$3,397,671	\$23,432.21	\$32.40
Non-operating Expense			
Replacement Reserve	\$262,176	\$1,808.11	\$2.50
Capital Reserve	\$131,088	\$904.06	\$1.25
FF&E Refresh	\$209,741	\$1,446.49	\$2.00
Catastrophic Events Reserve	\$314,612	\$2,169.73	\$3.00
Total Non-operating Expense	\$917,617	\$6,328.39	\$8.75

Notes:
 All expenses are shown in 2014 dollars and inflated at 3% per year.

ORANGE COAST COLLEGE
HOUSING AND COLLEGE VILLAGE DEVELOPMENT PLAN
OPERATING REVENUE

OPERATING REVENUE							
	Occupancy	Occ. Rate	Per Sq. Ft.	Rate/Night	Per Year	Per Unit	Total
Gross Lease Revenue							
Room A: 2-Queen Beds	Std Queen	100%	\$231.17	\$190	\$69,350	\$69,350	\$4,161,000
Room B: King Bed	Std King	100%	\$243.33	\$200	\$73,000	\$73,000	\$4,380,000
Room C: Junior Suite	Junior Suite	100%	\$237.25	\$260	\$94,900	\$94,900	\$1,898,000
Room D: Suite	Suite	100%	\$194.67	\$320	\$116,800	\$116,800	\$584,000
Gross Lease Revenue							\$11,023,000
Lease Vacancy							
Room A: 2-Queen Beds	Single	20%	\$231.17		\$13,870	\$13,870	\$832,200
Room B: King Bed	Double	20%	\$243.33		\$14,600	\$14,600	\$876,000
Room C: Junior Suite	Single	22%	\$237.25		\$20,878	\$20,878	\$417,560
Room D: Suite	Double	30%	\$194.67		\$35,040	\$35,040	\$175,200
Lease Vacancy							\$2,300,960
Net Lease Revenue							\$8,722,040
Other Revenue							
			Rate	Rev Days	College Rate	College Days	
Ballroom			\$2,200.00	60	\$1,800.00	25	\$177,000
Large Meeting Room			\$450.00	90	\$225.00	30	\$47,250
Medium Meeting Room			\$300.00	180	\$150.00	60	\$126,000
Small Meeting Room			\$150.00	250	\$75.00	50	\$330,000
Retail Rental Income (Per SF)			\$2.10	4,400			\$9,240
Incubator Income (Per SF)			\$0.00	2,400			\$0
Other Income			\$0.05		\$37	\$37	\$5,365
Other Revenue							\$694,855
Total Revenue							\$9,416,895
OTHER OPERATING ASSUMPTIONS							
Year of Opening (fall)							2017
Years Until Building Opening							3
Annual Revenue Escalation							2.00%
Annual Expense Escalation							3%