

# **Attachment G – BEST PRACTICES SUMMARY TABLE**

**Best Practice Research**

As part of developing the Draft Ordinance and the Ordinance Components, staff conducted a best practice analysis to evaluate the implementation of inclusionary housing programs by other jurisdictions and a literature review to better understand how inclusionary housing programs can be developed and implemented. In addition, staff conducted meetings with staff from other jurisdictions and professionals to discuss the challenges and opportunities associated with developing and implementing inclusionary housing policies.

Currently, 12 of the 18 jurisdictions within the region have mandatory inclusionary housing programs in place. Based on best practices research, factors typically associated with successful inclusionary housing programs include a strong housing market, flexible alternative compliance options, incentives to facilitate project feasibility, and clear guidelines.

Staff reviewed all inclusionary housing programs implemented by jurisdictions in the region, including ordinances from the cities of Carlsbad, Chula Vista, Coronado, Del Mar, Encinitas, El Cajon, Oceanside, Poway, San Diego, San Marcos, Solana Beach, and Vista. In addition, staff reviewed programs from other jurisdictions throughout the state, including the cities of Long Beach, Pasadena, Pismo Beach, and San Jose, and the counties of Los Angeles, Santa Cruz, Sonoma, Sacramento, and Santa Barbara.

Table 1 – Summary of San Diego Regional and County Inclusionary Housing Ordinances Comparison

Provisions of Draft Ordinance Options	Local Cities	Total	Rural Counties	Total
<b>Policy Decision 1 – Set-Aside Requirements</b>				
<b>Tier 1</b> For Sale: 10% Moderate For Rent: 5% Very Low GPA: 10% Low	Vista Chula Vista	2	LA County (specific areas) Sacramento County	2
<b>Tier 2</b> For Sale: 15% Moderate For Rent: 5% Extremely Low or 10% Low GPA: 15% Low or 20% Moderate	City of San Diego San Marcos Oceanside (For Sale) El Cajon (specific area)	4	LA County (specific areas) Santa Cruz County Santa Barbara County	3
<b>Tier 3</b> For Sale: N/A (generally above 15-20%) For Rent: N/A (generally above 15-20%) GPA: 20% Low	Carlsbad Oceanside (For Rent) Encinitas Solana Beach Del Mar Coronado Poway	7	Sonoma County	1
<b>Policy Decision 2 – Project Applicability Threshold</b>				
5 or More Units	City of San Diego (Coastal Zone) San Marcos Carlsbad Encinitas Solana Beach Del Mar Coronado Poway El Cajon (Specific area)	9	LA County Santa Cruz County Sonoma County Santa Barbara County Sacramento County	5
10 or More Units	City of San Diego Oceanside Chula Vista (50+) Vista (20+)	4	N/A	0
<b>Policy Decision 3 – Alternative Compliance Option</b>				
Jurisdictions with limited Alternative Compliance Options (1 option only)	(In-Lieu Fees Only) Vista	1	(Offsite Development Only) LA County	1
Jurisdictions with multiple Alternative Compliance Options (2 or more options including: Land Donation, Off-Site, In-Lieu Fees, etc.)	City of San Diego San Marcos Carlsbad Coronado Oceanside Encinitas Solana Beach Del Mar Chula Vista Poway El Cajon	11	Santa Cruz County Sonoma County Santa Barbara County Sacramento County	4
<b>Policy Decision 4 – Incentives</b>				
Jurisdictions aligned with State Density Bonus and provide additional local incentives	City of San Diego San Marcos Carlsbad Oceanside Encinitas Solana Beach Del Mar Chula Vista Poway El Cajon	10	LA County Santa Cruz County Sonoma County Santa Barbara County	4
Jurisdictions aligned with State Density Bonus and provide no additional local incentives	Coronado	1	N/A	0
Jurisdictions not aligned with State Density Bonus and provide no additional local incentives	Chula Vista Vista	2	N/A	0

Table 2 – San Diego Regional Comparison of Inclusionary Housing Ordinances

County of San Diego (Draft)		City of San Diego	San Marcos	Carlsbad	Oceanside	Encinitas	Solana Beach	Del Mar	Coronado	Vista	Chula Vista	Poway	El Cajon
<b>Policy Decision 1 -- Set-Aside Requirements</b>													
<b>Lower Requirement</b>	For Sale: 10% Moderate For Rent: 5% Very Low GPA: 10% Low									4% Moderate + 5% Low	5% Moderate + 5% Low		
<b>Higher Requirement</b>	For Sale: 15% Moderate For Rent: 5% Extremely Low or 10% Low GPA: 15% Low	For Sale: 15% Moderate or 10% AMI For Rent: 10% Lower or VL	4% Moderate + 11% Low (Total 15% Moderate + Lower)	15% Low	For Sale: 15% Moderate or Lower For Rent: 15% Low	20% Low or 15% Very Low	15% Low or Very Low	<30 units: 15% Low >30 units: 20% Low 50+ units: 20% EL	For Sale: 20% Moderate For Rent: 20% Low			For Sale: 20% Moderate or 15% Low For Rent: 15% Very Low	<i>By Agency:</i> 15% Very Low + 15% Moderate (total 30% M + Lower) <i>By Others:</i> 6% Very Low + 9% Moderate (total 15% M + Lower)
<b>Policy Decision 2 -- Project Size</b>													
<b>Flexible Implementation</b>	10 or More Units	10 or More Units			10 or More Units					20 or More Units	50 or More Units		
<b>Strict Implementation</b>	5 or More Units	5 or More Units In Coastal Zone	Over /Under 6 (All projects)	1 or More Units (All projects)		Over 7 / Under 6 (All projects)	5 or More Units	2 or More Units	2 or More Units			1 or More Units (All projects)	3 or More Units ( <a href="#">Redevelopment Area</a> )
<b>Policy Decision 3 -- At Least One Alternative Compliance Option</b>													
<b>Strict Implementation</b>	Only one option, limited geographic applicability									In Lieu Fee			
<b>Flexible Implementation</b>	<u>All</u> alternative compliance options: Land Donation, Off-Site, In-Lieu Fees, etc. Wide geographic applicability	In Lieu Fee Offsite (High Resource Area or CPA or 1 mile) Land Donation Rehab of Units	In Lieu Fee Offsite Credits	In Lieu Fee Offsite ADUs Rehab of Units Special Needs housing	In Lieu Fee Offsite Rehab of Units Land Dedication Other	In Lieu Fee Offsite ADUs Rehab of Units Land Dedication Credits Other	In Lieu Fee Offsite Rehab or Conversion of Units	In Lieu Fee ADUs	In Lieu Fee Offsite		In Lieu Fee Rehab of Units Special Needs housing	In Lieu Fee Off-site	In Lieu Fee Land Dedication Offsite
More Options = More Flexible	In Lieu Fee	x	x	x	x	x	x	x	x	x	x	x	x
	Offsite	x	x	x	x	x	x		x		x	x	x
	Land Donation	x			x	x							x
	Rehab of Units	x		x	x	x	x				x		
	ADUs			x		x		x					
<b>Policy Decision 4 -- Incentives</b>													
<b>Higher (Additional) Incentives</b>	+5% density bonus, +1 incentive, + priority review for 50% more Low units than required	Impact Fee Waivers for Affordable units, May request variance/waiver	May be requested	May be requested for going above requirement	Financial Assistance for going above may be requested	City Assistance, Financial Assistance for going above may be requested	May be requested, May request variance	May be requested			May be requested	May be requested	May be requested, may request fee deferral
<b>Lower (Existing) Incentives</b>	State + County Density Bonus (DB) Guarantee Review Times: VMT efficient/infill housing	Above minimums for State DB	Above minimums for State DB	Above minimums for State DB	Above minimums for State DB	Above minimums for State DB	Above minimums for State DB	Above minimums for State DB	Above minimums for State DB	No, not above minimum State DB	No, not above minimum State DB	Above minimums for State DB	Above minimums for State DB

Table 3 – Counties Comparison of Inclusionary Housing Ordinances

County of San Diego (Draft)		Los Angeles County	Santa Cruz County	Sonoma County	Santa Barbara County	Sacramento County
<b>Policy Decision 1 -- Set-Aside Requirements</b>						
<b>Lower Requirement</b>	For Sale: 10% Moderate For Rent: 5% Very Low GPA: 10% Low	<i>Santa Clarita, Antelope Valley:</i> For Sale, SCV or AV: 5% M <b>&lt;15 units:</b> For Sale, LA: 10% M For Sale, SGV: 7% M				Required in lieu fee only: \$3.91/sq ft
<b>Higher Requirement</b>	For Sale: 15% Moderate For Rent: 5% Extremely Low or 10% Low GPA: 15% Low	<b>&lt;15 units:</b> For Rent: 5% Extremely Low or 7% Very Low or 10% Low <b>&gt;15 units:</b> For Sale, LA: 20% M For Sale, SGV: 15% M For Rent: 10% Extremely Low or 15% Very Low or 20% Low <b>Specific CPAs &amp; RHNA sites:</b> 20% Lower	<i>For Sale:</i> 15% Moderate <i>For Rent:</i> 15% Low	<i>For Sale:</i> 10% Low + 10% Moderate <i>For Rent:</i> 7.5% VL + 7.5% Low OR 5% EL + 5% VL	For Sale and For Rent: 2.5% VL + 2.5% L + 5% Mod +5% Workforce (15% total)	
<b>Policy Decision 2 -- Project Size</b>						
<b>Flexible Implementation</b>	10 or More Units					
<b>Strict Implementation</b>	5 or More Units	5 or More Units or specific CPAs & RHNA sites	7 or More Units	1 or More Units (All projects)	5 or More Units	1 or More Units (All projects)
<b>Policy Decision 3 -- At Least One Alternative Compliance Option</b>						
<b>Strict Implementation</b>	Only one option: in-lieu fees Narrow geographic applicability	Off-site		In Lieu Fee		
<b>Flexible Implementation</b>	<b>All</b> alternative compliance options: Off-Site Development, Land Donation, and In-Lieu Fees Wide geographic applicability		In Lieu Fee Off-site Rehab of Units	May request alternative: Land Donation, Offsite, Preservation of Units	In Lieu Fee ADUs (Workforce)	In Lieu Fee or pay credits towards Land dedication or other affordable housing development
More Options = More Flexible	In Lieu Fee		x	x	x	x
	Offsite	x	x	x		x
	Land Donation			x		x
	Rehab of Units		x	x		
	ADUs				x	
<b>Policy Decision 4 -- Incentives</b>						
<b>Higher (Additional) Incentives</b>	+5% density bonus, +1 incentive, + priority review for 50% more Low units than required	May request waiver of requirements or standards	May request waiver of requirements	Additional density, additional incentive, priority review	May request incentives: Add density, reduce fees & standards, priority review	
<b>Lower (Existing) Incentives</b>	State + County Density Bonus Guaranteed Review Timelines for VMT efficient/infill area housing	Yes, when requirement is Above minimums for state density bonus	Above minimums for state density bonus	Above minimums for state density bonus	Yes, when requirement is Above minimums for state density bonus	

Table 4 – Inclusionary Housing Ordinance Summaries for Comparative & Other Jurisdictions

	<a href="#">Carlsbad</a>
<b>Established or updated</b>	Adopted: 2000 Updated: 2020
<b>Base Requirement</b>	All residential development projects that result in the construction of new units
<b>Geographic Application</b>	Citywide
<b>Minimum Set-aside</b>	15% Low
<b>Afford. Period</b>	55 years
<b>Alternative Compliance: Offsite</b>	Alternate site must better serve the goals of the ordinance and Housing Element. Project must provide the required set-aside. This is allowed only at the City Council’s discretion based on feasibility, cost-effectiveness, and project-compatibility factors. Any approved off-site arrangement must be included in the affordable housing agreement and located within the same or a contiguous city quadrant.
<b>Alternative Compliance: Fee</b>	Only development of less than 7 units qualifies for an in-lieu fee.
<b>Alternative Compliance: Other</b>	Contribution to a special needs housing (shelter, transitional housing, etc.) Acquisition and rehabilitation of affordable housing units. Conversion of existing market-rate to affordable housing. ADUs (no more than 15 units per project).
<b>Incentives</b>	Offsets may be provided to projects that include a preferable product type or affordability in excess of what is required.

	<a href="#">Chula Vista</a>
<b>Established or updated</b>	Adopted: 2012, Updated: 2015
<b>Base Requirement</b>	All residential development of 50 units or more
<b>Geographic Application</b>	Set-aside requirement may be waived in low/ moderate income areas
<b>Minimum Set-aside</b>	5% Low + 5% Moderate
<b>Afford. Period</b>	30 years
<b>Alternative Compliance: Offsite</b>	Not allowed within areas of low and moderate-income concentration
<b>Alternative Compliance: Fee</b>	In-lieu fee available for all projects
<b>Alternative Compliance: Other</b>	Rehabilitation of units. Transfer of affordable housing credits to another developer. Contribution to a special needs housing (shelter, transitional housing, etc.). Must be outside areas with low/moderate income concentration.
<b>Incentives</b>	Developer can request incentives and concessions.

	<a href="#">Coronado</a>
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<b>Established or updated</b>	Established in 1993, Updated in 2025
<b>Base Requirement</b>	Residential developments, condominiums, community apartments, stock cooperatives or conversions comprising two or more lots or two or more dwelling units with 2 or more units
<b>Geographic Application</b>	Citywide
<b>Minimum Set-aside</b>	For Sale: 20% Moderate, For Rent: 20% Low and very low
<b>Afford. Period</b>	Determined by director
<b>Alternative Compliance: Offsite</b>	Allows offsite for rental or for sale. May be at another location within the boundaries of the City and must be maintained as affordable for a minimum period of time.
<b>Alternative Compliance: Fee</b>	In-lieu fee is available for all projects. The amount of the fee shall be increased by a schedule starting at \$25 per sq.ft. in phases up to \$55 per sq.ft. in July 2029.
<b>Alternative Compliance: Other</b>	N/A
<b>Incentives</b>	N/A

	<a href="#">Del Mar</a>
<b>Established or updated</b>	May 20, 2013
<b>Base Requirement</b>	Conversion of an existing dwelling to a condominium. Subdivision to create new lots. Creation of new condominiums.
<b>Geographic Application</b>	Citywide
<b>Minimum Set-aside</b>	<30 units: 15% Low, >30 units: 20% Low, 50+ units: 20% EL Conversion of 3+ rental units into condos: 2/3 (67%) of total # of converted units. 1 of every 10 new SFR lot
<b>Afford. Period</b>	55 years
<b>Alternative Compliance: Offsite</b>	Allows offsite
<b>Alternative Compliance: Fee</b>	Duplex: \$23,508/ unit. New construction of SFR: option to pay in-lieu Housing Mitigation Fee for the lot that would be reserved for affordable housing (\$23,508/ unit)
<b>Alternative Compliance: Other</b>	In-lieu fee. Offsite development.
<b>Incentives</b>	N/A

	<a href="#">Encinitas</a>
<b>Established or updated</b>	October 13, 2021
<b>Base Requirement</b>	All new residential units. Residential project of 7 or more: provide affordable housing. Residential project up to 6 and Expansions and additions of 500 Square Feet or Greater: Pay in-lieu fee or provide affordable ADU.
<b>Geographic Application</b>	Citywide
<b>Minimum Set-aside</b>	7 or more units: Ownership & Rental: 20% low or 15% very low 6 units or less: May provide ADUs affordable low to very low
<b>Afford. Period</b>	Perpetuity

<b>Alternative Compliance: Offsite</b>	Must demonstrate non-feasibility or that development is better served off-site
<b>Alternative Compliance: Fee</b>	Amount periodically established based on affordability gap analysis A developer may pay an in-lieu fee for projects with fewer than seven units, additions or replacements adding 500+ square feet of habitable space, fractional requirements less than one-half, or when the fee will support another approved affordable housing project that provides more units than required. In-lieu fees are also allowed when paying the fee would create at least 10% more affordable units than on-site construction.
<b>Alternative Compliance: Other</b>	Developer may instead provide required number of units as ADUs. Rental Units in an Ownership Residential Development. Preservation or conversion of existing affordable units at risk of loss. Land dedication. Obtaining other developers' excess credits. A developer may also propose an alternative compliance method to provide affordable units through other means. The approval body may approve or conditionally approve such an alternative only if the approval body determines, based on substantial evidence, that such alternative compliance will provide as many or more affordable units at the same or lower income levels, will not tend to cause residential segregation, and will otherwise provide greater public benefit than would provision of the affordable units on site.
<b>Incentives</b>	Density bonuses. City Assistance in the sale or rental. Financial assistance if developer provides more affordable housing or lower-income than required.

	<a href="#">City of Vista</a>
<b>Established or updated</b>	2023
<b>Base Requirement</b>	20 or more residential dwelling units
<b>Geographic Application</b>	R-M Residential zone. M-U Mixed Use Zone
<b>Minimum Set-aside</b>	9% (4% moderate, 5% low)
<b>Afford. Period</b>	55 years
<b>Alternative Compliance: Other</b>	N/A
<b>Alternative Compliance: Fee</b>	Fee to be decided at a later date (not currently in the zoning ordinance as of 1/10/23)
<b>Incentives</b>	None

	<a href="#">City of El Cajon</a>
<b>Established or updated</b>	2005
<b>Base Requirement</b>	Projects 3 or more Units within the Redevelopment Areas
<b>Geographic Application</b>	<a href="#">Redevelopment Agency Project Area</a>
<b>Minimum Set-aside</b>	By Agency: 15% Very Low + 15% Moderate (total 30% M + Lower) By Others: 6% Very Low + 9 % Moderate (total 15% M + Lower)
<b>Afford. Period</b>	For Sale: min. 45 years, For Rent: min. 55 years
<b>Alternative Compliance: Other</b>	Land Dedication, Offsite Development
<b>Alternative Compliance: Fee</b>	Yes, annually adopted by City Council as part of City Fee Schedule
<b>Incentives</b>	May be requested, may request fee deferral

	<a href="#">Oceanside</a>
<b>Established or updated</b>	Adopted 1991, last updated 2-14-2024
<b>Base Requirement</b>	All residential projects of 10 or more units, including mixed-use developments with residential units, condominium conversions and time extensions of development plan approval for previously approved residential projects.
<b>Geographic Application</b>	Citywide
<b>Minimum Set-aside</b>	For Sale: 15% lower or moderate income. For Rent: 15% low-income.
<b>Afford. Period</b>	55 years
<b>Alternative Compliance: Offsite</b>	Must demonstrate that on-site development is not feasible. Units may be provided as rental sites within other areas of the city excluding low-income census tracts
<b>Alternative Compliance: Fee</b>	Available to projects must conform to the base density allowance for the applicable zone. Projects that exceed the base density allowance for the applicable zone and involve ten (10) or more units at base density, units achieved above the base density allowance shall be subject to a fee in-lieu of reservation
<b>Alternative Compliance: Other</b>	Joint venture off-site: must demonstrate non-feasibility of compliance and therefore can be allowed to provide off-site reserved units for multiple applicants. Reserved unit credits. Purchase, rehabilitation, and reservation of existing market rate units. Preservation existing affordable units, and Dedication of land.
<b>Incentives</b>	Density bonus and other regulatory incentives. Financial assistance from city funding if they provide more affordable units than required or make them affordable to lower-income groups. Additional city programs when/if available.

	<a href="#">Poway</a>
<b>Established or updated</b>	Feb. 6, 2018
<b>Base Requirement</b>	New residential development
<b>Geographic Application</b>	Citywide
<b>Minimum Set-aside</b>	New rental: 15% very-low. New ownership: 15% to low-income households, or 20% to moderate-income if ownership.
<b>Afford. Period</b>	New rental residential: at least 55 years. New ownership residential: at least 45 years
<b>Alternative Compliance: Offsite</b>	Allowed within the City of Poway
<b>Alternative Compliance: Fee</b>	In-lieu fee available. Fee established by City Council.
<b>Alternative Compliance: Other</b>	N/A
<b>Incentives</b>	Any development is entitled density bonus and concessions. Federal and State subsidies in tandem with inclusionary units; City will provide assistance. City to exercise discretionary power with zoning, planning, development standards to facilitate economic feasibility

	<a href="#">San Diego</a>
<b>Established or updated</b>	8/10/2022
<b>Base Requirement</b>	Regular Housing Project outside coastal zone: 10 or more units. Regular Housing Project within coastal zone: 5 or more units. Condominium Conversion: 2 or more units
<b>Geographic Application</b>	Excludes North City Future Urbanizing Area
<b>Minimum Set-aside</b>	Rental: Requires 10% of the of the units to lower income (60% of the AMI). For Sale: Option 1: 10% of the units to median income households; or Options 2: 15% of the units to moderate income households.
<b>Afford. Period</b>	55 years
<b>Alternative Compliance: Offsite</b>	Must be same CPA or within 1 mile, or provide additional 5% affordable housing
<b>Alternative Compliance: Fee</b>	July 1, 2020 June 30, 2021: \$15.18/square foot. July 1, 2021 – June 30, 2022: \$17.64/square foot. July 1, 2022 – June 30, 2023: \$20.09/square foot. July 1, 2023 – June 30, 2024: \$22.55/square foot. July 1, 2024: \$25.00/square foot.
<b>Alternative Compliance: Other</b>	Rehabilitation of existing units. Land dedication
<b>Incentives</b>	Density Bonus incentives if project meets Density Bonus threshold. Affordable units exempt from development impact fee. Variance.

	<a href="#">San Marcos</a>
<b>Established or updated</b>	10/17/2018
<b>Base Requirement</b>	All residential projects of one or more units, including rental units, condominium or cooperative conversions, for-sale market-rate dwelling units, and development plan approvals for previously approved residential projects. Also applies to density bonus units provided pursuant to the Density Bonus Ordinance.
<b>Geographic Application</b>	Citywide
<b>Minimum Set-aside</b>	<u>For-sale single family units:</u> any project of one or more units is required to pay an in-lieu fee. Alternatively, may be satisfied on- or off-site through the reservation of new units or existing market-rate units for target households. Fee amount is determined by the total number of housing units before applying for any density bonus.  <u>Rental units:</u> For projects more than 6 units, 15% must be reserved for target households (unless higher % is requested by developer or in-lieu fee is paid). Number of inclusionary units reserved for moderate-income may not exceed 25% (no limit for extremely low-, very low-, or low). Projects of 6 or less units required to pay an in-lieu fee. Condominiums and Cooperative conversions: any project required to reserve 15% for target households or pay an in-lieu fee.
<b>Afford. Period</b>	55 years and property shall be restricted in perpetuity to prohibit conversion of rental inclusionary units to a condominium

<b>Alternative Compliance: Offsite</b>	May be provided as “for sale” or rental unit at another site within the city (City Council will determine location). Additional units beyond the required construction can be used as a credit for another applicant.
<b>Alternative Compliance: Fee</b>	In-lieu fee established periodically by City Council
<b>Alternative Compliance: Other</b>	On-site inclusionary units may be provided as “for-sale” or rental (must be rented/sold at an affordable sales price to target households). Inclusionary unit credits may be used from excess rental units built from an off-site rental development.
<b>Incentives</b>	City may waive or modify development standards to streamline application process. Applicants may receive additional credits for specific unit types(for more desirable housing types) and will be determined by City. Density bonuses.

	<a href="#">Solana Beach</a>
<b>Established or updated</b>	Last modified 12-9-2025
<b>Base Requirement</b>	Residential: 5 or more dwelling units or five or more lots for sale for residential purposes
<b>Geographic Application</b>	Citywide
<b>Minimum Set-aside</b>	Residential: 15% of all units or lots for sale to very low or low income
<b>Afford. Period</b>	99 years
<b>Alternative Compliance: Offsite</b>	Construct an affordable housing development on another property within the city. Preserve existing affordable units at risk of loss. Convert market-rate units to affordable units. Acquire and place deed restrictions upon existing housing units within the city constricted without building permits for very-low or low-income households
<b>Alternative Compliance: Fee</b>	As an alternative to the construction of affordable units on-site, a developer may propose to pay affordable housing impact fees adopted by city council resolution to mitigate the residential project’s impact on the need for affordable housing in the city
<b>Alternative Compliance: Other</b>	A developer of a for-sale residential project may propose to provide rental affordable units rather than for-sale affordable units
<b>Incentives</b>	Nothing in this chapter establishes a right to receive any additional incentive from the city, but the city council at its sole discretion may discount city fees, expedite the application process, or provide other assistance when it finds that provision of such assistance is needed to meet housing needs identified in the housing element which otherwise would not be met through the implementation of this chapter

	<a href="#">Santa Barbara</a>
<b>Established or updated</b>	Last updated 3-18-2025
<b>Base Requirement</b>	Development of five or more net new primary housing units; and/or Subdivisions that would permit the eventual development of five or more net new primary housing units.

<b>Geographic Application</b>	City-wide program projects
<b>Minimum Set-aside</b>	<p><u>Developments of 20 or more lots/units:</u> Very low: 2.5%, Low: 2.5%, Moderate: 5%, Workforce: 5% (determined by HMA). Developers of for-sale and rental housing projects in non-exempt Housing Market Areas, specifically for the income categories of very low, low, moderate, and workforce households, whose required affordable-unit percentages may be reduced to zero if annual county review finds local prices or rents affordable to those groups.</p> <p><u>Developments of 5-19 lots/units:</u> one price-restricted unit for rent or for sale at a price does not exceed thirty percent or thirty-five (35) percent respectively of one-twelfth of the highest percentage that is affordable to the moderate household income category.</p>
<b>Afford. Period</b>	90 years from the certificate of occupancy or the longest duration allowed by law, whichever is shorter.
<b>Alternative Compliance: Offsite</b>	In coastal zones: If on-site construction of affordable units isn't feasible, the developer must instead build the required affordable units elsewhere in the county within the coastal zone or within three miles of it.
<b>Alternative Compliance: Fee</b>	<p>20 or more units/lots: May pay fee for very low and low income. May pay fee for moderate income and workforce which shall be the cost-of-construction fee.</p> <p>5-19 units/lots: in-lieu fee equal to 5% of the pro-rated fee for each required income category, multiplied by the total number of new units in the project.</p> <p>Fees shall be adjusted annually.</p>
<b>Alternative Compliance: Other</b>	<p><u>Inland Area:</u> Construction of onsite ADUs for the workforce income category. Payment of in-lieu fee.</p> <p><u>Coastal Zone:</u> If on-site construction of affordable units isn't feasible, the developer must instead build the required affordable units elsewhere in the county within the coastal zone or within three miles of it. In rare cases, may pay in-lieu fee. Onsite ADUs.</p>
<b>Incentives</b>	Density bonus allows for additional units over the otherwise maximum allowable density authorized in the base zone district. Developers earn one extra unit for every required affordable unit they build on-site (moderate/workforce in inland areas, or any affordable unit in the coastal zone). May also modify zoning standards, including reducing required open space in the DR zone from 40% to 25%.

	<a href="#">City of San Luis Obispo</a>
<b>Established or updated</b>	16-Aug-22
<b>Base Requirement</b>	All non-exempt residential development projects shall include inclusionary units as required
<b>Geographic Application</b>	City-wide
<b>Minimum Set-aside</b>	<p>Residential Requirements for ownership Dwelling Units: 5% for low-income households and 5% for moderate-income households.</p> <p>Residential Requirements for Rental Dwelling Units: 3% for very low-income households and 3%</p>

	<p>for low-income households.</p> <p>Nonresidential Requirements: Commercial, Office, Service, Hotel, Retail, Industrial, and Institutional Uses shall pay commercial linkage fee.</p> <p>Mixed-Use Developments: Residential component: Inclusionary housing is calculated based on rental vs. for-sale. Commercial component: A commercial linkage fee is assessed per square foot of new non-residential space (office, retail, industrial, etc.).</p>
<b>Afford. Period</b>	Ensure that affordability is maintained for the longest period allowed or required by state law, but not less than 45 years for ownership and 55 years for rental.
<b>Alternative Compliance: Offsite</b>	N/A
<b>Alternative Compliance: Fee</b>	<p>In-lieu fees shall be calculated using the new, habitable square footage, as defined by California Building Code, included within residential development project. All in-lieu fees collected shall be deposited into the Affordable Housing Fund (For residential or mixed-use projects).</p> <p>If the number of required inclusionary dwellings results in a fractional unit, an applicant may pay the in-lieu fee for the fractional unit or provide an additional affordable unit in the project.</p>
<b>Alternative Compliance: Other</b>	Commercial linkage fee for new nonresidential or nonresidential portions of mixed-use projects.
<b>Incentives</b>	N/A

	<a href="#">Pismo Beach</a>
<b>Established or updated</b>	Updated 2021
<b>Base Requirement</b>	Residential projects that consists of more than 4 lots / new dwelling units. New commercial projects consisting of at least 5000 sq ft of gross floor area. Residential & commercial building additions that increase the number of existing dwelling units by at least 5 units, or result in an increase in gross floor area of at least 5000 sq ft in commercial project. Residential conversions of more than 10 du to condominiums within any 5 year period.
<b>Geographic Application</b>	Projects within, and to be annexed to, the city.
<b>Minimum Set-aside</b>	N/A
<b>Afford. Period</b>	Prior to the issuance of a certificate of occupancy for the 1st unit in a building the first building in a complex to be constructed/ remodeled final map approval building permit issuance (for projects for which a certificate of occupancy is not issued).
<b>Alternative Compliance: Offsite</b>	May make an irrevocable offer to dedicate existing dwelling units located within 3 miles of the project (within city limits) or real property (within city limits) equal to / greater in value than applicable in-lieu fee.
<b>Alternative Compliance: Fee</b>	For 5 or more residential units, provide fees equal to or more than 5% of building permit value for commercial building (at least 5000 sqft), provide fees equal to or more than 2% of building permit value, dedicate # of lots equal to 10% of land to city for future development of low/ moderate income housing.

<b>Alternative Compliance: Other</b>	For each 10 residential units provide 1 affordable unit. For each 10 residential units, dedicate 1 used dwelling or real property equal to or more than the applicable in-lieu fee. for each 5000 sq ft of commercial area, provide 1 affordable unit. for each 5000 sq ft of commercial building, provide 1 used dwelling / real property equal to the value of/more than applicable fee.
<b>Incentives</b>	Density bonus if project consists of 5+ rental units, 20% total units are for lower income households, 10% are for very low income households, 50% are for senior citizens.

	<a href="#">Los Angeles County</a>
<b>Established or updated</b>	Dec-20
<b>Base Requirement</b>	All housing developments
<b>Geographic Application</b>	Varies per subareas
<b>Minimum Set-aside</b>	Rental projects with less than 15 units: 5% extremely-low, 7% very low, or 10% low. Rental projects with 15 units or more: 10% extremely-low, 15% very low, or 20% low. For-sale housing: range from 5%-20% of unit count depending on project size and submarket area at 135 AMI, for moderate or middle income. Unincorporated communities with sites subject to state mandated inclusionary zoning that have at least 5du, located in submarket area, not located within an affordable housing requirement agreement shall provide a minimum of 20% for lower income.
<b>Afford. Period</b>	Rental: Perpetuity. Sale: Equity-sharing agreement
<b>Alternative Compliance: Offsite</b>	Located in unincorporated area. Only within high, highest, and moderate resource areas(located in the same resource designation as principal project). Within 1/4 mile of principal project. Within 2 miles from proposed project within an area of displacement. Development as part of a community land trust.
<b>Alternative Compliance: Fee</b>	None
<b>Alternative Compliance: Other</b>	Affordable Housing Replacement. Affordable replacement units required, pursuant to <a href="#">Chapter 22.119</a> (Affordable Housing Replacement), may count toward the affordable Housing set-aside units required in this Chapter.
<b>Incentives</b>	Project with any middle income affordable set-aside is eligible for 1 incentive and 1 waiver or reduction of a development standard, but only if it meets certain rules. Density Bonus. The affordable housing set-aside units required in <a href="#">Chapter 22.120</a> (Density Bonus) may count toward the affordable housing set-aside units required in this Chapter and must be provided on site.

	<a href="#">City of Oakland (code)</a>
<b>Established or updated</b>	Jul-16
<b>Base Requirement</b>	All housing projects
<b>Geographic Application</b>	All areas of the city. Different fee zones.
<b>Minimum Set-aside</b>	<p>On-Site: Based upon the impact fee zone in which the project is located.</p> <p>Zone 1 &amp; 2:</p> <ul style="list-style-type: none"> <li>• Moderate-income units: 15% of total units</li> <li>• Low-income units: 12% of total units</li> <li>• Very low-income units: 10% of total units</li> <li>• Combination of moderate, low, and very low: 15% total</li> <li>• Combination of low and very low only: 12% total</li> </ul> <p>Zone 3:</p> <ul style="list-style-type: none"> <li>• Moderate-income units: 15% of total units</li> <li>• Low-income units: 10% of total units</li> <li>• Very low-income units: 5% of total units</li> <li>• Combination of moderate, low, and very low: 15% total</li> <li>• Combination of low and very low only: 10% total</li> </ul>
<b>Afford. Period</b>	55 Years
<b>Alternative Compliance: Offsite</b>	Must be located within one-half (½) mile of the Development Project, unless an exception is approved by the City Council.
<b>Alternative Compliance: Fee</b>	<p>Calculated for each development project pursuant to the impact fee amounts as stated in the Maste Fee Schedule.</p> <p>Single one-family facility: Impact Fee = Fees Per Square Foot x Additional Residential Square Footage.</p> <p>Project more than 4 units: Impact Fee = Fees Per Square Foot x (Additional Residential Square Footage - Residential Square Footage of the four (4) smallest units).</p>
<b>Alternative Compliance: Other</b>	N/A
<b>Incentives</b>	Density bonuses may apply for projects delivering affordable units for additional Units/incentives. Affordable units plus any bonus market-rate units from zoning incentives are exempt from impact fees. But base project units and bonus market units still pay fees.

	<a href="#">City of Sacramento</a>
<b>Established or updated</b>	Est. 2000. Updated 2015
<b>Base Requirement</b>	All housing projects except mobile homes and ADUs
<b>Geographic Application</b>	Citywide with certain incentive zones
<b>Minimum Set-aside</b>	10% low
<b>Afford. Period</b>	At least 30 years

<b>Alternative Compliance: Offsite</b>	Housing Impact Fee (In Lieu)
<b>Alternative Compliance: Fee</b>	SFR and duplex Less than 20 DU/Acre: \$3.49/sq ft. MFR less than 40 DU/Acre: \$3.49/sq ft. Unit in Housing incentive zone: \$1.51/sq ft. Otherwise: \$0 / sq ft
<b>Alternative Compliance: Other</b>	The Mixed Income Housing Strategy may include fee credits for land dedication, affordable units, or for donating land.
<b>Incentives</b>	N/A

	<a href="#">City of West Sacramento (code)</a>
<b>Established or updated</b>	2009
<b>Base Requirement</b>	All projects
<b>Geographic Application</b>	All residential projects
<b>Minimum Set-aside</b>	For Rent: 5% VL and 5% Low. For Sale: 10% Low
<b>Afford. Period</b>	55 Years (For Rent). 45 Years (For Sale)
<b>Alternative Compliance: Offsite</b>	Rehabilitation of units. Off site development. Preservation of At-risk units.
<b>Alternative Compliance: Fee</b>	\$7,551 per affordable unit
<b>Alternative Compliance: Other</b>	Housing trust fund program
<b>Incentives</b>	Reduced Parking Requirements. Expedited Permitting. Waiver of or modification of certain development standards. Technical assistance. Financial incentives.

	<a href="#">City of Davis</a>
<b>Established or updated</b>	Est. 1990
<b>Base Requirement</b>	5 or more units
<b>Geographic Application</b>	All areas
<b>Minimum Set-aside</b>	For rent, affordable = Low and Very Low. For Sale, Affordable = Moderate. For SFR on lots greater than 5,000 sq ft: 25% affordable. For SFR on lots less than 5,000 sq ft, 15% affordable. For SFR attached: 10% affordable For Condos: 5% affordable
<b>Afford. Period</b>	Permanent
<b>Alternative Compliance: Offsite</b>	For projects of 5 or more: Land Dedication. Option to purchase and place permanent affordability restrictions.
<b>Alternative Compliance: Fee</b>	\$75,000 per affordable unit
<b>Alternative Compliance: Other</b>	For projects of 5 or more ownership units: land dedication, option to purchase and place permanent affordability restrictions or in lieu fees. For projects of 201 or more ownership units: onsite affordable units, ADUs up to 50%, land dedication, in-lieu fee up to 50% or onsite rental units.

Table 5: Summary Table of Alternative Compliance Comparisons

Jurisdiction	In Lieu Fee or Mitigation Fee	Offsite Development	Rehabilitation or Preservation of Units	Conversion of Market Rate to Affordable	Affordable Housing Credits	Land Donation	ADUs	Other
City of Carlsbad	x	x	x	x			x	x
City of Chula Vista	x		x		x			x
City of Coronado	x	x						
City of Del Mar	x	x					x	
City of Encinitas	x	x	x		x	x	x	x
City of Oceanside	x	x	x		x			x
City of Poway	x	x						
City of San Diego	x	x	x			x		
City of El Cajon	x	x				x		
City of San Marcos	x	x			x			
City of Solana Beach	x	x	x	x				
City of Santa Barbara	x	x					x	x
Santa Barbara County	x							
Santa Cruz County	x	x	x					
Sacramento County	x							
Sonoma County	x	x	x			x		
City of San Luis Obispo	x							
City of Pismo Beach	x	x						
Los Angeles County		x						x
City of Vista	x							
City of San Jose	x	x	x		x	x		
City of San Francisco	x	x				x		
City of Oakland	x	x						
City of Sacramento	x							
City of West Sacramento	x	x	x					
City of Davis	x		x			x		
<b>Total</b>	25	19	11	2	5	7	4	6
<b>Percent</b>	96%	73%	42%	8%	19%	27%	15%	23%