

**Item D-1**

**FY 2022-23**

**Budget Strategic Planning - Economic  
Development, Sales Tax, Permit Revenue**

# Current Incentives

Business	Agreement Terms	Current Obligation
Hotel in Town Center	5 Years - 380 for AV	TBD
	<i>7 Years – 380 for HOT tax</i>	<i>Up to \$1,260,000</i>
	Cash Grants	Up to \$1,400,000
	Refund permits & Grant impact fees back	Up to \$213,476
Altus	6 Years - 380 for AV	Up to \$72,332
	<i>Refund construction sales tax</i>	<i>Up to \$42,000</i>
	Refund permits & Grant impact fees back	Up to \$98,022
Las Palapas	4 Years - 380 for AV	Up to \$18,848
	4 Years - 380 for sales tax	Up to \$64,600
KCS Hospitality	5 Years - 380 for AV	Up to \$179,432
	5 Years - 380 for Sales Tax	Up to \$567,000
	Refund permits & Grant impact fees back	Up to \$101,657
Chandon Arbors	3 Years - 380 for AV	Up to \$10,320
	Refund permit	\$26,863

# General Fund Economic Development Incentive Budget

	FY 2021-22 Budget	FY 2021-22 Estimated	FY 2022-23 Proposed	FY 2023-24 Projected	FY 2024-25 Projected
Hampton Inn*	\$ 55,930	\$ 55,930	\$ 61,523	\$ 46,142	\$ 30,762
KCS Hospitality	-	-	101,657	184,685	167,183
Altus	135,822	16,800	15,498	14,120	12,664
Las Palapas	-	-	24,359	22,044	19,705
Everest Hospital	63,920	-	-	-	-
Chandon Arbors	-	3,555	-	-	-
Façade Grant	35,000	25,000	35,000	35,000	35,000
Unassigned	225,000	-	225,000	225,000	225,000
<b>Total Incentives</b>	<b>\$ 515,672</b>	<b>\$ 326,285</b>	<b>\$ 463,037</b>	<b>\$ 526,991</b>	<b>\$ 490,314</b>
FY 2021-22 Budget Variance		<b>\$ (189,387)</b>	<b>\$ (52,635)</b>	<b>\$ 11,320</b>	<b>\$ (25,359)</b>

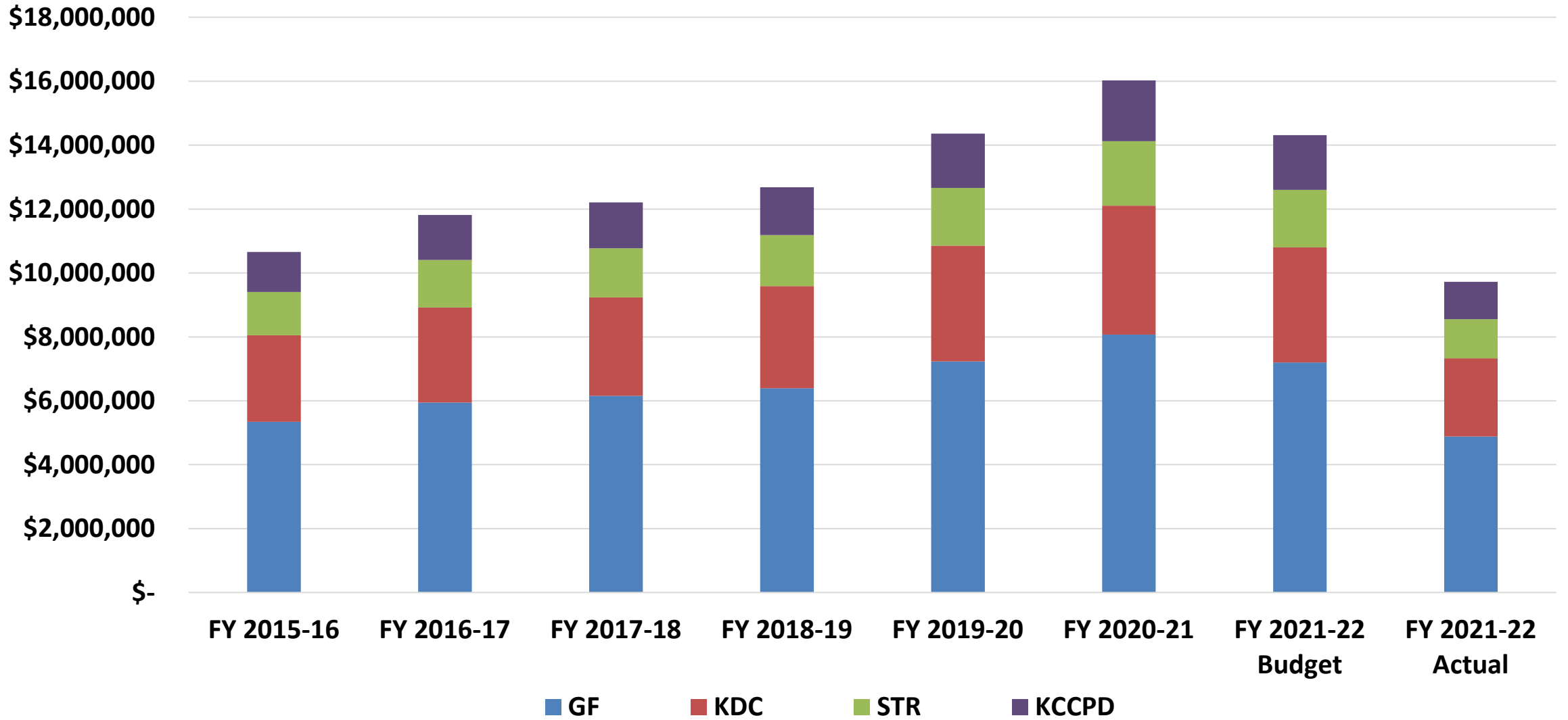
\* - Does not include HOT/MOT rebates

# Other Economic Development Projects

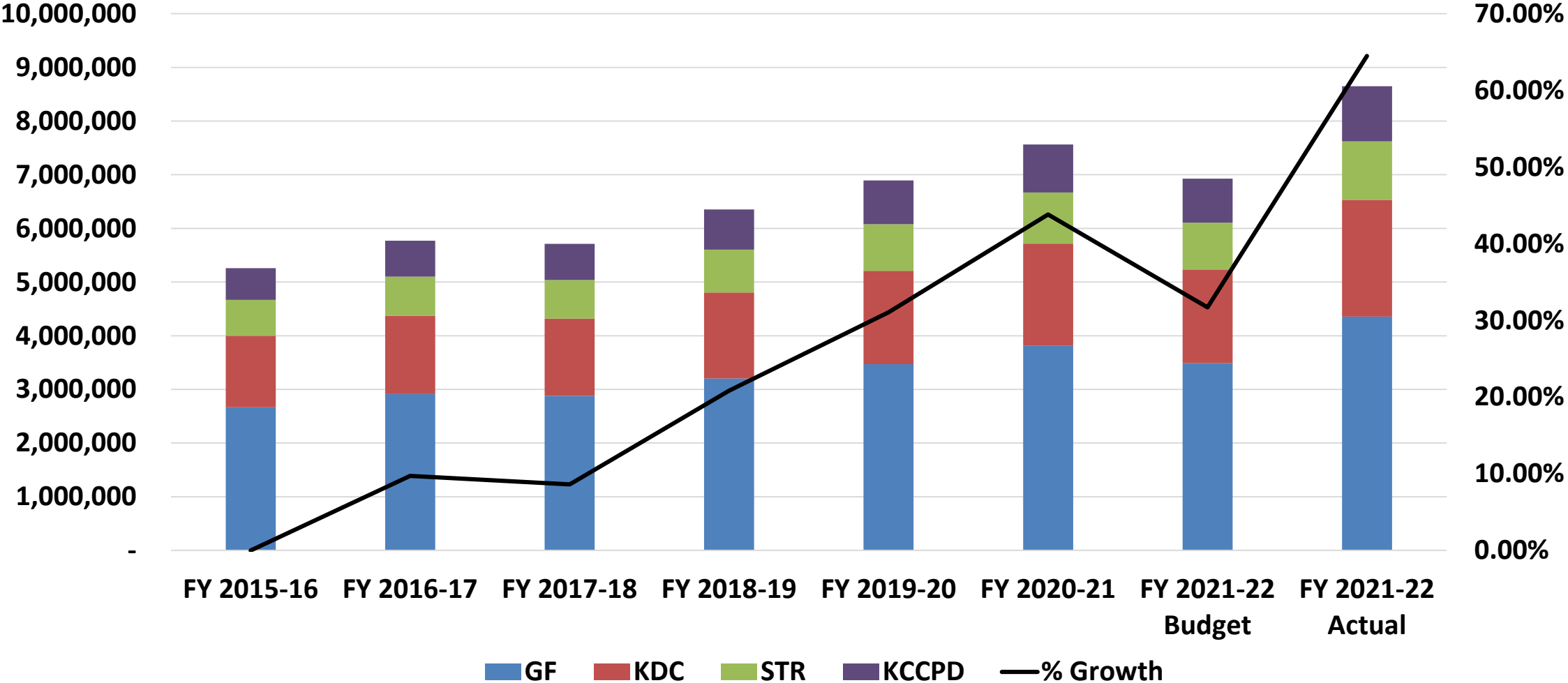
- General CIP
  - Economic Development = \$1.5 million



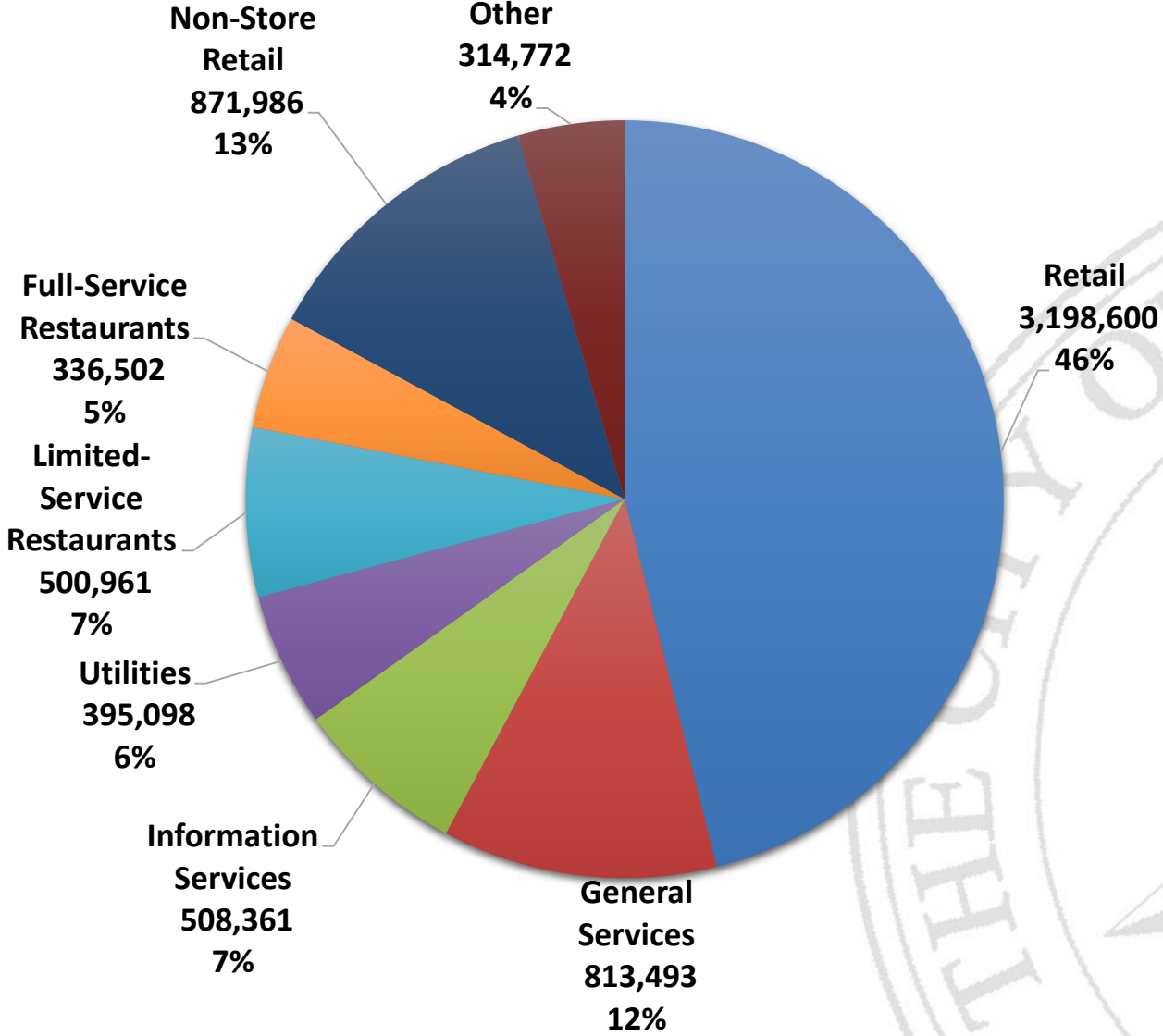
# Sales Tax Growth



# Sales Tax Growth – Quarter 1 & 2

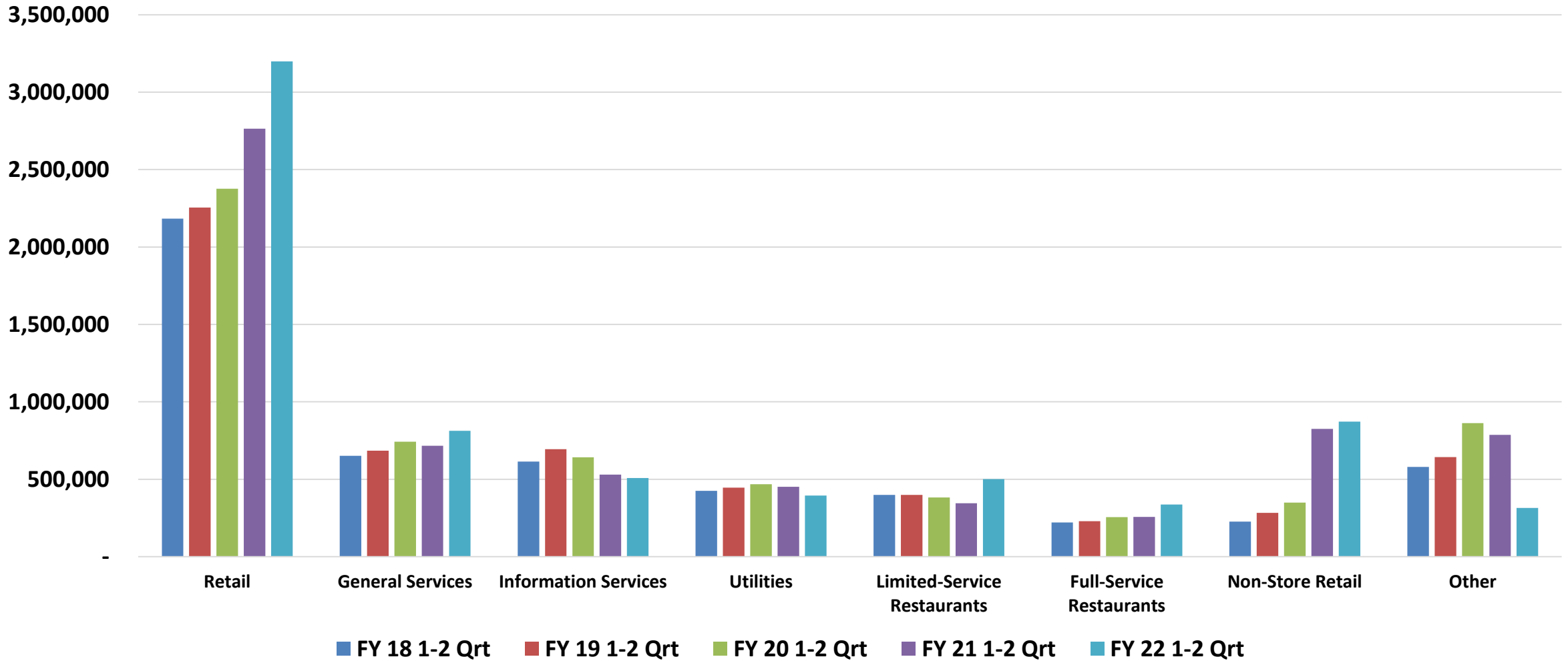


# FY 2021-22 (Q1 & Q2) By Category



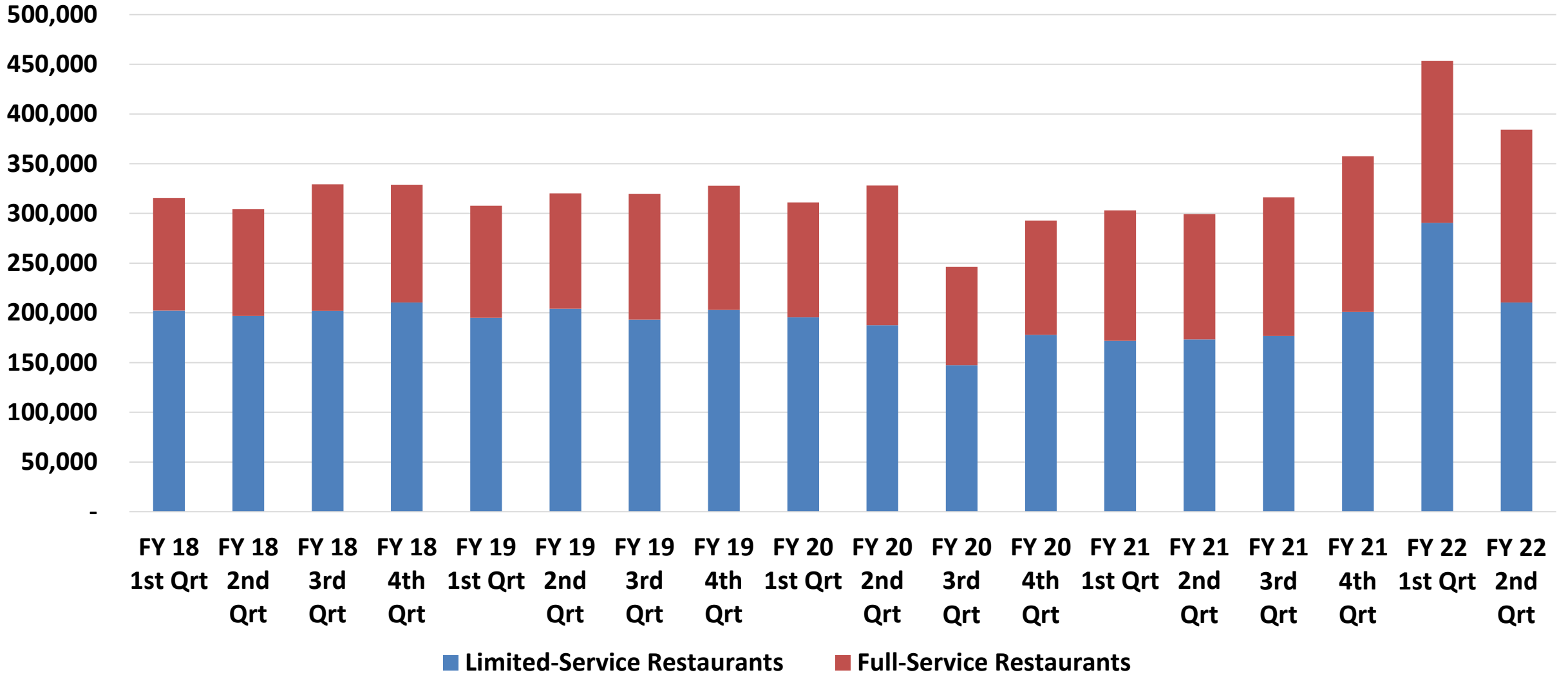
# FY 18-FY 22 Quarter 1 & 2 Sales Tax as \$

## Sales Tax By Category





# FY 18-FY 22 Restaurant Sales Tax



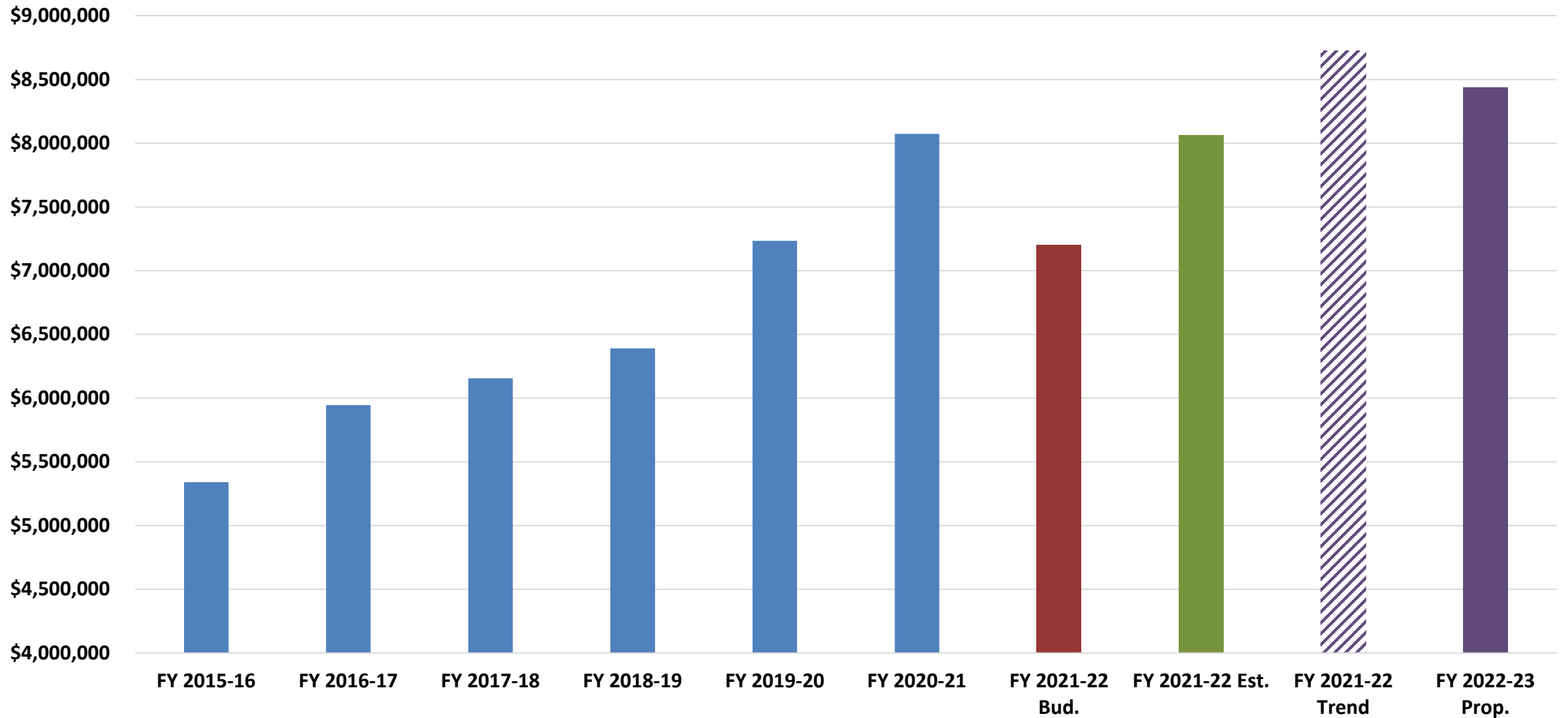
# FY 2020-21 Top 10 Restaurant Filers

#	Restaurant Filers
1	Chick-Fil-A
2	McDonald's (2 Locations / 2 Filers)
3	Sonic (2 Locations / 2 Filers)
4	Starbucks (3 Locations)
5	Whataburger
6	Raising Cane's
7	Buffalo Wild Wings
8	Spring Creek BBQ
9	Maria Cuca's
10	Horizon 76 Grill

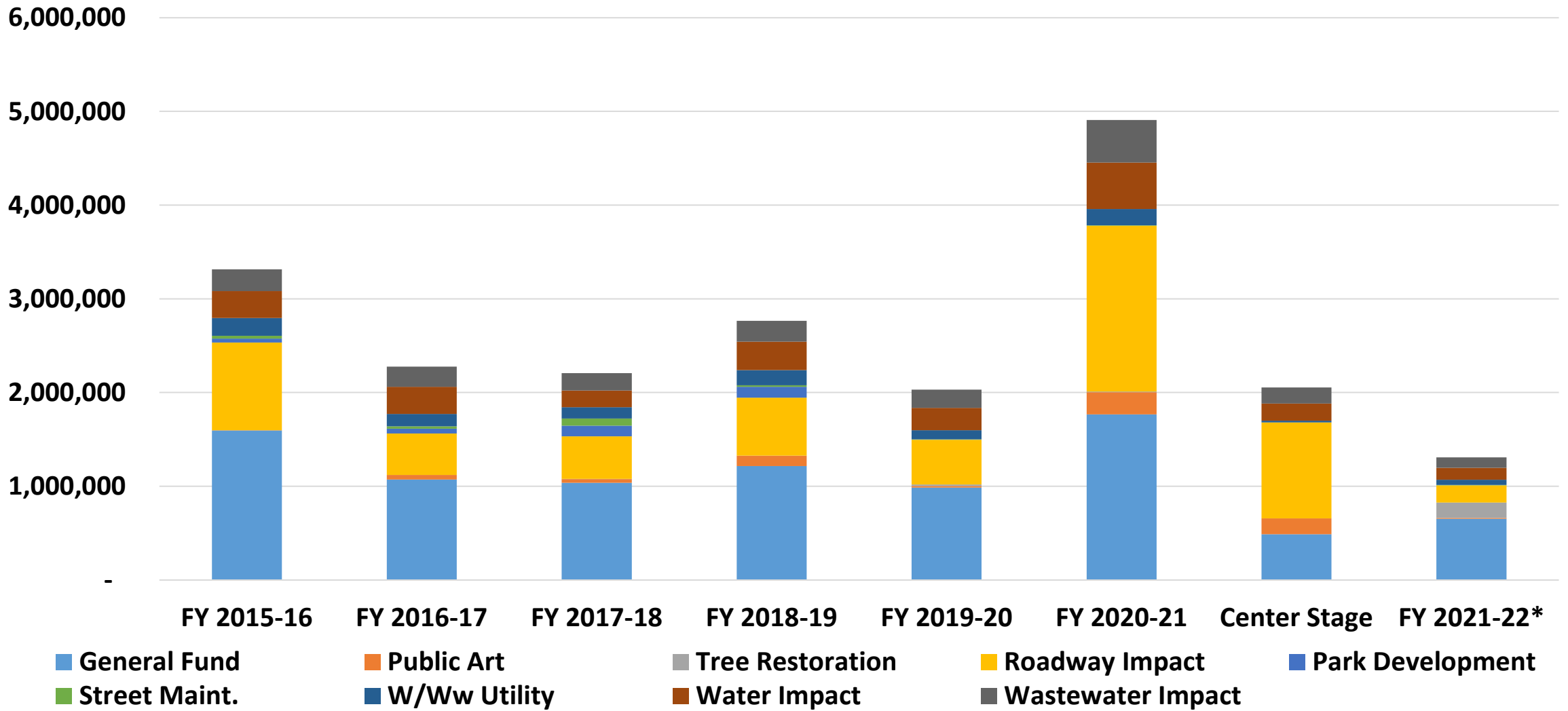
# Top 10 Filers FY 17 thru FY 21

#	FY 2016-17	FY 2017-18	FY 2018-19	FY 2019-20	FY 2020-21
1	Home Depot	Home Depot	Home Depot	Home Depot	Home Depot
2	Lowes	Lowes	Lowes	Lowes	Lowes
3	Tri-County	Tri-County	Tri-County	Sam's Club	Amazon.Com Marketplace
4	Kohl's	Sam's Club	Sam's Club	Tri-County	Sam's Club
5	Frontier	Kohl's	Kohl's	Amazon.Com Services	Amazon.Com Services
6	Kroger	Kroger	Amazon.Com Services	Amazon.Com Marketplace	Tri-County
7	Amazon.Com	Frontier	AT&T/Cingular	Kroger	Kroger
8	AT&T/Cingular	AT&T/Cingular	Kroger	Kohl's	Kohl's
9	United Rental	Atmos	Frontier	AT&T/Cingular	Atmos
10	Atmos	United Rental	Atmos	Equipment Share.Com	Equipment Share.Com

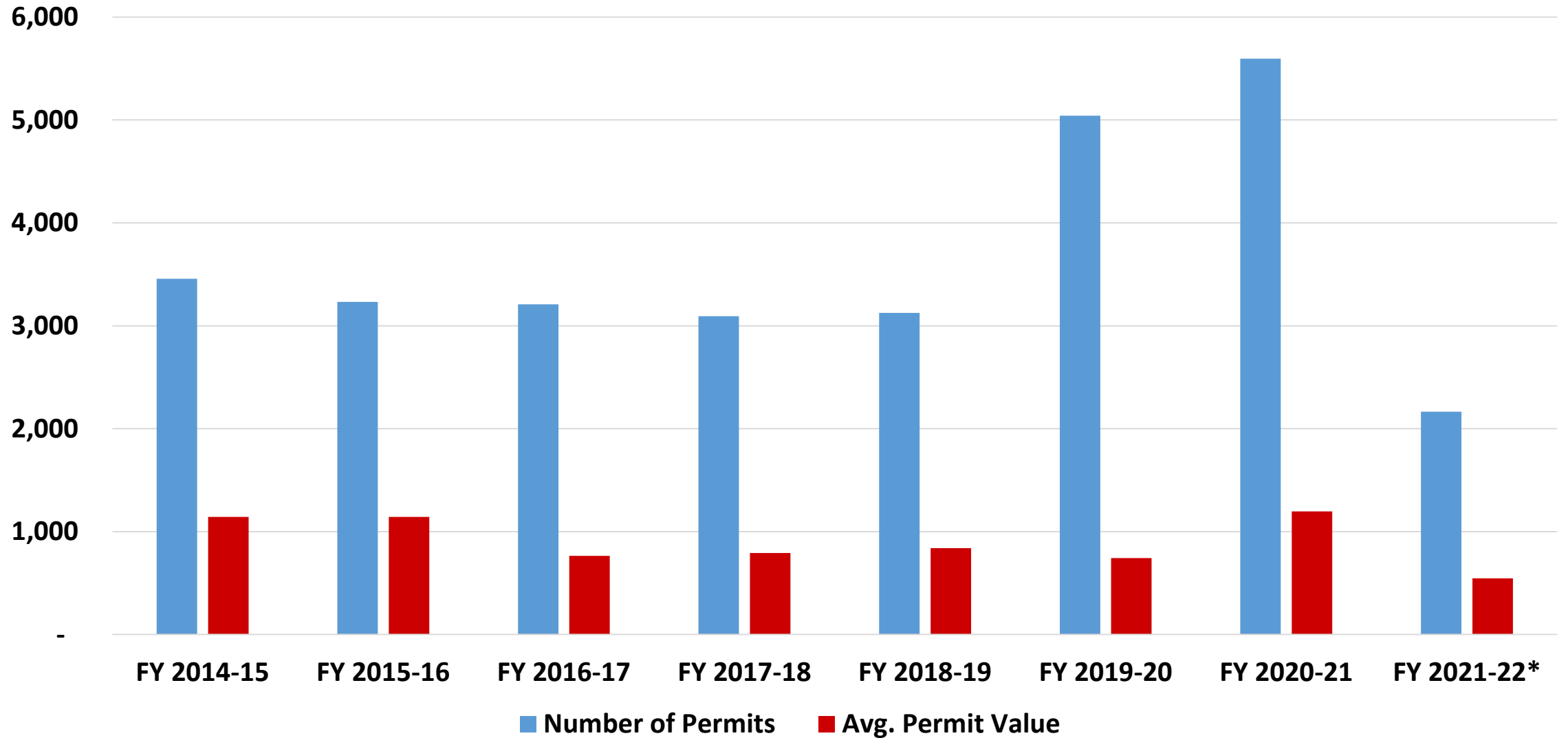
# General Fund Sales Tax Projections



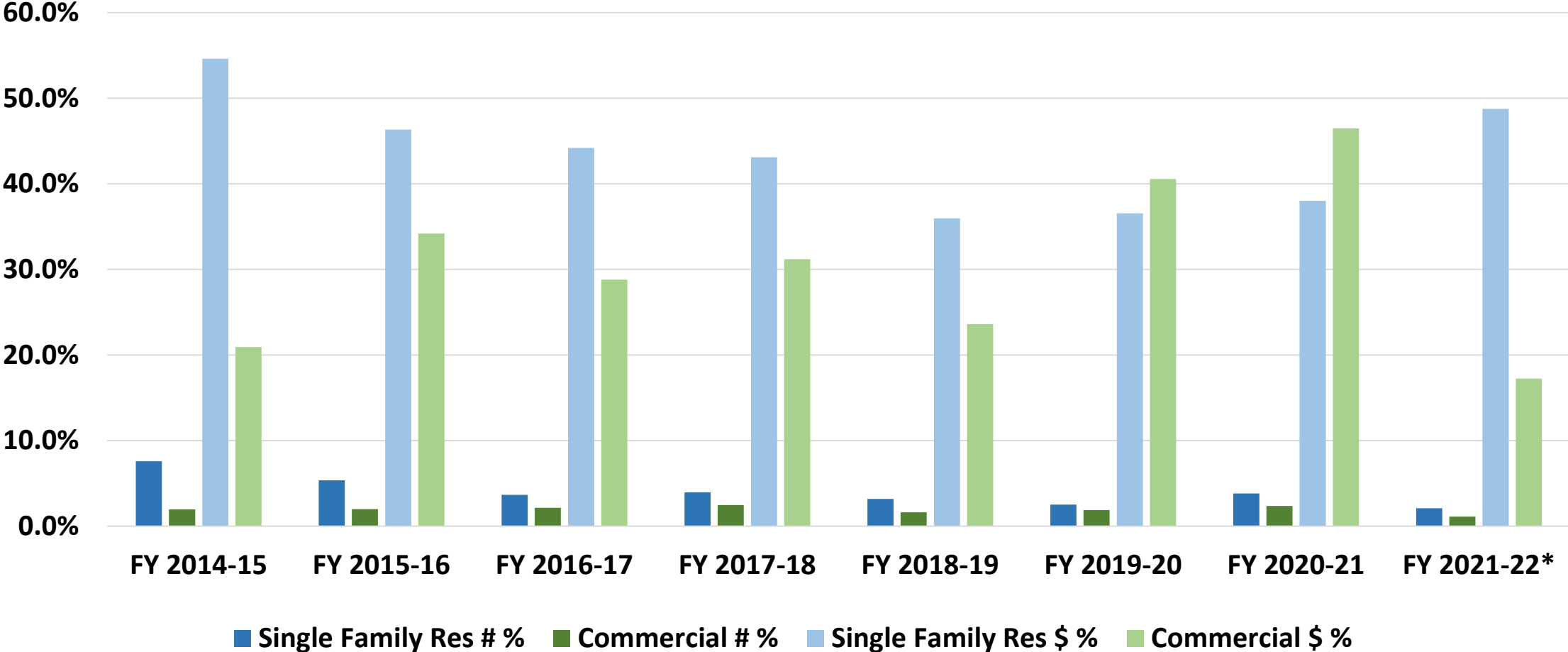
# Development Revenue Growth by Fund



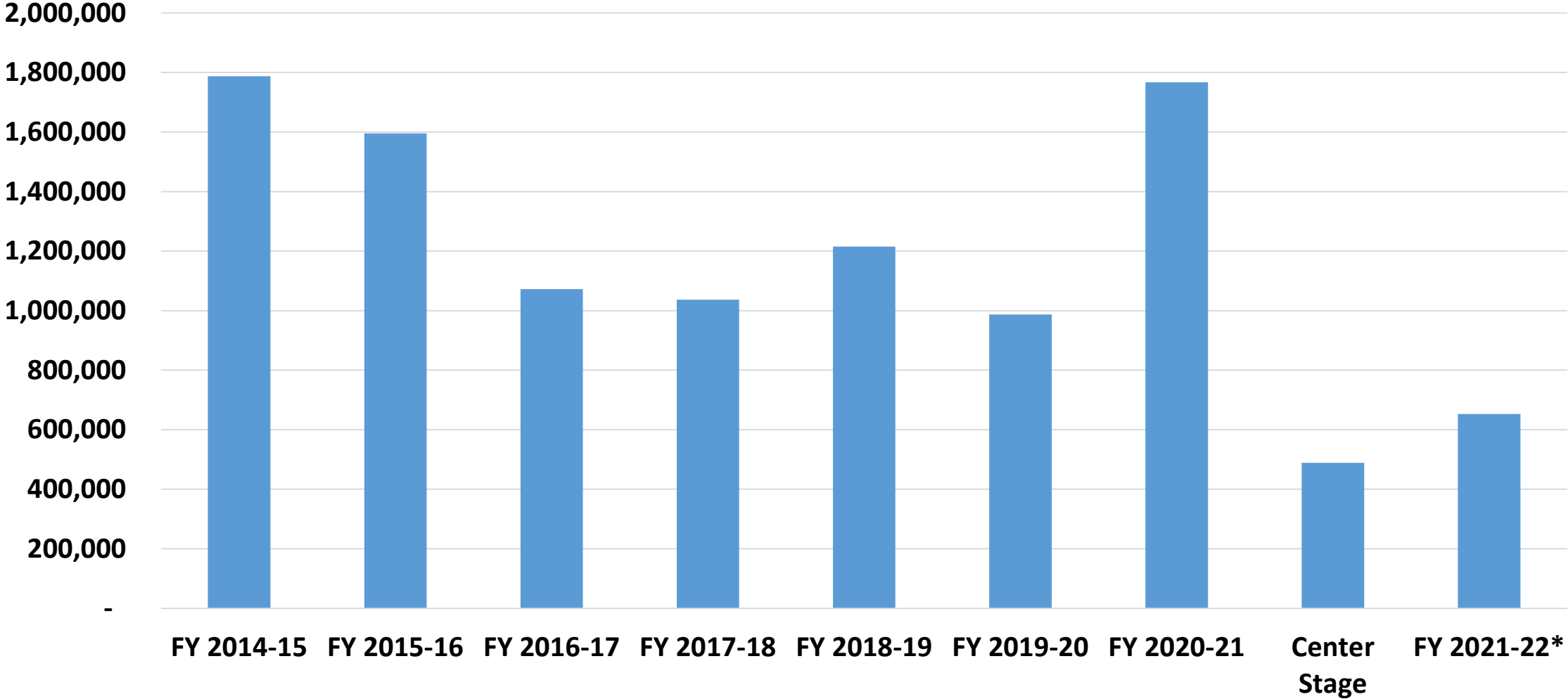
# Permits and Average Value Analysis



# Single Family & Commercial Permit Analysis



# General Fund Permit Revenue







*City of* **KELLER**

FINANCE DEPARTMENT

**Questions?**

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