

**Item D-3**

**FY 2024-25**  
**Budget Strategic Planning - Economic**  
**Development, Sales Tax**

# Current Incentives

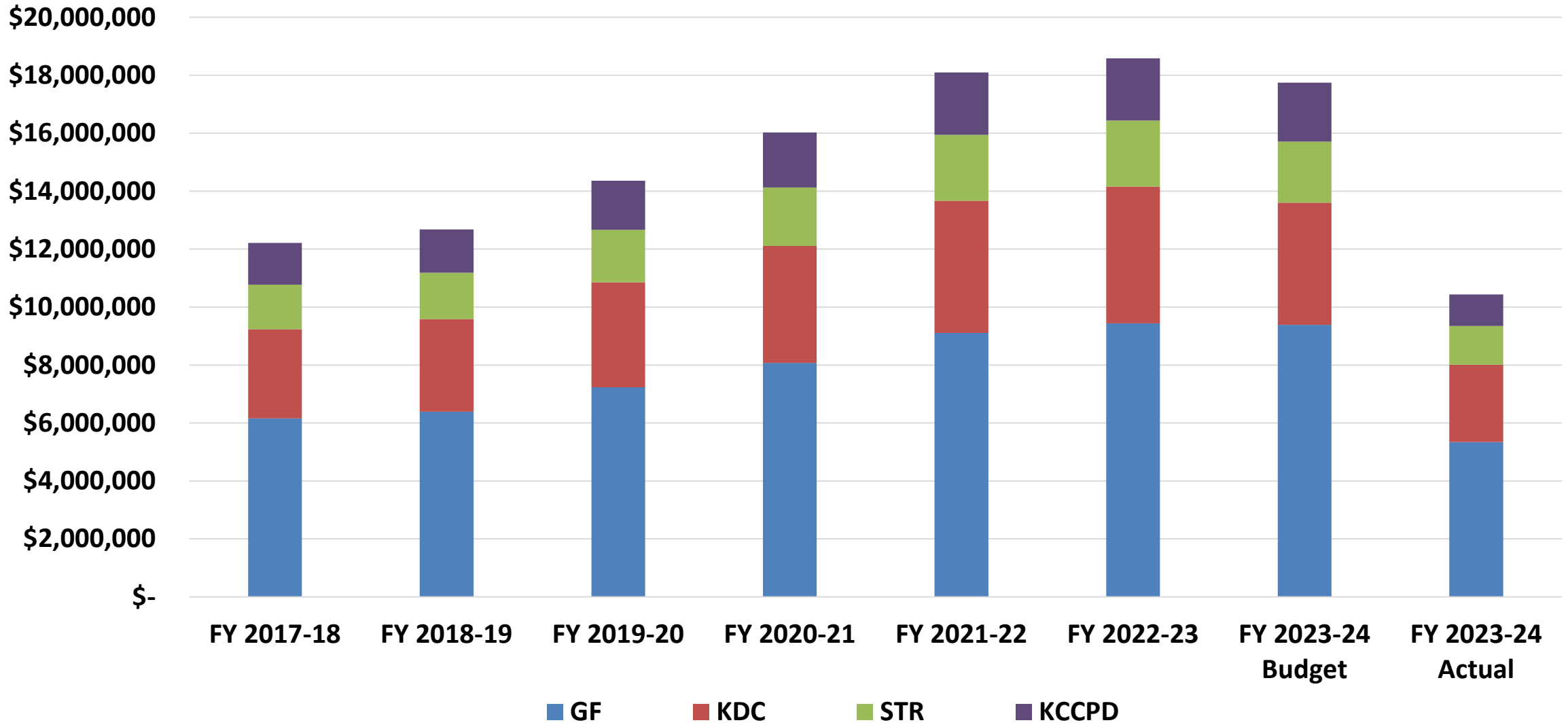
Business	Agreement Terms	FY 2024-25 Est.
Hotel in Town Center	5 Years - 380 for AV	\$20,639
Altus	6 Years - 380 for AV	\$12,664
Penguin Patch	Refund permits & Grant impact fees back	\$91,312
KCS Hospitality	Refund permits & Grant impact fees back	\$101,657
<b>Total FY 2024-25 Estimate</b>		<b>\$226,272</b>

# General Fund Economic Development Incentive Budget

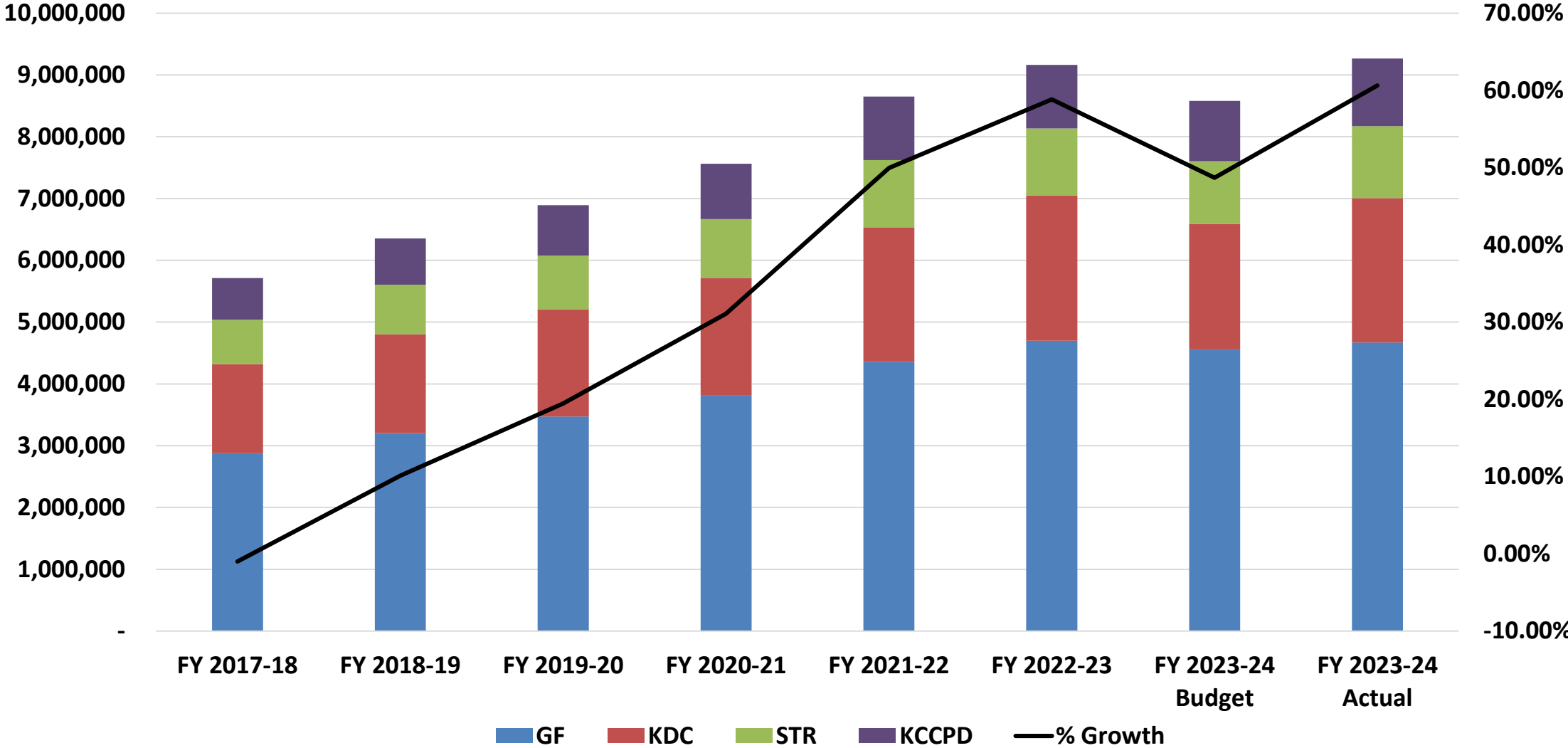
	FY 2023-24 Budget	FY 2023-24 Estimated	FY 2024-25 Proposed	FY 2025-26 Projected	FY 2026-27 Projected
Hampton Inn*	\$ 46,142	\$ 19,541	\$ 20,639	\$ -	\$ -
KCS Hospitality	101,657	-	101,657	184,685	167,183
Altus	14,120	14,120	12,664	11,126	-
Penguin Patch	-	-	91,312	-	-
Houghton Horns	-	-	-	130,000	-
Las Palapas	22,044	-	-	-	-
Façade Grant	79,844	100,963	35,000	35,000	35,000
Unassigned	225,000	-	225,000	621,461	225,000
<b>Total Incentives</b>	<b>\$ 488,807</b>	<b>\$ 134,624</b>	<b>\$ 486,272</b>	<b>\$ 999,612</b>	<b>\$ 427,183</b>
FY 2023-24 Budget Variance		<b>\$ (354,183)</b>	<b>\$ (2,535)</b>	<b>\$ 493,465</b>	<b>\$ 61,624</b>

\* - Does not include HOT/MOT rebates

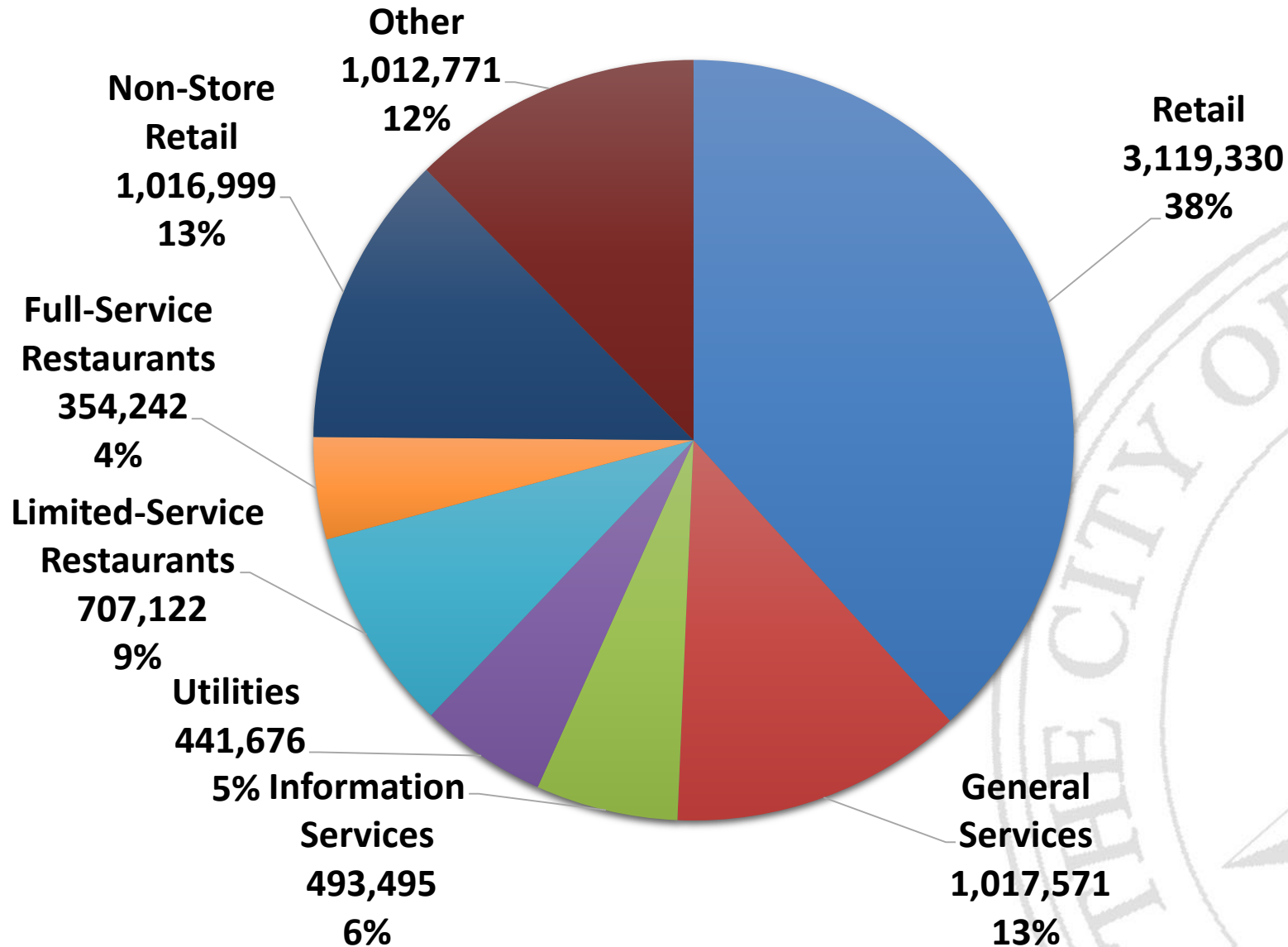
# Sales Tax Growth



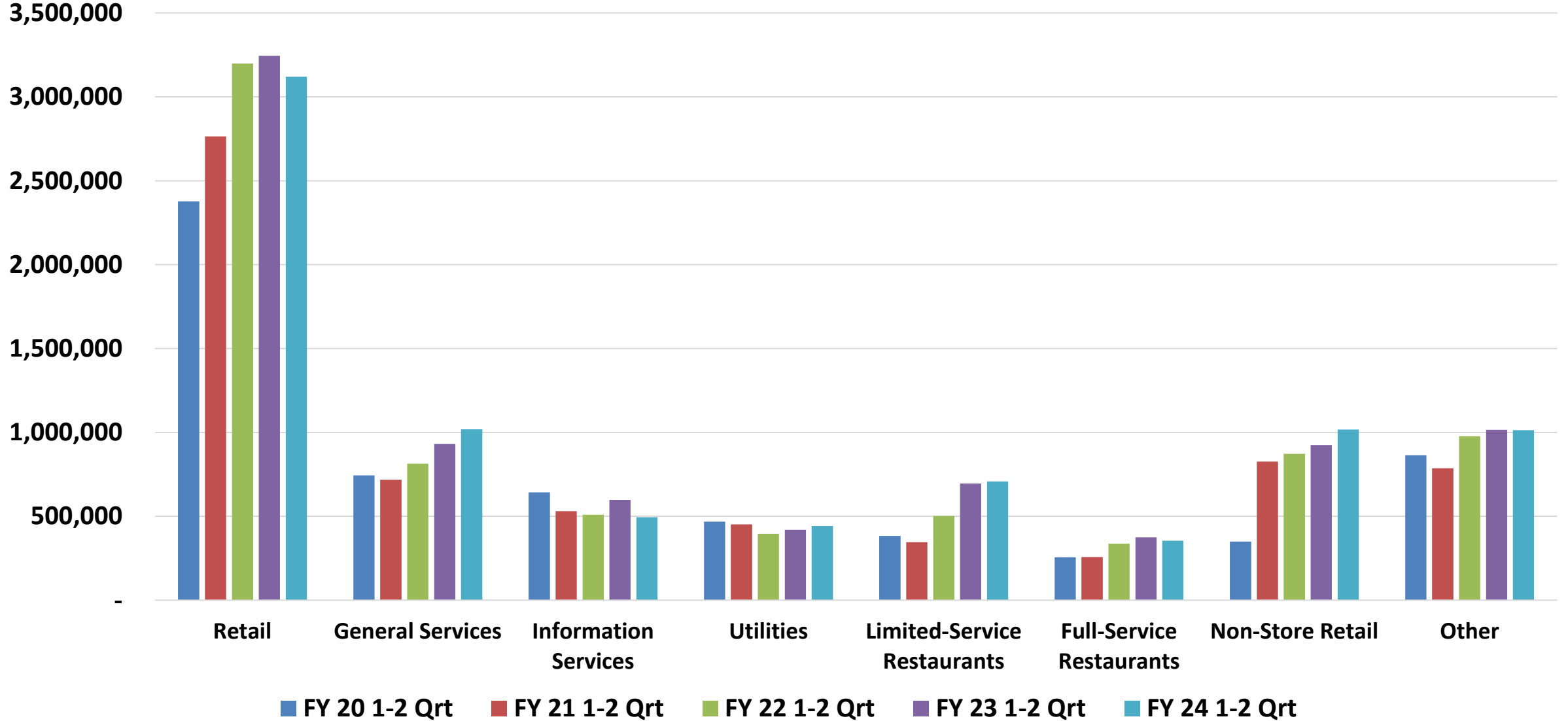
# Sales Tax Growth – Quarter 1 & 2



# FY 2023-24 (Q1 & Q2) By Category



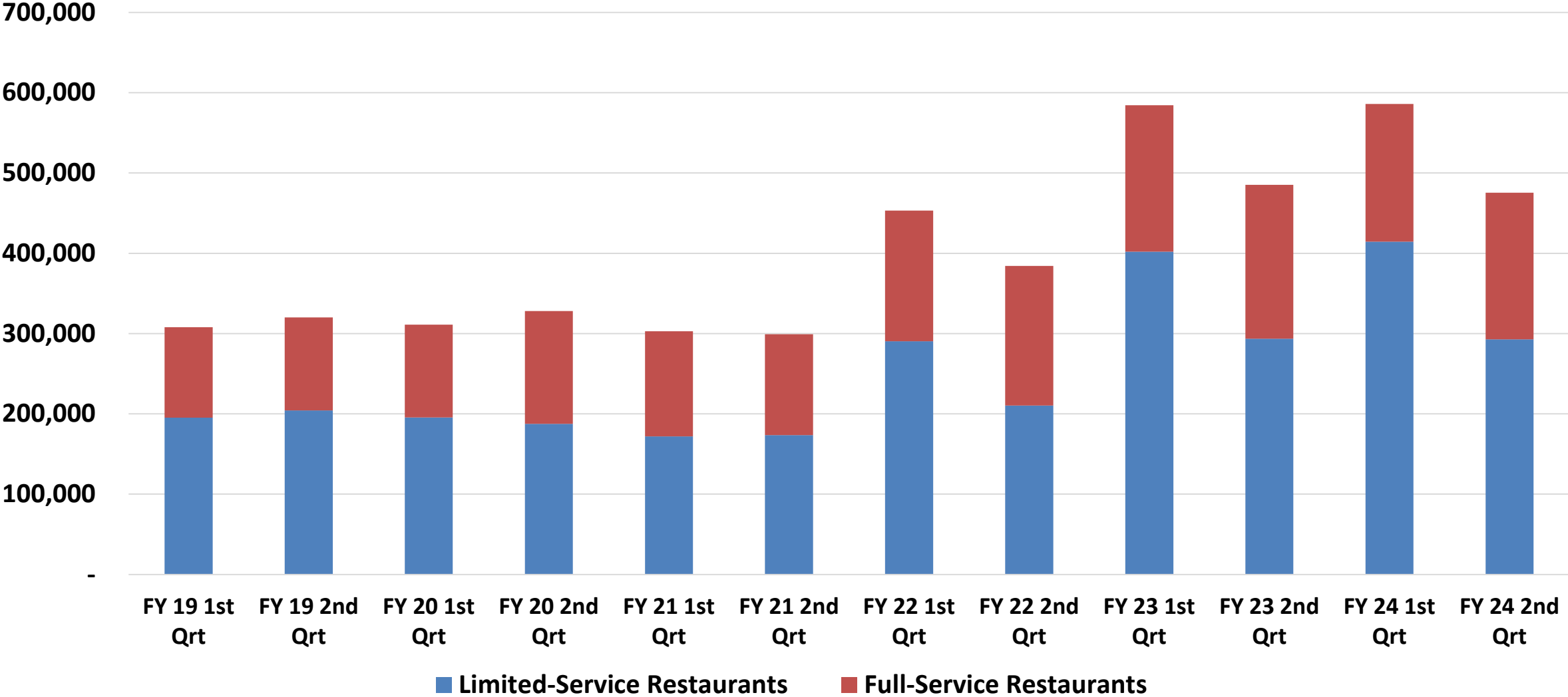
# FY 20-FY 24 Quarter 1 & 2 Sales Tax as \$



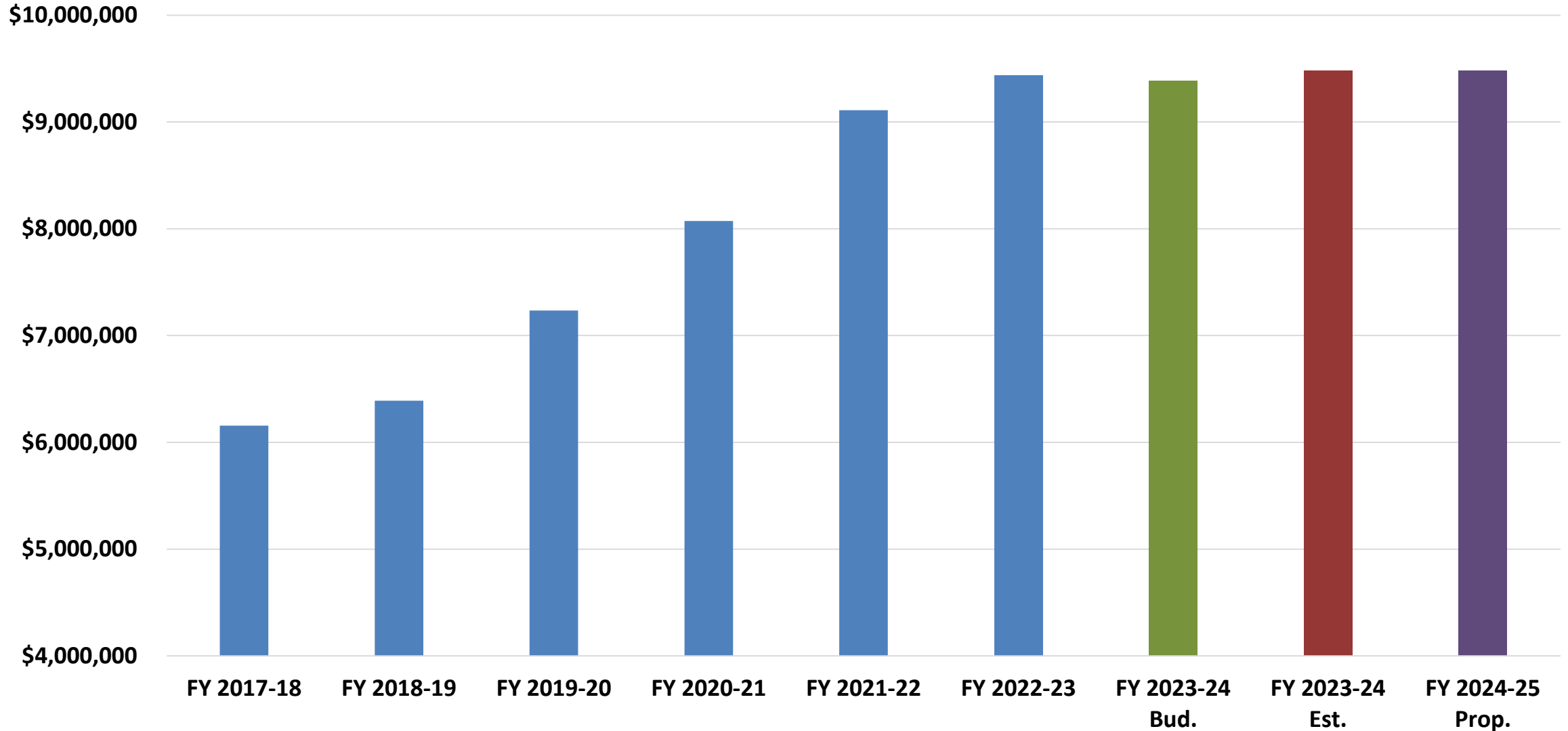
# Top 10 Filers FY 19 thru FY 23

#	FY 2018-19	FY 2019-20	FY 2020-21	FY 2021-22	FY 2022-23
1	Home Depot	Amazon	Amazon	Amazon	Amazon
2	Lowes	Home Depot	Home Depot	Home Depot	Home Depot
3	Tri-County	Lowes	Lowes	Lowes	Lowes
4	Sam's Club	Sam's Club	Sam's Club	Sam's Club	Tri-County
5	Amazon	Tri-County	Tri-County	Tri-County	Sam's Club
6	Kohl's	Kroger	Kohl's	Kohl's	Equipment Share.Com
7	AT&T/Cingular	Kohl's	Atmos	Atmos	Kroger
8	Kroger	AT&T/Cingular	Kroger	Kroger	Atmos
9	Frontier	Equipment Share.Com	Equipment Share.Com	Equipment Share.Com	Kohl's
10	Atmos	Frontier	Apple Inc.	Apple Inc.	Apple Inc.

# FY 19-FY 24 Q1 & Q2 Restaurant Sales Tax



# General Fund Sales Tax Projections





**Questions?**

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