A Report of the Economic Impact of Dent Tennis Academy in Keller, Texas

3 year, All Phases

July 14, 2017

Prepared for:

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A Report of the Projected Economic Impact from Dent Tennis Academy

Introduction

This report presents the results of an economic impact analysis performed by Impact DataSource, Austin, Texas. The analysis was to determine the impact that Dent Tennis Academy in Keller, Texas, will have on the economy of the Keller area and the costs and benefits for local taxing districts over the first three years.

Description of the Facility

Dent Tennis Academy is a planned private tennis club in Keller. An estimated \$4.1 million will be invested in the facility in phase 1 in 2018, \$3.2 million in phase 2 in 2024, and \$5 million in phase 3 in 2031.

The facility plans to create 13 jobs over the first three years with initial average annual salaries of \$72,625.

How the facility will impact the economy of the area is discussed next.

The Estimated Economic Impact of the Facility over the First Ten Years

The facility will have the following economic impact on the Keller area over the first three years:

| Economic Impact over the First Three Years | |
|--|--------------|
| | |
| Total number of permanent direct and indirect jobs to be created | 17 |
| Number of direct and indirect workers who will move to the City | 7 |
| Number of new residents in the City | 21 |
| Number of new residential properties to be built in the City | 3 |
| Number of new students expected in Keller ISD | 5 |
| Salaries to be paid to direct and indirect workers | \$3,786,169 |
| Taxable sales and purchases expected in the City | \$9,657,860 |
| The value of new residential property to be built for direct and | \$780,300 |
| indirect workers who move to the City by Year 10 | |
| The facility's assets added to local tax rolls | \$10,723,750 |
| | |

How this economic activity translates into additional costs and benefits for local taxing districts is discussed next.

Costs and Benefits for Local Taxing Districts over the First Ten Years

Local taxing districts can expect costs and benefits over the first three years from the facility, as scheduled below, beginning with the additional revenues to be received.

Additional Revenues for Local Taxing Districts

Local taxing districts can expect to receive the following revenues over the first three years from the facility, its employees and workers in indirect jobs created in the community.

| Sales Property Taxes Taxes Utilities Fees Fees Fees Fees Fees Fees Fees F | Additional R | evenues For Lo | cal Taxing Distri | icts Over the Fi | rst | |
|---|----------------------------------|----------------|-------------------|--------------------|--------------------|--------------------|
| Sales Property Taxes Taxes Utilities Fees Permits Franchise Permits Taxes Taxes Utilities Fees Fees Fees Fees Taxes Utilities Fees Fees Fees Fees Fees Taxes Utilities Fees Fees Fees Fees Fees Fees Fees F | | | _ | | | |
| Sales Property Taxes Taxes Utilities Fees Fees Fees Fees Fees Fees Fees F | | | , , | | l I+ili+v | Duilding |
| City of Keller: General fund and other \$96,579 \$61,034 \$110,607 \$10,041 \$194,75 \$10,041 \$194,75 \$10,041 \$194,75 \$10,041 \$194,75 \$10,041 \$194,75 \$10,041 \$194,75 \$10,041 \$194,75 \$10,041 \$194,75 \$10,041 \$194,75 \$10,041 \$194,75 \$10,041 \$194,75 \$10,041 \$194,75 \$10,041 \$194,75 \$10,041 \$194,75 \$10,041 \$10,0 | | Salas | Droporty | | · · | Building |
| City of Keller: General fund and other \$96,579 \$61,034 \$110,607 \$10,041 \$194,75 \$10,041 \$194,75 \$10,041 \$194,75 \$10,041 \$194,75 \$10,041 \$194,75 \$10,041 \$194,75 \$10,041 \$194,75 \$10,041 \$194,75 \$10,041 \$194,75 \$10,041 \$194,75 \$10,041 \$10,0 | | | | Utilities | | Fees |
| General fund and other \$96,579 \$61,034 \$110,607 \$10,041 \$194,75 Keller Development Corporation \$48,289 Street maintenance \$24,145 Keller Crime Control District \$24,145 Total city \$193,157 Tarrant County \$63,262 Keller ISD \$378,577 Tarrant County College District \$36,047 Tarrant County Hospital District \$56,761 Total \$193,157 \$595,681 \$110,607 \$10,041 \$194,75 Additional State and Hotel Other Taxes Federal T Occupancy and User School Additional State School Taxes Fees Funding Rever City of Keller: | City of Keller | | | | | |
| Keller Development Corporation \$48,289 Street maintenance \$24,145 Keller Crime Control District \$24,145 Total city \$193,157 Tarrant County \$63,262 Keller ISD \$378,577 Tarrant County College District \$36,047 Tarrant County Hospital District \$56,761 Total \$193,157 \$595,681 \$110,607 \$10,041 \$194,70 Additional State and Hotel Other Taxes Federal TOccupancy and User School Additional Reverous Fees Funding Reverous City of Keller: | | \$96,579 | \$61.034 | \$110.607 | \$10.041 | \$194,750 |
| Street maintenance \$24,145 Keller Crime Control District \$24,145 Total city \$193,157 Tarrant County \$63,262 Keller ISD \$378,577 Tarrant County College District \$36,047 Tarrant County Hospital District \$56,761 Total \$193,157 \$595,681 \$110,607 \$10,041 \$194,70 Additional State and Hotel Other Taxes Federal Toccupancy and User School Additional Rever School Additional Rever School Rever Scho | | | φου/σο : | 4 = 20,000. | 4 = 0,0 · = | 4-0 1,7 0 0 |
| Keller Crime Control District \$24,145 Total city \$193,157 Tarrant County \$63,262 Keller ISD \$378,577 Tarrant County College District \$36,047 Tarrant County Hospital District \$56,761 Total \$193,157 \$595,681 \$110,607 \$10,041 \$194,7 Additional State and Hotel Other Taxes Federal T Occupancy and User School Additional Reven City of Keller: | • | | | | | |
| Total city \$193,157 Tarrant County \$63,262 Keller ISD \$378,577 Tarrant County College District \$36,047 Tarrant County Hospital District \$56,761 Total \$193,157 \$595,681 \$110,607 \$10,041 \$194,7 Additional State and Hotel Other Taxes Federal Toccupancy and User School Additional Additional State School Additional School Additional State School Additional School School Additional School Scho | | | | | | |
| Tarrant County Keller ISD \$378,577 Tarrant County College District \$36,047 Tarrant County Hospital District \$56,761 Total \$193,157 \$595,681 \$110,607 \$10,041 \$194,7 Additional State and Hotel Other Taxes Federal TOccupancy and User Taxes Fees Funding Reven City of Keller: | | | | | | |
| Keller ISD \$378,577 Tarrant County College District \$36,047 Tarrant County Hospital District \$56,761 Total \$193,157 \$595,681 \$110,607 \$10,041 \$194,7 Additional State and Hotel Other Taxes Federal TOccupancy and User School Additional Additional States School Additional States Fees Funding Revenue. | • | , , , , | \$63,262 | | | |
| Tarrant County College District \$36,047 Tarrant County Hospital District \$56,761 Total \$193,157 \$595,681 \$110,607 \$10,041 \$194,7 Additional State and Hotel Other Taxes Federal TOccupancy and User School Additional Revenue City of Keller: | • | | | | | |
| Tarrant County Hospital District \$56,761 Total \$193,157 \$595,681 \$110,607 \$10,041 \$194,7 Additional State and Hotel Other Taxes Federal TOccupancy and User School Additional Taxes Fees Funding Revenue. City of Keller: | Tarrant County College District | | | | | |
| Additional State and Hotel Other Taxes Federal T Occupancy and User School Additional Taxes Fees Funding Reven | | | | | | |
| State and Hotel Other Taxes Federal T Occupancy and User School Addition Taxes Fees Funding Reven City of Keller: | Total | \$193,157 | \$595,681 | \$110,607 | \$10,041 | \$194,750 |
| Hotel Other Taxes Federal T Occupancy and User School Addition Taxes Fees Funding Reven City of Keller: | | | | Additional | | |
| Occupancy and User School Addition Taxes Fees Funding Revent City of Keller: | | | | State and | | |
| Taxes Fees Funding Reven | | Hotel | Other Taxes | Federal | | Total |
| City of Keller: | | Occupancy | and User | School | | Additional |
| , | | Taxes | Fees | Funding | | Revenues |
| General fund and other \$7.828 \$3.481 | City of Keller: | | | | | |
| 97,020 93,401 9404,3 | General fund and other | \$7,828 | \$3,481 | | | \$484,319 |
| Keller Development Corporation \$48,2 | Keller Development Corporation | | | | | \$48,289 |
| Street maintenance \$24,1 | Street maintenance | | | | | \$24,145 |
| Keller Crime Control District \$24,1 | Keller Crime Control District | | | | | \$24,145 |
| Total city \$580,8 | Total city | | | | | \$580,898 |
| Tarrant County \$2,610 \$65,8 | Tarrant County | | \$2,610 | | | \$65,873 |
| Keller ISD \$51,498 \$430,0 | Keller ISD | | | \$51,498 | | \$430,075 |
| Tarrant County College District \$36,0 | Tarrant County College District | | | | | \$36,047 |
| Tarrant County Hospital District \$56,7 | Tarrant County Hospital District | | | | | \$56,761 |
| Total \$7,828 \$6,091 \$51,498 \$0 \$1,169,6 | Total | \$7,828 | \$6,091 | \$51,498 | \$0 | \$1,169,654 |

Additional Costs for Local Taxing Districts

Local taxing districts will incur the following costs over the first three years, as a result of the facility and direct and indirect employees.

| Costs for Local Taxing Districts Over the First Three Years of the Facility's Operation | | | | | |
|---|-------------|-----------|-----------|--------------|-----------|
| | | | | Reduction | |
| | | | | in State | |
| | | | | School | |
| | | | | Funding as a | |
| | | Costs of | | Result of | |
| | Costs of | Providing | Costs of | Property | |
| | Services to | Monthly | Educating | being Added | |
| | New | Utility | New | to Local | |
| | Residents | Services | Students | Tax Rolls | Total |
| City of Keller | \$7,831 | \$105,077 | | | \$112,908 |
| Tarrant County | \$5,221 | | | | \$5,221 |
| Keller ISD | | | \$50,468 | \$259,026 | \$309,495 |
| Tarrant County College District | | | \$0 | | |
| Tarrant County Hospital District | | | \$0 | | |
| Total | \$13,052 | \$105,077 | \$50,468 | \$259,026 | \$427,624 |

Additional Net Benefits

The additional public benefits less additional public costs will result in the following net benefits for the City, County and other local taxing districts over the first three years of the facility's operation:

| Net Benefits for Local Taxing Districts Over the First Three Years of the Facility's Operation | | | | |
|--|-------------|-----------|--------------|--|
| | Benefits | Costs | Net Benefits | |
| City of Keller: | | | | |
| General fund and other | \$484,319 | \$112,908 | \$371,411 | |
| Keller Development Corporation | \$48,289 | | \$48,289 | |
| Street maintenance | \$24,145 | | \$24,145 | |
| Keller Crime Control District | \$24,145 | | \$24,145 | |
| Total city | \$580,898 | \$112,908 | \$467,990 | |
| Tarrant County | \$65,873 | \$5,221 | \$60,652 | |
| Keller ISD | \$430,075 | \$309,495 | \$120,581 | |
| Tarrant County College District | \$36,047 | \$0 | \$36,047 | |
| Tarrant County Hospital District | \$56,761 | \$0 | \$56,761 | |
| Total | \$1,169,654 | \$427,624 | \$742,030 | |

Discounted Cash Flow for Local Taxing Districts

The discounted cash flow over the first three years for each local taxing district from the new facility is as follows:

| Discounted Cash Flow Over the | |
|----------------------------------|-----------|
| First Three Years | |
| | |
| City of Keller, all | \$430,364 |
| Tarrant County | \$54,505 |
| Keller ISD | \$108,309 |
| Tarrant County College District | \$32,381 |
| Tarrant County Hospital District | \$50,988 |
| Keller Crime Control District | \$21,756 |
| | |
| Total | \$698,303 |
| | |

The above discounted cash flow or present value of net benefits is a way of expressing in today's dollars, dollars to be paid or received in the future. Today's dollar and a dollar to be received or paid at differing times in the future are not comparable because of the time value of money. The time value of money is the interest

rate or each taxing entity's discount rate. This analysis uses a discount rate of 6% to make the dollars comparable -- by expressing them in today's dollars or in present value.

Net Benefits to be Received by the City from (1) the Facility and (2) New Workers

The City of Keller will receive benefits from spending and investments by the facility and from spending by new workers. These benefits, over the first three years, are shown below for these two categories.

| Schedule of Benefits for the City from the Facility and From New Workers | | | |
|--|--------------|----------|-----------|
| | Benefits f | rom: | |
| | | New | Total |
| | The Facility | Workers | Benefits |
| Additional revenues: | | | |
| Sales taxes* | \$188,235 | \$4,922 | \$193,157 |
| Property taxes | \$52,239 | \$8,795 | \$61,034 |
| Utility revenues | \$91,812 | \$18,795 | \$110,607 |
| Utility franchise fees | \$8,585 | \$1,457 | \$10,041 |
| Hotel occupancy taxes | \$7,828 | | \$7,828 |
| Other taxes and user fees | | \$3,481 | \$3,481 |
| Building permits and fees | \$194,750 | | \$194,750 |
| Total additional revenues Additional costs: | \$543,449 | \$37,449 | \$580,898 |
| Costs of providing utilities | \$87,221 | \$17,855 | \$105,077 |
| Costs of providing municipal services for new residents | , | \$7,831 | \$7,831 |
| Total additional costs | \$87,221 | \$25,687 | \$112,908 |
| Net benefits | \$456,227 | \$11,763 | \$467,990 |
| Percent of total net benefits for the City | 97% | 3% | |

^{*}City sales tax collections shown are for the general fund, Keller Development Corp., street maintenance and crime control

Property Taxes to be Rebated

The City of Keller is considering rebating property taxes on the firm's real property improvements at the following percentages:

| Percentage of Taxes to be Rebated | | | |
|--------------------------------------|------|--|--|
| Year 1 | 100% | | |
| Year 2 | 90% | | |
| Year 3 | 80% | | |
| | | | |

Therefore, the following property taxes will be abated:

| City Property Taxes to be Rebated | | |
|--------------------------------------|----------|--|
| Year 1 | \$16,749 | |
| Year 2 | \$15,375 | |
| Year 3 | \$13,940 | |
| Total | \$46,064 | |

An analysis of possible incentives that the City may consider for the facility is next.

Analysis of Possible Incentives for the Facility

The City is considering the following incentives for the facility:

| Incentives Being Considered for the Facility | |
|---|-----------|
| | |
| Wastewater infrastructure, not to exceed | \$153,000 |
| Drainage infrastructure, not to exceed | \$121,000 |
| Development fees grant (exclusive of third party) | \$60,900 |
| Property tax rebates | \$46,064 |
| Total | \$380,964 |

Financial incentives that may be offered the facility may be considered as investments that the City is making in the facility.

Four calculations analyzing possible investments were made -- net benefits, discounted cash flow, rate of return on investment and payback period. Net benefits and discounted cash flow for the City are scheduled above. Rate of return on investment and payback period are discussed and scheduled below.

Rate of return on investment is the City's average annual rate of return from additional revenues that the City will receive on the investment of incentives that the City may make in the facility. Payback period is the number of years that it will take the City to recover the costs of incentives from the additional revenues that it will receive from the facility.

Average annual rates of return on investment each year over the first three years and payback periods for the possible levels of incentives are shown below.

| Rates of Return and Payback Periods Possible City Incentives | | | |
|---|---------|------------|--|
| | | | |
| | Annual | Payback | |
| | Rate of | Period | |
| Incentives | Return | (In years) | |
| | | | |
| \$380,964 | 38.8% | 2.1 | |
| | | | |

Discussion of State Aid for the School District

This analysis seeks to calculate the impact on the school district's finances from the facility by generally, and at a summary level, mimicking the district's school funding formula.

According to the Texas Education Agency, any property added to local tax rolls and local taxes that this generates reduces state funding equivalent to local taxes collected for maintenance and operations. The school district retains local taxes received for debt services and corresponding state funding is not reduced.

However, according to the Texas Education Agency, the school district will receive state aid for each new child that moves to the District. The additional revenues for the school district are calculated in this analysis.

Conduct of the Analysis

This analysis was conducted by Impact DataSource using data, rates and information supplied by the firm and the City of Keller. In addition, Impact DataSource used certain estimates and assumptions.

Using this data, the economic impact from the facility and the costs and benefits for the City of Keller, Tarrant County, Keller ISD, Tarrant County College District, Tarrant County Hospital District and Keller Crime Control District were calculated for a ten year period.

In addition to the direct economic impact of the facility and its employees, spin-off or indirect and induced benefits were also calculated. Indirect jobs and salaries are created in new or existing area firms, such as maintenance companies and service firms, that may supply goods and services to the facility. In addition, induced jobs and salaries are created in new or existing local businesses, such as retail stores, gas stations, banks, restaurants, and service companies that may supply goods and services to new workers and their families.

To estimate the indirect and induced economic impact of the facility and its employees on the Keller area, regional economic multipliers were used. Regional economic multipliers for Texas and areas of the state are included in the US Department of Commerce's Regional Input-Output Modeling System (RIMS II).

Two types of regional economic multipliers were used in this analysis: an employment multiplier and an earnings multiplier.

An employment multiplier was used to estimate the number of indirect and induced jobs created and supported in the Keller area. An earnings multiplier was used to estimate the amount of salaries to be paid to workers in these new indirect and induced jobs. The multipliers show the estimated number of indirect and induced jobs created for every one direct job at the facility and the amount of salaries paid to these workers for every dollar paid to a direct worker at the facility. The multipliers used in this analysis are below:

Employment multiplier 0.2664
Earnings multiplier 0.5830

About Impact DataSource

Impact DataSource is a twenty-three year old Austin economic consulting, research and analysis firm. The firm has conducted economic impact analyses of numerous projects in Texas and 39 other states. In addition, the firm has developed economic impact analysis computer programs for several clients, including the New Mexico Economic Development Department.

The firm's principal, Jerry Walker, performed this economic impact analysis. He is an economist and has Bachelor of Science and Master of Business Administration degrees in accounting and economics from Nicholls State University, Thibodaux, Louisiana.

Data used in the analysis, along with schedules of the results of calculations, are on the following pages.

Data and Rates Used in this Analysis

Local Tax Rates:

| City of Keller sales tax rate: General Fund Keller Development Corporation Street Maintenance Subtotal Keller Crime Control District | 1.00% 0.50% 0.25% 1.75% 0.25% |
|--|---|
| Total City | 2.00% |
| Tarrant County sales tax rate | 0.00% |
| City of Keller hotel occupancy tax rate | 7% |
| Property tax rates, per \$100 of valuation: | |
| City of Keller Tarrant County Keller ISD: | \$0.4300 \$0.2540 |
| M&O | \$1.0400 |
| I&S | \$0.4800 |
| Total | \$1.5200 |
| Tarrant County College District | \$0.1447 |
| Tarrant County Hospital District | \$0.2279 |
| Some City Rates: | |
| Annual marginal cost of providing municipal services, excluding utilities, to each new household | \$450 |
| Estimated annual other taxes and user fees to be collected by the city from each new household those revenues that are in addition to sales and property taxes, utilities and utility franchise fees | \$200 |
| Annual increase expected in the city's other revenues and marginal costs | 2% |
| The city's estimated annual water, wastewater and garbage collection billings per household | \$1,080 |
| Estimated | |

| Estimated | |
|-----------|------------------------------------|
| Monthly | Estimated Annual Billing |
| Billing | (Monthly billing x 12) |
| | |
| \$35 | \$420 |
| \$30 | \$360 |
| \$25 | \$300 |
| | Monthly Billing \$35 \$30 |

| The city's cost of providing water, wastewater and solid waste services, as a percent of utility billings | 95% |
|---|---------|
| Annual increase expected in city-owned utility billings | 2% |
| The city's utility franchise fee percentages: | |
| Electricity | 4% |
| Natural gas | 4% |
| Solid waste | 4% |
| Cable | 4% |
| Telephone monthly line access charge: | |
| Residential | \$0.59 |
| Non-residential | \$2.27 |
| Annual utility franchise fees collected from utility providers for each household in the city as detailed below | \$82.74 |

| | | | Monthly | |
|-------------|-----------|------------|-------------|---------------------------------|
| | | Utility | Utility | |
| Utility | Estimated | Franchise | Franchise | Estimated Annual Utility |
| | Monthly | Fee | Fee F | ranchise Fee Collections |
| Service | Billing | Percentage | Collections | (Monthly collections x 12) |
| | | | | |
| Electricity | \$85 | 4% | \$3.40 | \$40.80 |
| Natural gas | \$40 | 4% | \$1.60 | \$19.20 |
| Cable | \$40 | 4% | \$1.60 | \$19.20 |
| Telephone | 0.5 | \$0.59 | \$0.30 | \$3.54 |
| | lines | | | |

Some County Rates:

| Annual marginal cost of providing county services to each new household | \$300 |
|---|-------|
| Annual miscellaneous taxes and user fees to be collected from each new household, those county revenues other than property and sales taxes | \$150 |
| Annual increase expected in other county revenues and marginal costs | 2% |

Some School District Rates:

| Estimated annual state, federal and other funding received by the district for | \$4,500 |
|--|---------|
| for each child enrolled | |

| Average annual cost of providing services to each child in the district | \$10,500 |
|---|----------------|
| Average annual cost for each new child, as a percent of average annual cost Annual marginal cost of providing services to each new child | 42% \$4,410 |
| Other Community Rates: | |
| Expected inflation rate over the first three years | 3.0% |
| Discount rate used in analysis to compute discounted cash flows | 6% |
| Percent of a typical worker's salary that will be spent on taxable goods and services | 26% |
| Average taxable value of a new single family residence in the community | \$250,000 |

Depreciation rates:

To estimate the annual taxable or depreciable value of furniture, fixtures and equipment at the facility being analyzed in this analysis, this analysis uses straight line depreciation, an ten year life and a 20% residual value. Therefore, property taxes on the facility's furniture, fixtures and equipment are calculated

on the following percentages of the costs of such equipment purchased each year:

property and commercial real property on local tax rolls over the first three years

that will are built for some individuals moving to the city

Percent annual increase in the taxable value of residential

| Year 1 | 90% |
|---------|-----|
| Year 2 | 80% |
| Year 3 | 70% |
| Year 4 | 60% |
| Year 5 | 50% |
| Year 6 | 40% |
| Year 7 | 30% |
| Year 8 | 20% |
| Year 9 | 20% |
| Year 10 | 20% |

2%

The Facility's Investments, Assets and Construction:

The investments at the facility each year at the facility:

| | | Buildings and | Furniture, | |
|---------|-------------|----------------------|------------|--------------|
| | | Other Real | Fixtures, | |
| | | Property | and | |
| | Land | mprovements | Equipment | Total |
| Year 1 | \$3,373,750 | \$3,895,000 | \$205,000 | \$7,473,750 |
| Year 2 | \$0 | \$0 | \$0 | \$0 |
| Year 3 | \$0 | \$0 | \$0 | \$0 |
| Year 4 | \$0 | \$0 | \$0 | \$0 |
| Year 5 | \$0 | \$0 | \$0 | \$0 |
| Year 6 | \$0 | \$0 | \$0 | \$0 |
| Year 7 | \$0 | \$3,040,000 | \$160,000 | \$3,200,000 |
| Year 8 | \$0 | \$0 | \$0 | \$0 |
| Year 9 | \$0 | \$0 | \$0 | \$0 |
| Year 10 | \$0 | \$0 | \$0 | \$0 |
| Total | \$3,373,750 | \$6,935,000 | \$365,000 | \$10,673,750 |

The facility'

| Year 1 | \$50,000 |
|---------|----------|
| Year 2 | \$51,500 |
| Year 3 | \$53,045 |
| Year 4 | \$54,636 |
| Year 5 | \$56,275 |
| Year 6 | \$57,964 |
| Year 7 | \$59,703 |
| Year 8 | \$61,494 |
| Year 9 | \$63,339 |
| Year 10 | \$65,239 |
| | |

3%

Estimated annual increase in the volume and value of inventories

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Spending During Construction:

Estimated spending for construction:

| Year 1 | \$3,895,000 |
|---------|-------------|
| Year 2 | \$0 |
| Year 3 | \$0 |
| Year 4 | \$0 |
| Year 5 | \$0 |
| Year 6 | \$0 |
| Year 7 | \$3,040,000 |
| Year 8 | \$0 |
| Year 9 | \$0 |
| Year 10 | \$0 |

Percent of construction costs for:

Building permits and impact fees to be paid to the city:

| Materials | 60% |
|---|--|
| Labor | 40% |
| Estimated percent of construction materia city and be subject to sales tax | Is that will be purchased in the 20% |
| Percent of taxable spending by construction | n workers that will be in the city 20% |
| Estimated percent of furniture, fixtures and purchased in the city and be subject to sale | • • |

| Year 1 | \$194,750 |
|---------|-----------|
| Year 2 | \$0 |
| Year 3 | \$0 |
| Year 4 | \$0 |
| Year 5 | \$0 |
| Year 6 | \$0 |
| Year 7 | \$0 |
| Year 8 | \$0 |
| Year 9 | \$0 |
| Year 10 | \$0 |

Activities During the Facility's Operations:

The facility's taxable sales subject to sales tax in the city:

| | | Additional | |
|---------|-----------------|-----------------|-------------|
| | Taxable Sales | Taxable Sales | |
| | at the Facility | at the Facility | |
| | from Normal | During | |
| | Operations | Tournaments | Total |
| | | | |
| Year 1 | \$2,696,500 | \$18,450 | \$2,714,950 |
| Year 2 | \$2,777,395 | \$19,004 | \$2,796,399 |
| Year 3 | \$2,860,717 | \$29,360 | \$2,890,077 |
| Year 4 | \$2,946,538 | \$30,241 | \$2,976,780 |
| Year 5 | \$3,034,935 | \$41,531 | \$3,076,466 |
| Year 6 | \$3,125,983 | \$85,554 | \$3,211,537 |
| Year 7 | \$3,219,762 | \$88,121 | \$3,307,883 |
| Year 8 | \$3,316,355 | \$90,765 | \$3,407,120 |
| Year 9 | \$3,415,846 | \$93,488 | \$3,509,333 |
| Year 10 | \$3,518,321 | \$96,292 | \$3,614,613 |

Expected annual increase in taxable sales from operations after the first year

3%

Estimated annual utilities at the facility:

| | | | Solid | | Natural | | |
|----------|---------|------------|----------|-------------|------------------|---------|-----------|
| | Water | Wastewater | Waste | Electricity | Gas | Cable | Telephone |
| | | | | | | | |
| Year 1 | \$6,000 | \$6,000 | \$18,000 | \$60,000 | \$2,400 | \$3,600 | \$30,000 |
| Year 2 | \$6,120 | \$6,120 | \$18,360 | \$61,200 | \$2,448 | \$3,672 | \$30,600 |
| Year 3 | \$6,242 | \$6,242 | \$18,727 | \$62,424 | \$2,497 | \$3,745 | \$31,212 |
| Year 4 | \$6,367 | \$6,367 | \$19,102 | \$63,672 | \$2,547 | \$3,820 | \$31,836 |
| Year 5 | \$6,495 | \$6,495 | \$19,484 | \$64,946 | \$2,598 | \$3,897 | \$32,473 |
| Year 6 | \$6,624 | \$6,624 | \$19,873 | \$66,245 | \$2,650 | \$3,975 | \$33,122 |
| Year 7 | \$6,757 | \$6,757 | \$20,271 | \$67,570 | \$2,703 | \$4,054 | \$33,785 |
| Year 8 | \$6,892 | \$6,892 | \$20,676 | \$68,921 | \$2 <i>,</i> 757 | \$4,135 | \$34,461 |
| Year 9 | \$7,030 | \$7,030 | \$21,090 | \$70,300 | \$2,812 | \$4,218 | \$35,150 |
| Year 10 | \$7,171 | \$7,171 | \$21,512 | \$71,706 | \$2,868 | \$4,302 | \$35,853 |
| | | | | | | | |
| Annual | 2% | 2% | 2% | 2% | 2% | 2% | 2% |
| increase | | | | | | | |

Estimated number of telephone lines at the facility

6

The facility's estimated local taxable purchases of materials, supplies and services for its operations:

| Year 1 | \$5,000 |
|---------|---------|
| Year 2 | \$5,250 |
| Year 3 | \$5,513 |
| Year 4 | \$5,788 |
| Year 5 | \$6,078 |
| Year 6 | \$6,381 |
| Year 7 | \$6,700 |
| Year 8 | \$7,036 |
| Year 9 | \$7,387 |
| Year 10 | \$7,757 |

Expected annual increase in taxable purchases after the first year

5%

The facility's total taxable purchases and taxable utilities:

| | Taxable | | | | |
|---------|---------------|-------------|------------------|-----------|-----------|
| | Purchases | Utilities S | Subject to Sales | Тах | |
| | of Supplies, | Utilities | | _ | |
| | Materials and | Subject to | Percent | Taxable | |
| | Services | Sales Tax | Taxable | Utilities | Total |
| Year 1 | \$5,000 | \$96,000 | 100% | \$96,000 | \$101,000 |
| Year 2 | \$5,250 | \$97,920 | 100% | \$97,920 | \$103,170 |
| Year 3 | \$5,513 | \$99,878 | 100% | \$99,878 | \$105,391 |
| Year 4 | \$5,788 | \$101,876 | 100% | \$101,876 | \$107,664 |
| Year 5 | \$6,078 | \$103,913 | 100% | \$103,913 | \$109,991 |
| Year 6 | \$6,381 | \$105,992 | 100% | \$105,992 | \$112,373 |
| Year 7 | \$6,700 | \$108,112 | 100% | \$108,112 | \$114,812 |
| Year 8 | \$7,036 | \$110,274 | 100% | \$110,274 | \$117,309 |
| Year 9 | \$7,387 | \$112,479 | 100% | \$112,479 | \$119,867 |
| Year 10 | \$7,757 | \$114,729 | 100% | \$114,729 | \$122,486 |

Number of existing and new workers hired at the facility each year:

| Year 1 | 8 |
|---------|----|
| Year 2 | 3 |
| Year 3 | 2 |
| Year 4 | 0 |
| Year 5 | 0 |
| Year 6 | 0 |
| Year 7 | 0 |
| Year 8 | 0 |
| Year 9 | 0 |
| Year 10 | 0 |
| Total | 13 |

Number of new workers who will move to the city to take job at the facility:

| Estimated percent of total new workers | 54% | |
|--|----------|---|
| | Year 1 | 4 |
| | Year 2 | 2 |
| | Year 3 | 1 |
| | Year 4 | 0 |
| | Year 5 | 0 |
| | Year 6 | 0 |
| | Year 7 | 0 |
| | Year 8 | 0 |
| | Year 9 | 0 |
| | Year 10 | 0 |
| | Total | 7 |
| Average annual salaries of workers at the facility | \$72,625 | |
| Percent of expected increase in employee salaries after year 1 | | |

Multipliers for calculating the number of indirect and induced jobs and earnings in the area:

| Earnings | 0.5830 |
|------------|--------|
| Employment | 0.2664 |

This cost-benefit analysis uses the above multipliers to project the indirect and induced benefits in the community as a result of the direct economic activity. The employment multiplier shows the number of spin-off jobs what will be created from each direct job. Similarly, the earnings multiplier estimates the salaries and wages to be paid to workers in these spin-off jobs for each \$1 paid to direct workers.

| Percent employees to be hired in spin-off jobs created at the facility who will move to the city to take a job | 10% |
|--|------|
| Percent of workers who move to the community that will buy a new home or require that new residential property be built for them | 38% |
| The number of people in a typical worker's household | 3 |
| The number of school children in a typical worker's household | 0.65 |
| Percent of retail shopping by a typical worker in the city | 25% |

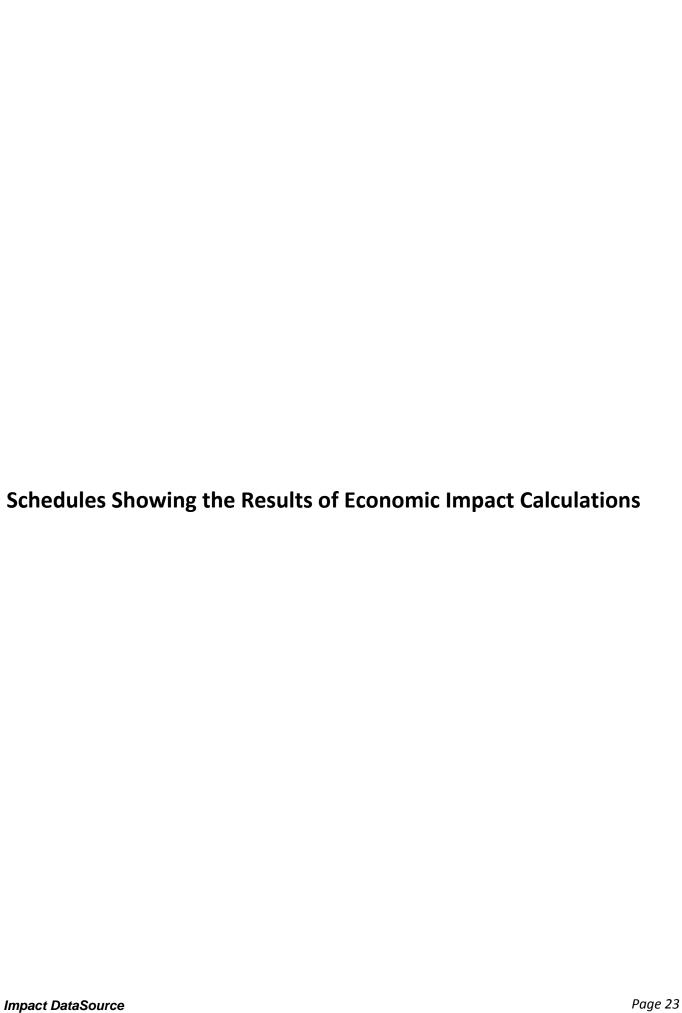
Weekend tournaments:

Number of weekend tournaments:

| Year 1 | 2 |
|--|----------|
| Year 2 | 2 |
| Year 3 | 3 |
| Year 4 | 3 |
| Year 5 | 4 |
| Year 6 | 8 |
| Year 7 | 8 |
| Year 8 | 8 |
| Year 9 | 8 |
| Year 10 | 8 |
| Number of players and spectators (attendees) at each tournament | 300 |
| Average annual increase in the number of tournament attendees | 3% |
| Average taxable spending at the facility by each tournament attendee which will be over and above revenues estimated for the facility from normal operations | \$30.00 |
| Average taxable spending in other Keller businesses by each tournament attendee eating out, shopping and on entertainment | \$50.00 |
| Percent of attendees likely to stay overnight in a Keller motel | 60% |
| Number of nights of each attendee staying overnight | 2 |
| Number of people in each room | 3 |
| Nightly room rate | \$125.00 |
| Average annual increase in taxable spending of attendees and motel room rates | 2.5% |

Summary of tournaments impacts:

| | Number of | | | Taxable | | |
|---------|-----------|---------------|--------------|--------------|-------------|-------------|
| | Weekend / | Attendance at | Taxable | Spending in | | |
| | Tourna- | each | Spending at | Other Keller | Number of | Spending on |
| | ments | Tournament | the Facility | Businesses | Room Nights | Lodging |
| Year 1 | 2 | 300 | \$18,450 | \$30,750 | 240 | \$30,000 |
| Year 2 | 2 | 309 | \$19,004 | \$31,673 | 247 | \$31,673 |
| Year 3 | 3 | 318 | \$29,360 | \$48,934 | 382 | \$50,157 |
| Year 4 | 3 | 328 | \$30,241 | \$50,402 | 393 | \$52,954 |
| Year 5 | 4 | 338 | \$41,531 | \$69,219 | 540 | \$74,541 |
| Year 6 | 8 | 348 | \$85,554 | \$142,591 | 1113 | \$157,393 |
| Year 7 | 8 | 358 | \$88,121 | \$146,868 | 1146 | \$166,168 |
| Year 8 | 8 | 369 | \$90,765 | \$151,274 | 1181 | \$175,432 |
| Year 9 | 8 | 380 | \$93,488 | \$155,813 | 1216 | \$185,212 |
| Year 10 | 8 | 391 | \$96,292 | \$160,487 | 1253 | \$195,538 |



Number of local jobs added each year and worker salaries to be paid:

| | Direct | Indirect | Total | Direct | Indirect | Total |
|-------|--------|----------|-------|-------------|-------------|-------------|
| Year | Jobs | Jobs | Jobs | Salaries | Salaries | Salaries |
| | | | | | | |
| 1 | 8 | 2 | 10 | \$581,000 | \$338,723 | \$919,723 |
| 2 | 3 | 1 | 4 | \$818,847 | \$477,388 | \$1,296,235 |
| 3 | 2 | 1 | 3 | \$991,921 | \$578,290 | \$1,570,211 |
| | | | | | | |
| Total | 13 | 4 | 17 | \$2,391,768 | \$1,394,401 | \$3,786,169 |

Number of direct and indirect workers and their families who will move to the area and their children who will attend local public schools:

| | New Workers | Total | Total |
|-------|-------------|-----------|----------|
| | Moving to | New | New |
| Year | the Area | Residents | Students |
| | | | |
| 1 | 4 | 12 | 3 |
| 2 | 2 | 6 | 1 |
| 3 | 1 | 3 | 1 |
| | | | |
| Total | 7 | 21 | 5 |

Number of new residential properties that may be built in the city for direct and indirect workers who will move to the community:

| | New |
|-------|-------------|
| | Residential |
| Year | Properties |
| | |
| 1 | 2 |
| 2 | 1 |
| 3 | 0 |
| | |
| Total | 3 |
| | |
| | |

Local taxable spending on which sales taxes will be collected:

| | The Facility's | The Facility | | | Local | • |
|-------------|----------------|------------------|------------|------------|--------------|-------|
| | Local | g Lo | | Direct and | Taxable | |
| | Purchases | Taxable Purchase | | Indirect | Spending | |
| | and Taxable | Sales at the | Keller | Workers' | During | |
| Total | Utilities | Facility | Businesses | Spending | Construction | Year |
| | | | | | | |
| \$3,495,898 | \$101,000 | \$2,714,950 | \$30,750 | \$59,782 | \$589,416 | 1 |
| \$3,015,496 | \$103,170 | \$2,796,399 | \$31,673 | \$84,255 | \$0 | 2 |
| \$3,146,466 | \$105,391 | \$2,890,077 | \$48,934 | \$102,064 | \$0 | 3 |
| | | | | | | |
| \$9,657,860 | \$309,561 | \$8,401,426 | \$111,357 | \$246,101 | \$589,416 | Total |

Spending on lodging by out-of-town visitors:

| | Spending |
|-------|------------|
| Year | on Lodging |
| | |
| 1 | \$30,000 |
| 2 | \$31,673 |
| 3 | \$50,157 |
| | |
| Total | \$111,830 |

Taxable value of new residential property built for direct and indirect workers who move to the community and the value of the facility's property on local tax rolls:

| | | | Value of | |
|---|-----|-------------|--------------|-------------|
| | | | Property at | |
| | | New | the Facility | Total |
| | | Residential | on Local | Taxable |
| Y | ear | Property | Tax Rolls | Property |
| | | | | |
| 1 | | \$500,000 | \$7,503,250 | \$8,003,250 |
| 2 | | \$765,000 | \$7,613,225 | \$8,378,225 |
| 3 | | \$780,300 | \$7,744,603 | \$8,524,903 |
| | | | | |



Costs and Benefits for the City of Keller:

Benefits:

Sales tax collections:

| 5 | The Facility's | | | | Local | |
|---------|------------------------------------|----------------------|----------|----------|--------------|-------|
| l | Local | Loc | | | Taxable | |
| | Purchases | On Taxable Purchases | | Indirect | Spending | |
| j | Visitors' Sales at the and Taxable | | Workers' | During | | |
| 5 T | Utilities | Facility | Spending | Spending | Construction | Year |
| | | | | | | |
| \$61,2 | \$1,768 | \$47,512 | \$538 | \$1,046 | \$10,315 | 1 |
| \$52,7 | \$1,805 | \$48,937 | \$554 | \$1,474 | \$0 | 2 |
| \$55,0 | \$1,844 | \$50,576 | \$856 | \$1,786 | \$0 | 3 |
| | | | | | | |
| \$169,0 | \$5,417 | \$147,025 | \$1,949 | \$4,307 | \$10,315 | Total |

Property tax collections on:

| | | Prope | ility | | |
|-------|-------------|-----------|----------|------------------|----------|
| | New | | | Total Taxes | |
| | Residential | | Taxes | After | |
| Year | Property | Collected | Abated | Abatement | Total |
| | | | | | _ |
| 1 | \$2,150 | \$32,264 | \$16,749 | \$15,515 | \$17,665 |
| 2 | \$3,290 | \$32,737 | \$15,375 | \$17,362 \$20,65 | |
| 3 | \$3,355 | \$33,302 | \$13,940 | \$19,362 | \$22,717 |
| | | | | | |
| Total | \$8,795 | \$98,303 | \$46,064 | \$52,239 | \$61,034 |

Utilities and utility franchise fees collected by the city from new residents and from the facility:

| | | Utility | |
|------|-----------|-----------|----------|
| | | Franchise | |
| Year | Utilities | Fees | Total |
| | | | |
| 1 | \$34,320 | \$3,134 | \$37,454 |
| 2 | \$37,210 | \$3,372 | \$40,582 |
| 3 | \$39,077 | \$3,535 | \$42,612 |

| Total | \$110,607 | \$10,041 | \$120,648 |
|---------|-----------|-----------|-----------|
| i O tai | 7110,007 | 7 10,0 11 | 7120,010 |

Other city revenues, including hotel occupancy taxes, other taxes and user fees collected from new residents and building permits on construction at the facility:

| | Hotel | Other | Building | |
|-------|-----------|-----------|-------------|-------------|
| | Occupancy | Taxes and | Permits and | Total Other |
| Year | Taxes | User Fees | Fees | Revenues |
| | | | | |
| 1 | \$2,100 | \$800 | \$194,750 | \$197,650 |
| 2 | \$2,217 | \$1,224 | \$0 | \$3,441 |
| 3 | \$3,511 | \$1,457 | \$0 | \$4,968 |
| | | | | |
| Total | \$7,828 | \$3,481 | \$194,750 | \$206,059 |

Costs:

The costs of providing municipal services and utility services to new residents:

| | Cost of | | |
|-------|-------------|-----------|--------------------|
| | Services to | | |
| | New | Costs of | |
| Year | Residents | Utilities | Total Costs |
| | | | |
| 1 | \$1,800 | \$32,604 | \$34,404 |
| 2 | \$2,754 | \$35,349 | \$38,103 |
| 3 | \$3,277 | \$37,124 | \$40,401 |
| | | | |
| Total | \$7,831 | \$105,077 | \$112,908 |

Net Benefits for the City of Keller:

| _ | | | | | |
|---|-------|-----------|-----------|-----------|--------------|
| | | | | Net | Cumulative |
| | Year | Benefits | Costs | Benefits | Net Benefits |
| | | | | | |
| | 1 | \$313,948 | \$34,404 | \$279,544 | \$279,544 |
| | 2 | \$117,446 | \$38,103 | \$79,342 | \$358,887 |
| | 3 | \$125,360 | \$40,401 | \$84,959 | \$443,845 |
| | | | | | |
| | Total | \$556,753 | \$112,908 | \$443,845 | |

Benefits for Tarrant County:

Sales tax collections on spending:

| | The Facility's | The Facility's | | | Local | • |
|-------|-----------------------------|------------------------------------|----------|--------------|----------|-------|
| | Local | Lo | | | Taxable | |
| | Purchases | On Taxable Purchases | | | Spending | |
| | and Taxable | Visitors' Sales at the and Taxable | | | During | |
| Total | Spending Facility Utilities | | Spending | Construction | Year | |
| | | | | | | |
| \$0 | \$0 | \$0 \$0 \$0 | | \$0 | \$0 | 1 |
| \$0 | \$0 | | \$0 | \$0 | \$0 | 2 |
| \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | 3 |
| | | | | | | |
| \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | Total |

Miscellaneous taxes and user fees to be collected from new residents:

| | Misc. Taxes |
|-------|-------------|
| | and User |
| Year | Fees |
| | |
| 1 | \$600 |
| 2 | \$918 |
| 3 | \$1,092 |
| | |
| Total | \$2,610 |

Property tax collections on:

| | _ | Property at the Facility | | | |
|-------|-------------|--------------------------|--------|-----------|----------|
| | New | Total Taxes | | | |
| | Residential | Taxes | Taxes | After | |
| Year | Property | Collected | Abated | Abatement | Total |
| | | | | | |
| 1 | \$1,270 | \$19,058 | \$0 | \$19,058 | \$20,328 |
| 2 | \$1,943 | \$19,338 | \$0 | \$19,338 | \$21,281 |
| 3 | \$1,982 | \$19,671 | \$0 | \$19,671 | \$21,653 |
| | | | | | |
| Total | \$5,195 | \$58,067 | \$0 | \$58,067 | \$63,262 |

Costs of providing county services to new residents:

| | Costs of |
|-------|----------|
| | County |
| Year | Services |
| | |
| 1 | \$1,200 |
| 2 | \$1,836 |
| 3 | \$2,185 |
| | |
| Total | \$5,221 |

Total Benefits for the County:

| | | | | Cumulative |
|-------|----------|---------|----------|------------|
| | | | Net | Net |
| Year | Benefits | Costs | Benefits | Benefits |
| | | | | |
| 1 | \$20,928 | \$1,200 | \$19,728 | \$19,728 |
| 2 | \$22,199 | \$1,836 | \$20,363 | \$40,091 |
| 3 | \$22,746 | \$2,185 | \$20,561 | \$60,652 |
| | | | | |
| Total | \$65,873 | \$5,221 | \$60,652 | |

Benefits, including property taxes and additional state and federal school funding:

| | Property Tax Collections on: | | | Additional | |
|-------|------------------------------|------------|-------------|------------|-----------|
| · | New | The | | State | |
| | Residential | Facility's | Total | School | |
| Year | Property | Property | Collections | Funding | Total |
| | | | | | |
| 1 | \$7,600 | \$114,049 | \$121,649 | \$11,700 | \$133,349 |
| 2 | \$11,628 | \$115,721 | \$127,349 | \$18,077 | \$145,426 |
| 3 | \$11,861 | \$117,718 | \$129,579 | \$21,722 | \$151,300 |
| | | | | | |
| Total | \$31,089 | \$347,488 | \$378,577 | \$51,498 | \$430,075 |

Costs of educating children of new workers who move to the district:

| | Cost of |
|-------|-----------|
| | Educating |
| | New |
| Year | Students |
| | |
| 1 | \$11,466 |
| 2 | \$17,715 |
| 3 | \$21,287 |
| | |
| Total | \$50,468 |

Reduction in State aid to the school district as a result of new residential property for the facility's employees and the facility's property being added to the school district's tax rolls:

| | Reduction in | |
|------|-------------------|--|
| | State Aid for the | |
| Year | School District | |
| | | |
| 1 | \$83,234 | |
| 2 | \$87,134 | |
| 3 | \$88,659 | |

Total \$259,026

Net Benefits for the School District:

| | | | Net | Cumulative |
|-------|-----------|-----------|-----------|--------------|
| Year | Benefits | Costs | Benefits | Net Benefits |
| | | | | |
| 1 | \$133,349 | \$94,700 | \$38,650 | \$38,650 |
| 2 | \$145,426 | \$104,849 | \$40,577 | \$79,227 |
| 3 | \$151,300 | \$109,946 | \$41,354 | \$120,581 |
| | | | | |
| Total | \$430,075 | \$309,495 | \$120,581 | |

Property tax collections:

| | | Property at the Facility | | | |
|-------|-------------------------|--------------------------|-------------|-----------|----------|
| | New | | Total Taxes | | |
| | Residential | l Taxes Taxes After | | | |
| Year | Year Property Collected | | Abated | Abatement | Total |
| | | | | | _ |
| 1 | \$724 | \$10,859 | \$0 | \$10,859 | \$11,583 |
| 2 | \$1,107 | \$11,019 | \$0 | \$11,019 | \$12,126 |
| 3 | \$1,129 | \$11,209 | \$0 | \$11,209 | \$12,338 |
| | | | | | |
| Total | \$2,960 | \$33,087 | \$0 | \$33,087 | \$36,047 |

Benefits for Tarrant County Hospital District

Property tax collections:

| Property at the Facility | | | | | | |
|--------------------------|-------------|-----------|--------|-------------|----------|--|
| | New | | | Total Taxes | | |
| | Residential | Taxes | Taxes | After | | |
| Year | Property | Collected | Abated | Abatement | Total | |
| | | | | | | |
| 1 | \$1,139 | \$17,100 | \$0 | \$17,100 | \$18,239 | |
| 2 | \$1,743 | \$17,350 | \$0 | \$17,350 | \$19,094 | |
| 3 | \$1,778 | \$17,650 | \$0 | \$17,650 | \$19,428 | |
| | | | | | | |
| Total | \$4,661 | \$52,100 | \$0 | \$52,100 | \$56,761 | |

Benefits for Keller Crime Control District

Sales tax collections on spending:

| | The Facility's | | | On | Local | |
|----------|----------------|--------------|-----------|------------|--------------|-------|
| | Local | | | Direct and | Taxable | |
| | Purchases | Taxable | On | Indirect | Spending | |
| | and Taxable | Sales at the | Visitors' | Workers' | During | |
| Total | Utilities | Facility | Spending | Spending | Construction | Year |
| | | | | | | |
| \$8,740 | \$253 | \$6,787 | \$77 | \$149 | \$1,474 | 1 |
| \$7,539 | \$258 | \$6,991 | \$79 | \$211 | \$0 | 2 |
| \$7,866 | \$263 | \$7,225 | \$122 | \$255 | \$0 | 3 |
| | | | | | | |
| \$24,145 | \$774 | \$21,004 | \$278 | \$615 | \$1,474 | Total |