

Item D-1

FY 2021-22

**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	\$43,242
	Grant impact fees back	\$170,235
Everest Hospital	5 Years - 380 for Real AV & sales tax	Up to \$297,540
	Refund permits	Up to \$176,675
	Grant impact fees back	Up to \$128,682
Altus	6 Years - 380 for AV	Up to \$72,332
	Refund construction sales tax	Up to \$42,000
	Refund permits & Grant impact fees back	Up to \$98,022
Roscoe's BBQ	4 Years - 380 for sales tax	Up to \$30,000+
	Façade grant	1-time \$5,000
Chandon Arbors	3 Years - 380 for AV	Up to \$10,320
	Refund permit	\$26,863

General Fund Economic Development Incentive Budget

	FY 2020-21 Budget	FY 2020-21 Estimated	FY 2021-22 Proposed	FY 2022-23 Projected	FY 2023-24 Projected
Hampton Inn*	\$257,856	\$ 255,930	\$ 55,930	\$ 61,523	\$ 46,142
Everest Hospital	63,984	13,183	63,920	55,930	47,940
Harmonson Hotel	43,859	-	-	-	-
Altus	135,822	121,146	135,822	15,498	14,120
Roscoe's	6,339	-	-	-	-
Chandon Arbors	2,580	5,290	-	-	-
Façade Grant	35,000	35,000	35,000	35,000	35,000
Unassigned	252,360	-	225,000	225,000	225,000
Total Incentives	\$797,800	\$ 430,549	\$ 515,672	\$ 392,951	\$ 368,202
FY 2020-21 Budget Variance		\$ (367,251)	\$ (282,128)	\$ (404,849)	\$ (429,598)

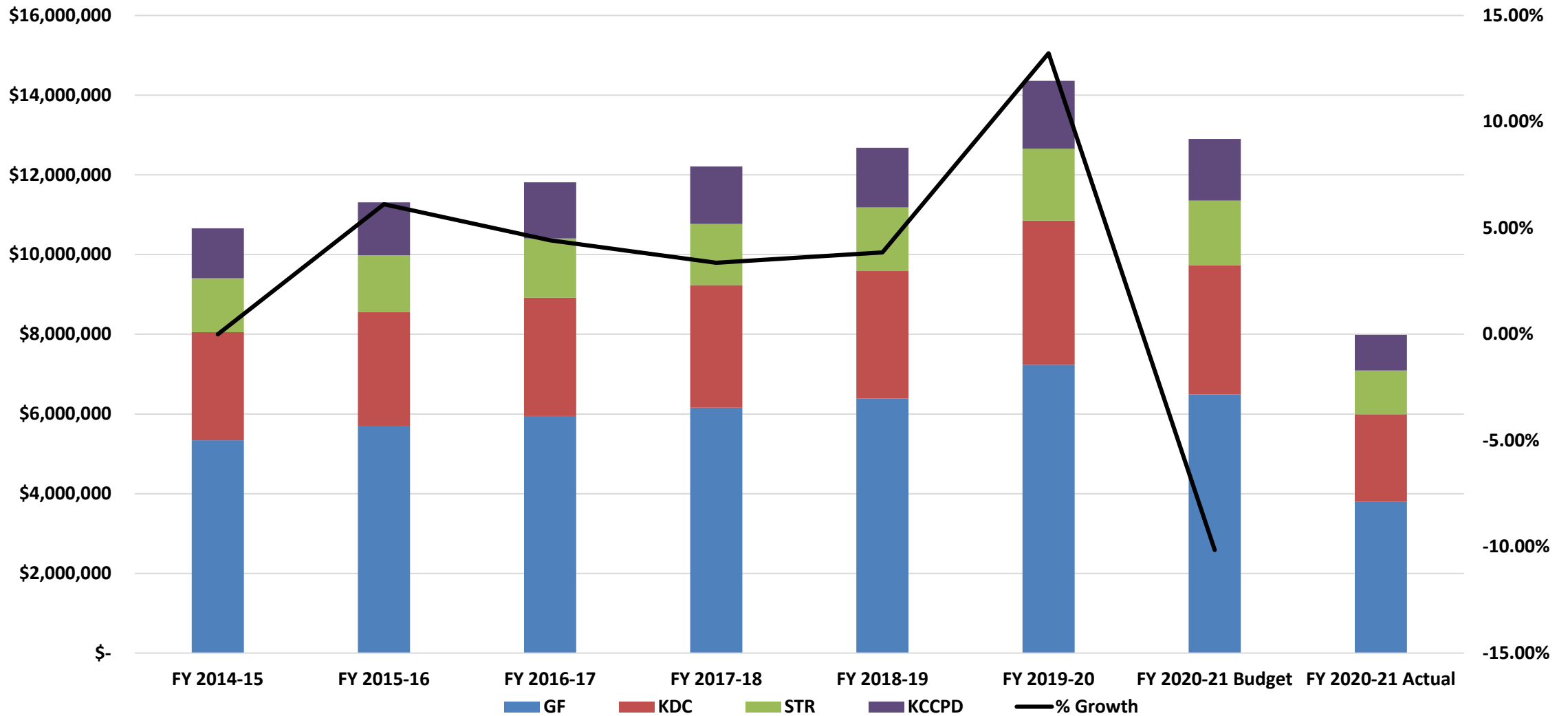
* - Does not include HOT/MOT rebates

Other Economic Development Projects

- General CIP
 - Economic Development = \$1.5 million
- Transportation CIP
 - Old Town Keller East = \$4 million

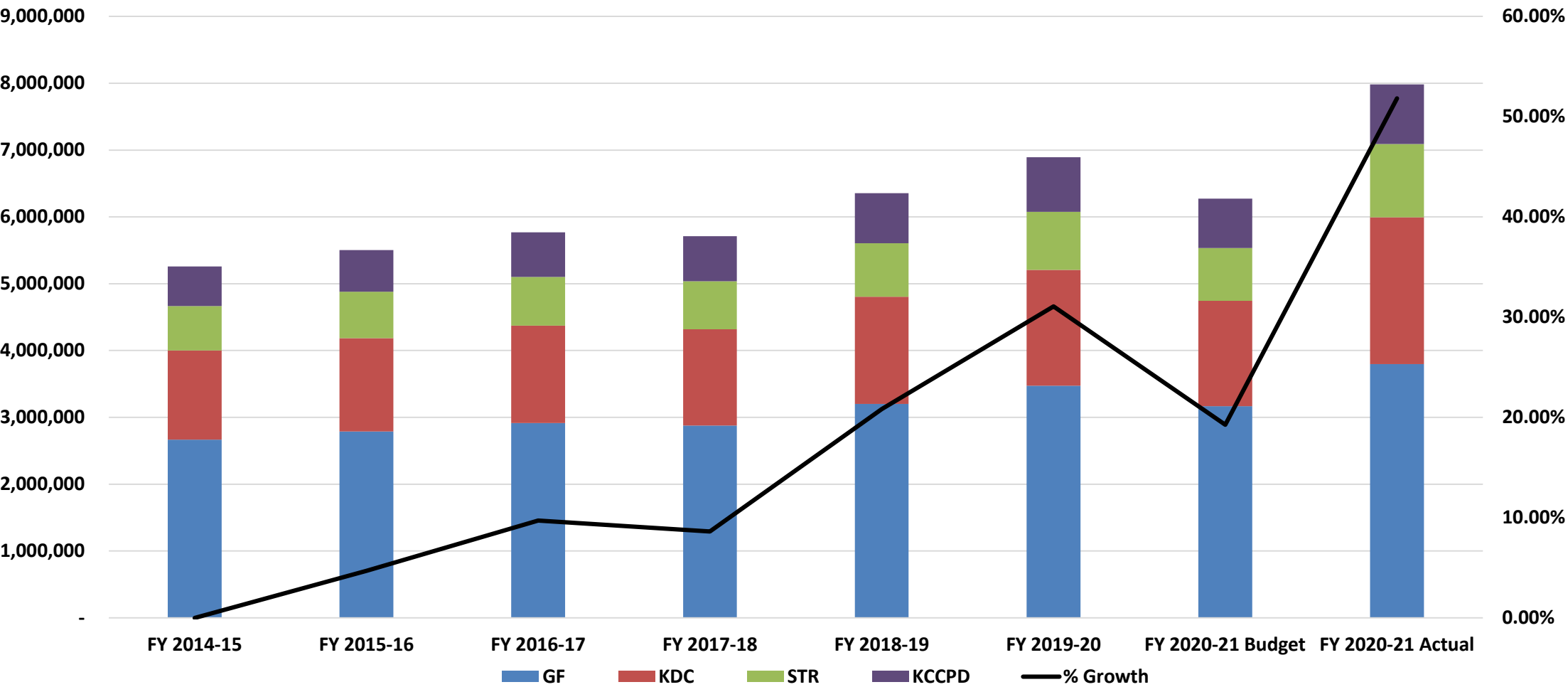


Sales Tax Growth

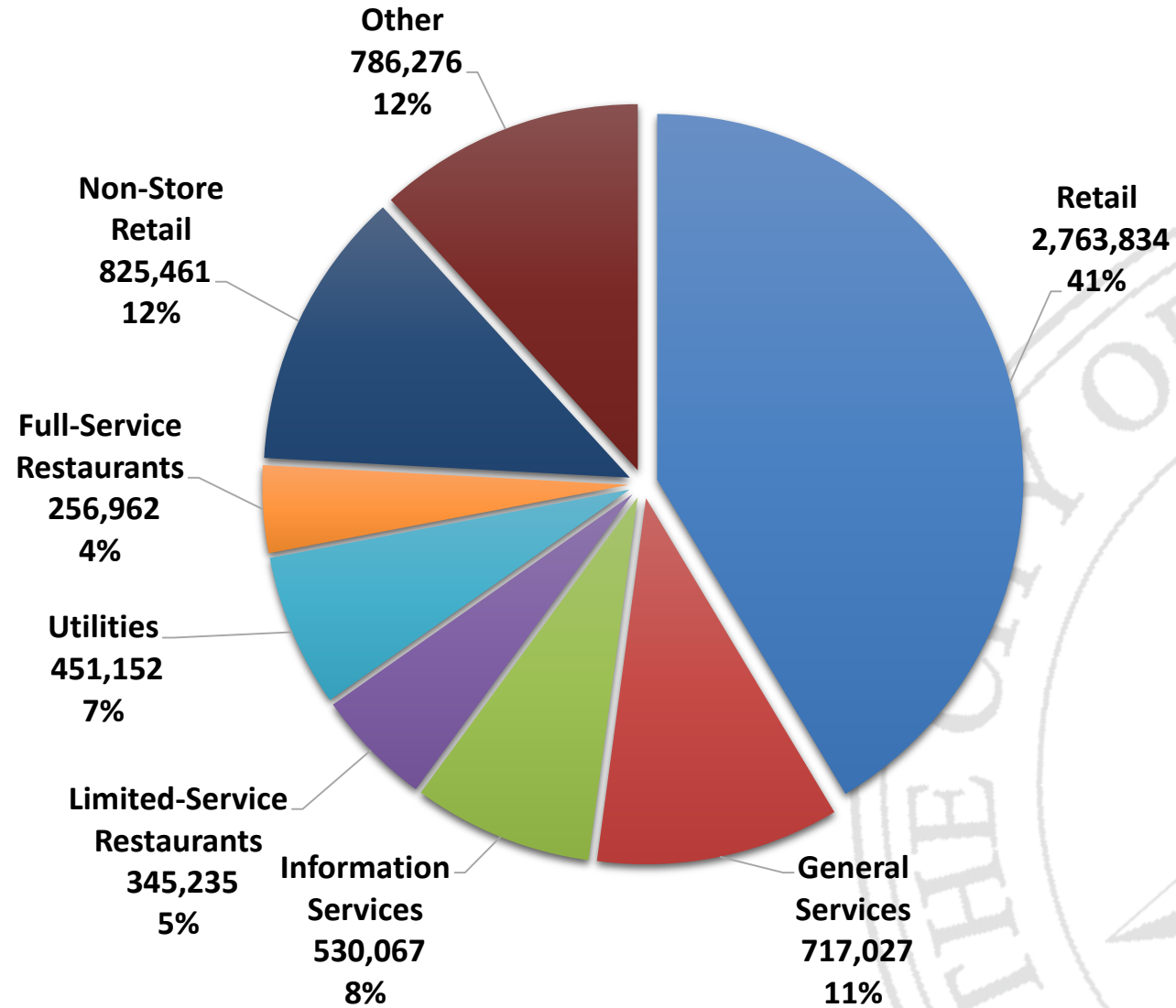


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Sales Tax Growth – Quarter 1 & 2



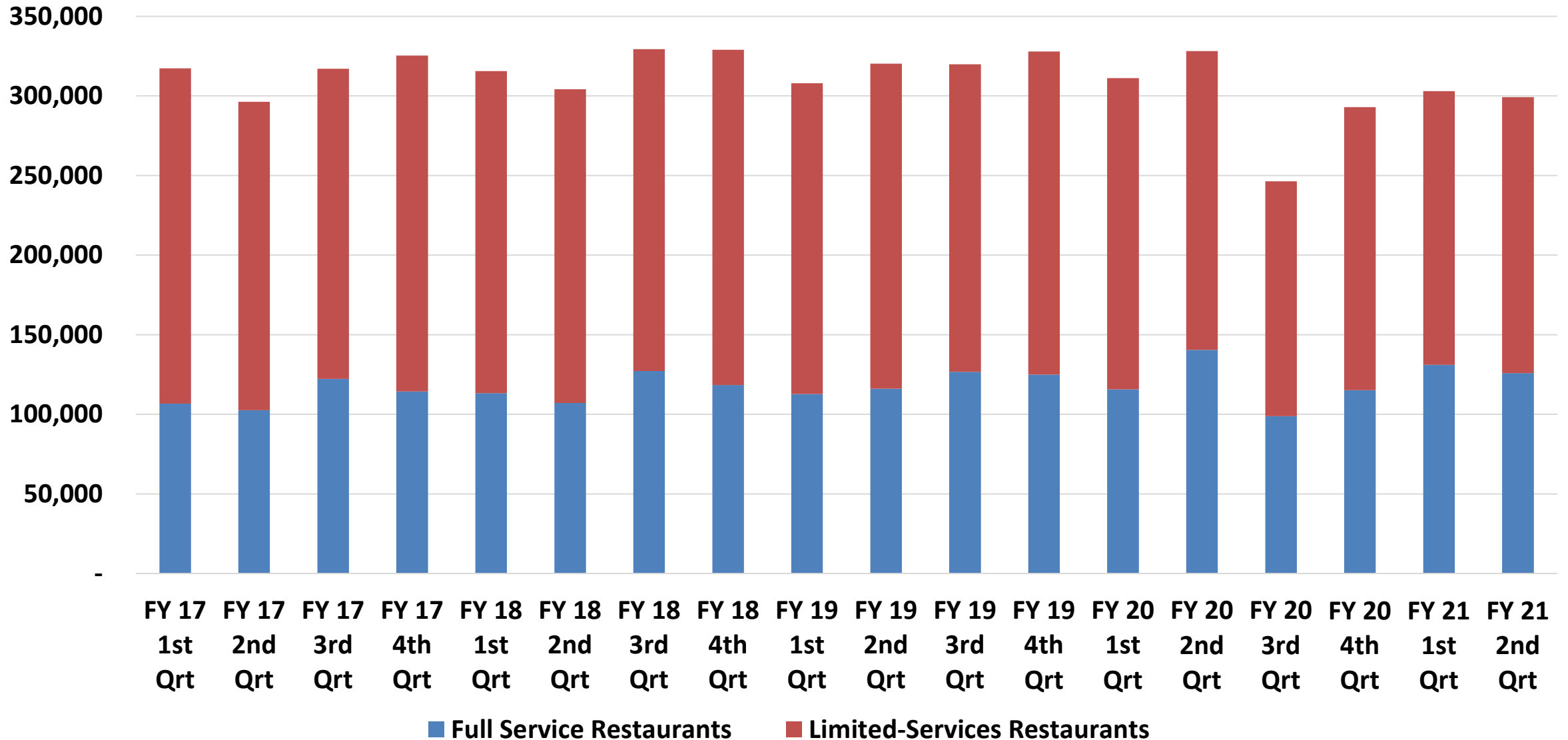
FY 2020-21 By Category



FY 17-FY 21 Quarter 1 & 2 Sales Tax as \$



FY 17-FY 21 Restaurant Sales Tax



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FY 2019-20 Top 10 Restaurant Filers

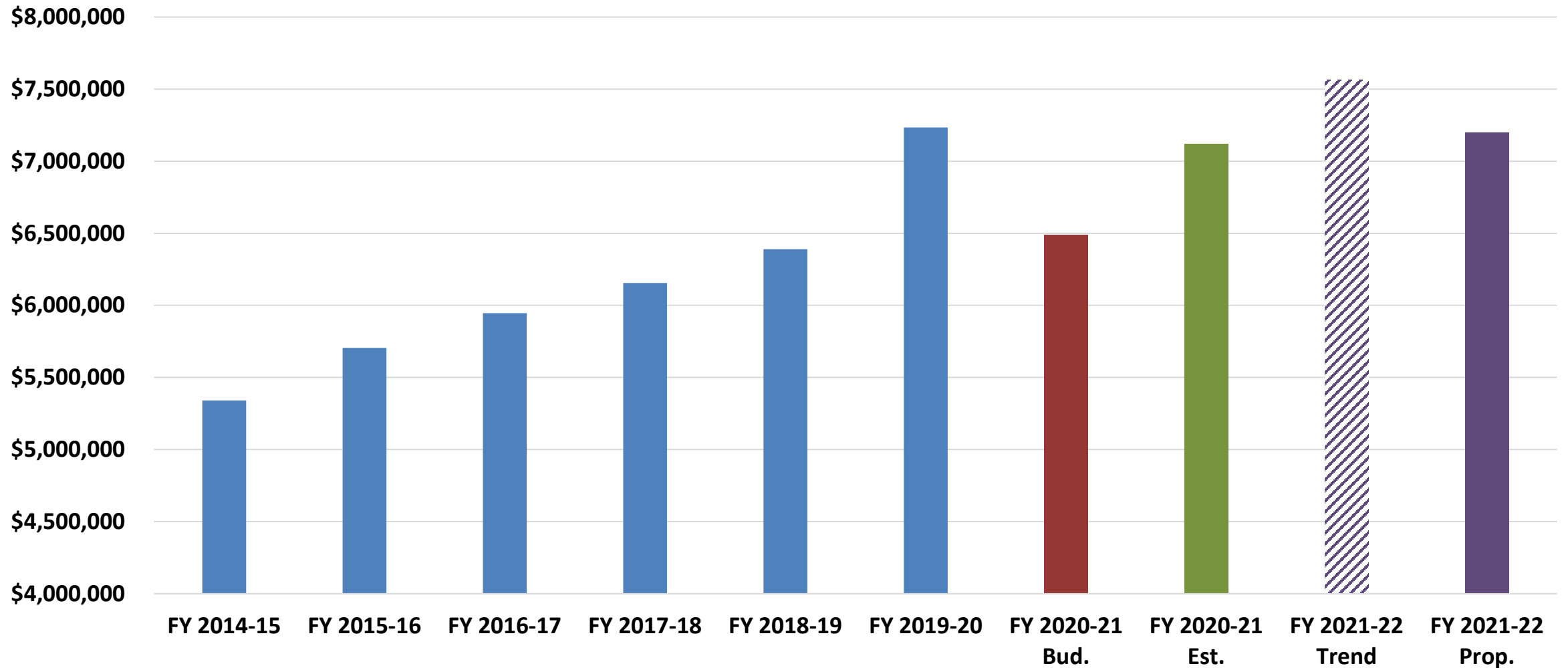
#	Restaurant Filers
1	Chick-Fil-A
2	McDonald's (2 Locations / 2 Filers)
3	Starbucks (3 Locations)
4	Sonic (2 Locations / 2 Filers)
5	Whataburger
6	Raising Canes
7	Buffalo Wild Wings
8	Spring Creek BBQ
9	Braum's
10	Seven Mile Café

Top 10 Filers FY 17 vs FY 20

#	FY 2016-17
1	Home Depot
2	Lowes
3	Tri-County
4	Kohl's
5	Frontier
6	Kroger
7	Amazon.Com
8	AT&T/Cingular
9	United Rental
10	Atmos

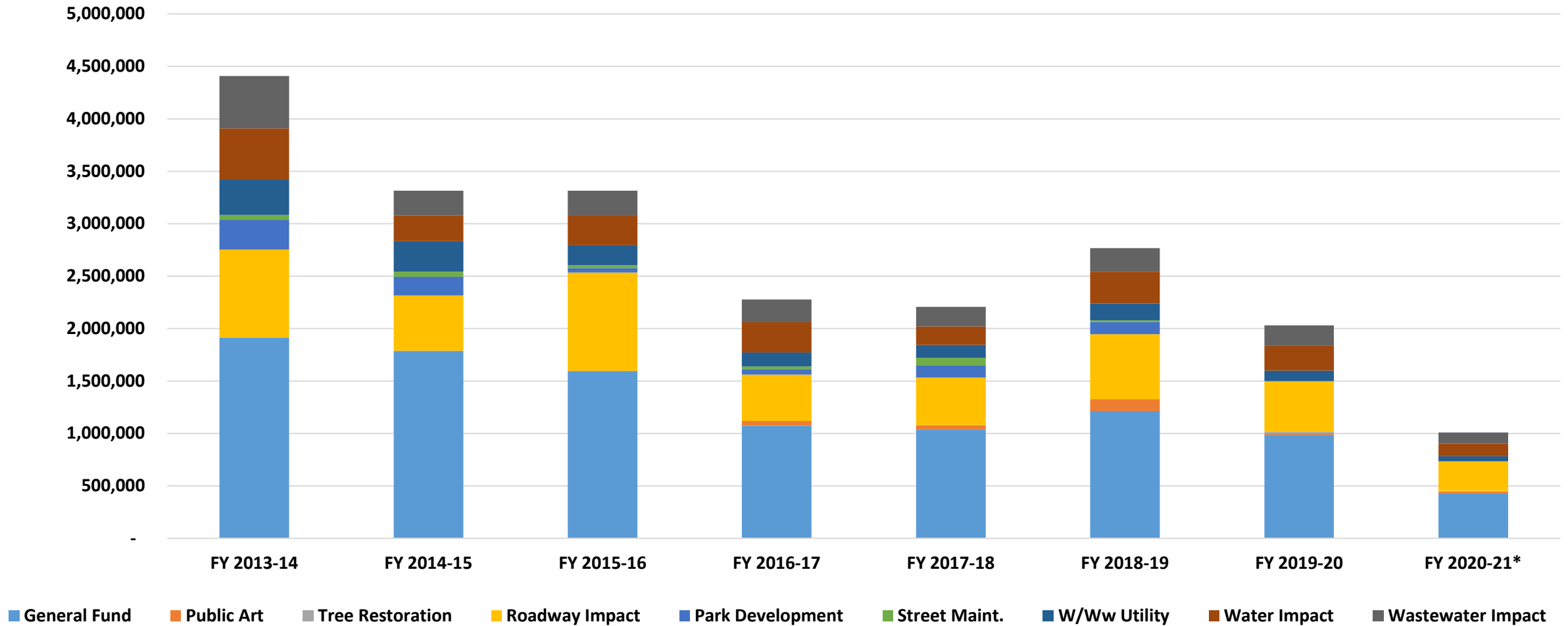
#	FY 2019-20
1	Home Depot
2	Lowes
3	Sam's Club
4	Tri-County
5	Amazon.Com Services
6	Amazon.Com Marketplace
7	Kroger
8	Kohl's
9	AT&T/Cingular
10	Equipment Share.Com

General Fund Sales Tax Projections



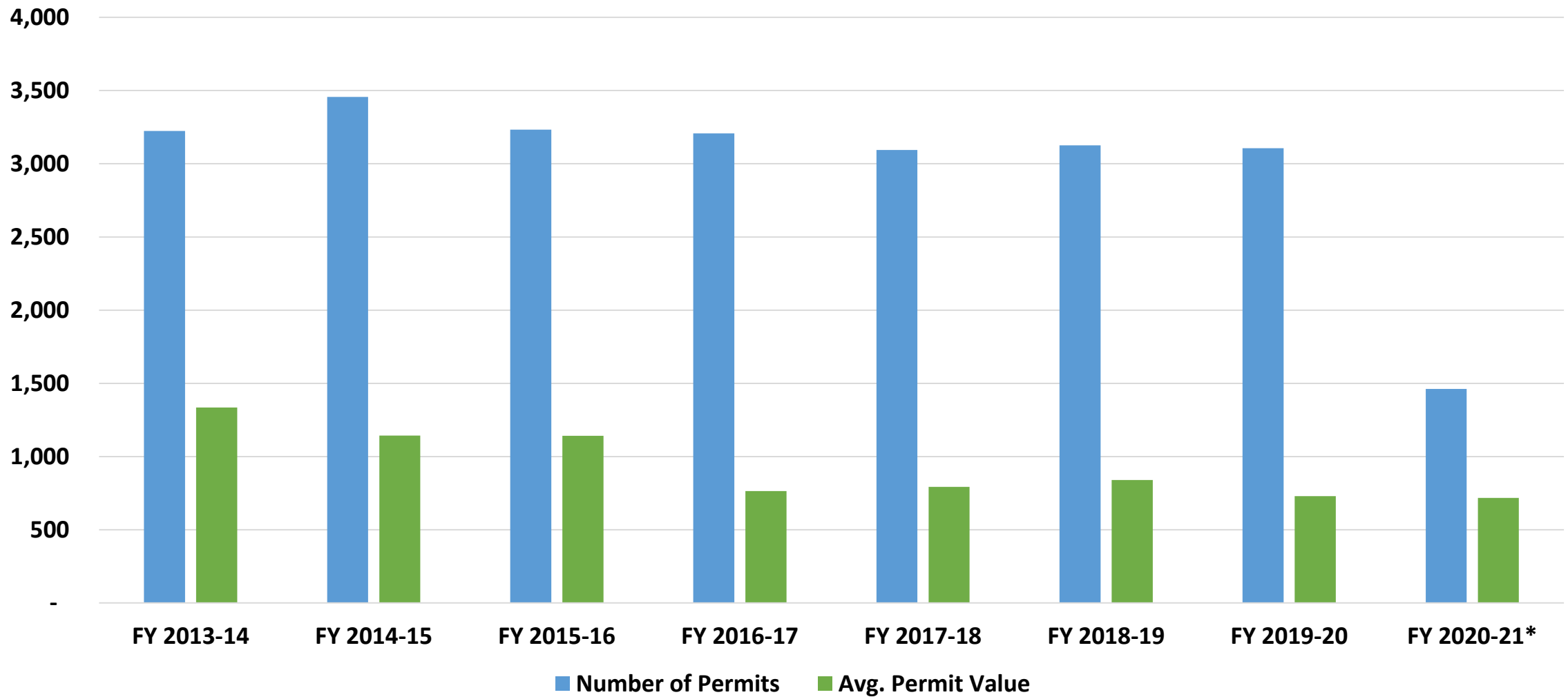
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Development Revenue Growth by Fund



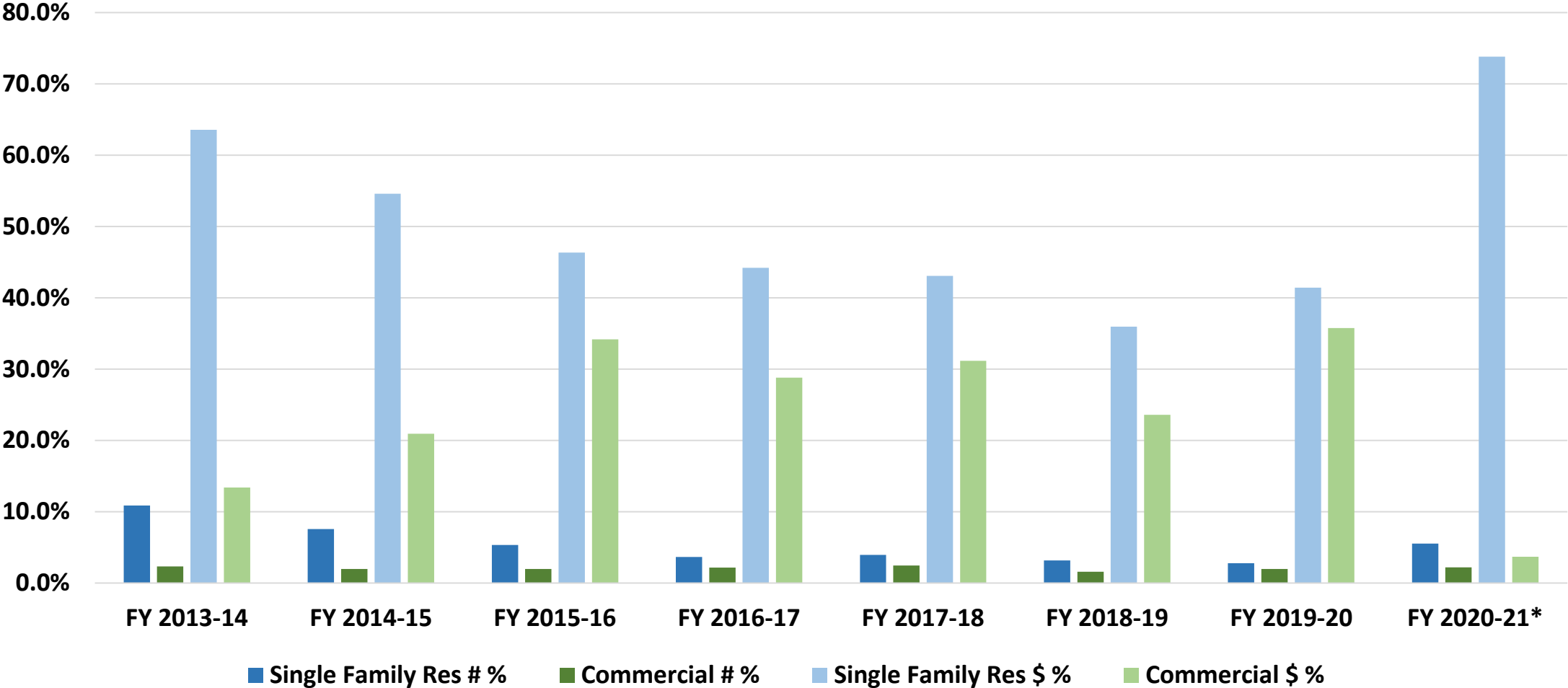
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Permits and Average Value Analysis

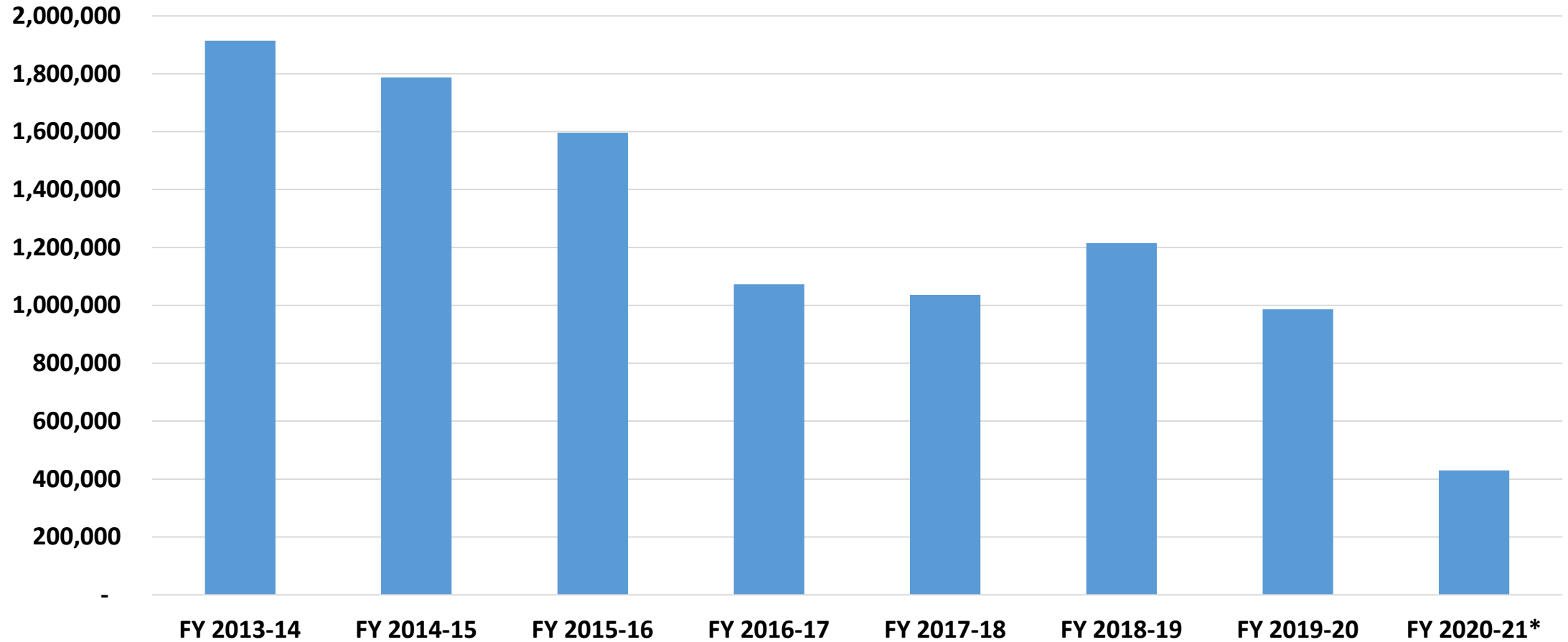


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Single Family & Commercial Permit Analysis



General Fund Permit Revenue





Questions?

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