



Sanger Texas Development Corporation (4B) - Revenue and Expenditure Line Items

Estimated Revenues

4B Sales Tax – Projected income from sales tax for twelve (12) months

Interest Income.

Funds Available – Funds available from Checking and Money Markets

Expenditures

*Salaries and Benefits – Salaries, Vacation Compensation, Longevity Pay, Auto Allowance, Cell Phone Allowance, Retirement, Health Insurance, Workers Comp, Unemployment

Office Supplies – Copier paper, laser cartridges, and other general supplies.

Food – Board meetings and prospects.

Postage – Postage expenses for mailings.

Marketing/Promotions – 10% of 4B tax proceeds (allowed by law). Ads for specific publications, billboards, sponsorships, marketing materials, special events, maps, photos, promotional items for trade shows, recruitment efforts with organizations such as the International Council of Shopping Centers (ICSC); Austin Retail Live, Team Texas, Texas ED Connection, the State of Texas, North Texas Commercial Association of Realtors (NTCAR), and others. This would also include recruitment efforts made by the Sanger EDC on their own outside of an organization. Also include prospect hosting (cost of travel, rental car, lodging, food and entertainment for prospects). Marketing Director Expenses related to economic development.

Dues and Subscriptions – Including, but not limited to: cost for membership fees for International Council of Shopping Centers (ICSC), North Texas Commercial Association of Realtors (NTCAR), Dallas Chamber, Texas Economic Development Council (TEDC), Texas Downtown Association, Sanger Chamber, Denton Chamber of Commerce, Zoom Prospector (property database and EDOQI (CRM Tool)).

Conferences and Training – Conferences and tradeshow registration and attendance with organizations such as, but not limited to, the following: the Texas Economic Development Council (TEDC); International Economic Development Council (IEDC); Southern Economic Development Council (SBEDC); Texas Downtown Association; Society of Industrial and Office Realtors (SIOR); Industrial Asset Management Council; also include local and regional conferences that arise. Sales Tax Workshops.

Computer Hardware – Supplies needed for computers.

Computer Software - Annual content, hosting, and troubleshooting.

Office Machine Lease – Copier and Printer.

Legal Expenses – Legal consultation services, research, opinions, agreements, etc.

Professional Service – The SIDC contracts for various services with professionals and firms for specific projects and tasks, such as strategic planning, engineering, research, study for prospects, utility studies, or other studies that may arise that are needed for economic development. (Marketing analysis, trade area and demographic reports, survey monkey, maps, charts, current demographics and projections needed for brokers and developers. Also includes administrative services.

Technical Support – Maintenance of computer systems and office network.

Comprehensive Plan Update – Support for Comprehensive Plan.

Promo/Community Event Grants – Promotional and Community Events Grants

Property Enhancement Incentives Program – Funds for \$10,000 Matching Grant Program

Other Expenses –

Community Projects –

Capital Request –

*CO Debt Payment – Debt Services for Porter Park and Splash Pad