



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 (DRC Relocation Guide, DRC Economic Development Guide, Go Big Texas, RED Journals Economic Guide), billboards, sponsorships, marketing materials, special events, maps, photos, and promotional items for trade shows and recruitment efforts.

As the FM 455 and I-35 projects move forward, we will focus on the available land for development plus redevelopment opportunities in our market. Our target markets will continue to focus on restaurants, retail, office, warehouse, and manufacturing prospects. This item also covers public and legal notices.

Dues and Subscriptions – Including, but not limited to cost for membership fees for the International Council of Shopping Centers (ICSC), Dallas Chamber, Texas Economic Development Council (TEDC), Southern Economic Development Councils (SBEDC), Team Texas, International Economic Development Council (IEDC); Texas Downtown Association, Sanger Chamber, Denton Chamber, Zoom Prospector, EDOQI (CRM Tool), Zoom, Magazine/Professional Subscriptions, and Biznow

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 includes local and regional conferences that arise.

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.

Travel and related expenses, such as airfare, hotel, and per diem or other travel-related cost. This would be for travel related to, but not limited to, conferences, tradeshow, recruitment efforts, and marketing trips.

This item also includes prospect hosting (cost of travel, rental car, lodging, food, and entertainment for prospects).

Computer Hardware – Computer hardware and accessories.

Computer Software - Annual content, hosting, and troubleshooting.

Office Machine Lease – Copier and Printer.

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

Furniture and Fixtures – Cost of new or replacement of office furniture

Professional Service – The SIDC contracts 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.

*Add to this year's budget is professional services for retail recruitment.

*Add to this year's budget is professional services for the conceptual drawing for the Downtown Park

*Add to this year's budget is professional services for the conceptual drawing for the Miracle League Field

Technical Support – Maintenance of computer systems and office network.

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

Capital Request –

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