



## **Sanger Industrial Development (4A) - Revenue and Expenditure Line Items**

### **Estimated Revenues**

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

Interest Income.

Funds Available – Funds available from Checking, Money Market, and Investment Accounts.

### **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 for day-to-day operations.

Computer Hardware – Computer hardware and accessories.

Computer Software – Annual website licenses, software updates, hosting, and troubleshooting.

Food – Board meetings and prospects.

Postage – Postage expenses for mailings

Marketing/Promotions – 10% of 4A 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, public and legal notices, maps, photos, and promotional items for trade shows and recruitment efforts.

Recruitment efforts with organizations such as the International Council of Shopping Centers (ICSC); Team Texas, Texas ED Connection, the State of Texas, North Texas Commercial Association of Realtors (NTCAR), and others.

Business Retention Program – Small business workshops, welcome letters to new businesses, quarterly newsletters and online information, business surveys, lunches with local businesses, business roundtables, business recognition awards, and workforce development.

Dues and Subscriptions – Including, but not limited to cost of 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); Sanger Chamber, Denton Chamber, Zoom Prospector, Placer.ai, EDOQI (CRM Tool), RESimplifi, Magazine/Professional Subscriptions, and Biznow.

Conferences and Training – Conferences, 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); Society of Industrial and Office Realtors (SIOR); Industrial Asset Management Council; also includes local and regional conferences that arise.

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).

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

Office Machine Lease – Copier and Printer.

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

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, and charts, current demographics, and projections needed for brokers and developers.)

Technical Support – Maintenance of computer systems and office network.

Capital Request –

CO Debt Payment –