



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

Estimated Revenues

1. 4A Sales Tax Revenue
 - Primary funding source allocated to economic development.
2. Interest Income
 - Earnings from bank deposits or investments of unused funds.

Expenditures

1. Salaries and Benefits

Covers personnel-related costs, such as:

 - Wages and salaries
 - Vacation payouts
 - Retirement benefits
 - Health insurance
 - Vehicle and phone allowances
 - Workers' compensation and unemployment insurance
2. Department Supplies:

Day-today office needs:

 - Office Supplies: Paper, ink, pens, etc.
 - Food: Refreshments for board meetings or visiting business prospects
 - Postage: Mailing cost for communications and marketing materials
 - Furniture & Fixtures: New or replacement desks, chairs, etc.
3. Computer Hardware & Software

Tech support for operations:

 - Hardware: Computer, printers, accessories
 - Software: Licensing, web hosting, and technical support for digital tools and the website
4. Advertising & Marketing

Limited to 10% of 4A tax revenue

 - Ads for specific publications (DRC Relocation Guide, DRC Economic Development Guide, Go Big Texas, RED Journals Economic Guide)
 - Trade show materials and sponsorships
 - Promotional item.
 - Legal/public notices
 - Marketing campaigns targeting business recruitment
 - ICSC
 - Team Texas

- Texas ED connections
- Others.

5. Business Retention Expansion

Efforts to support existing businesses:

- Workshops
- Newsletters
- Recognition awards
- Surveys
- Networking lunches and events (business roundtables)

6. Staff Training & Development

Professional growth and outreach:

- Membership Dues: Participation in economic development and real estate organization
 - 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)
 - Industrial Asset Management Council (IAMC)
 - Sanger Chamber
 - Denton Chamber
 - Zoom Prospector
 - Placer.ai
 - RESimplifi
- Conferences: Attendance at state, regional, and national events
 - 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 (IAMC)
 - Denton County Days
- Travel: Related lodging, airfare, and meals for staff or businesses. This item also includes prospect hosting, such as cost of travel, rental car, lodging, food, and entertainment.

7. Repairs & Maintenance

- Repair and maintenance to office building

8. Lease Equipment

- Copier and Printer lease expenses

9. Contract/Professional Service

Expert help for special projects:

- Strategic planning
- Engineering and utility studies
- Demographic research and marketing analysis
- Surveys and custom reports (Marketing analysis, trade area, and demographic reports, Survey Monkey, maps, and charts, current demographics, and projections needed for brokers and developers)

10. Outside Legal Services

- Legal consultation services, research, opinions, agreements, etc.

11. Technical Services

- IT support for the office network and systems

12. Grant Expenses

- Workforce Grants: Funding to support local workforce initiatives or training programs