

# **Appendix AA – Estimated Sales Tax and EDD Revenues**

**Estimated Sales Tax and Economic Development District Revenue from Catalyst Site Development<sup>1</sup>**

**Catalyst Site Estimated Sales Tax and Economic Development District Totals**

Analysis Year	Year Number	Estimated Total Sales	Sales Tax Estimate (2% Sales Tax Rate)	EDD Revenue Estimate (1% Sales Tax Rate)
2020	0	\$0	\$0.00	\$0.00
2021	1	\$0	\$0.00	\$0.00
2022	2	\$0	\$0.00	\$0.00
2023	3	\$0	\$0.00	\$0.00
2024	4	\$1,297,541	\$25,950.83	\$12,975.41
2025	5	\$5,397,459	\$107,949.18	\$53,974.59
2026	6	\$5,478,421	\$109,568.41	\$54,784.21
2027	7	\$5,560,597	\$111,211.94	\$55,605.97
2028	8	\$5,644,006	\$112,880.12	\$56,440.06
2029	9	\$17,570,857	\$351,417.14	\$175,708.57
2030	10	\$17,834,420	\$356,688.39	\$178,344.20
2031	11	\$18,101,936	\$362,038.72	\$181,019.36
2032	12	\$18,373,465	\$367,469.30	\$183,734.65
2033	13	\$18,649,067	\$372,981.34	\$186,490.67
2034	14	\$18,928,803	\$378,576.06	\$189,288.03
2035	15	\$19,212,735	\$384,254.70	\$192,127.35
2036	16	\$19,500,926	\$390,018.52	\$195,009.26
2037	17	\$19,793,440	\$395,868.80	\$197,934.40
2038	18	\$20,090,342	\$401,806.83	\$200,903.42
2039	19	\$20,391,697	\$407,833.93	\$203,916.97
2040	20	\$20,697,572	\$413,951.44	\$206,975.72
<b>Totals</b>		<b>\$252,523,283.15</b>	<b>\$5,050,465.66</b>	<b>\$2,525,232.83</b>
<b>Average</b>		<b>\$12,024,918</b>	<b>\$240,498.36</b>	<b>\$120,249.18</b>

1) Revenue estimates were based on lower decile estimates from "Dollars & Cents of Shopping Centers/The Score 2008," *Urban Land Institute*, 2008.

Catalyst Site 1 - University Avenue and Alcide Dominique Fronting Interstate 10 Eastbound  
Mixed Use Retail Site and Two Restaurant Sites

Analysis Year	Year Number	Proposed Mixed Use Retail Development Gross Square Footage A	Comparative Lower Decile Owned Gross Lease Area Mixed Use Retail	Comparative Lower Decile Sales Per Gross Lease Area (\$2008)	Comparative Lower Decile Sales Per Gross Lease Area (\$2018)	Comparative Lower Decile Sales Per Gross Lease Area (1.5% Growth Rate) B	Proposed Restaurant Development Gross Square Footage (2) C	Comparative Lower Decile Owned Gross Lease Area Restaurant	Comparative Lower Decile Sales Per Gross Lease Area (\$2008)	Comparative Lower Decile Sales Per Gross Lease Area (\$2018)	Comparative Lower Decile Sales Per Gross Lease Area D	Proposed Development Estimated Total Sales (A*B)+(C*D)	Proposed Development Annual Sales Tax Estimate (2% Sales Tax Rate)	Proposed Development Annual EDD Estimate (1% Sales Tax Rate)
2020	0													
2021	1		37,384	\$112.89	\$132.21	\$134.19		12,350	\$444.44	\$520.48	\$528.29	\$0	\$0	\$0
2022	2		37,384	\$112.89	\$132.21	\$136.20		12,350	\$444.44	\$520.48	\$457.87	\$0	\$0	\$0
2023	3		37,384	\$112.89	\$132.21	\$138.24		12,350	\$444.44	\$520.48	\$464.74	\$0	\$0	\$0
2024	4		37,384	\$112.89	\$132.21	\$140.32		12,350	\$444.44	\$520.48	\$471.71	\$0	\$0	\$0
2025	5		37,384	\$112.89	\$132.21	\$142.42	12,000	12,350	\$444.44	\$520.48	\$478.79	\$0	\$0	\$0
2026	6		37,384	\$112.89	\$132.21	\$144.56	12,000	12,350	\$444.44	\$520.48	\$485.97	\$0	\$0	\$0
2027	7		37,384	\$112.89	\$132.21	\$146.73	12,000	12,350	\$444.44	\$520.48	\$493.26	\$0	\$0	\$0
2028	8		37,384	\$112.89	\$132.21	\$148.93	12,000	12,350	\$444.44	\$520.48	\$500.66	\$0	\$0	\$0
2029	9	38,000	37,384	\$112.89	\$132.21	\$151.16	12,000	12,350	\$444.44	\$520.48	\$508.17	\$11,842,191	\$236,844	\$118,422
2030	10	38,000	37,384	\$112.89	\$132.21	\$153.43	12,000	12,350	\$444.44	\$520.48	\$515.79	\$12,019,824	\$240,396	\$120,198
2031	11	38,000	37,384	\$112.89	\$132.21	\$155.73	12,000	12,350	\$444.44	\$520.48	\$523.53	\$12,200,121	\$244,002	\$122,001
2032	12	38,000	37,384	\$112.89	\$132.21	\$158.07	12,000	12,350	\$444.44	\$520.48	\$531.38	\$12,383,123	\$247,662	\$123,831
2033	13	38,000	37,384	\$112.89	\$132.21	\$160.44	12,000	12,350	\$444.44	\$520.48	\$539.35	\$12,568,870	\$251,377	\$125,689
2034	14	38,000	37,384	\$112.89	\$132.21	\$162.84	12,000	12,350	\$444.44	\$520.48	\$547.44	\$12,757,403	\$255,148	\$127,574
2035	15	38,000	37,384	\$112.89	\$132.21	\$165.29	12,000	12,350	\$444.44	\$520.48	\$555.65	\$12,948,764	\$258,975	\$129,488
2036	16	38,000	37,384	\$112.89	\$132.21	\$167.77	12,000	12,350	\$444.44	\$520.48	\$563.99	\$13,142,995	\$262,860	\$131,430
2037	17	38,000	37,384	\$112.89	\$132.21	\$170.28	12,000	12,350	\$444.44	\$520.48	\$572.45	\$13,340,140	\$266,803	\$133,401
2038	18	38,000	37,384	\$112.89	\$132.21	\$172.84	12,000	12,350	\$444.44	\$520.48	\$581.03	\$13,540,242	\$270,805	\$135,402
2039	19	38,000	37,384	\$112.89	\$132.21	\$175.43	12,000	12,350	\$444.44	\$520.48	\$589.75	\$13,743,346	\$274,867	\$137,433
2040	20	38,000	37,384	\$112.89	\$132.21	\$178.06	12,000	12,350	\$444.44	\$520.48	\$598.60	\$13,949,496	\$278,990	\$139,495
<b>Catalyst Project 1 Estimated Total Benefit</b>												<b>\$154,436,514</b>	<b>\$3,088,730</b>	<b>\$1,544,365</b>

Catalyst Site 2 - University Avenue and Willow Street  
Neighborhood Retail

Analysis Year	Year Number	Proposed Development Gross Square Footage	Comparative Lower Decile Owned Gross Lease Area	Comparative Lower Decile Sales Per Gross Lease Area (\$2008)	Comparative Lower Decile Sales Per Gross Lease Area (\$2018)	Comparative Lower Decile Sales Per Gross Lease Area (1.5% Growth Rate)	Proposed Development Estimated Total Sales	Proposed Development Annual Sales Tax Estimate (2% Sales Tax Rate)	Proposed Development Annual EDD Estimate (1% Sales Tax Rate)
2020	0								
2021	1		29,066	\$119.79	\$140.29	\$142.39	\$0.00	\$0.00	\$0.00
2022	2		29,066	\$119.79	\$140.29	\$144.53	\$0.00	\$0.00	\$0.00
2023	3		29,066	\$119.79	\$140.29	\$146.69	\$0.00	\$0.00	\$0.00
2024	4		29,066	\$119.79	\$140.29	\$148.89	\$0.00	\$0.00	\$0.00
2025	5	27,000	29,066	\$119.79	\$140.29	\$151.13	\$4,080,454.33	\$81,609.09	\$40,804.54
2026	6	27,000	29,066	\$119.79	\$140.29	\$153.39	\$4,141,661.14	\$82,833.22	\$41,416.61
2027	7	27,000	29,066	\$119.79	\$140.29	\$155.70	\$4,203,786.06	\$84,075.72	\$42,037.86
2028	8	27,000	29,066	\$119.79	\$140.29	\$158.03	\$4,266,842.85	\$85,336.86	\$42,668.43
2029	9	27,000	29,066	\$119.79	\$140.29	\$160.40	\$4,330,845.49	\$86,616.91	\$43,308.45
2030	10	27,000	29,066	\$119.79	\$140.29	\$162.81	\$4,395,808.18	\$87,916.16	\$43,958.08
2031	11	27,000	29,066	\$119.79	\$140.29	\$165.25	\$4,461,745.30	\$89,234.91	\$44,617.45
2032	12	27,000	29,066	\$119.79	\$140.29	\$167.73	\$4,528,671.48	\$90,573.43	\$45,286.71
2033	13	27,000	29,066	\$119.79	\$140.29	\$170.24	\$4,596,601.55	\$91,932.03	\$45,966.02
2034	14	27,000	29,066	\$119.79	\$140.29	\$172.80	\$4,665,550.57	\$93,311.01	\$46,655.51
2035	15	27,000	29,066	\$119.79	\$140.29	\$175.39	\$4,735,533.83	\$94,710.68	\$47,355.34
2036	16	27,000	29,066	\$119.79	\$140.29	\$178.02	\$4,806,566.84	\$96,131.34	\$48,065.67
2037	17	27,000	29,066	\$119.79	\$140.29	\$180.69	\$4,878,665.34	\$97,573.31	\$48,786.65
2038	18	27,000	29,066	\$119.79	\$140.29	\$183.40	\$4,951,845.32	\$99,036.91	\$49,518.45
2039	19	27,000	29,066	\$119.79	\$140.29	\$186.15	\$5,026,123.00	\$100,522.46	\$50,261.23
2040	20	27,000	29,066	\$119.79	\$140.29	\$188.94	\$5,101,514.85	\$102,030.30	\$51,015.15
<b>Catalyst Project 2 Estimated Total Benefit</b>							<b>\$73,172,216.15</b>	<b>\$1,463,444.32</b>	<b>\$731,722.16</b>

Catalyst Site 3 - University Avenue and Cameron Street

Retail

Analysis Year	Year Number	Proposed Development Gross Square Footage	Comparative Lower Decile Owned Gross Lease Area	Comparative Lower Decile Sales Per Gross Lease Area (\$2008)	Comparative Lower Decile Sales Per Gross Lease Area (\$2018)	Comparative Lower Decile Sales Per Gross Lease Area (1.5% Growth Rate)	Proposed Development Estimated Total Sales	Proposed Development Annual Sales Tax Estimate (2% Sales Tax Rate)	Proposed Development Annual EDD Estimate (1% Sales Tax Rate)
2020	0								
2021	1		11,275	\$115.99	\$135.84	\$137.87	\$0.00	\$0.00	\$0.00
2022	2		11,275	\$115.99	\$135.84	\$139.94	\$0.00	\$0.00	\$0.00
2023	3		11,275	\$115.99	\$135.84	\$142.04	\$0.00	\$0.00	\$0.00
2024	4	9,000	11,275	\$115.99	\$135.84	\$144.17	\$1,297,541.35	\$25,950.83	\$12,975.41
2025	5	9,000	11,275	\$115.99	\$135.84	\$146.33	\$1,317,004.47	\$26,340.09	\$13,170.04
2026	6	9,000	11,275	\$115.99	\$135.84	\$148.53	\$1,336,759.54	\$26,735.19	\$13,367.60
2027	7	9,000	11,275	\$115.99	\$135.84	\$150.76	\$1,356,810.93	\$27,136.22	\$13,568.11
2028	8	9,000	11,275	\$115.99	\$135.84	\$153.02	\$1,377,163.10	\$27,543.26	\$13,771.63
2029	9	9,000	11,275	\$115.99	\$135.84	\$155.31	\$1,397,820.54	\$27,956.41	\$13,978.21
2030	10	9,000	11,275	\$115.99	\$135.84	\$157.64	\$1,418,787.85	\$28,375.76	\$14,187.88
2031	11	9,000	11,275	\$115.99	\$135.84	\$160.01	\$1,440,069.67	\$28,801.39	\$14,400.70
2032	12	9,000	11,275	\$115.99	\$135.84	\$162.41	\$1,461,670.72	\$29,233.41	\$14,616.71
2033	13	9,000	11,275	\$115.99	\$135.84	\$164.84	\$1,483,595.78	\$29,671.92	\$14,835.96
2034	14	9,000	11,275	\$115.99	\$135.84	\$167.32	\$1,505,849.71	\$30,116.99	\$15,058.50
2035	15	9,000	11,275	\$115.99	\$135.84	\$169.83	\$1,528,437.46	\$30,568.75	\$15,284.37
2036	16	9,000	11,275	\$115.99	\$135.84	\$172.37	\$1,551,364.02	\$31,027.28	\$15,513.64
2037	17	9,000	11,275	\$115.99	\$135.84	\$174.96	\$1,574,634.48	\$31,492.69	\$15,746.34
2038	18	9,000	11,275	\$115.99	\$135.84	\$177.58	\$1,598,254.00	\$31,965.08	\$15,982.54
2039	19	9,000	11,275	\$115.99	\$135.84	\$180.25	\$1,622,227.81	\$32,444.56	\$16,222.28
2040	20	9,000	11,275	\$115.99	\$135.84	\$182.95	\$1,646,561.22	\$32,931.22	\$16,465.61
<b>Catalyst Project 3 Estimated Total Benefit</b>							<b>\$24,914,552.66</b>	<b>\$498,291.05</b>	<b>\$249,145.53</b>