

June NBEDC Treasurer's Report

June 16th, 2022

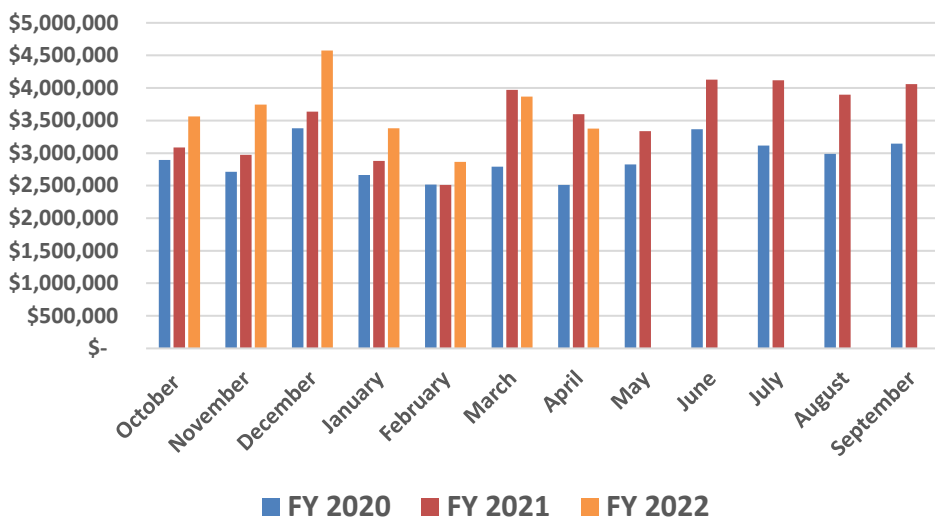
Overview

The Monthly treasurer's report provides updates on sales tax performance, projected revenue streams and projected commitments and timing of expenditures. The financial commitments of the NBEDC typically span multiple fiscal years; therefore, the report is formatted to project the financial position of the NBEDC over the next five years.

Sales Tax

Sales tax collections for the month of April decreased by 6.1%. When the various adjustments are removed, current collections decreased by 6.3%. Fiscal year to date, sales taxes are still up 12.0%. As discussed in previous meetings, as of February, we are no longer receiving sales taxes from HD supply, which had been the largest single remitter of sales tax revenue. Similar to last month, while a decrease, the net decrease for April of approximately 6.1% is better than our previous projections. At the time this report was completed, industry specific data was not available but will be presented at the June meeting if available.

Gross Sales Tax Collections

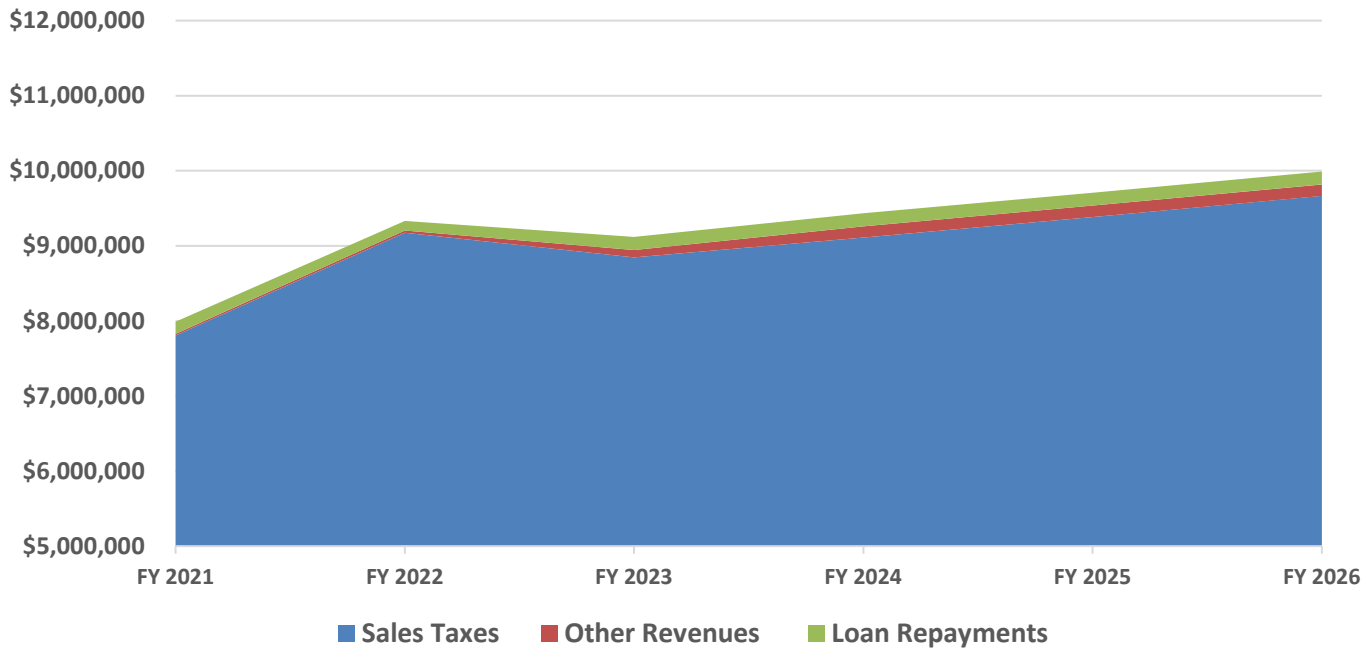


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Revenues

Projected Revenues - FY 2021 to FY 2026



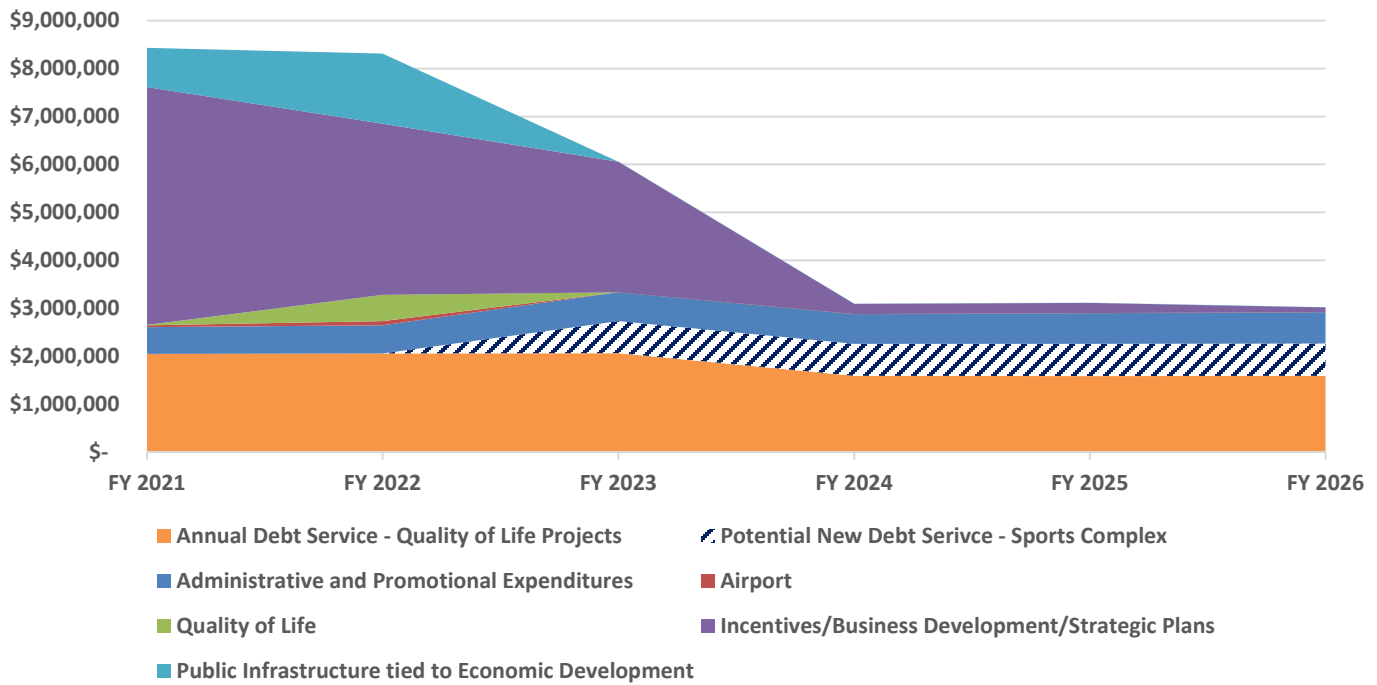
Revenue Projections	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026
Sales Taxes	\$7,806,626	\$9,172,906	\$8,845,997	\$9,111,377	\$9,384,718	\$9,666,260
Interest Earnings	\$21,931	\$30,000	\$100,000	\$150,000	\$150,375	\$150,751
Loan repayments/reimbursements	\$161,687	\$128,954	\$172,954	\$172,954	\$172,954	\$172,954
Total Revenues	\$7,990,244	\$9,331,860	\$9,118,951	\$9,434,331	\$9,708,047	\$9,989,965

Sales Taxes - the graph and table above reflects the projected impact to sales tax collections from the loss of sales taxes stemming from HD supply, which is scheduled to begin, February 2022. Anecdotally, inflation and other factors impacting the sales tax base seems to be mitigating the majority of those previously mentioned losses.

Loan Repayments – The NBEDC is scheduled to begin receiving loan repayments from the New Braunfels Regional Airport in FY 2022 (ten year) and ASA properties in FY 2023 (five years with a balloon payment in year six).

Total NBEDC Expenditures – Current Commitments

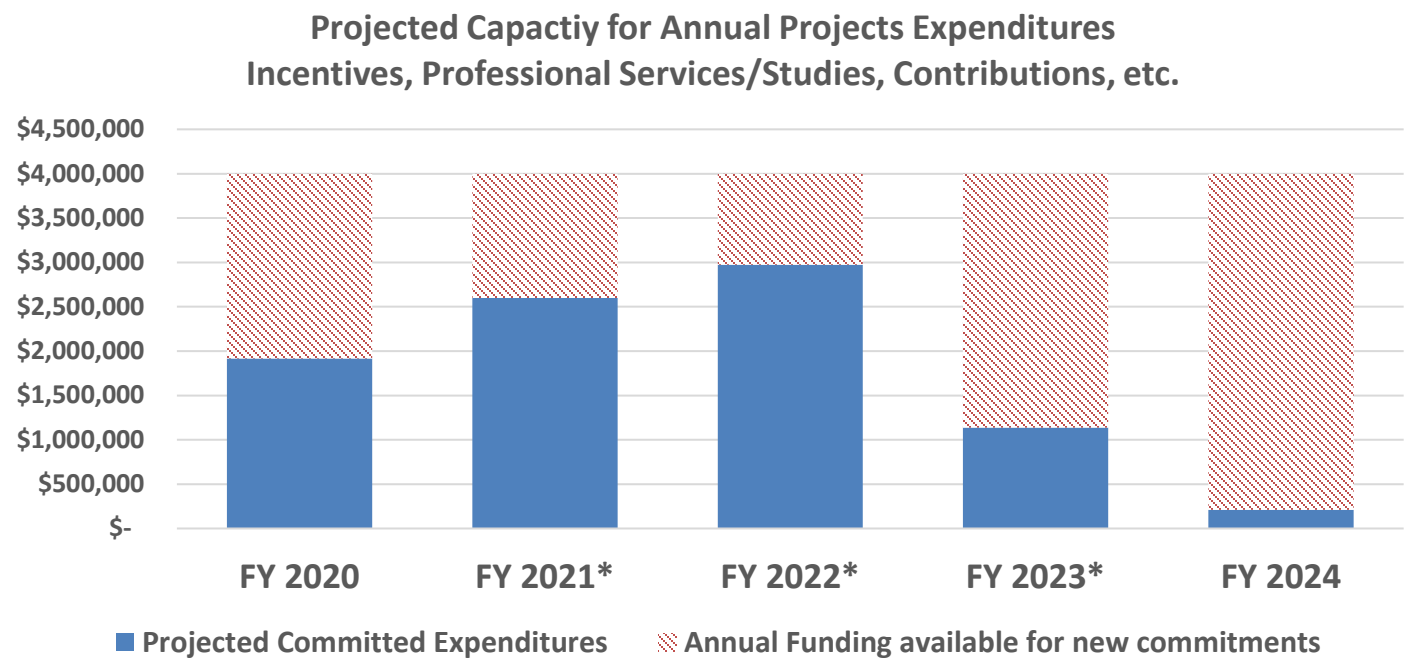
Current Commitment Projections - FY 2021 to FY 2026



Current Commitments	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026
Admin/Promotional Expenditures	\$557,609	\$584,525	\$602,061	\$620,123	\$638,726	\$657,888
Airport	\$37,405	\$87,478	\$0	\$0	\$0	\$0
Quality of Life	\$9,664	\$546,945	\$0	\$0	\$0	\$0
Incentive/Business Development/Strategic Plans	\$4,962,153	\$3,077,499	\$3,223,226	\$210,576	\$213,576	\$96,576
Public Infrastructure tied to Economic Development	\$818,569	\$1,461,384	\$0	\$0	\$0	\$0
Annual Debt Service	\$2,047,719	\$2,057,494	\$2,060,919	\$1,587,044	\$1,586,294	\$1,588,884
Potential Debt Service			\$672,157	\$672,157	\$672,157	\$672,157
Total Expenditures	\$8,433,119	\$7,815,325	\$6,558,362	\$3,089,900	\$3,110,753	\$3,015,465

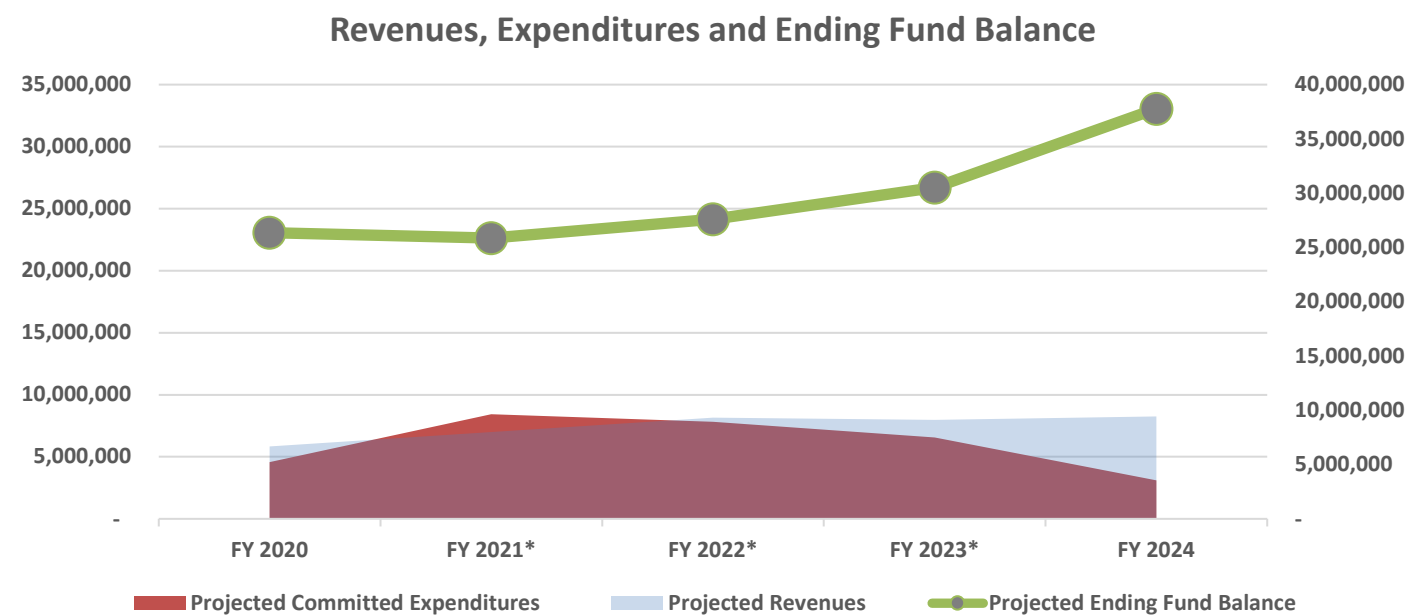
Projections above include all current commitments of the NBEDC – including those most recently approved (Tito's and removal of PNC Bank). The only exception to that is the additional debt service associated with the sports complex. This month's report includes recognition of additional debt service payments to illustrate how that would impact the NBEDC's cash flow if the remaining commitment was funded with debt proceeds (\$10 million)

Annual Capacity for New Commitments



*The graph above assumes that the land grant associated with Continental Automotive (FY 2021), Brauntex (FY 2022), Headwaters (FY 2022) and UPRR (FY 2023) is supported by surplus reserves.

Financial Summary – Revenues, Committed Expenditures and projected Fund Balance (reserves)



*The graph above does not include current non-cash assets such as land and equipment

The graph above summarizes estimated revenues, committed expenditures and changes to fund balance/Reserves (only based on current commitments).