



ECONOMIC AND FISCAL IMPACT ANALYSIS

TECH RIDGE
ST. GEORGE, UTAH

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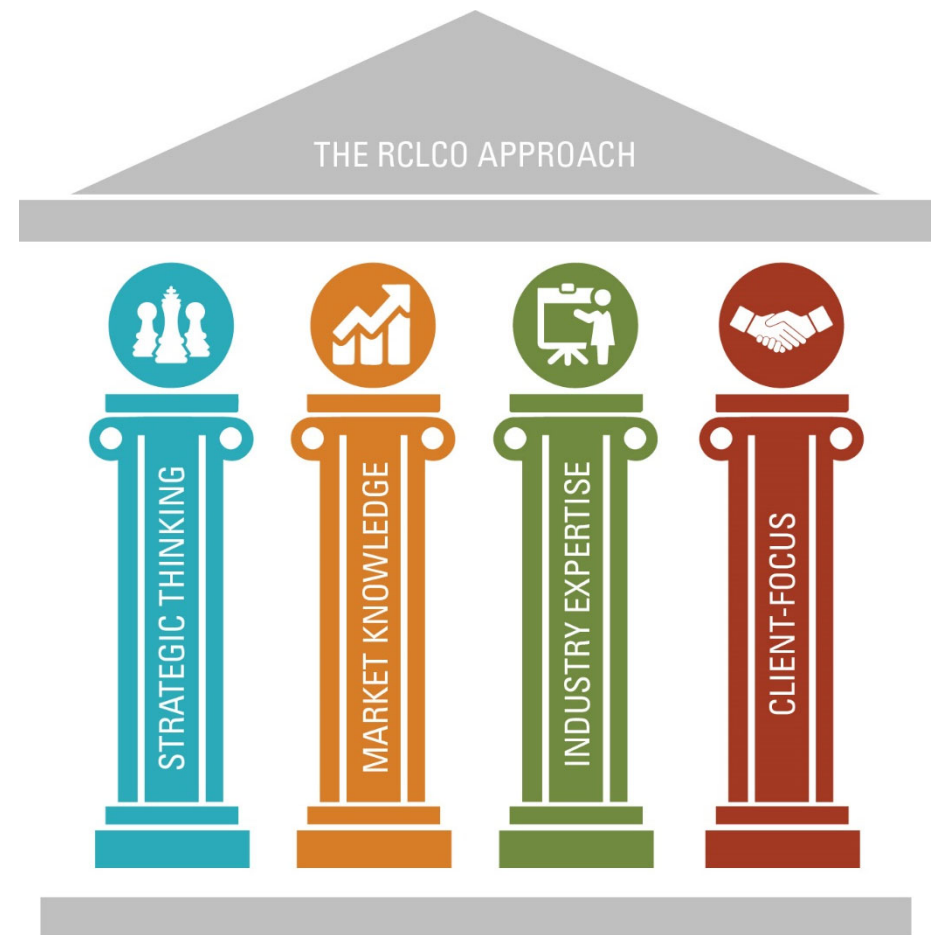
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Objectives

The objectives of this report are to demonstrate the economic and fiscal impacts of the proposed Tech Ridge mixed-use development located in the City of St. George, including the one-time impacts during construction and the recurring impacts of the proposed development.

Economic Impact: The economic impacts encompass the amount of jobs, labor income, and economic output resulting from the one-time impacts during construction of the project and from the annual operations occurring during a stabilized year. These results are calculated for direct impacts, as well as indirect and induced impacts to the City.

Fiscal Impact: The Fiscal Impact is calculated during construction and for the 25-year period to stabilization of the project. The fiscal impacts are defined as the annual project-generated General Fund revenues.

INTRODUCTION

BACKGROUND

Tech Ridge, LLC is planning a 160-acre development on the site of the old airport, located on a ridge in St. George, Utah. The proposed mixed-use development is planned to include 1,000,000 square feet of office, 260,000 square feet of retail, 2,400 residential units, and 600 hotel rooms. The site will also include a downhill bike park, view park and 2,600 square foot zipline.

The development is envisioned as a pedestrian-centric live-work-play environment. Office space in the development will target technology firms, drawing high-paying jobs to the city. Additionally, with its far-reaching views and accessible location, the site's zipline and adventure plaza will likely serve as a destination for residents and visitors from both in and out of state, supporting the region's tourism. The project is anticipated to be constructed in multiple phases with full buildout anticipated in 2037.



Land Use	Units	Total Square Feet
For-rent Residential	1,600	1,140,000
For-sale Residential	800	2,160,000
Retail	N/A	260,000
Office	N/A	1,000,000
Hotel	600	218,400
Total	N/A	3,808,800



INTRODUCTION

DELIVERY TIMELINE BY LAND USE

Using phasing information provided by the Client, RCLCO outlined a project delivery schedule. Currently, office is the only existing use on site with 59,000 square feet of office space. Additional uses begin delivery in 2023 following the timeline outlined below. Deliveries of all uses are anticipated to be complete in 2039. Allowing time for absorption of all planned product types as outlined below, the first stabilized year is anticipated to be 2040 though stabilization for individual uses will likely occur earlier in the delivery cycle. RCLCO used the below construction, delivery, and absorption assumptions to estimate construction cost and employment phasing, and the number of residents and employees on the site throughout construction and leading up to stabilization. This delivery and absorption schedule drives the annual impacts calculated in the fiscal impact model.

Stabilization →

CONSTRUCTION PERIOD	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040
For-Rent Residential	0%	17%	0%	17%	0%	17%	0%	17%	0%	16%	0%	16%	0%	0%	0%	0%	0%	0%	0%	0%
For-Sale Residential	13%	13%	13%	13%	19%	13%	6%	6%	6%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Retail	0%	12%	10%	4%	12%	10%	6%	12%	10%	4%	8%	6%	0%	6%	4%	0%	0%	0%	0%	0%
Office	0%	21%	16%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	3%	0%	0%
Hotel	0%	0%	20%	0%	20%	0%	20%	0%	20%	0%	20%	0%	0%	0%	0%	0%	0%	0%	0%	0%
DELIVERIES (UNITS/ NSF)																				
For-Rent Residential			275		275		275		275		250		250							
For-Sale Residential		100	100	100	100	150	100	50	50	50										
Retail	0	0	30,000	25,000	10,000	30,000	25,000	15,000	30,000	25,000	10,000	20,000	0	0	15,000	10,000	0	0	0	0
Office	59,000	0	200,000	150,000	41,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	30,000	0
Hotel	0	0	0	72,800	0	72,800	0	72,800	0	72,800	0	72,800	0	0	0	0	0	0	0	0
ABSORBED/OCCUPANCY																				
For-Rent Residential	N/A	N/A	79%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%
For-Sale Residential	N/A	N/A	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Retail	N/A	N/A	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%
Office	95%	95%	85%	88%	90%	90%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%
Hotel	N/A	N/A	0%	55%	75%	65%	75%	68%	75%	70%	75%	71%	75%	75%	75%	75%	75%	75%	75%	75%

Note: Occupancy is calculated based on built program.

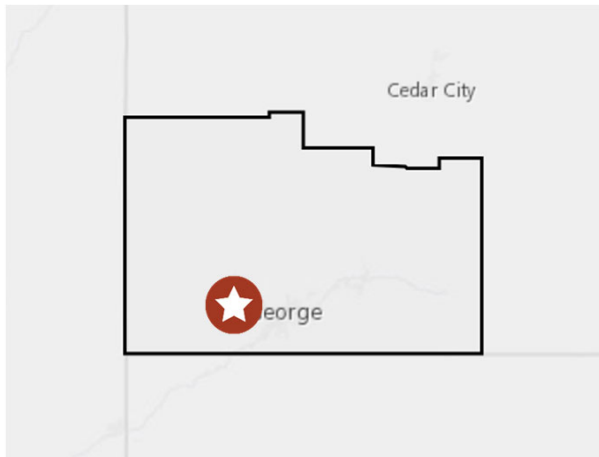
Source: Client; RCLCO

LOCATION

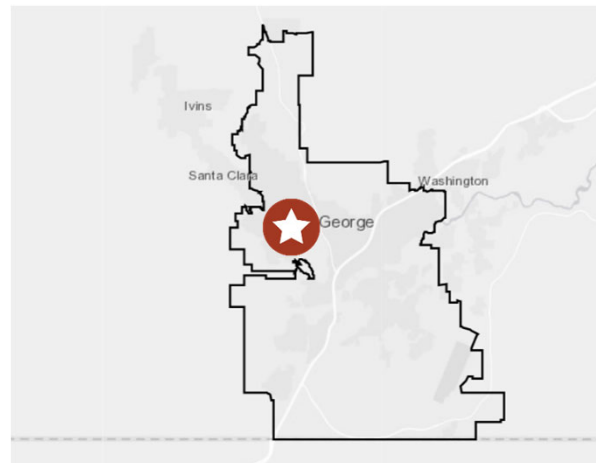
The proposed Tech Ridge project is on a bluff overlooking central St. George and will redevelop the former St. George Municipal Airport into a mixed-use pedestrian-friendly environment. The subject site is located in the western portion of the city of St. George, adjacent to Dixie Technical College, and roughly 12 miles from the Utah/Arizona border. It currently has around 60,000 square feet of existing office, housing the headquarters of PrinterLogic. Additional uses, such as residential, hospitality and retail are expected to begin delivery over the next several years. At completion, the subject site will include a technology park, a view park and an adventure plaza that includes a biking and ziplining.

The project is anticipated to generate significant fiscal and economic benefits to St. George during both the construction and operations period. The construction and operation of the project will generate tax revenues for the City of St. George's General Budget, as well as creating permanent on-site employment and temporary construction employment. The economic impacts as a result of the construction and operation of the development also affect the City, and an economic impact analysis has been provided to determine the magnitude of those direct, indirect, and induced impacts on the City and County.

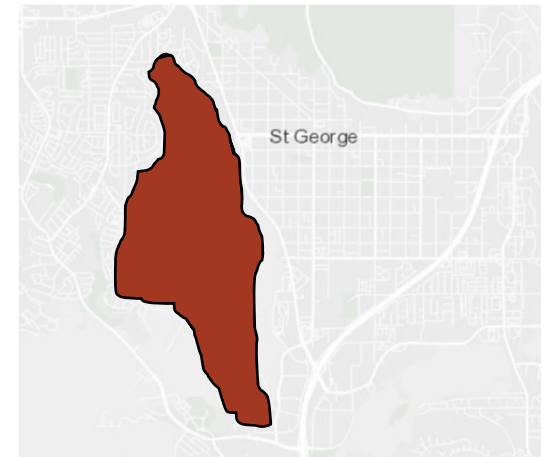
St. George MSA



City of St. George



Subject Site – Tech Ridge



KEY FINDINGS

KEY FINDINGS: ECONOMIC IMPACTS

What follows is a summary of the project economic impacts, more details including definitions, methodology, and details about the IMPLAN model may be found in the report starting on page 11.

ONE-TIME ECONOMIC IMPACT FROM CONSTRUCTION

RCLCO estimated the one-time construction-related economic impacts using the IMPLAN input-output model and estimated construction (hard) costs.

- ▶ We estimate **24,623 total jobs** (including direct onsite jobs plus the “multiplier effect” of indirect and induced jobs), with 19,143 of these jobs estimated to be construction jobs located directly onsite.
- ▶ We estimate **\$1.02 billion in total labor output** (wages, salaries, and benefits paid to direct, indirect, and induced workers associated with construction), of which \$758.8 million is projected to be paid to onsite construction employees.
- ▶ We estimate a total economic output associated with construction of **\$2.34 billion** in the regional economy, of which \$1.47 billion reflects the value of direct project construction.

RECURRING (ANNUAL) ECONOMIC IMPACTS FROM OPERATIONS

RCLCO estimated the recurring annual economic impact from the operations of the onsite uses at the project at build-out, relying on Client inputs and RCLCO estimates for real estate performance metrics, business revenues for commercial uses, and household spending.

- ▶ We estimate **15,947 total jobs** (including direct onsite jobs plus the “multiplier effect” of indirect and induced jobs). Of these jobs, 6,013 are estimated to be directly created onsite by businesses or in the local economy by residential spending.
- ▶ We estimate **\$926.1 million in total labor output** (wages, salaries, and benefits paid to direct, indirect, and induced workers associated with onsite businesses and household spending). Of this compensation, \$584.9 million is projected to be directly generated onsite by businesses or throughout the local economy by residential spending.
- ▶ We estimate a total economic output associated with operations of **\$3.24 billion** in the regional economy, of which \$1.92 billion reflects the value of direct project operations and household spending.

Note: Economic impact values expressed in constant 2021 dollars (no inflation). Employment expressed as total full-time and part-time jobs. Construction employment is expressed in job-years, i.e. one employee who works for three years would be three job-years.

KEY FINDINGS: FISCAL IMPACTS

FISCAL IMPACTS FROM DEVELOPMENT

RCLCO estimated the revenues to the City of St. George from the proposed development, including sales taxes, real property taxes, and transient occupancy taxes. These fees would amount to approximately **\$76.2 million**, detailed in Exhibit III-1A over 25 years. When assuming a 10% discount rate, the cumulative fiscal impact has a net present value of **\$19.5 million**. Following stabilization of operations in 2040, RCLCO estimates annual recurring revenues of **\$4.2 million** per year.

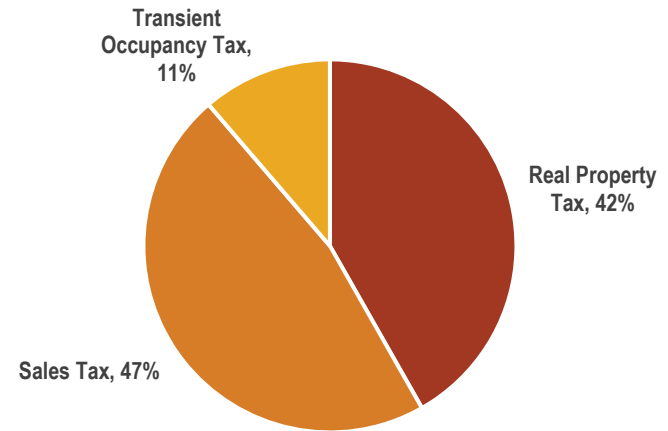
REVENUES BY SOURCE

The proposed development is anticipated to generate revenues primarily through property taxes, sales taxes, and transient occupancy taxes, but will likely generate additional revenue through other taxes, such as road taxes.

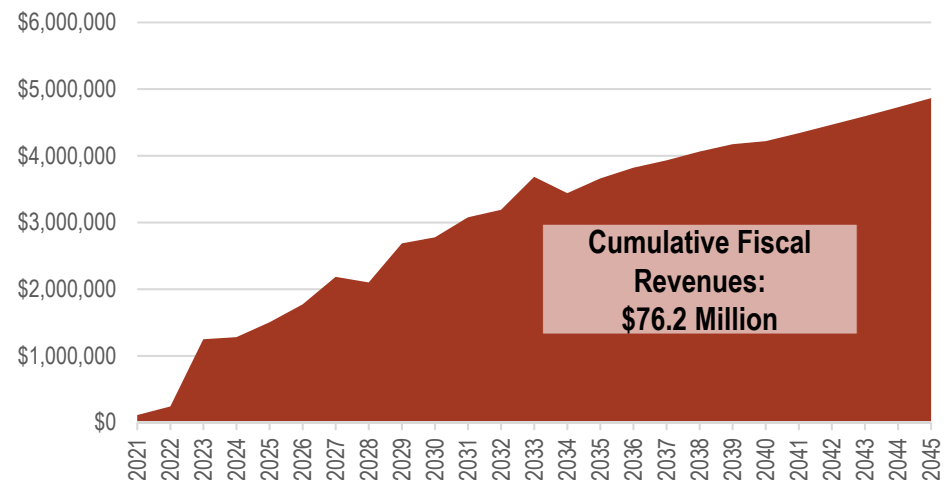
- ▶ Sales taxes are the largest source of revenues from the proposed development during the 25-year period, representing slightly below half of the taxes generated by the proposed development. Sales taxes are estimated to be **\$35.7 million**. This revenue is collected from sales taxes on construction materials, zipline sales, on-site retail sales, and off-site retail spending by residents of the subject site.
- ▶ Property taxes are expected to generate **\$31.8 million in revenues** for the city between 2021-2045, taking into account the 45% primary residential exemption.
- ▶ Transient occupancy taxes from hotel revenues account for the remain 11% of tax revenues and are expected to add an additional **\$8.6 million** to St. George's general fund between 2021 and 2045.

More details about the fiscal impact calculations and methodology may be found in the report starting on page 18.

Summary of Revenues
2021-2045



Annual Fiscal Revenues
2021-2045



Note: All fiscal impact values presented future dollars, adjusted for inflation.

Source: RCLCO

KEY FINDINGS: OTHER POTENTIAL IMPACTS

BEYOND THE QUANTIFIABLE IMPACTS, TECH RIDGE PROVIDES OTHER POTENTIAL BENEFITS TO ST. GEORGE

- ▶ As an ambitious project in the city of St. George, Tech Ridge can drive the continued growth of the submarket, particularly by adding office space and jobs that drive a greater sense of place for the area.
- ▶ Tech Ridge can also enhance the prestige of the city and allow it to attract top talent and tech-centered jobs as the city's reputation for a work-life balance, natural beauty and outdoor recreation becomes better known across the industry. The proximity to Dixie Tech will also ensure a talented pipeline to the area's local businesses.
- ▶ Office space adds to the daytime population, driving more demand for retail in the neighborhood.
- ▶ With its location along I-15, the subject site is accessible to visitors throughout the region and can attract visitors from the area's nearby national parks. Its location atop a bluff that overlooks the city would allow the site to become a destination for residents and visitors alike.
- ▶ The Project includes a meaningful number of new households with the addition of 2,400 for-rent and for-sale residential units. The planned mixed-use environment with walkable office, retail and residential options will greatly reduce travel costs and ease commutes for residents.
- ▶ In general, mixed-use developments encompass a variety of lifestyle and environmental benefits. For example, residents of mixed-use neighborhoods drive half as much as those living in outside areas. Additionally, fusing residential, retail, and office in a high-density setting attracts a variety of revenue for the city while reducing infrastructure costs.¹



¹ EPA.gov

ECONOMIC IMPACT ANALYSIS

Employment counts, labor income, and economic output related to the construction of the project and its annual operation once completed were estimated using the IMPLAN model, using data specific to the regional economy. The model enables analysis of the specific sectors of an area's economy that are impacted when a new investment or new employment, or other measure, is added to a particular sector or sectors. These inter-industry relationships can be expressed in terms of dollar impacts or employment impacts. The results are shown in their report as "employment", "labor income", and "economic output." Separate calculations are provided for two categories of benefits: temporary (construction phase) benefits; and permanent or recurring benefits associated with the ongoing operation of new businesses within the project.

THE IMPLAN MODEL

Our analysis considers the direct (i.e., onsite) impacts associated with the proposed development, as well as "multiplier" impacts within the regional economy (these "indirect" and "induced" impacts are both calculated for the relevant county). These multiplier impacts have been projected using the IMPLAN model. IMPLAN was created in 1979 by the U.S. Forest Service to assist the Forest Service in land and resource planning management. In 1992, IMPLAN was transferred under a technology transfer agreement to the Minnesota IMPLAN Group, Inc, which is run by former researchers from the University of Minnesota (the university worked on the original program and subsequently developed the current modeling system). Minnesota IMPLAN Group is privately held and sells a suite of products and consulting services that involve the IMPLAN software.

The IMPLAN model can be used to generate estimates of direct, indirect and induced effects of a change in the local or regional economy created by new development, such as the proposed development.

- ▶ **Direct Effects** are the set of expenditures applied to the predictive model for impact analysis. These include the investment in project construction and operations of the onsite commercial land uses. The income and resulting employment of the new jobs that are employed at the project are also considered direct effects.
- ▶ **Indirect Effects** are impacts resulting from purchases of goods and services to support project construction and businesses selling goods and services to a project, specifically the retail, office, hotel uses, and new households.
- ▶ **Induced Effects** result when direct and indirect employees spend their compensation on different goods and services within the economy. The indirect and induced effects are together referred to as the "multiplier effect" of the direct expenditures associated with the development of a project.

The analysis quantifies the above benefits in terms of the following measures

- ▶ **Employment** – New full-time and part-time jobs, reflecting the number of jobs/workers employed in any given year.
- ▶ **Labor Income** – Payroll and benefits associated with the created jobs, along with additional proprietor income (payments received by self-employed individuals and unincorporated business owners)
- ▶ **Economic Output** – Increase in gross industry receipts, representing the total economic activity generated by the project.

ECONOMIC IMPACTS – CONSTRUCTION

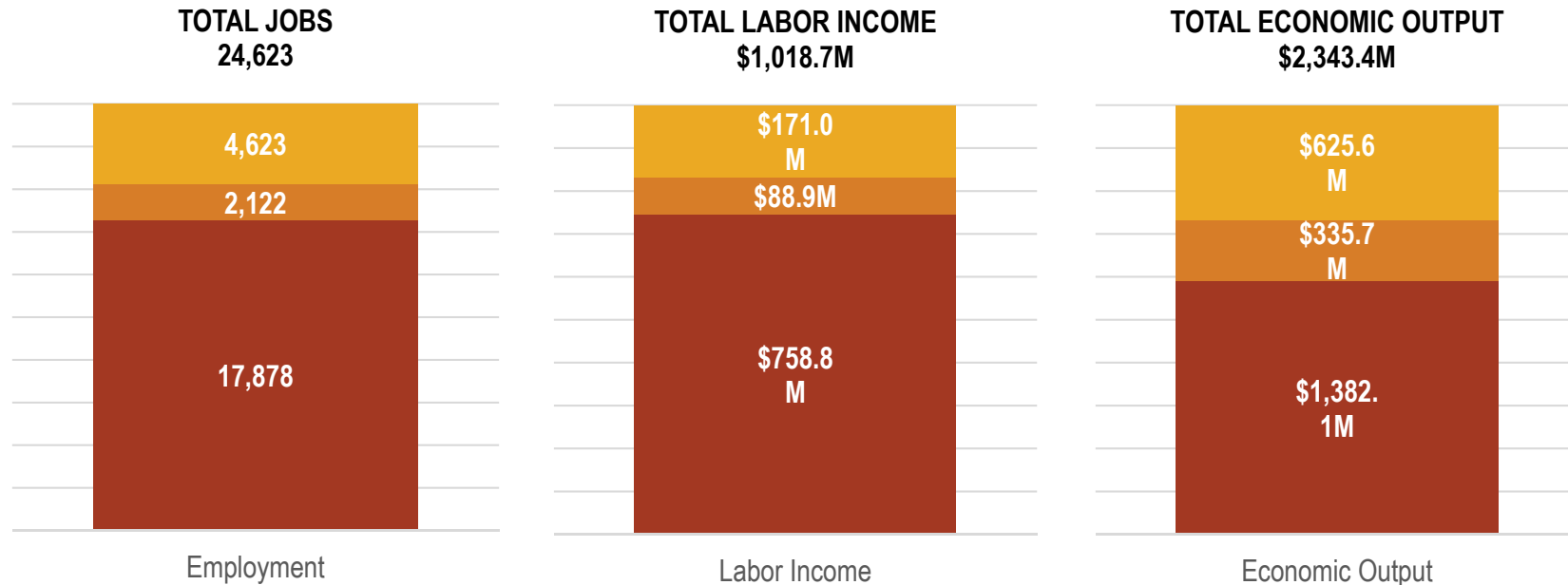
ONE-TIME ECONOMIC IMPACTS FROM CONSTRUCTION

RCLCO’s One-Time Economic Impact Analysis for the proposed Tech Ridge project estimated the following one-time impacts from the development of the project.

- ▶ **24,623 Cumulative Construction Jobs** (17,878 Direct + 6,745 Indirect/Induced)
- ▶ **\$1.02 Billion in Labor Income from Construction**, including salary and benefits (\$758.8 Million Direct + \$259.8 Million Indirect/Induced)
- ▶ **\$2.34 Billion in One-Time Economic Output from Construction** (\$1.38 Billion Direct + \$961.3 Million Indirect/Induced)

Cumulative Economic Impacts from Construction Total over Five Years

	EMPLOYMENT	LABOR INCOME	ECONOMIC OUTPUT
Direct	17,878	\$758,821,846	\$1,382,062,500
Indirect	2,122	\$88,890,361	\$335,661,652
Induced	4,623	\$170,953,139	\$625,637,600
Total Effect	24,623	\$1,018,665,346	\$2,343,361,752
Multiplier	1.38	1.34	1.70



Note: Economic impact values expressed in constant 2021 dollars (no inflation). Employment expressed as total full-time and part-time jobs. Construction employment is expressed in job-years, i.e. one employee who works for three years would be three job-years.

Source: Client; IMPLAN; RCLCO

ECONOMIC IMPACTS – CONSTRUCTION

ONE-TIME ECONOMIC IMPACTS FROM CONSTRUCTION BY LAND USE

The chart below demonstrates the one-time impacts from the construction of each land use. Residential land uses account for a significant share of the site's square footage and construction costs, therefore contributing most strongly to the site's construction-related impacts.

LAND USE	RESIDENTIAL FOR-RENT	RESIDENTIAL FOR-SALE	RETAIL	OFFICE	HOTEL	TOTAL
EMPLOYMENT						
Direct	5,655	5,358	973	4,661	1,232	17,878
Indirect	530	502	154	740	196	2,122
Induced	1,429	1,353	261	1,250	330	4,623
Total	7,614	7,213	1,388	6,650	1,758	24,623
LABOR INCOME						
Direct	\$240,773,382	\$228,101,099	\$41,094,458	\$196,830,033	\$52,022,874	\$758,821,846
Indirect	\$21,231,625	\$20,114,172	\$6,738,527	\$32,275,507	\$8,530,531	\$88,890,361
Induced	\$52,823,548	\$50,043,362	\$9,649,912	\$46,220,164	\$12,216,153	\$170,953,139
Total	\$314,828,556	\$298,258,632	\$57,482,897	\$275,325,704	\$72,769,557	\$1,018,665,346
ECONOMIC OUTPUT						
Direct	\$380,000,000	\$360,000,000	\$91,000,000	\$435,862,500	\$115,200,000	\$1,382,062,500
Indirect	\$75,635,924	\$71,655,086	\$26,697,913	\$127,874,933	\$33,797,797	\$335,661,652
Induced	\$193,318,298	\$183,143,650	\$35,315,852	\$169,152,259	\$44,707,540	\$625,637,600
Total	\$648,954,221	\$614,798,736	\$153,013,765	\$732,889,692	\$193,705,337	\$2,343,361,752

Note: Economic impact values expressed in constant 2021 dollars. Employment expressed as total part-time and full-time jobs.

Source: Client; IMPLAN; RCLCO

ECONOMIC IMPACTS - RECURRING

Economic impacts were calculated for the recurring on-site employment; impacts from ongoing real estate operations; resident, employee, and hotel visitor spending,

RESIDENTIAL

Impacts by ongoing for-rent residential operations were calculated using operating expenditures for the rental apartments on-site. The for-sale residences recurring impacts are due to the broker fee on purchases of for-sale units, was calculated based on a 14% annual turnover rate and a 5% brokers fee.¹ These revenues were applied to IMPLAN Sector 447 – Other Real Estate.

OFFICE

Recurring office impacts were calculated by using 4,750 on-site office employees spread across likely employment sectors, which are detailed in Exhibit II-2A. The impacts due to on-site retail operations are included based on annual operating expenses, detailed on Exhibit II-2B.

RETAIL

On-Site Retail: On-site retail impacts were calculated by using 549 on-site retail employees across likely retail sectors, which are detailed in Exhibit II-2A. The impacts due to on-site retail operations are included based on annual operating expenses, detailed on Exhibit II-2B.

Resident Off-Site Spending: The impact of retail spending by residents off-site is determined by estimated average annual incomes for residents at the subject site given the estimated retail and sales prices of the residential units, and using

assumptions for percent of income spent on rent or mortgage payments.² We then utilized Consumer Expenditure Survey data to determine that 20% of income is spent on retail sales. After excluding retail expenditures occurring outside the City as well as by those made by residents at on-site retailers, we have utilized the total off-site retail spending amount and distributed it to retail spending categories based on average St. George retail spending data in 2021 by retail category from Esri. Please see Exhibit II-3 for more detail.

Hotel Visitor Off-Site Spending: Given 600 hotel rooms, and a 75% occupancy rate, and 2.5 visitors per party, we estimate that there would be 410,625 annual visitors at the hotel at stabilization. The impact of retail spending by hotel visitors off-site is determined by using an estimated \$30 per visitor per day, based on spending estimates excluding lodging and transportation provided by the Utah Office of Tourism.³ After total visitor spending is calculated, we exclude spending at on-site retailers and spending outside of the City to determine total off-site retail spending in the City. We then distribute to retail spending categories based on an RCLCO assumption of total hotel guest spending patterns. Please see Exhibit II-3 for more detail.

Employee Spending: We utilized ICSC data to understand average annual retail expenditures by office and other employees, we then exclude spending at on-site retailers and spending outside of the City to determine total off-site retail spending in the City.⁴ We then distribute to retail spending categories based on an RCLCO assumption of employee spending patterns. Please see Exhibit II-3 for more detail.

¹ RCLCO Assumption.

² Based on RCLCO research, annual income is roughly 25.0% of annual household payments of for-sale residential households. Annual household payments include mortgage payments, HOA fees, insurance payments and property taxes. Multifamily household annual income is estimated to be 30.0% of annual rental payment.

³ 2019 Utah Visitor Profile & Insights Report, Utah Office of Tourism

⁴ Based on 2021 ICSC "Office Worker Spending in the Digital Age", adjusted to 2021 dollars using CPI data, for urban employees with ample retail options, other worker spending assumed to be roughly 1/3 of office worker spending.

ECONOMIC IMPACTS – RECURRING

RECURRING ECONOMIC IMPACTS AT FULL BUILD-OUT & STABILIZATION

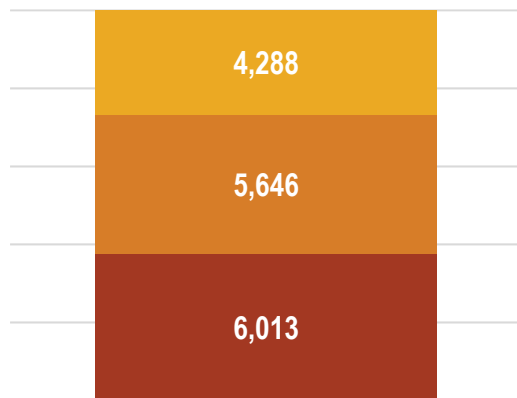
RCLCO's One-Time Economic Impact Analysis for the proposed Tech Ridge project estimated the following one-time impacts from the development of the project.

- ▶ **16,013 Total Recurring Jobs at Full Build-Out** (6,013 Direct + 9,934 Indirect/Induced)
- ▶ **\$926.1 Million in Annual Recurring Labor Income at Full Build-Out**, including salary and benefits (\$584.9 Million Direct + \$341.2 Million Indirect/Induced)
- ▶ **\$3.24 Billion in Annual Recurring Economic Output at Full Build-Out** (\$1.92 Billion Direct + \$1.32 Billion Indirect/Induced)

Cumulative Economic Impacts from Construction Total over Five Years

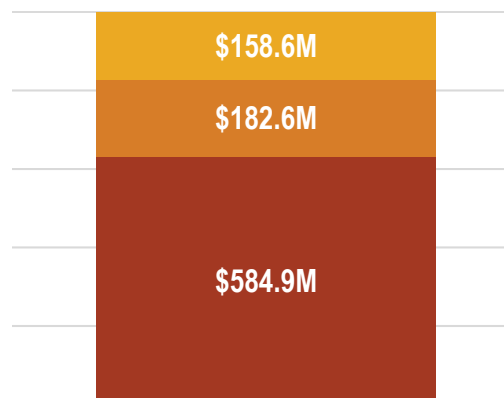
	EMPLOYMENT	LABOR INCOME	ECONOMIC OUTPUT
Direct	6,013	\$584,903,723	\$1,915,884,360
Indirect	5,646	\$182,645,390	\$739,359,181
Induced	4,288	\$158,593,382	\$580,363,261
Total Effect	15,947	\$926,142,495	\$3,235,606,802
Multiplier	2.65	1.58	1.69

TOTAL JOBS 15,947



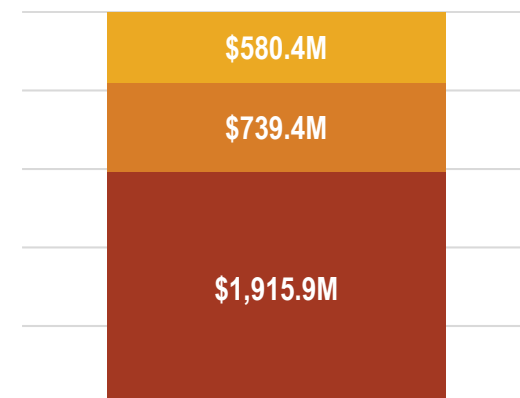
Employment

TOTAL LABOR INCOME \$926.1M



Labor Income

TOTAL ECONOMIC OUTPUT \$3,235.6M



Economic Output

Note: Economic impact values expressed in constant 2021 dollars (no inflation). Employment expressed as total full-time and part-time jobs. Construction employment is expressed in job-years, i.e. one employee who works for three years would be three job-years.

Source: Client; IMPLAN; RCLCO

ECONOMIC IMPACTS – RECURRING

RECURRING ANNUAL ECONOMIC IMPACTS BY LAND USE

The chart below demonstrates the annual recurring impacts by land use once the project is stabilized and operating. Leading the economic impacts in all categories is office space, which is perhaps unsurprising considering the new professional space will house numerous on-site office employees, not only generating significant output, but also earning strong wages that increase spending power.

LAND USE	RESIDENTIAL FOR-RENT	RESIDENTIAL FOR-SALE	RETAIL	OFFICE	HOTEL	TOTAL
EMPLOYMENT						
Direct	44	30	749	4,765	425	6,013
Indirect	38	26	178	5,297	106	5,646
Induced	12	8	118	4,079	71	4,288
Total	95	64	1,045	14,141	602	15,947
Employment Multiplier	2.1	2.1	1.4	3.0	1.4	2.7
LABOR INCOME						
Direct	\$909,617	\$614,005	\$16,531,789	\$556,795,005	\$10,053,307	\$584,903,723
Indirect	\$1,190,354	\$803,506	\$5,166,207	\$172,436,192	\$3,049,132	\$182,645,390
Induced	\$441,900	\$298,289	\$4,372,846	\$150,855,505	\$2,624,843	\$158,593,382
Total	\$2,541,870	\$1,715,799	\$26,070,842	\$880,086,702	\$15,727,282	\$926,142,495
ECONOMIC OUTPUT						
Direct	\$7,189,182	\$4,852,800	\$52,496,484	\$1,812,698,835	\$38,647,059	\$1,915,884,360
Indirect	\$5,550,426	\$3,746,616	\$24,703,339	\$691,747,024	\$13,611,776	\$739,359,181
Induced	\$1,617,916	\$1,092,117	\$16,001,902	\$552,047,586	\$9,603,740	\$580,363,261
Total	\$14,357,524	\$9,691,533	\$93,201,725	\$3,056,493,445	\$61,862,575	\$3,235,606,802

Note: Economic impact values expressed in constant 2021 dollars. Employment expressed as total part-time and full-time jobs.

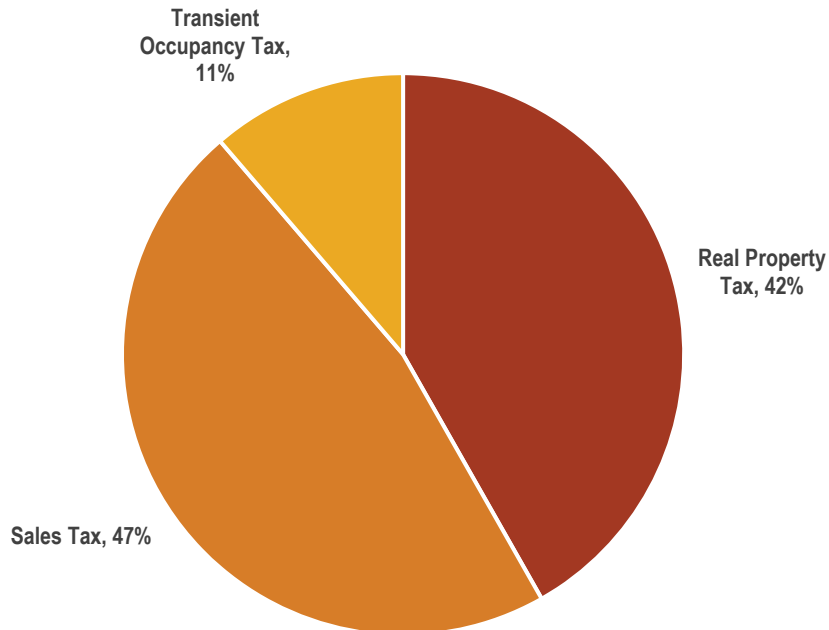
Source: Client; IMPLAN; RCLCO

FISCAL IMPACT ANALYSIS

FISCAL IMPACT ANALYSIS – SUMMARY OF ANNUAL RECURRING REVENUES

The proposed mixed-use development of Tech Ridge in St. George is projected to generate **\$3.8 million** in recurring City of St. George General Fund revenues from operations during its first stabilized year in 2040. This revenue generation to the City’s General Fund arises from the development’s impact on the following General Fund revenue categories: Property Tax, Sales Tax, and Transient Occupancy Tax. The analysis assumes that all of the taxes and tax rates that now apply to the development would continue in the future. Property Taxes and Sales Taxes comprise 89% of the total annual recurring revenues. Additional revenue is likely to be generated for the City from other tax sources, such as road and license taxes, though these additional revenues are relatively minor, and are considered to be net neutral as they fund required infrastructure improvements and maintenance so they have not been included to be conservative. A summary of total annual revenues is found in Exhibit III-2; a discussion of the annual revenues from each source is presented on page 20.

**Summary of General Fund Revenues
2021-2045**



Summary of General Fund Revenues:
At Stabilization in 2040, Total Over 25-Year Analysis Period, and NPV of Total Over Analysis Period

ST. GEORGE, UTAH	FIRST STABILIZED YEAR OF OPERATIONS	DEVELOPMENT, STABILIZATION, AND OPERATION FROM 2021 to 2045	NPV ¹ 2021 \$
Estimated Revenues	2040 \$	TOTAL FUTURE \$	
Real Property Tax	\$1,931,996	\$31,823,690	\$7,461,230
Sales Tax	\$1,760,985	\$35,733,017	\$10,143,380
Transient Occupancy Tax	\$525,157	\$8,598,705	\$1,926,168
Total	\$4,218,137	\$76,155,412	\$19,530,778

¹ NPV at a discount rate of 10%

Note: Values expressed in future dollars, adjusted for inflation, unless indicated otherwise in the chart.

Source: Client; City of St. George 2021-2022 Annual Budget; RCLCO

PROPERTY TAX, SALES TAX, AND TRANSIENT OCCUPANCY TAX

PROPERTY TAX

St. George has a combined property tax rate of 0.9213%. The City of St. George receives 12.6% of property taxes paid by City residents, while the remaining tax revenue goes to the County, School District, and Water Conservancy District. Therefore, the city has a real property tax rate of 0.1161%. Additionally, primary residences are subject to a 45% taxable exemption. To be conservative, all residences are assumed to be primary.

Given the development value of the proposed development as determined by an income property valuation method for the income-generating uses, the projected annual property tax revenue at stabilization in 2040 is estimated to be **\$1.9 million** for the City (Exhibit III-1B).

At stabilization, residential land uses contribute roughly 56% of property taxes with revenues of roughly \$1.1 million. Commercial land uses (office, hotel, and retail) account for the remaining 44% of property tax revenues.

SALES TAX

A sales tax is levied on all taxable sales of final goods. Sales tax is payable by retailers, both at retail establishments as well as restaurants and fitness and health clubs where tangible products are sold. The City of St. George receives sales tax revenue equal to 1% of all taxable sales within city limits.

RCLCO calculated the expected annual sales tax revenue from four sources of taxable retail sales, including those produced onsite and offsite in St. George

- ▶ *Construction and Improvement Costs* – Assuming the purchase of materials for construction and improvements on site, RCLCO estimated that the project generated roughly \$641.0 million in construction materials sales purchased in St. George from 2021 to 2037, generating **\$6.4 million** in sales tax for the City over the course of development.
- ▶ *On-site Retail Sales* – Assuming that the retail space is occupied and achieves sales of approximately \$325 per occupied square foot in 2021 dollars, the project generates \$128.3 million in retail sales taxes from onsite taxable retail sales in 2040 at stabilization.¹ The City's annual share of taxable retail sales occurring at the retail spaces onsite is equal to **\$1.3 million** in 2040 at stabilization.

Note: Values expressed in future dollars, adjusted for inflation.

- ▶ *Resident Retail Expenditures Off-Site* – Given the estimated on-site residential rental rates, and assumptions for percent of income spent on rent or on mortgage payments, we estimated the average annual incomes for residents at the subject site.² We then utilized Consumer Expenditure Survey data to determine that 18-20% of income is spent on taxable retail sales. After excluding retail expenditures occurring outside the City as well as those made by residents at on-site retailers, we determined that the project generates \$42.5 million in sales taxes from resident off-site retail expenditures in 2040 at stabilization. The City's annual share of taxable retail expenditures by off-site resident spending is equal to **\$425,000** at stabilization.
- ▶ *Zip Line Sales* – Based on high-level research of comparable ziplines, RCLCO found that zip lines were typically priced in \$25-40 range. For a low price and high-volume approach, RCLCO estimated a zip line rate of \$30 per ride. Daily visits at interviewed operators ranged from 100-500 visits daily, though several interviewees mentioned that there was significant seasonality. Visits typically peaked in summer and on weekends but slowed in winter and on weekdays. Given the attractive location of the site, the proposed view park, bike park and its potential zip line capacity, daily visits were estimated at 300/day equivalent to roughly 110,000 visitors annually. Given these assumptions the project generates \$5.2 million in zip line revenues in 2040 at stabilization. The City's annual share of taxable retail expenditures on zip line sales is estimated to be **\$52,516** in 2040 at stabilization.

The total annual recurring sales tax revenue for the City is equal to **\$1.8 million** in 2040 at stabilization, (Exhibit III-1B). This does not include the one-time sales tax impacts due to construction.

TRANSIENT OCCUPANCY TAX

The Transient Occupancy Tax is the total cost paid on each room rented at a hotel, motel, inn or other temporary lodging. St. George has a Transient Occupancy Tax rate of 1.00%.

By 2040, the year of stabilization for the entire development, the subject site would have 600 hotel rooms with an estimated \$52 million in annual total hotel revenue. The City would receive **\$525,157** annually in transient occupancy tax revenue at stabilization in 2040.

TOTAL FISCAL IMPACT TO CITY OF ST. GEORGE GENERAL FUND

From its first stabilized year in 2040 and throughout the analysis period extending into 2045, Tech Ridge positively contributes to the City of St. George's General Fund. In 2040, the city's General Fund revenues would expectedly grow by **\$4.2 million**. Similarly, over the course of the analysis period, the General Fund would gain **\$76.2 million**. The net present value of the fiscal benefits to the city's general fund revenue is \$19.5 million in 2021 dollars.

ST. GEORGE, UTAH	FIRST STABILIZED YEAR OF OPERATIONS	DEVELOPMENT, STABILIZATION, AND OPERATION FROM 2021 to 2045	
Estimated Revenues	2040 \$	TOTAL FUTURE \$	NPV ¹ 2021 \$
Real Property Tax	\$1,931,996	\$31,823,690	\$7,461,230
Sales Tax	\$1,760,985	\$35,733,017	\$10,143,380
Transient Occupancy Tax	\$525,157	\$8,598,705	\$1,926,168
Total	\$4,218,137	\$76,155,412	\$19,530,778

¹ NPV at a discount rate of 10%

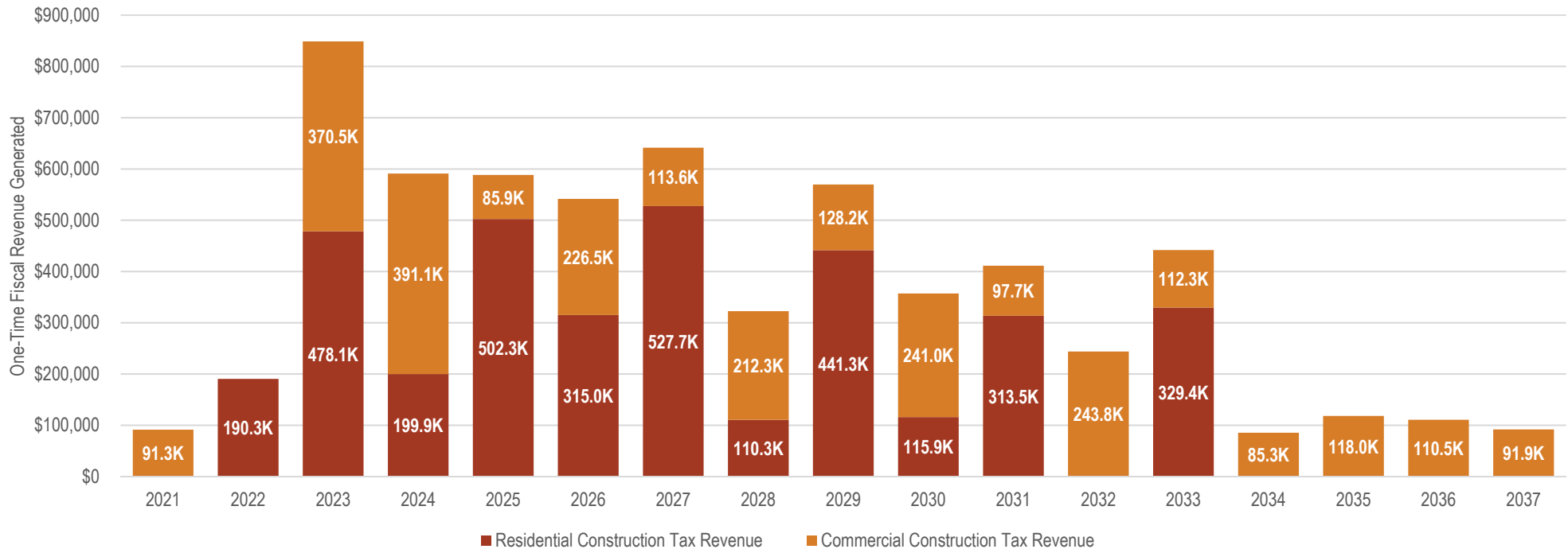
Note: Values expressed in future dollars, adjusted for inflation, unless indicated otherwise in the chart.

ONE-TIME REVENUES FROM CONSTRUCTION

The proposed development is expected to generate one-time General Fund revenues during construction, primarily from sales tax generated from materials purchased. RCLCO used construction cost estimates, tenant improvement estimates and hotel furniture, fixture, and equipment (FF&E) estimates provided by the Client in the projection of these one-time revenues.

Construction Materials Sales Tax – RCLCO assumed that 55% of the hard costs would be attributed to materials, and that 75% of these costs would be taxable and purchased in the City of St. George. Using this figure, we then applied the 1% City share of the sales tax rate and concluded that the total Construction Materials Sales Tax revenue would be **\$6.4 million** with approximately \$3.5 Million for residential uses and \$2.9 million for commercial uses.

Summary of One-Time Revenues from Construction



Note: Values expressed in future dollars, adjusted for inflation.

Source: RCLCO

DISCLAIMERS

CRITICAL ASSUMPTIONS

Our conclusions are based on our analysis of the information available from our own sources and from the client as of the date of this report. We assume that the information is correct, complete, and reliable.

We made certain assumptions about the future performance of the global, national, and local economy and real estate market, and on other factors similarly outside either our control or that of the client. We analyzed trends and the information available to us in drawing these conclusions. However, given the fluid and dynamic nature of the economy and real estate markets, as well as the uncertainty surrounding particularly the near-term future, it is critical to monitor the economy and real estate markets continuously and to revisit the aforementioned conclusions periodically to ensure that they are reflective of changing market conditions.

According to the National Bureau of Economic Research (NBER), the US economy entered a recession in March 2020, and the extent of the damage to the economy and the ability to rebound from a still unfolding disruption are unknown. These events underscore the notion that stable and moderate growth patterns are historically not sustainable over extended periods of time, the economy is cyclical, and real estate markets are typically highly sensitive to business cycles. Further, it is particularly difficult to predict inflection points, including when economic and real estate expansions will end, and when downturn conditions return to expansion.

Our analysis and recommendations are based on information available to us at the time of the writing of this report, including the likelihood of a downturn, length and duration, but it does not consider the potential impact of additional/future shocks on the national and/or local economy, and does not consider the potential benefits from major "booms" that may occur. Similarly, the analysis does not reflect the residual impact on the real estate market and the competitive environment of such a shock or boom. Also, it is important to note that it is difficult to predict changing consumer and market psychology. As such, we recommend the close monitoring of the economy and the marketplace, and updating this analysis as appropriate.

Further, any project and investment economics included in our analysis and reports should be "stress tested" to ensure that potential fluctuations in revenue and cost assumptions resulting from alternative scenarios regarding the economy and real estate market conditions will not cause unacceptable levels of risk or failure.

In addition, and unless stated otherwise in our analysis and reports, we assume that the following will occur in accordance with current expectations by market participants:

- ▶ Tax laws (i.e., property and income tax rates, deductibility of mortgage interest, and so forth)
- ▶ Availability and cost of capital and mortgage financing for real estate developers, owners and buyers
- ▶ Competitive supply (both active and future) will be delivered to the market as planned, and that a reasonable stream of supply offerings will satisfy real estate demand
- ▶ Major public works projects occur and are completed as planned

Should any of the above change, this analysis should be updated, with the conclusions reviewed accordingly (and possibly revised).

GENERAL LIMITING CONDITIONS

Reasonable efforts have been made to ensure that the data contained in this study reflect accurate and timely information and are believed to be reliable. This study is based on estimates, assumptions, and other information developed by RCLCO from its independent research effort, general knowledge of the industry, and consultations with the client and its representatives. No responsibility is assumed for inaccuracies in reporting by the client, its agent, and representatives or in any other data source used in preparing or presenting this study. This report is based on information that to our knowledge was current as of the date of this report, and RCLCO has not undertaken any update of its research effort since such date.

Our report may contain prospective financial information, estimates, or opinions that represent our view of reasonable expectations at a particular time, but such information, estimates, or opinions are not offered as predictions or assurances that a particular level of income or profit will be achieved, that particular events will occur, or that a particular price will be offered or accepted. Actual results achieved during the period covered by our prospective financial analysis may vary from those described in our report, and the variations may be material. Therefore, no warranty or representation is made by RCLCO that any of the projected values or results contained in this study will be achieved.

No abstracting, excerpting, or summarization of this study may be made without first obtaining the prior written consent of RCLCO. This report is not to be used in conjunction with any public or private offering of securities or other similar purpose where it may be relied upon to any degree by any person other than the client without first obtaining the prior written consent of RCLCO. This study may not be used for any purpose other than that for which it is prepared or for which prior written consent has first been obtained from RCLCO.



APPENDIX: SUPPORTING EXHIBITS

I. ECONOMIC IMPACTS

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Exhibit I-1A	Annual Economic Impacts from Project Operations at Stabilization; Tech Ridge; St. George, Utah; November 2021
Exhibit I-1B	Recurring Impacts by Use; Tech Ridge; St. George, Utah; November 2021
Exhibit I-2A	One-Time Economic Impacts from Construction; Tech Ridge; St. George, Utah; November 2021
Exhibit I-2B	One-Time Economic Impacts from Construction by Use; Tech Ridge; St. George, Utah; November 2021

II. INPUTS TO ECONOMIC IMPACT ANALYSIS

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Exhibit II-1	Inputs to Economic Impact Analysis; One-Time Impacts From Construction; Tech Ridge; St. George, Utah; November 2021
Exhibit II-2A	Inputs to Economic Impact Analysis; One-Time Impacts From Construction; Tech Ridge; St. George, Utah; November 2021
Exhibit II-2B	Inputs to Economic Impact Analysis; Recurring Impacts From Onsite Real Estate Operations; Tech Ridge; St. George, Utah; November 2021
Exhibit II-2C	Inputs to Economic Impact Analysis; Recurring Impacts From Onsite Hotel Operations; Tech Ridge; St. George, Utah; November 2021
Exhibit II-3	Inputs to Economic Impact Analysis; Recurring Impacts From Offsite Retail Spending; Tech Ridge; St. George, Utah; November 2021

III. FISCAL IMPACT ANALYSIS

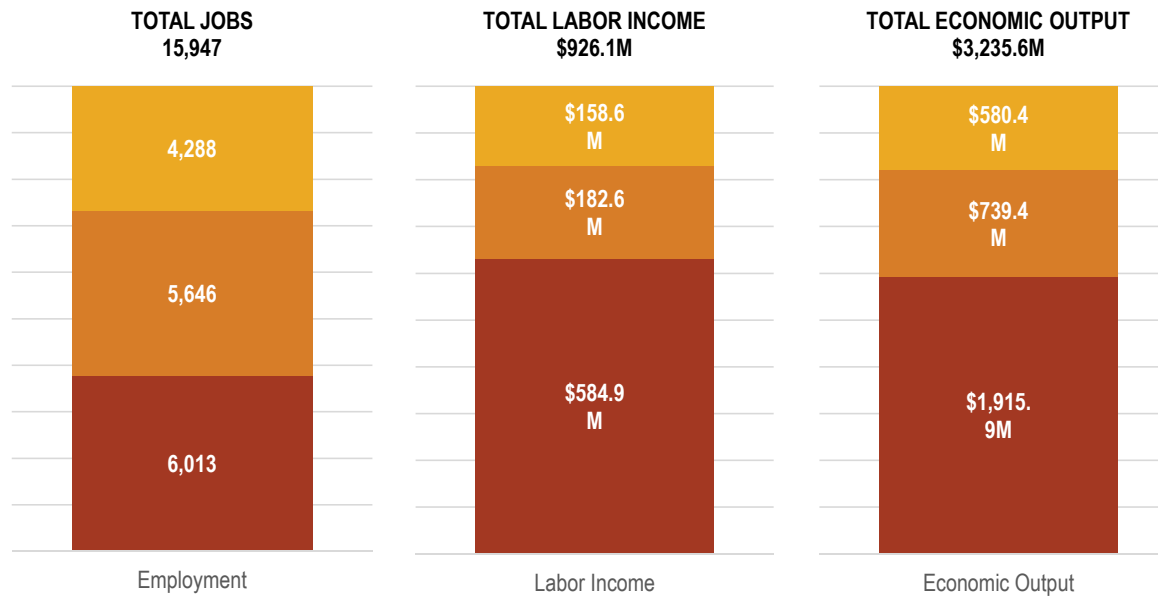
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Exhibit III-1A	Fiscal Impact - Revenues Summary; St. George, Utah; 2021-2045
Exhibit III-1B	Fiscal Impact - Revenues Summary; St. George, Utah; 2021
Exhibit III-2	Total Revenues and Expenditures by Year; St. George, Utah; 2021-2045
Exhibit III-3	Fiscal Impact Model Assumptions; St. George, Utah; November 2021
Exhibit III-4	Absorption Pace; St. George, Utah; November 2021
Exhibit III-5	Fiscal Impact Model; St. George, Utah; November 2021

I. ECONOMIC IMPACTS

Exhibit I-1A

Annual Economic Impacts from Project Operations at Stabilization
 Tech Ridge
 St. George, Utah
 July 2022



	EMPLOYMENT	LABOR INCOME	ECONOMIC OUTPUT
Direct	6,013	\$584,903,723	\$1,915,884,360
Indirect	5,646	\$182,645,390	\$739,359,181
Induced	4,288	\$158,593,382	\$580,363,261
Total Effect	15,947	\$926,142,495	\$3,235,606,802
Multiplier	2.65	1.58	1.69

Note: All values expressed in constant 2021 dollars. Employment expressed as total part-time and full-time jobs.
 Source: Client; IMPLAN; RCLCO

Exhibit I-1B

Recurring Impacts by Use
 Tech Ridge
 St. George, Utah
 July 2022

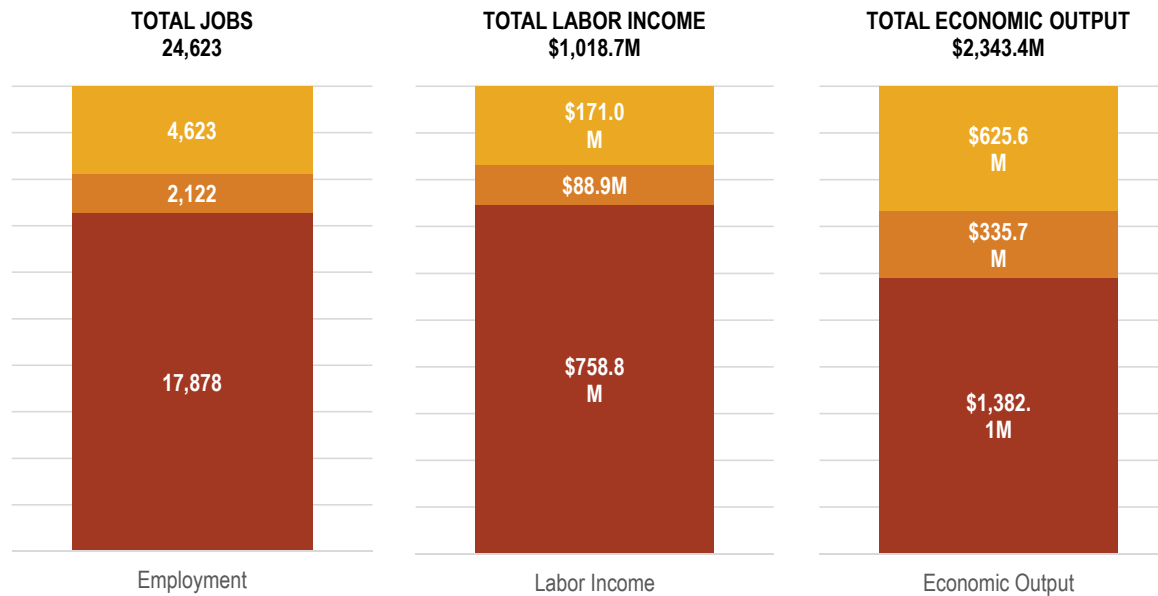
LAND USE	RESIDENTIAL FOR-RENT	RESIDENTIAL FOR-SALE	RETAIL	OFFICE	HOTEL	TOTAL
EMPLOYMENT						
Direct	44	30	749	4,765	425	6,013
Indirect	38	26	178	5,297	106	5,646
Induced	12	8	118	4,079	71	4,288
Total	95	64	1,045	14,141	602	15,947
Employment Multiplier	2.1	2.1	1.4	3.0	1.4	2.7
LABOR INCOME						
Direct	\$909,617	\$614,005	\$16,531,789	\$556,795,005	\$10,053,307	\$584,903,723
Indirect	\$1,190,354	\$803,506	\$5,166,207	\$172,436,192	\$3,049,132	\$182,645,390
Induced	\$441,900	\$298,289	\$4,372,846	\$150,855,505	\$2,624,843	\$158,593,382
Total	\$2,541,870	\$1,715,799	\$26,070,842	\$880,086,702	\$15,727,282	\$926,142,495
ECONOMIC OUTPUT						
Direct	\$7,189,182	\$4,852,800	\$52,496,484	\$1,812,698,835	\$38,647,059	\$1,915,884,360
Indirect	\$5,550,426	\$3,746,616	\$24,703,339	\$691,747,024	\$13,611,776	\$739,359,181
Induced	\$1,617,916	\$1,092,117	\$16,001,902	\$552,047,586	\$9,603,740	\$580,363,261
Total	\$14,357,524	\$9,691,533	\$93,201,725	\$3,056,493,445	\$61,862,575	\$3,235,606,802

Note: All values expressed in constant 2021 dollars. Employment expressed as total part-time and full-time jobs.

Source: Client; IMPLAN; RCLCO

Exhibit I-2A

One-Time Economic Impacts from Construction
 Tech Ridge
 St. George, Utah
 July 2022



	EMPLOYMENT	LABOR INCOME	ECONOMIC OUTPUT
Direct	17,878	\$758,821,846	\$1,382,062,500
Indirect	2,122	\$88,890,361	\$335,661,652
Induced	4,623	\$170,953,139	\$625,637,600
Total Effect	24,623	\$1,018,665,346	\$2,343,361,752
Multiplier	1.38	1.34	1.70

Note: All values expressed in constant 2021 dollars. Employment expressed as total part-time and full-time job-years (one person working for three years would be three job years).
 Source: Client; IMPLAN; RCLCO

Exhibit I-2B

One-Time Economic Impacts from Construction by Use
 Tech Ridge
 St. George, Utah
 July 2022

LAND USE	RESIDENTIAL FOR-RENT	RESIDENTIAL FOR-SALE	RETAIL	OFFICE	HOTEL	TOTAL
EMPLOYMENT						
Direct	5,655	5,358	973	4,661	1,232	17,878
Indirect	530	502	154	740	196	2,122
Induced	1,429	1,353	261	1,250	330	4,623
Total	7,614	7,213	1,388	6,650	1,758	24,623
LABOR INCOME						
Direct	\$240,773,382	\$228,101,099	\$41,094,458	\$196,830,033	\$52,022,874	\$758,821,846
Indirect	\$21,231,625	\$20,114,172	\$6,738,527	\$32,275,507	\$8,530,531	\$88,890,361
Induced	\$52,823,548	\$50,043,362	\$9,649,912	\$46,220,164	\$12,216,153	\$170,953,139
Total	\$314,828,556	\$298,258,632	\$57,482,897	\$275,325,704	\$72,769,557	\$1,018,665,346
ECONOMIC OUTPUT						
Direct	\$380,000,000	\$360,000,000	\$91,000,000	\$435,862,500	\$115,200,000	\$1,382,062,500
Indirect	\$75,635,924	\$71,655,086	\$26,697,913	\$127,874,933	\$33,797,797	\$335,661,652
Induced	\$193,318,298	\$183,143,650	\$35,315,852	\$169,152,259	\$44,707,540	\$625,637,600
Total	\$648,954,221	\$614,798,736	\$153,013,765	\$732,889,692	\$193,705,337	\$2,343,361,752

Note: All values expressed in constant 2021 dollars. Employment expressed as total part-time and full-time job-years (one person working for three years would be three job years). Source: Client; IMPLAN; RCLCO

II. INPUTS TO ECONOMIC IMPACT ANALYSIS

Exhibit II-1

Inputs to Economic Impact Analysis
 One-Time Impacts From Construction
 Tech Ridge
 St. George, Utah
 July 2022

LAND USE	INPUT: HARD CONSTRUCTION COSTS	IMPLAN SECTOR	
	+ TI (2022\$) ¹	SECTOR CODE	IMPLAN DESCRIPTION
Residential For-Rent	\$380,000,000	58	Construction of new multifamily residential structures
Residential For-Sale	\$360,000,000	58	Construction of new multifamily residential structures
Retail	\$91,000,000	55	Construction of new commercial structures, including farm structures
Office	\$375,000,000	55	Construction of new commercial structures, including farm structures
Hotel	\$115,200,000	55	Construction of new commercial structures, including farm structures
Total	\$1,321,200,000		

¹ Based on estimated hard cost and TI figures provided by RCLCO and the Client.

*Note: All values expressed in constant 2022 dollars.
 Source: RCLCO, IMPLAN*

Exhibit II-2A

Inputs to Economic Impact Analysis
 One-Time Impacts From Construction
 Tech Ridge
 St. George, Utah
 July 2022

IMPLAN SECTOR ¹			
CODE	IMPLAN DESCRIPTION	DISTRIBUTION OF JOBS ²	INPUT: # OF JOBS ³
Office			
428	Software publishers	25.0%	1,188
436	Data processing, hosting, and related services	20.0%	950
459	Custom computer programming services	25.0%	1,188
460	Computer systems design services	10.0%	475
469	Management of companies and enterprises	5.0%	238
470	Office administrative services	5.0%	238
464	Scientific research and development services	5.0%	238
455	Legal services	5.0%	238
		100.0%	4,750
Retail			
412	Retail - Miscellaneous store retailers	5.0%	27
413	Retail - Nonstore retailers	5.0%	27
509	Full-service restaurants	30.0%	165
510	Limited-service restaurants	40.0%	220
505	Fitness and recreational sports centers	5.0%	27
410	Retail - Sporting goods, hobby, musical instrument and book stores	5.0%	27
409	Retail - Clothing and clothing accessories stores	5.0%	27
404	Retail - Electronics and appliance stores	5.0%	27
		100.0%	549

¹ Selected sectors are a representative sample of office-using industries likely to be employed on-site. Note that this is for modeling purposes only, and does not reflect a recommended tenant program.

² Based on industry-standard employment densities given gross SF estimates for the other land uses.

Note: All values expressed in constant 2022 dollars.

Source: IMPLAN; Client; RCLCO

Exhibit II-2B

Inputs to Economic Impact Analysis
 Recurring Impacts From Onsite Real Estate Operations
 Tech Ridge
 St. George, Utah
 July 2022

REAL ESTATE OPERATIONS			
LAND USE	TOTAL OPERATING	IMPLAN SECTOR	
		CODE	DESCRIPTION
Residential For-Rent	\$9,585,576	447	Other real estate
Residential For-Sale	\$3,235,200	447	Other real estate
Retail	\$533,520	447	Other real estate
Office	\$1,995,000	447	Other real estate
Total Project Income	\$15,349,296		

¹ Equal to estimated Effective Gross Income (gross potential rent, less vacancy, plus other income, excluding parking revenues) for each land use, multiplied by operating expense ratio.

Note: All values expressed in constant 2022 dollars.

Source: IMPLAN; Client; RCLCO

Exhibit II-2C

Inputs to Economic Impact Analysis
 Recurring Impacts From Onsite Hotel Operations
 Tech Ridge
 St. George, Utah
 July 2022

HOTEL OPERATIONS			
LAND USE	ANNUAL REVENUE	IMPLAN SECTOR	
		CODE	DESCRIPTION
Hotel	\$38,647,059	507	Hotels and motels, including casino hotels
Total Project Income	\$43,567,626		

¹ Based on ADR and occupancy estimates provided by Client.

Note: All values expressed in constant 2022 dollars.

Source: IMPLAN; Client; RCLCO

Exhibit II-3

Inputs to Economic Impact Analysis Recurring Impacts From Offsite Retail Spending Tech Ridge St. George, Utah July 2022

ANNUAL RESIDENT RETAIL EXPENDITURES			
	UNITS	AVG. INCOME ¹	RETAIL EXP. ²
Residential For-Rent	1,600	60,060	\$12,012
Residential For-Sale	800	113,772	\$22,754

ANNUAL EMPLOYEE RETAIL EXPENDITURES		
	TOTAL EMPLOYEES	ANNUAL RETAIL EXPENDITURES ³
Office	4,750	\$7,367
Other	632	\$2,000

CATEGORY	RESIDENTIAL SPENDING		EMPLOYEE SPENDING		OFFSITE RETAIL EXPENDITURES						INPUT: TOTAL ANNUAL OFFSITE RETAIL SALES			IMPLAN SECTOR
	DISTRIBUTION OF SPENDING ⁴	% SPENT ONSITE ⁵	DISTRIBUTION OF SPENDING ⁴	% SPENT ONSITE ⁵	RESIDENTIAL FOR-RENT	RESIDENTIAL FOR-SALE	HOTEL	OFFICE	OTHER	TOTAL	% SPENT IN ST GEORGE	TOTAL SPENT IN ST GEORGE	CODE	IMPLAN DESCRIPTION
Motor vehicle and parts dealers	19.5%	0%	0.0%	0%	\$3,745,698	\$3,547,743	\$0	\$0	\$0	\$7,293,442	70%	\$5,105,409	402	Retail - Motor vehicle and parts dealers
Furniture and home furnishings stores	2.7%	0%	0.0%	0%	\$521,707	\$494,135	\$0	\$0	\$0	\$1,015,842	50%	\$507,921	403	Retail - Furniture and home furnishings stores
Electronics and appliance stores	3.1%	5%	0.0%	5%	\$564,286	\$534,464	\$0	\$0	\$0	\$1,098,749	50%	\$549,375	404	Retail - Electronics and appliance stores
Building material and garden equipment and supplies stores	6.0%	0%	0.0%	0%	\$1,155,961	\$1,094,871	\$0	\$0	\$0	\$2,250,832	50%	\$1,125,416	405	Retail - Building material and garden equipment and supplies stores
Food and beverage stores	15.0%	0%	10.0%	10%	\$2,885,165	\$2,732,688	\$831,516	\$2,362,019	\$112,336	\$8,923,723	50%	\$4,461,861	406	Retail - Food and beverage stores
Health and personal care stores	4.3%	0%	5.0%	10%	\$822,305	\$778,848	\$415,758	\$1,181,009	\$56,168	\$3,254,088	50%	\$1,627,044	407	Retail - Health and personal care stores
Gasoline stores	10.0%	0%	10.0%	0%	\$1,923,711	\$1,822,045	\$923,906	\$2,624,465	\$124,818	\$7,418,946	50%	\$3,709,473	408	Retail - Gasoline stores
Clothing and clothing accessories stores	4.2%	5%	10.0%	5%	\$772,979	\$732,128	\$877,711	\$2,493,242	\$118,577	\$4,994,637	50%	\$2,497,319	409	Retail - Clothing and clothing accessories stores
Sporting goods, hobby, musical instrument and book stores	3.7%	0%	5.0%	0%	\$703,844	\$666,647	\$461,953	\$1,312,233	\$62,409	\$3,207,086	50%	\$1,603,543	410	Retail - Sporting goods, hobby, musical instrument and book stores
General merchandise stores	16.6%	0%	5.0%	0%	\$3,186,253	\$3,017,864	\$461,953	\$1,312,233	\$62,409	\$8,040,712	50%	\$4,020,356	411	Retail - General merchandise stores
Miscellaneous store retailers	3.8%	5%	5.0%	0%	\$698,190	\$661,291	\$461,953	\$1,312,233	\$62,409	\$3,196,076	50%	\$1,598,038	412	Retail - Miscellaneous store retailers
Nonstore retailers	1.6%	0%	0.0%	0%	\$291,992	\$276,561	\$0	\$0	\$0	\$568,553	50%	\$284,277	413	Retail - Nonstore retailers
Food Services & Drinking Places	9.5%	10%	50.0%	10%	\$1,642,150	\$1,555,365	\$4,157,578	\$11,810,094	\$561,680	\$19,726,868	50%	\$9,863,434	509 & 510	Retail - Full Service Restaurants, Limited-Service Restaurants, All Over Food

¹ Based on RCLCO research, annual income is roughly 25.0% of annual household payments of for-sale residential households. Annual household payments include mortgage payments, HOA fees, insurance payments and property taxes. Multifamily household annual income is estimated to be 30.0% of annual rental payment.

² Based on CES data, retail expenditures are equal to 20.0% of annual income.

³ Based on ICSC Office Worker Spending for urban employees with ample retail options, other worker spending assumed to be roughly 1/3 of office worker spending. Adjusted by a factor of 75% to account for affordability in St. George.

⁴ Based on CES data.

⁵ RCLCO assumption of sales likely to occur at onsite retail outlets, to avoid double-counting.

Note: All values expressed in constant 2021 dollars.

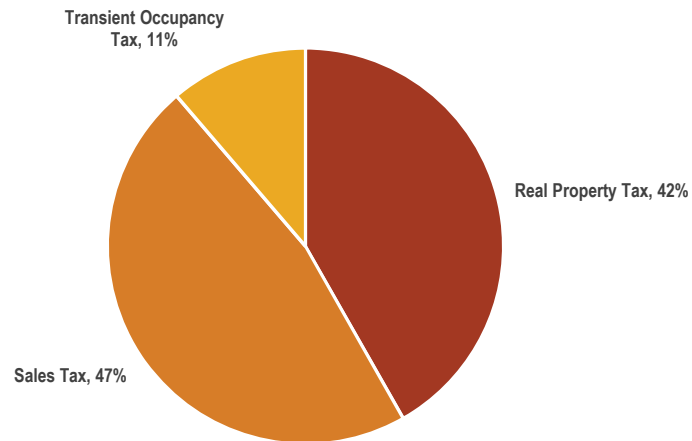
Source: RCLCO, IMPLAN, CES

III. FISCAL IMPACT TO ST GEORGE

Exhibit III-1A

Fiscal Impact - Revenues Summary
St. George, Utah
2021-2045

ST. GEORGE, UTAH		
Estimated Revenues	25 YEAR TOTAL	Distribution
Real Property Tax	\$31,823,690	42%
Sales Tax	\$35,733,017	47%
Transient Occupancy Tax	\$8,598,705	11%
Total	\$76,155,412	100%



SOURCE: RCLCO

Exhibit III-1B

Fiscal Impact - Revenues Summary
St. George, Utah
2021

ST. GEORGE, UTAH	FIRST STABILIZED YEAR OF DEVELOPMENT, STABILIZATION, AND OPERATION		
	2040 \$	25 YEAR TOTAL	NPV @ 10%
Estimated Revenues			
Real Property Tax	\$1,931,996	\$31,823,690	\$7,461,230
Sales Tax	\$1,760,985	\$35,733,017	\$10,143,380
Transient Occupancy Tax	\$525,157	\$8,598,705	\$1,926,168
Total	\$4,218,137	\$76,155,412	\$19,530,778

SOURCE: RCLCO

Exhibit III-2

Total Revenues and Expenditures by Year St. George, Utah 2021-2045

GENERAL FUND		
	Total Revenues	Cumulative Fiscal Impact
2021	\$111,812	\$111,812
2022	\$241,206	\$353,019
2023	\$1,249,656	\$1,602,675
2024	\$1,281,181	\$2,883,856
2025	\$1,504,326	\$4,388,182
2026	\$1,772,722	\$6,160,904
2027	\$2,184,872	\$8,345,775
2028	\$2,101,581	\$10,447,356
2029	\$2,685,601	\$13,132,957
2030	\$2,776,591	\$15,909,548
2031	\$3,078,322	\$18,987,870
2032	\$3,189,741	\$22,177,611
2033	\$3,683,429	\$25,861,039
2034	\$3,439,503	\$29,300,542
2035	\$3,658,889	\$32,959,431
2036	\$3,821,427	\$36,780,857
2037	\$3,930,007	\$40,710,865
2038	\$4,063,804	\$44,774,668
2039	\$4,172,491	\$48,947,159
2040	\$4,218,137	\$53,165,296
2041	\$4,339,732	\$57,505,028
2042	\$4,465,013	\$61,970,041
2043	\$4,594,097	\$66,564,138
2044	\$4,727,106	\$71,291,244
2045	\$4,864,168	\$76,155,412
Total	\$76,155,412	

SOURCE: RCLCO

Exhibit III-3

Fiscal Impact Model Assumptions St. George, Utah November 2021

ESCALATION AND FINANCING RATES						
Inflation Rate	2.50% per yr					
Residential Appreciation (Beyond Inflation)	1.50% per yr					
VALUES AND RENTS BY LAND USE						
VALUES AND RENTS BY LAND USE	VALUE	AVG. SIZE NSF	AVG SIZE GROSS	EMPLOYMENT	SOURCE	COMMENTS
Undeveloped Site Value	\$0					
Residential Per Unit (Wtd. Avg.)						
For-Rent Residential	\$275,000	950	1,066		Client	90% Efficiency
For-Sale Residential	\$450,000	1,800	2,000		Client	90% Efficiency
Rental Apartments (Wtd. Avg.)						
Avg. Rent per MF Attached Rental Unit	\$1,323					
Commercial Per SF						
Retail	\$200			450		
Office	\$300			250		
Hotel	\$300	364		212		60% Efficiency
Other Revenue						
Zipline	\$30	300				
LOCAL TAX RATES						
LOCAL TAX RATES	EFFECTIVE RATES	OTHER FUND RATES			SOURCE	COMMENTS
Property Tax						
Real Property Tax Rate	0.1161%				Washington County FY 2021-2022 Final Budget	pg. 13 (17 of 351); 0.009213*0.126
Personal Property Tax Rate					Washington County FY 2021-2022 Final Budget	
State/Shared Tax						
Sales Tax	1.00%				Washington County FY 2021-2022 Final Budget	pg. 12 (16 of 351)
Transient Room Tax	1.00%				Utah Code Title 59, Chapter 12	
SALES TAX VARIABLES						
SALES TAX VARIABLES					SOURCE	COMMENTS
Residential Construction						
Residential Construction Cost per SF	\$225				RCLCO	
% Materials	55%				RCLCO	
% in St. George	75%				RCLCO	
Commercial Construction						
Commercial Construction Cost per SF	\$300				RCLCO	
% Materials	55%				RCLCO	
% in St. George	75%				RCLCO	
Retail Spending						
% of Income Spent on Housing (For-Sale)	25%				RCLCO	
% of Income Spent on Housing (Rental)	23%				PUMS	
Retail Spending % in St. George and Off-Site	70%				RCLCO	
Restaurant Spending % in Washington County and Off-Site	15%				RCLCO	
Retail Sales per SF	\$325				RCLCO	250
TRANSIENT ROOM TAX VARIABLES						
TRANSIENT ROOM TAX VARIABLES					SOURCE	COMMENTS
Hotel Average Daily Rate (ADR)	\$200				RCLCO	Client

Exhibit III-4

Absorption Pace
St. George, Utah
November 2021

TOTAL UNITS																				
	Occupancy Rate	Annual Absorption																		
For-Rent Residential	95%	216																		
For-Sale Residential	100%	125																		
Retail	95%	40000																		
Office	95%	100000																		
Hotel	75%	40000																		
PHASING	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040
For-Rent Residential	-	-	275	275	275	275	275	275	275	275	250	-	-	-	-	-	-	-	-	-
For-Sale Residential	-	100	100	100	100	150	100	50	50	50	250	0	250	0	0	0	0	0	0	0
Total Residential Units	0	100	375	100	375	150	375	50	325	50	250	0	250	0	0	0	0	0	0	0
Retail	-	-	30,000	25,000	10,000	30,000	25,000	15,000	30,000	25,000	10,000	20,000	15,000	-	15,000	10,000	-	-	-	-
Office	59,000	-	200,000	150,000	41,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	30,000
Hotel	-	-	-	72,800	-	72,800	-	72,800	-	72,800	-	72,800	-	72,800	-	72,800	-	-	-	-
Total Commercial SF	59,000	-	230,000	175,000	51,000	70,000	65,000	55,000	70,000	65,000	50,000	60,000	55,000	40,000	55,000	50,000	40,000	40,000	40,000	30,000
CUMULATIVE UNITS	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040
For-Rent Residential	-	-	275	275	550	550	825	825	1,100	1,100	1,350	1,350	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600
For-Sale Residential	-	100	200	300	400	550	650	700	750	800	800	800	800	800	800	800	800	800	800	800
Retail	-	-	30,000	55,000	65,000	95,000	120,000	135,000	165,000	190,000	200,000	220,000	235,000	235,000	250,000	260,000	260,000	260,000	260,000	260,000
Office	59,000	59,000	259,000	409,000	450,000	490,000	530,000	570,000	610,000	650,000	690,000	730,000	770,000	810,000	850,000	890,000	930,000	970,000	1,000,000	1,000,000
Hotel	-	-	-	72,800	72,800	145,600	145,600	218,400	218,400	291,200	291,200	364,000	364,000	364,000	364,000	364,000	364,000	364,000	364,000	364,000
CUMULATIVE SF	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040
For-Rent Residential	-	-	261,250	261,250	522,500	522,500	783,750	783,750	1,045,000	1,045,000	1,282,500	1,282,500	1,520,000	1,520,000	1,520,000	1,520,000	1,520,000	1,520,000	1,520,000	1,520,000
For-Sale Residential	-	200,000	400,000	600,000	800,000	1,100,000	1,300,000	1,400,000	1,500,000	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000
Retail	-	-	30,000	55,000	65,000	95,000	120,000	135,000	165,000	190,000	200,000	220,000	235,000	235,000	250,000	260,000	260,000	260,000	260,000	260,000
Office	59,000	59,000	259,000	409,000	450,000	490,000	530,000	570,000	610,000	650,000	690,000	730,000	770,000	810,000	850,000	890,000	930,000	970,000	1,000,000	1,000,000
Hotel	-	-	-	72,800	72,800	145,600	145,600	218,400	218,400	291,200	291,200	364,000	364,000	364,000	364,000	364,000	364,000	364,000	364,000	364,000
Total SF	59,000	259,000	950,250	1,398,050	1,910,300	2,353,100	2,879,350	3,107,150	3,538,400	3,776,200	4,063,700	4,196,500	4,489,000	4,529,000	4,584,000	4,634,000	4,674,000	4,714,000	4,744,000	4,744,000

Exhibit III-4

Absorption Pace St. George, Utah November 2021

TOTAL UNITS		Annual																					
	Occupancy Rate	Absorption																					
For-Rent Residential	95%	216																					
For-Sale Residential	100%	125																					
Retail	95%	40000																					
Office	95%	100000																					
Hotel	75%	40000																					
YEAR	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040			
For-Rent Residential	-	-	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18			
For-Sale Residential	-	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19			
Retail	-	-	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18			
Office	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20			
Hotel	-	-	-	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17			
OCCUPIED UNITS	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040			
For-Rent Residential	-	-	216	432	648	864	1,080	1,296	1,512	1,728	1,944	2,160	2,376	2,592	2,808	3,024	3,240	3,456	3,672	3,888			
For-Sale Residential	-	125	250	375	500	625	750	875	1,000	1,125	1,250	1,375	1,500	1,625	1,750	1,875	2,000	2,125	2,250	2,375			
Retail	-	-	28,500	52,250	61,750	90,250	114,000	128,250	156,750	180,500	190,000	209,000	223,250	223,250	237,500	247,000	247,000	247,000	247,000	247,000			
Office	56,050	56,050	156,050	256,050	356,050	456,050	503,500	541,500	579,500	617,500	655,500	693,500	731,500	769,500	807,500	845,500	883,500	921,500	950,000	950,000			
Hotel	-	-	-	40,000	54,600	94,600	109,200	149,200	163,800	203,800	218,400	258,400	273,000	273,000	273,000	273,000	273,000	273,000	273,000	273,000			
OCCUPANCY RATE	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040			
For-Rent Residential	-	-	79%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%			
For-Sale Residential	-	-	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%			
Retail	0%	0%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%			
Office	95%	95%	85%	88%	90%	90%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%			
Hotel	-	-	0%	55%	75%	65%	75%	68%	75%	70%	75%	71%	75%	75%	75%	75%	75%	75%	75%	75%			

Exhibit III-5
Fiscal Impact Model
St. George, Utah
November 2021

YEAR	ASSUMPTION	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
Inflation Assumptions											
Inflation	2.5% per yr	1,000	1,025	1,051	1,077	1,104	1,131	1,160	1,189	1,218	1,249
Residential Price Appreciation	1.5% per yr	1,000	1,040	1,082	1,125	1,170	1,217	1,265	1,316	1,369	1,423
Site Value											
Undeveloped Site Value	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Assessed Land Value		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Per Unit Residential Values											
For-Rent Residential	\$275,000	\$275,000	\$286,000	\$297,440	\$309,338	\$321,711	\$334,580	\$347,963	\$361,881	\$376,356	\$391,411
For-Sale Residential	\$450,000	\$450,000	\$468,000	\$486,720	\$506,189	\$526,436	\$547,494	\$569,394	\$592,169	\$615,856	\$640,490
Commercial Per SF/Unit Values											
Retail	\$200	\$200	\$205	\$210	\$215	\$221	\$226	\$232	\$238	\$244	\$250
Office	\$300	\$300	\$308	\$315	\$323	\$331	\$339	\$346	\$357	\$366	\$375
Hotel	\$300	\$300	\$308	\$315	\$323	\$331	\$339	\$348	\$357	\$366	\$375
Residential Delivery Schedule											
For-Rent Residential	1,600	0	0	275	0	275	0	275	0	275	0
For-Sale Residential	800	0	100	100	100	100	150	100	50	50	50
Total Res. Units Delivered	2,400	0	100	375	100	375	150	375	50	325	50
Commercial Delivery Schedule											
Retail	260,000	0	0	30,000	25,000	10,000	30,000	25,000	15,000	30,000	25,000
Office	1,000,000	59,000	0	200,000	150,000	41,000	40,000	40,000	40,000	40,000	40,000
Hotel	364,000	0	0	0	72,800	0	72,800	0	72,800	0	72,800
Total Commercial SF Delivered	1,624,000	59,000	0	230,000	247,800	51,000	142,800	65,000	127,800	70,000	137,800

Exhibit III-5
Fiscal Impact Model
St. George, Utah
November 2021

YEAR	ASSUMPTION	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
Cumulative Residential Development											
For-Rent Residential	1,600	0	0	275	275	550	550	825	825	1,100	1,100
For-Sale Residential	800	0	100	200	300	400	550	650	700	750	800
Total Cumulative Res. Development	2,400	0	100	475	575	950	1,100	1,475	1,525	1,850	1,900
Cumulative Commercial Development											
Retail	260,000	0	0	30,000	55,000	65,000	95,000	120,000	135,000	165,000	190,000
Office	1,000,000	59,000	59,000	259,000	409,000	450,000	490,000	530,000	570,000	610,000	650,000
Hotel	364,000	0	0	0	72,800	72,800	145,600	145,600	218,400	218,400	291,200
Total Cumulative Development (SF)	1,624,000	59,000	59,000	289,000	536,800	587,800	730,600	795,600	923,400	993,400	1,131,200
Occupancy Rates											
For-Rent Residential	See Exhibit III-4	0.0%	0.0%	78.5%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%
For-Sale Residential	See Exhibit III-4	0.0%	0.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Retail	See Exhibit III-4	0.0%	0.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%
Office	See Exhibit III-4	95.0%	95.0%	85.0%	88.0%	90.0%	90.0%	95.0%	95.0%	95.0%	95.0%
Hotel	See Exhibit III-4	0.0%	0.0%	0.0%	54.9%	75.0%	65.0%	75.0%	68.3%	75.0%	70.0%
Total Employment											
Retail	450	-	-	63	116	137	201	253	285	348	401
Office	250	224	224	881	1,440	1,620	1,764	2,014	2,166	2,318	2,470
Hotel	212	-	-	-	188	257	446	514	703	771	960
Real Property Tax											
Real Property Tax											
Total Residential Property Value (Incl. MF)		\$0	\$46,800,000	\$179,140,000	\$236,924,480	\$387,515,648	\$485,140,345	\$657,175,065	\$713,070,533	\$875,884,192	\$942,944,076
Primary Residential Exemption	45%	\$0	\$25,740,000	\$98,527,000	\$130,308,464	\$213,133,608	\$266,827,190	\$361,446,286	\$392,188,793	\$481,736,306	\$518,619,242
Total Commercial Property Value		\$17,700,000	\$18,142,500	\$87,937,313	\$167,499,568	\$187,471,581	\$237,233,674	\$262,879,304	\$313,242,470	\$343,004,784	\$400,085,741
Total Assessed Real Property Value		\$17,700,000	\$43,882,500	\$186,464,313	\$297,808,032	\$400,605,188	\$504,060,864	\$624,325,590	\$705,431,263	\$824,741,089	\$918,704,983
Real Property Tax Revenue	0.11608%	\$20,547	\$50,940	\$216,455	\$345,707	\$465,038	\$585,133	\$724,741	\$818,891	\$957,391	\$1,066,468

Exhibit III-5
Fiscal Impact Model
St. George, Utah
November 2021

YEAR	ASSUMPTION	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
Sales Tax											
Construction											
Residential Construction Cost per SF	\$225	\$225	\$231	\$236	\$242	\$248	\$255	\$261	\$267	\$274	\$281
Total Residential Construction Costs		\$0	\$46,125,000	\$115,897,070	\$48,460,078	\$121,764,359	\$76,370,054	\$127,928,680	\$26,745,429	\$106,991,004	\$28,099,417
% Materials	55%	\$0	\$25,368,750	\$63,743,389	\$26,653,043	\$66,970,398	\$42,003,530	\$70,360,774	\$14,709,986	\$58,845,052	\$15,454,679
% in St. George	75%	\$0	\$19,026,563	\$47,807,542	\$19,989,782	\$50,227,798	\$31,502,647	\$52,770,581	\$11,032,490	\$44,133,789	\$11,591,009
Commercial Construction Cost per SF	\$300	\$300	\$308	\$315	\$323	\$331	\$339	\$348	\$357	\$366	\$375
Total Commercial Construction Costs		\$17,700,000	\$0	\$72,493,125	\$80,056,049	\$16,888,337	\$48,469,628	\$22,614,022	\$45,574,212	\$25,586,461	\$51,627,995
Retail Tenant Improvements Cost Per SF	\$50	\$50	\$51	\$53	\$54	\$55	\$57	\$58	\$59	\$61	\$62
Total Retail Tenant Improvement Costs		\$0	\$0	\$1,575,936	\$1,346,113	\$551,906	\$1,697,112	\$1,449,617	\$891,514	\$1,827,604	\$1,561,079
Office Tenant Improvements Cost Per SF	\$75	\$75	\$77	\$79	\$81	\$83	\$85	\$87	\$89	\$91	\$94
Total Office Tenant Improvement Costs		\$4,425,000	\$0	\$15,759,375	\$12,115,020	\$3,394,225	\$3,394,225	\$3,479,080	\$3,566,057	\$3,655,209	\$3,746,589
Hotel FF&E Cost Per SF	\$16	\$16	\$17	\$17	\$18	\$18	\$19	\$19	\$20	\$20	\$21
Total Hotel FF&E Costs		\$0	\$0	\$0	\$1,292,269	\$0	\$1,357,690	\$0	\$1,426,423	\$0	\$1,498,636
Total Improvement Costs		\$4,425,000	\$0	\$17,335,313	\$14,753,402	\$3,946,131	\$6,449,027	\$4,928,697	\$5,883,994	\$5,482,813	\$6,806,303
Total Commercial Construction & Improvement Costs		\$22,125,000	\$0	\$89,828,438	\$94,809,451	\$20,834,468	\$54,918,555	\$27,542,719	\$51,458,206	\$31,069,274	\$58,434,298
Total Construction Cost											
% Materials	55%	\$12,168,750	\$0	\$49,405,641	\$52,145,198	\$11,458,958	\$30,205,205	\$15,148,495	\$28,302,013	\$17,088,101	\$32,138,864
% in St. George	75%	\$9,126,563	\$0	\$37,054,230	\$39,108,898	\$8,594,218	\$22,653,904	\$11,361,371	\$21,226,510	\$12,816,075	\$24,104,148
Retail Spending Per Household											
Avg. Rent per Rental Apartment	\$1,323										
Est. Annual Income of Rental Apartment	\$70,000										
Est. Annual Income of For-Sale Housing	\$112,500										
				23% Spent on Housing							
				25% Spent on Housing							
	Total Spending		% of Income Spent on Retail								
Retail Spending per Rental Apartment	\$14,174	\$14,174	20.2%	\$14,891	\$15,264	\$15,645	\$16,036	\$16,437	\$16,848	\$17,270	\$17,701
Retail Spending per Condominium	\$20,560	\$20,560	18.3%	\$21,601	\$22,141	\$22,694	\$23,261	\$23,843	\$24,439	\$25,050	\$25,676
Total Retail Spending by Residents		\$0		\$7,536,666	\$10,629,824	\$17,252,323	\$21,172,847	\$28,380,732	\$30,312,202	\$36,834,172	\$39,038,840
% in St. George and Off-Site	70%	70%	70%	70%	70%	70%	70%	70%	70%	70%	70%
Total Taxable Retail Sales from Residents		\$0	\$0	\$5,275,666	\$7,440,877	\$12,076,626	\$14,820,993	\$19,866,512	\$21,218,542	\$25,783,921	\$27,327,188
Retail Sales											
Retail Occupancy Rate		0.0%	0.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%
Occupied Retail SF		0	0	28,500	52,250	61,750	90,250	114,000	128,250	156,750	180,500
Retail Sales per SF	\$325	\$325	\$333	\$341	\$350	\$359	\$368	\$377	\$386	\$396	\$406
Total Retail Sales		\$0	\$0	\$9,731,414	\$18,286,949	\$22,152,145	\$33,185,617	\$42,966,641	\$49,545,908	\$62,070,013	\$73,261,424
Zipline Sales											
Zipline Visitors	109,500	0	0	109,500	109,500	109,500	109,500	109,500	109,500	109,500	109,500
Zipline Sales Per Visitor	\$30	\$30	\$31	\$32	\$32	\$33	\$34	\$35	\$36	\$37	\$37
Total Zipline Sales		\$0	\$0	\$3,451,303	\$3,537,586	\$3,626,025	\$3,716,676	\$3,809,593	\$3,904,833	\$4,002,454	\$4,102,515
Residential & Commercial Tax Revenue											
Zipline Tax Revenue	1.00%	\$91,266	\$190,266	\$998,689	\$848,265	\$930,508	\$1,021,632	\$1,269,651	\$1,030,234	\$1,448,038	\$1,362,838
Zipline Tax Revenue	1.00%	\$0	\$0	\$34,513	\$35,376	\$36,260	\$37,167	\$38,096	\$39,048	\$40,025	\$41,025
Total Sales Tax Revenue		\$91,266	\$190,266	\$1,033,202	\$883,641	\$966,768	\$1,058,798	\$1,307,747	\$1,069,283	\$1,488,063	\$1,403,863

Exhibit III-5

Fiscal Impact Model St. George, Utah November 2021

YEAR	ASSUMPTION	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
Transient Occupancy Tax (2021 - 2045)											
Hotel Units		0	0	0	120	120	240	240	360	360	480
Hotel Occupancy		0.0%	0.0%	0.0%	54.9%	75.0%	65.0%	75.0%	68.3%	75.0%	70.0%
Hotel ADR	\$200	\$200	\$205	\$210	\$215	\$221	\$226	\$232	\$238	\$244	\$250
Total Hotel Sales		\$0	\$0	\$0	\$5,183,276	\$7,252,051	\$12,879,031	\$15,238,372	\$21,340,697	\$24,014,721	\$30,626,100
Total Transient Room Tax Revenue	1.00%	\$0	\$0	\$0	\$51,833	\$72,521	\$128,790	\$152,384	\$213,407	\$240,147	\$306,261
Total Revenues by Source (2021 - 2045)											
Real Property Tax	\$31,823,690	\$20,547	\$50,940	\$216,455	\$345,707	\$465,038	\$585,133	\$724,741	\$818,891	\$957,391	\$1,066,468
Sales Tax	\$35,733,017	\$91,266	\$190,266	\$1,033,202	\$883,641	\$966,768	\$1,058,798	\$1,307,747	\$1,069,283	\$1,488,063	\$1,403,863
Transient Occupancy Tax	\$8,598,705	\$0	\$0	\$0	\$51,833	\$72,521	\$128,790	\$152,384	\$213,407	\$240,147	\$306,261
Total Revenues	\$76,155,412	\$111,812	\$241,206	\$1,249,656	\$1,281,181	\$1,504,326	\$1,772,722	\$2,184,872	\$2,101,581	\$2,685,601	\$2,776,591
Fiscal Impact	\$76,155,412	\$111,812	\$241,206	\$1,249,656	\$1,281,181	\$1,504,326	\$1,772,722	\$2,184,872	\$2,101,581	\$2,685,601	\$2,776,591

Exhibit III-5

Fiscal Impact Model St. George Utah November 2021

YEAR	ASSUMPTION	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045
Inflation Assumptions																
Inflation	2.5% per yr	1.280	1.312	1.345	1.379	1.413	1.448	1.485	1.522	1.560	1.599	1.639	1.680	1.722	1.765	1.809
Residential Price Appreciation	1.5% per yr	1.480	1.539	1.601	1.665	1.732	1.801	1.873	1.948	2.026	2.107	2.191	2.279	2.370	2.465	2.563
Site Value																
Undeveloped Site Value	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Assessed Land Value		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Per Unit Residential Values																
For-Rent Residential	\$275,000	\$407,067	\$423,350	\$440,284	\$457,895	\$476,211	\$495,259	\$515,070	\$535,673	\$557,100	\$579,384	\$602,559	\$626,661	\$651,728	\$677,797	\$704,909
For-Sale Residential	\$450,000	\$666,110	\$692,754	\$720,464	\$749,283	\$779,254	\$810,425	\$842,842	\$876,555	\$911,617	\$948,082	\$986,005	\$1,025,446	\$1,066,463	\$1,109,122	\$1,153,487
Commercial Per SF/Unit Values																
Retail	\$200	\$256	\$262	\$269	\$276	\$283	\$290	\$297	\$304	\$312	\$320	\$328	\$336	\$344	\$353	\$362
Office	\$300	\$384	\$394	\$403	\$414	\$424	\$434	\$445	\$456	\$468	\$480	\$492	\$504	\$516	\$529	\$543
Hotel	\$300	\$384	\$394	\$403	\$414	\$424	\$434	\$445	\$456	\$468	\$480	\$492	\$504	\$516	\$529	\$543
Residential Delivery Schedule																
For-Rent Residential	1,600	250	0	250	0	0	0	0	0	0	0	0	0	0	0	0
For-Sale Residential	800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Res. Units Delivered	2,400	250	0	250	0	0	0	0	0	0	0	0	0	0	0	0
Commercial Delivery Schedule																
Retail	260,000	10,000	20,000	15,000	0	15,000	10,000	0	0	0	0	0	0	0	0	0
Office	1,000,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	30,000	0	0	0	0	0	0
Hotel	364,000	0	72,800	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Commercial SF Delivered	1,624,000	50,000	132,800	55,000	40,000	55,000	50,000	40,000	40,000	30,000	0	0	0	0	0	0

Exhibit III-5

Fiscal Impact Model St. George Utah November 2021

YEAR	ASSUMPTION	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045
Cumulative Residential Development																
For-Rent Residential	1,600	1,350	1,350	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600
For-Sale Residential	800	800	800	800	800	800	800	800	800	800	800	800	800	800	800	800
Total Cumulative Res. Development	2,400	2,150	2,150	2,400	2,400	2,400	2,400	2,400	2,400	2,400	2,400	2,400	2,400	2,400	2,400	2,400
Cumulative Commercial Development																
Retail	260,000	200,000	220,000	235,000	235,000	250,000	260,000	260,000	260,000	260,000	260,000	260,000	260,000	260,000	260,000	260,000
Office	1,000,000	690,000	730,000	770,000	810,000	850,000	890,000	930,000	970,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
Hotel	364,000	291,200	364,000	364,000	364,000	364,000	364,000	364,000	364,000	364,000	364,000	364,000	364,000	364,000	364,000	364,000
Total Cumulative Development (\$F)	1,624,000	1,181,200	1,314,000	1,369,000	1,409,000	1,464,000	1,514,000	1,554,000	1,594,000	1,624,000	1,624,000	1,624,000	1,624,000	1,624,000	1,624,000	1,624,000
Occupancy Rates																
For-Rent Residential	See Exhibit III-4	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%
For-Sale Residential	See Exhibit III-4	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Retail	See Exhibit III-4	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%
Office	See Exhibit III-4	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%	95.0%
Hotel	See Exhibit III-4	75.0%	71.0%	75.0%	75.0%	75.0%	75.0%	75.0%	75.0%	75.0%	75.0%	75.0%	75.0%	75.0%	75.0%	75.0%
Total Employment																
Retail	450	422	464	496	496	528	549	549	549	549	549	549	549	549	549	549
Office	250	2,622	2,774	2,926	3,078	3,230	3,382	3,534	3,686	3,800	3,800	3,800	3,800	3,800	3,800	3,800
Hotel	212	1,029	1,217	1,286	1,286	1,286	1,286	1,286	1,286	1,286	1,286	1,286	1,286	1,286	1,286	1,286
Real Property Tax																
Real Property Tax																
Total Residential Property Value (Incl. MF)		\$1,082,428,633	\$1,125,725,779	\$1,280,825,775	\$1,332,058,806	\$1,385,341,158	\$1,440,754,804	\$1,498,384,997	\$1,558,320,396	\$1,620,653,212	\$1,685,479,341	\$1,752,898,514	\$1,823,014,455	\$1,895,935,033	\$1,971,772,435	\$2,050,643,332
Primary Residential Exemption	45%	\$596,335,748	\$619,149,178	\$704,454,176	\$732,632,343	\$761,937,637	\$792,415,142	\$824,111,748	\$857,076,218	\$891,359,267	\$927,013,637	\$964,094,183	\$1,002,657,950	\$1,042,764,268	\$1,084,474,839	\$1,127,853,833
Total Commercial Property Value		\$428,009,068	\$488,358,654	\$520,740,953	\$550,301,609	\$585,253,757	\$620,161,275	\$653,479,374	\$688,075,778	\$719,314,601	\$737,297,466	\$755,729,902	\$774,623,150	\$793,988,729	\$813,838,447	\$834,184,408
Total Assessed Real Property Value		\$1,023,344,817	\$1,107,507,832	\$1,225,195,129	\$1,282,933,952	\$1,347,191,394	\$1,412,576,417	\$1,477,591,122	\$1,545,151,996	\$1,610,673,867	\$1,664,311,103	\$1,719,824,085	\$1,777,281,100	\$1,836,752,997	\$1,898,313,286	\$1,962,038,240
Real Property Tax Revenue	0.11608%	\$1,187,938	\$1,285,637	\$1,422,253	\$1,489,278	\$1,563,871	\$1,639,772	\$1,715,244	\$1,793,671	\$1,869,731	\$1,931,996	\$1,996,437	\$2,063,135	\$2,132,173	\$2,203,634	\$2,277,609

Exhibit III-5

Fiscal Impact Model St. George Utah November 2021

YEAR	ASSUMPTION	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045
Transient Occupancy Tax (2021 - 2045)																
Hotel Units		480	600	600	600	600	600	600	600	600	600	600	600	600	600	600
Hotel Occupancy		75.0%	71.0%	75.0%	75.0%	75.0%	75.0%	75.0%	75.0%	75.0%	75.0%	75.0%	75.0%	75.0%	75.0%	75.0%
Hotel ADR	\$200	\$256	\$262	\$269	\$276	\$283	\$290	\$297	\$304	\$312	\$320	\$328	\$336	\$344	\$353	\$362
Total Hotel Sales		\$33,640,622	\$40,796,956	\$44,179,598	\$45,284,088	\$46,416,190	\$47,576,595	\$48,766,010	\$49,985,160	\$51,234,789	\$52,515,659	\$53,828,550	\$55,174,264	\$56,553,620	\$57,967,461	\$59,416,647
Total Transient Room Tax Revenue	1.00%	\$336,406	\$407,970	\$441,796	\$452,841	\$464,162	\$475,766	\$487,660	\$499,852	\$512,348	\$525,157	\$538,286	\$551,743	\$565,536	\$579,675	\$594,166
Total Revenues by Source (2021 - 2045)																
Real Property Tax	\$31,823,690	\$1,187,938	\$1,285,637	\$1,422,253	\$1,489,278	\$1,563,871	\$1,639,772	\$1,715,244	\$1,793,671	\$1,869,731	\$1,931,996	\$1,996,437	\$2,063,135	\$2,132,173	\$2,203,634	\$2,277,609
Sales Tax	\$35,733,017	\$1,553,978	\$1,496,134	\$1,819,380	\$1,497,383	\$1,630,856	\$1,705,889	\$1,727,103	\$1,770,281	\$1,790,412	\$1,760,985	\$1,805,009	\$1,850,135	\$1,896,388	\$1,943,798	\$1,992,393
Transient Occupancy Tax	\$8,598,705	\$336,406	\$407,970	\$441,796	\$452,841	\$464,162	\$475,766	\$487,660	\$499,852	\$512,348	\$525,157	\$538,286	\$551,743	\$565,536	\$579,675	\$594,166
Total Revenues	\$76,155,412	\$3,078,322	\$3,189,741	\$3,683,429	\$3,439,503	\$3,658,889	\$3,821,427	\$3,930,007	\$4,063,804	\$4,172,491	\$4,218,137	\$4,339,732	\$4,465,013	\$4,594,097	\$4,727,106	\$4,864,166
Fiscal Impact	\$70,155,412															



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