

Marshall County TIF District Overview

Marshall County is considering the establishment of a TIF district on the shores of Lake Texoma to support the infrastructure and development of Pointe Vista at Lake Texoma.

What is a TIF district?

TIF or Tax Increment Financing is a public tool that encourages new development without raising taxes for residents. TIF districts reallocate newly generated tax dollars for up to 25 years to support development in a specific area of a city, town, or county.

Marshall County will consider establishing a TIF district to provide infrastructure support for the business and residential developments in and around the future site of Pointe Vista at Lake Texoma, including:

- Infrastructure design, planning, engineering, acquisition and site preparation
- New road construction and street and parking improvements
- Water and wastewater system improvements
- Constructing utility/energy grids

How does a TIF district benefit Marshall County?

The infrastructure funded by the TIF district will spur new development, which will generate more tax revenues for the area that would now have otherwise existed. This means more money is available for the entities that depend on tax revenues for funding, such as local schools, emergency services and county government.

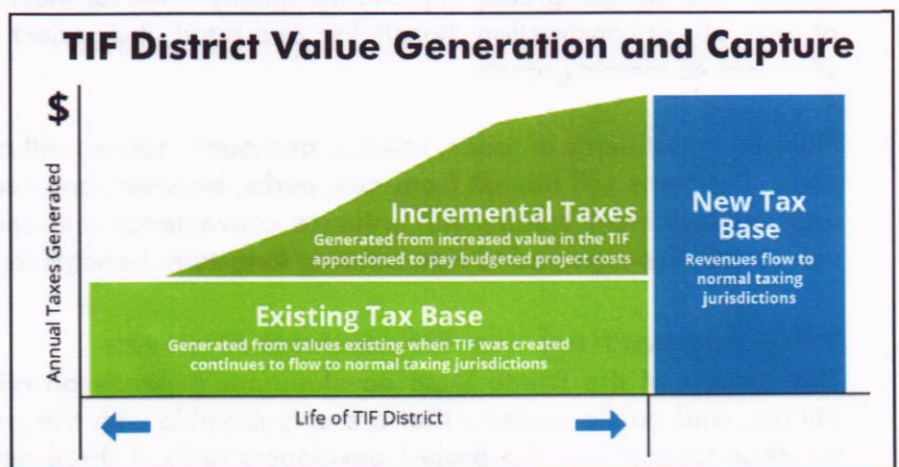
Economic projections indicate that Marshall County and Kingston Public Schools would see a dramatic increase in tax revenue over the next 35 years, totaling over \$287 million in additional funds for education, health and county services.

Through new development - such as Pointe Vista at Lake Texoma - Marshall County residents will also see an increase in secure, well-paying jobs, new amenities and quality of life improvements.

Does creating a TIF district raise my taxes?

No! A TIF will not raise your taxes. The tax increment comes from additional tax revenues from new development within the district - not from the property or sales taxes of Marshall County residences.

A TIF also does not affect taxes already allocated for other means like education, infrastructure or emergency services. These entities will continue to receive the same revenues they did before the establishment of the TIF district - and will benefit immediately from ad valorem and sales tax.



What happens if the TIF isn't approved?

The development of Pointe Vista at Lake Texoma is dependent upon the establishment of the TIF district. Without the TIF district, the project cannot move forward as currently planned.



Pointe Vista at Lake Texoma Project Overview

The Pointe Vista development is a 2,700-acre master-planned resort that will revitalize our community, boost local businesses, and enhance the quality of life for residents and visitors. Here's what this project brings to us:

Hard Rock Hotel at Lake Texoma:

- 189-room luxury 4-star hotel built around an 11-acre Caribbean Bay.
- Attracts regional and national tourists looking for upscale accommodations.
- Features dedicated meeting spaces, supporting tourism-related events and conventions.

New Recreation & Entertainment Options

- A waterpark, family entertainment center, and outdoor amphitheater will draw families and tourists year-round.
- A marina expansion with 800 slips and floating entertainment venues for lake enthusiasts.
- Golf course, waterfront boardwalks, and hiking trails create a well-rounded outdoors destination.

Increased Visitors, Increased Revenue:

- The project is designed to capture the growing demand for regional resort experiences, fueling spending at local Marshall County businesses like shops, restaurants, and service providers.

Quality of Life and Economic Opportunity

Pointe Vista will also greatly improve the quality of life for Marshall County residents. By creating thousands of new jobs in construction, hospitality, and retail, the project will provide employment opportunities and stimulate economic growth.

Planned investments in roads, utilities, and public spaces will modernize our infrastructure without raising taxes. Residents will benefit from new parks, beaches, and recreational spaces, while new retail, dining, and entertainment options will enhance convenience and community life. As the area develops, home values are also expected to rise, offering long-term benefits for homeowners.

Why Supporting the TIF District Matters

The success of the Pointe Vista development depends on critical infrastructure improvements - roads, utilities, and public spaces - that are only possible with the creation of a TIF district. A TIF district allows Marshall County and the project developers to fund these necessary upgrades without increasing taxes for residents. It ensures that the County can attract the investment and growth needed to bring this transformative project to life.

Marshall County,
Oklahoma

PROPOSED POINTE VISTA TAX INCREMENT FINANCE DISTRICT

Presentation to TIF Review Committee and
County Commissioners

December 20, 2024



TAX INCREMENT FINANCE

Tax Increment District (TIF)

- Authorized under Oklahoma Constitution Art 10, Sec. 6C
- Established pursuant to Local Development Act, Title 62, Oklahoma Statutes
- Apportions the “increment” of new tax revenue generated within the district to finance certain identified project costs
- Up to 25 full fiscal years
- TIF is an economic development tool used to incentivize capital investment in undeveloped or underdeveloped property to enhance the tax base and increase employment opportunities within the County.
- Created by County ordinance following completion of the TIF process

TAX INCREMENT FINANCE

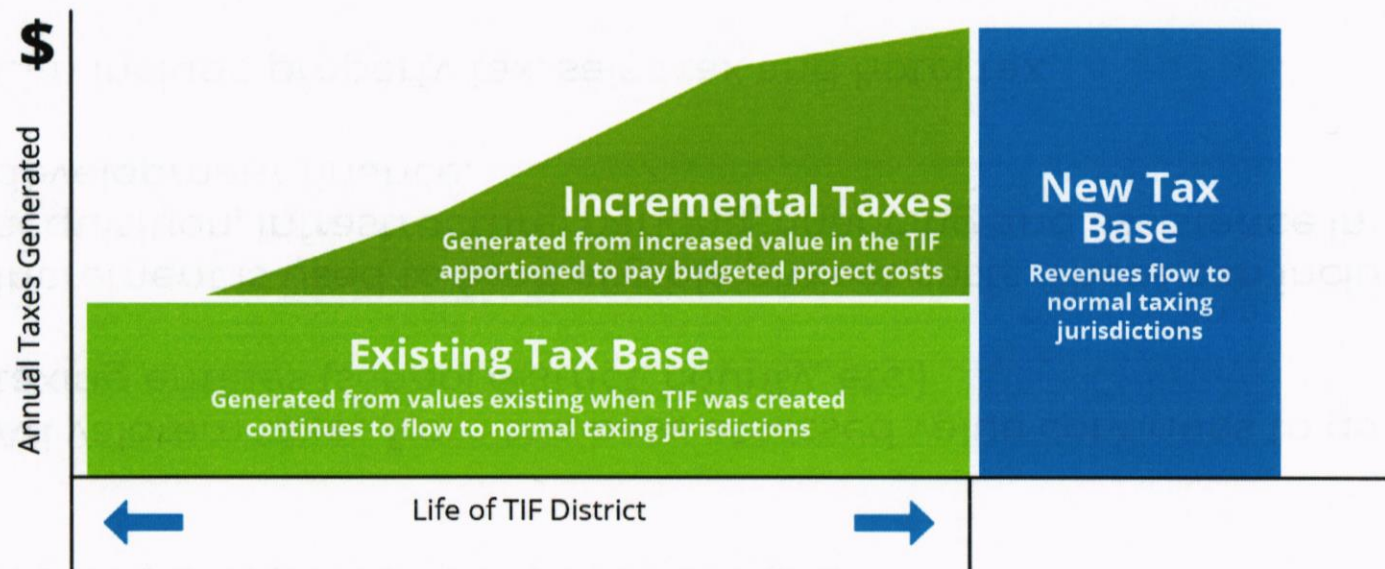
- TIF Districts can only be established in areas that are at least one of the following:
 - a **reinvestment area**: an area requiring public improvements to reverse economic stagnation or decline, to serve as a catalyst for retaining or expanding employment, to attract major investment in the area, to preserve or enhance the tax base, or in which 50% or more of the structures are at least 35 years old;
 - an area that is blighted, as defined in the Urban Renewal Act;
 - a **historic preservation area**: an area or structure listed in or nominated to the National Register of Historic Places and subject to historic preservation zoning; or
 - an **enterprise area**: an area within a state or federal enterprise zone.

TAX INCREMENT FINANCE

- Ad valorem taxes from the base assessed value continues to go to taxing entities (school district, county, etc.)
- Increment is used to fund eligible project costs. These can include land acquisition, infrastructure, parking, financing and assistance in development finance.
- Can include property tax, sales tax and hotel tax
- Does not affect the tax rate; does not forgive the obligation to pay taxes

Basic TIF Model

Value Generation and Capture



TAX INCREMENT FINANCE

Reasons to Create a TIF District

- Attract Major Investment to the Area
- Serve as a Catalyst for creating new jobs and retain existing jobs
- Promote economic development to increase tax revenues, raise property values and improve economic stability
- Make possible investment and economic development and growth which would otherwise be difficult or impossible without the assistance provided by the TIF
- The “But For” Test – a litmus test for creating the TIF is whether the development would occur, to the same degree, in the same manner, without the creation of the TIF district.

TAX INCREMENT FINANCE

Process to Create a TIF District

- County makes the decision to proceed and retains legal counsel to assist with process
- Creation of a TIF Review Committee
 - Representatives from each taxing jurisdiction
 - County Commission Representative – serves as Chairperson
 - Planning Commission representative
 - 3 at large members; one must represent the retail industry in the community
- Increment Area and Project Area
 - Increment Area is the area where the incremental increase in tax revenues are collected
 - Project Area is where the funds can be spent
- Preparation of a Project Plan
 - Project Plan is required by state statute
 - Must outline eligibility for creation of the TIF
 - Historic Preservation, Enterprise Area, Reinvestment area
 - Budget
 - Desired outcomes
 - Administration of the TIF
 - Financial impact from the creation of the TIF
 - Maps showing the Project Area and Increment Area

TAX INCREMENT FINANCE

Process to Create a TIF District - continued

- TIF Review Committee meets to consider the Project Plan and make a recommendation to the County Commission.
- Planning Commission must review and vote on the Project Plan for conformance with the County's Comprehensive Land Use Plan
- Project Plan is approved by Ordinance
 - Requires 2 public hearings by County Commission

TAX INCREMENT FINANCE

Other Considerations:

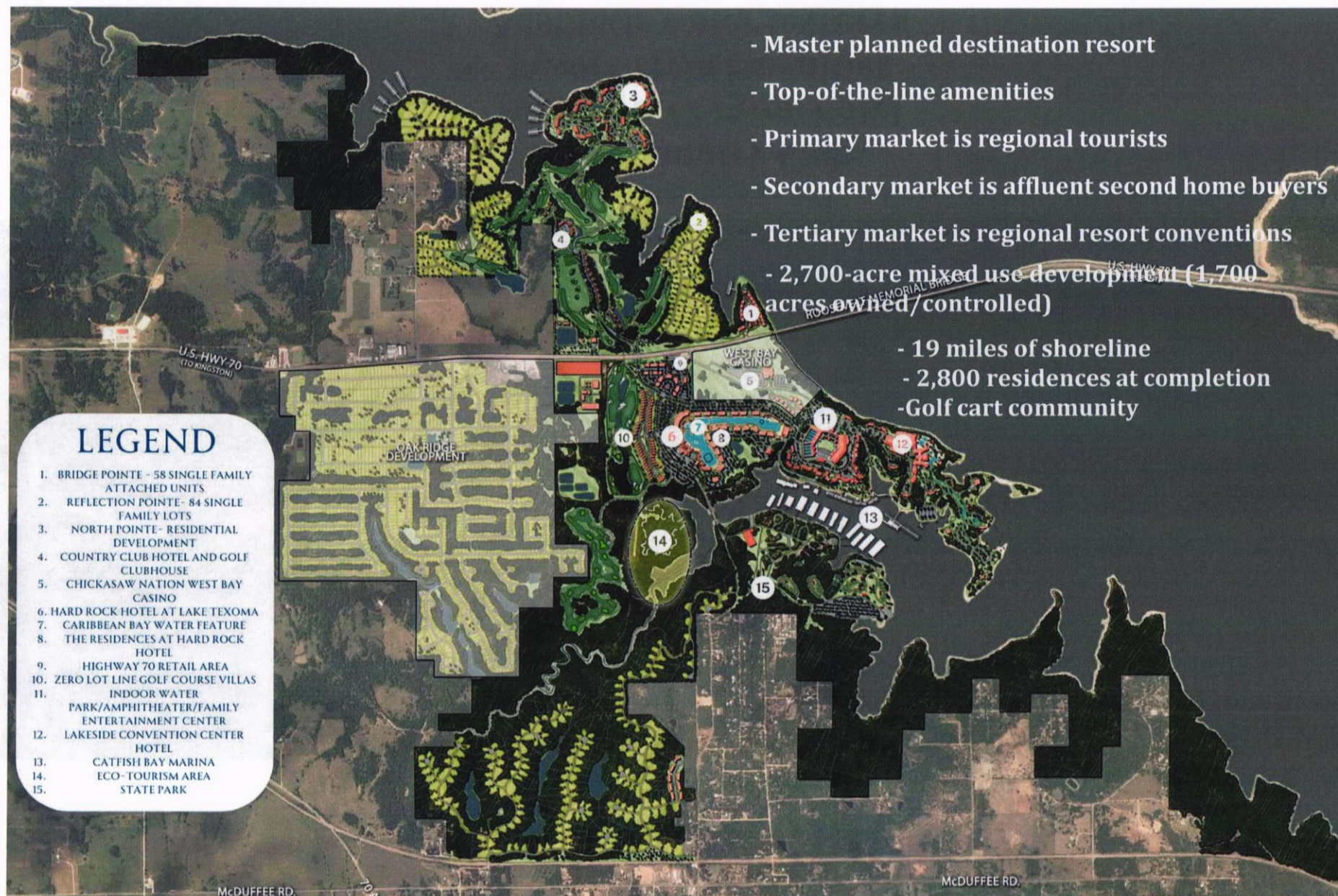
- Structure the Project Plan to share some of the incremental revenues with the other taxing jurisdictions, especially the school district.
- Carefully develop the increment area to make sure it includes properties that will increase in value.
- Project Area can be larger than the increment area. The Project Area is where TIF revenues can be spent.
- The Project Plan can include more than one Increment Area. Each increment area can be initiated at different dates but must be activated within 10 years of adoption of the Project Plan.

TAX INCREMENT FINANCE

Other Considerations continued:

- Include incremental sales tax and hotel tax revenues:
 - Allows the use of the Leverage Act and demonstrates that the County is also willing to allocate revenues to support the project.
- Oklahoma Local Development and Enterprise Zone Incentive Leverage Act
 - Can only be used in a TIF District
 - Allows cities or counties to capture a portion of the state sales tax to support a project
 - Project must prove a benefit to the state in increased taxes

Project Scope



- Master planned destination resort
- Top-of-the-line amenities
- Primary market is regional tourists
- Secondary market is affluent second home buyers
- Tertiary market is regional resort conventions
- 2,700-acre mixed use development (1,700 acres owned/controlled)
- 19 miles of shoreline
- 2,800 residences at completion
- Golf cart community

Market Analysis

Features	Pointe Vista (Planned)	Comparative Projects				Near Market Projects				Proximate Projects			
		Boot Ranch	Summit Rock	Peninsula	Blue Jack	Cliffs	Harbor	Cascades	Long Cove	Rock Creek	Whispering Meadows	Texoma Bluffs	Tanglewood
Guest Hotel	X	X				X	X						X
Golf Course	X	X	X	X	X	X		X		X			X
Based on a lake	X	X		X		X	X	X	X	X		X	X
Caribbean Bay Water Feature	X												
Multi-family condos/villas	X				X	X	X	X		X			X
Residential development	X	X	X	X	X	X	X	X	X	X	X	X	
Waterpark	X												
Ice skating rink	X												
Fishing	X	X	X		X	X	X		X		X	X	X
Town center/village	X	X											
Marina & Boat club	X		X	X		X	X			X		X	
Rental boats	X	X	X			X			X			X	
Multiple restaurants	X	X	X		X	X	X	X					X
Casino	X												
Convention/conference center	X					X							X
Arcade center	X												
Retail area	X												
Entertainment complex	X				X				X				
Retirement community	X												
Amphitheater/live events	X		X		X			X	X				
Waterfront housing	X	X		X	X	X	X	X	X	X			
Hiking and bike trails	X	X	X	X	X		X	X	X			X	X
Community center	X			X				X	X				
Gated Community	X			X						X	X	X	
Fitness center/Spa	X		X	X	X	X	X	X	X	X			X
% of Amenities	100%	36%	32%	32%	36%	43%	36%	36%	36%	29%	11%	25%	32%

Amenities highlighted in yellow are Amenities that Pointe Vista will have that none of the other developments have.

Proposed Pointe Vista Tax Increment Area

Objectives :

- Create significant developments within the County that will act as a catalyst for additional development within the community
- Attract major investment in the area
- Serve as a catalyst for retaining and expanding employment in the area
- Promote economic development to increase tax revenues, raise property values, and improve economic stability
- Preserve and enhance the tax base
- Make possible investment, development and economic growth which would otherwise be difficult or impossible without the TIF Projects and the apportionment of ad valorem taxes, sales and use taxes, and hotel/motel taxes from within the Increment Districts

Proposed Pointe Vista Tax Increment Area

Three primary development components:

- TIF I-Hard Rock Hotel and Caribbean Bay Phase 1 & Phase 2
- TIF II- Lakeside Convention Center and Hotel, and Residences
- TIF III- Golf Course Boutique Hotel and Residential Development
- Total investment of over \$5.5 billion of both public infrastructure and private development
- Per agreement with the County Commissioners, the Developer agreed to
 - Eliminate Bridge Pointe, Reflection Pointe, and Oak Ridge from the TIF.
 - To capture only 75% of TIF revenues for the development with 25% immediately going to the County
- Captures 75% of sales tax revenues equal to 1.5% of 2% levied by County
- Captures 75% of the Hotel/Motel Taxes equal to 3.75% of 5% levied by County
- Will utilize 100% of the Leverage Act payments made by the State of Oklahoma
- Authorized Project Costs of \$900 million, primarily infrastructure
- Estimated total increment revenues of \$1.150 billion

Proposed Pointe Vista Tax Increment Area

Propose to utilize three separate geographic areas with the increment districts to begin on different dates:

- Increment Area 1: Sales Tax Increment District to begin in 2025; Property Tax and Hotel Tax Increment to begin in 2028. It will capture increment revenues associated with the first phases of development including the Hard Rock Hotel and Caribbean Bay Phase 1 & 2, enclosed Waterpark, Family Entertainment Center and Adventure Park. Construction to be completed in 2027.
- Increment Area 2: Sales Tax Increment District to begin in 2029; Property Tax and Hotel Tax Increment to begin 2033 to coincide with the development of the Lakeside Convention Center and Hotel, Marina Village, Retail area and associated development.
- Increment Area 3: Sales Tax Increment District: Sales Tax Increment District to begin in 2033 and Property Tax and Hotel Tax Increment to begin in 2037 to coincide with the development of Golf Course Clubhouse and Hotel projects, apartment complex and other residential development.

By TIF Phase

LEGEND

- 1. General Community Plan
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- 100. General Community Plan

Non TIF Area

TIF 1

TIF 2

TIF 3

PDG

Pointe Vista at Lake Texoma - A Premier Master-Planned Community

September 2019

Proposed Pointe Vista Tax Increment Area

What are the identified Project Costs?

- Infrastructure to support new development including design, planning, engineering, acquisition, site preparation and construction
 - Street and Parking Improvements
 - Water and Wastewater System Improvements
 - Civil and Utilities
 - Other public infrastructure costs
- Assistance in development finance as a reimbursement of project costs
- Direct or administrative costs

Proposed Pointe Vista Tax Increment Areas

What are the total projected TIF revenues?

75% Captured by the TIF; 25% to other taxing entities

- Estimated \$754 million in aggregate Ad Valorem TIF revenues
 - \$565.5 million allocated to TIF Project Costs
 - \$188.5 million allocated to taxing entities
- Estimated \$255.5 million in aggregate Sales and Use Tax revenues
 - \$191.6 million allocated to TIF Project Costs
 - \$63.9 million retained by the County for authorized Sales tax purposes
- Estimated \$140.4 million in aggregate Hotel Tax revenues
 - \$105.3 million allocated to TIF Project Costs
 - \$35.1 million retained by the County for authorized Hotel tax purposes
- Leverage Act payments of a projected additional \$95.8 million for Project Costs.

Proposed Pointe Vista Tax Increment District

SUMMARY OF TOTAL TIF REVENUES										
	Total Property Tax Increment	Property Tax Increment Allocated to Project Costs	Total Sales Tax Increment	Sales Tax Increment Allocated to Project Costs	Total Hotel Tax Increment	Hotel Tax Increment Allocated to Project Costs	Total Increment Revenues	Estimated Leverage Act Revenues	TIF Revenues Available to County and Other Taxing Entities	Total Revenues Allocated to Project Costs*
Increment Area 1	\$297,355,100	\$223,016,325	\$126,355,097	\$94,766,323	\$50,621,714	\$37,966,285	\$474,331,911	\$47,383,162	\$118,582,978	\$403,132,095
Increment Area 2	\$290,505,587	\$217,879,190	\$83,921,836	\$62,941,377	\$72,465,311	\$54,348,984	\$446,892,734	\$31,470,688	\$111,723,183	\$366,640,238
Increment Area 3	\$166,132,917	\$124,599,688	\$45,190,449	\$33,892,837	\$17,281,460	\$12,961,095	\$228,604,825	\$16,946,418	\$57,151,206	\$188,400,037
Total	\$753,993,603	\$565,495,203	\$255,467,382	\$191,600,536	\$140,368,485	\$105,276,364	\$1,149,829,470	\$95,800,268	\$287,457,367	\$958,172,371
*Includes Leverage Act Payments										



25% Increment Dedicated for County and Other Taxing Entities

Year	TIF 1 Property Tax	TIF 1 Sales Tax	TIF 1 Hotel Tax	Total TIF 1 Revenues to County	TIF 2 Property Tax	TIF 2 Sales Tax	TIF 2 Hotel Tax	Total TIF Revenues to County	TIF 3 Property Tax	TIF 3 Sales Tax	TIF 3 Hotel Tax	Total TIF 3 Revenues to County	Total TIF Revenues to County
2025	\$0	\$543,913	\$0	\$543,913	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$543,913
2026	\$0	\$1,260,220	\$0	\$1,260,220	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,260,220
2027	\$0	\$616,891	\$0	\$616,891	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$616,891
2028	\$1,487,696	\$781,825	\$315,000	\$2,584,521	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,584,521
2029	\$1,562,244	\$1,098,890	\$349,734	\$3,010,869	\$0	\$152,136	\$0	\$152,136	\$0	\$0	\$0	\$0	\$3,163,005
2030	\$1,637,807	\$1,142,486	\$365,328	\$3,145,620	\$0	\$520,248	\$0	\$520,248	\$0	\$0	\$0	\$0	\$3,665,868
2031	\$2,209,026	\$1,049,234	\$376,287	\$3,634,548	\$0	\$690,647	\$0	\$690,647	\$0	\$0	\$0	\$0	\$4,325,195
2032	\$2,277,003	\$1,074,556	\$387,576	\$3,739,135	\$0	\$722,708	\$496,892	\$1,219,600	\$0	\$0	\$0	\$0	\$4,958,735
2033	\$2,420,373	\$1,120,076	\$399,203	\$3,939,653	\$1,584,446	\$578,563	\$511,799	\$2,674,808	\$0	\$15,447	\$0	\$15,447	\$6,629,907
2034	\$2,494,774	\$1,142,647	\$411,179	\$4,048,601	\$1,742,383	\$563,135	\$527,153	\$2,832,671	\$0	\$109,243	\$0	\$109,243	\$6,990,515
2035	\$2,571,450	\$1,170,790	\$423,515	\$4,165,755	\$1,930,685	\$734,765	\$542,968	\$3,208,418	\$0	\$484,833	\$0	\$484,833	\$7,859,007
2036	\$2,650,468	\$1,204,896	\$436,220	\$4,291,585	\$1,991,086	\$884,229	\$559,257	\$3,434,571	\$0	\$1,383,350	\$0	\$1,383,350	\$9,109,506
2037	\$2,729,982	\$1,241,043	\$449,307	\$4,420,332	\$2,055,819	\$758,916	\$576,034	\$3,390,769	\$392,794	\$873,899	\$118,498	\$1,385,191	\$9,196,293
2038	\$2,811,882	\$1,278,274	\$462,786	\$4,552,942	\$2,173,819	\$762,772	\$593,315	\$3,529,906	\$680,823	\$419,115	\$122,053	\$1,221,991	\$9,304,840
2039	\$2,896,238	\$1,316,623	\$476,670	\$4,689,531	\$2,300,054	\$785,655	\$611,115	\$3,696,824	\$777,214	\$549,814	\$125,715	\$1,452,743	\$9,839,098
2040	\$2,983,126	\$1,356,121	\$490,970	\$4,830,216	\$2,431,365	\$809,225	\$629,448	\$3,870,038	\$913,034	\$655,676	\$129,486	\$1,698,197	\$10,398,451
2041	\$3,072,619	\$1,396,805	\$505,699	\$4,975,123	\$2,538,957	\$833,502	\$648,332	\$4,020,790	\$1,056,562	\$596,867	\$133,371	\$1,786,801	\$10,782,714
2042	\$3,164,798	\$1,438,709	\$520,870	\$5,124,377	\$2,645,311	\$858,507	\$667,782	\$4,171,600	\$1,185,160	\$566,669	\$137,372	\$1,889,201	\$11,185,178
2043	\$3,259,742	\$1,481,870	\$536,496	\$5,278,108	\$2,747,082	\$884,262	\$687,815	\$4,319,160	\$1,306,595	\$505,802	\$141,493	\$1,953,891	\$11,551,158
2044	\$3,357,534	\$1,526,326	\$552,591	\$5,436,451	\$2,832,422	\$910,790	\$708,450	\$4,451,661	\$1,411,706	\$465,713	\$145,738	\$2,023,157	\$11,911,270
2045	\$3,458,260	\$1,572,116	\$569,168	\$5,599,545	\$2,920,377	\$938,114	\$729,703	\$4,588,194	\$1,505,948	\$354,490	\$150,110	\$2,010,549	\$12,198,288
2046	\$3,562,008	\$1,619,280	\$603,831	\$5,785,118	\$3,011,028	\$966,257	\$751,594	\$4,728,879	\$1,602,599	\$304,163	\$154,614	\$2,061,375	\$12,575,373
2047	\$3,668,868	\$1,667,858	\$621,946	\$5,958,672	\$3,101,358	\$995,245	\$774,142	\$4,870,745	\$1,650,677	\$313,288	\$159,252	\$2,123,217	\$12,952,634
2048	\$3,778,934	\$1,717,894	\$640,604	\$6,137,432	\$3,194,399	\$1,025,102	\$797,366	\$5,016,868	\$1,700,197	\$322,687	\$164,030	\$2,186,913	\$13,341,213
2049	\$3,892,302	\$1,769,431	\$659,822	\$6,321,555	\$3,290,231	\$1,055,855	\$821,287	\$5,167,374	\$1,751,203	\$332,367	\$168,950	\$2,252,521	\$13,741,449
2050	\$4,009,071	\$0	\$679,617	\$4,688,688	\$3,388,938	\$1,087,531	\$845,926	\$5,322,395	\$1,803,739	\$342,338	\$174,019	\$2,320,096	\$12,331,179
2051	\$4,129,343	\$0	\$700,005	\$4,829,349	\$3,490,606	\$1,120,157	\$871,304	\$5,482,067	\$1,857,851	\$352,609	\$179,239	\$2,389,699	\$12,701,115
2052	\$4,253,224	\$0	\$721,006	\$4,974,229	\$3,595,324	\$1,153,762	\$897,443	\$5,646,529	\$1,913,587	\$363,187	\$184,617	\$2,461,390	\$13,082,148
2053	\$0	\$0	\$0	\$0	\$3,703,184	\$1,188,374	\$924,366	\$5,815,925	\$1,970,994	\$374,082	\$190,155	\$2,535,232	\$8,351,156
2054	\$0	\$0	\$0	\$0	\$3,814,280	\$0	\$952,097	\$4,766,377	\$2,030,124	\$385,305	\$195,860	\$2,611,289	\$7,377,665
2055	\$0	\$0	\$0	\$0	\$3,928,708	\$0	\$980,660	\$4,909,368	\$2,091,028	\$396,864	\$201,736	\$2,689,627	\$7,598,995
2056	\$0	\$0	\$0	\$0	\$4,046,569	\$0	\$1,010,080	\$5,056,649	\$2,153,759	\$408,770	\$207,788	\$2,770,316	\$7,826,965
2057	\$0	\$0	\$0	\$0	\$4,167,966	\$0	\$0	\$4,167,966	\$2,218,371	\$421,033	\$214,021	\$2,853,426	\$7,021,392
2058	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,284,923	\$0	\$220,442	\$2,505,365	\$2,505,365
2059	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,353,470	\$0	\$227,055	\$2,580,525	\$2,580,525
2060	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,424,074	\$0	\$233,867	\$2,657,941	\$2,657,941
2061	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,496,797	\$0	\$240,883	\$2,737,679	\$2,737,679
Total	\$74,338,775	\$31,588,774	\$12,655,428	\$118,582,978	\$72,626,397	\$20,980,459	\$18,116,328	\$111,723,183	\$41,533,229	\$11,297,612	\$4,320,365	\$57,151,206	\$287,457,367

Proposed Pointe Vista Tax Increment District

Increment Dedicated to County and Other Taxing Entities

(Estimated Revenues from 2025-2061)

- Total Available to Marshall County: \$133.4 million
- Total Available to Kingston Schools: \$140.5 million
- Total Available to EMS District: \$7.4 million
- Total Available to Marshall County Health Department: \$6.1 million

Proposed Pointe Vista Tax Increment District

Administration of TIF Revenues

- County will apportion TIF revenues pursuant to the respective Project Plan
 - Chairman of county trust listed as person in charge of implementation
 - County will approve public agreements with developers as appropriate
 - County will disburse other taxing entities allocation of Ad Valorem TIF Revenues

Proposed Pointe Vista Tax Increment District

Expected Impacts of Projects

- Impacts on Taxing Entities
 - Increase in population/students and associated needs (capital infrastructure and service demands)
 - Taxing Entity Revenue allocation to other taxing entities provides enhanced funding
- Destination experiences will attract increased visitors to the County
 - These visitors result in new spending within the County that will enhance sales and hotel tax collections benefiting County's ability to fund other public improvements
- Ancillary development outside of TIF districts may generate additional revenue for taxing

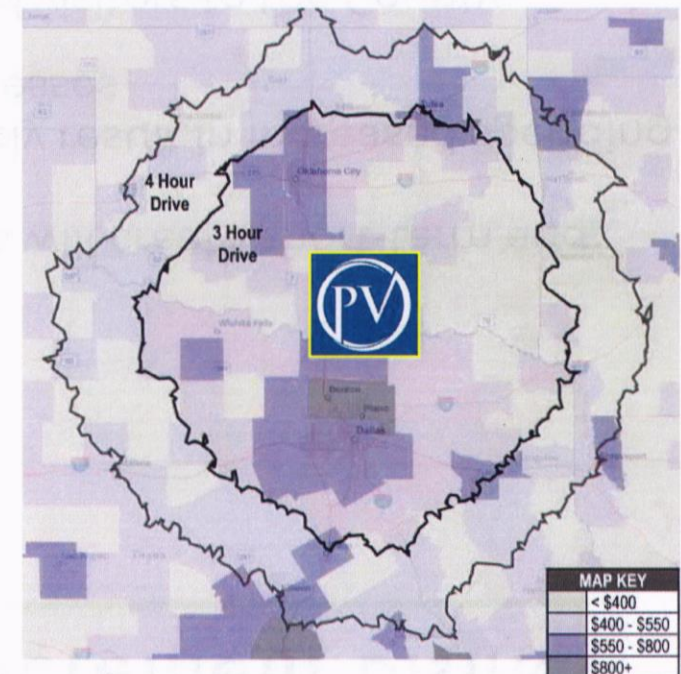
Economic Impact

Table 3: Total Project Construction Economic Impact in Marshall County

Industry Sector	Output	Value Added	Labor Income	Employment
Agriculture	\$3,384,563	\$1,208,773	\$483,509	18
Mining	\$2,296,668	\$1,329,650	\$483,509	4
Utilities	\$5,197,722	\$3,021,932	\$846,141	7
Construction	\$1,210,706,677	\$623,484,928	\$405,059,712	7,217
Durable Mfg.	\$27,680,893	\$10,999,831	\$4,230,704	73
Non-Durable Mfg.	\$3,868,072	\$967,018	\$604,386	13
Wholesale Trade	\$28,527,034	\$17,164,572	\$5,802,109	83
Retail Trade	\$88,723,912	\$56,933,191	\$25,988,612	856
Trans./Warehouse	\$20,911,767	\$9,428,427	\$3,626,318	61
Information	\$1,692,282	\$846,141	\$241,755	4
Finance/Insurance	\$15,351,413	\$10,395,445	\$2,417,545	38
Real Estate	\$17,285,449	\$11,241,586	\$3,626,318	110
Prof./Tech. Services	\$6,527,372	\$4,351,582	\$3,142,809	53
Mgmt. of Companies	\$2,538,423	\$1,692,282	\$1,208,773	12
Admin. Services	\$1,450,527	\$846,141	\$362,632	11
Educational Services	\$1,329,650	\$967,018	\$725,264	26
Health Care, etc.	\$27,801,771	\$16,439,308	\$7,736,145	159
Arts/Recreation	\$2,538,423	\$1,450,527	\$846,141	44
Accommodation	\$2,296,668	\$1,329,650	\$483,509	18
Eating/Drinking	\$16,439,308	\$8,582,286	\$3,384,563	156
Other Services	\$15,834,922	\$8,824,040	\$3,142,809	81
Households	NA	NA	\$483,509	42
Totals	\$1,498,998,952	\$790,779,062	\$474,443,262	9,067

Source: TXP, Inc.

Map of Annual Entertainment & Recreation Admission Fees



Entertainment/Recreation - Fees & Admissions include fees for special recreation and club dues, national events

Proposed Pointe Vista Tax Increment District

Expected Impacts of Projects

- New investment and business creation
- New business inside Increment District areas will create short-term and long-term employment opportunities
 - Short-term and long-term payroll will likely result in increased spending within the County benefitting local businesses
- Destination experiences will attract increased visitors to the County
- These visitors result in new spending within the County that will enhance opportunities for local merchants to provide additional goods and services

Proposed Pointe Vista Tax Increment District

Calendar of Next Steps

- December 2024 – Presentation of the Project Plan to the TIF Review Committee and County Commissioners
- January 2025 – Additional Presentations to County Commissioners and other stakeholders
- January 2025 – Public Hearings for adoption of Project Plan and economic development agreement
- February 2025 – Adoption of Project Plan by the County Commissioners and approval of economic development agreement

Questions and Answers

Question 1: Will the County have to spend money implementing these TIFs?

Answer 1: Yes, funding is provide in the TIF Project Plan budget to pay for any administrative costs incurred by the County.

Question 2: What does the county get with implementing the TIF districts?

Answer 2: The County and other taxing entities will receive 25% of the TIF revenues, projected to be over \$287 million over the life of the TIF districts

Question 3: What taxing agencies within the county receive the TIF funds, and what amount do they get?

Answer 3: Kingston Schools, the EMS District, and the Health Department in addition to the County

Question 4: Are the TIF developers receiving this money to develop the project?

Answer 4: Most of the funds will be used to develop the infrastructure to facilitate the project. There may be a small amount that will go towards the advancement of the project and interest payments.

Question 5: Why would we do the TIF with an outside investor?

Answer 5: Projects of this this magnitude are difficult to fund and implement. Local individuals may lack the network or expertise to bring together the specialized teams and resources that the developer can and has contributed to the project. The developer is an Oklahoman with a long history of successful business endeavors.

Question 6: Is this going to make my property taxes go up?

Answer 6: The TIF revenues are created by the properties being developed by the developer. The creation of the TIF district does not change the tax rate or change the obligation to pay taxes. The tax rate for property in Marshall County will not change unless other legislative actions take place such as a school bond issue or new county sales tax.

Question 7: Why should the County approve this TIF?

Answer 7: The TIF will bring jobs, significant funds, and opportunities to the County. Many local establishments will benefit from the development.

Questions and Answers

Question 8: Will this benefit the owners of the local establishments, and will they play a part in the development?

Answer 8: The development has multiple opportunities for restaurants, retail stores, and other businesses. These sites could be a secondary location for local businesses as long as they adhere to developmental guidelines.

Question 9: Why has the project taken so long?

Answer 9: This project has faced delays due to significant challenges, including a global recession, the pandemic, a decline in oil prices, and the death of one of the original development partners. However, during the lulls in activity, the developer continued to acquire additional land, build out the team, and plan exciting new amenities to enhance the development.

Question 10: What is different this time than last time?

Answer 10: The developer has demonstrated a strong commitment to moving the project forward by continued investment. The developer is in a stronger financial position given the success of some of his other companies and the project is stronger than ever, featuring the renowned Hard Rock brand backed by a stellar, experienced team.

Question 11: Can the developer take this money and skip town?

Answer 11: No, the TIF funding will only be generated as the project is built and the project pays taxes. Most of the TIF funds will be generated after the project is completed.

Question 12: Is the state supportive of this project?

Answer 12: Yes! State officials have expressed their support and enthusiasm for the project.

Question 13: Will the project happen without the TIF?

Answer 13: The development of Pointe Vista at Lake Texoma is dependent upon the establishment of the TIF District. Without the TIF District, the project cannot move forward.