

By The Numbers

Your investment in retail BURNET.



The City's total sales tax rate is 8.25% which includes a state sales tax of 6.25%, a city tax of 1%, an economic development tax of .5% and a property tax relief tax of .5%.



Despite the downturn in the economy, the City of Burnet sales tax collections fiscal year-to-date are keeping pace with the past four years, all of which averaged a 3% increase annually.

A straight line projection of current sales tax revenues signify that the City will collect \$1.6m for the fiscal year ending on

September 30. Year-to-date, the City has collected \$.94m as compared to \$.88m for the same period last year for a 2% increase.

The City has experienced a steady growth for sales tax revenues over the past decade. According to the Texas State Comptroller, sales tax allocations to the City were \$1,581,661 for calendar year 2010. Ten years earlier, in 2000, they were \$806,577. Just ten years prior to that, in 1990, they were \$208,052. Assuming the estimates are correct, this year will turn out to be a record breaking year for sales tax in the city of Burnet. — August 2011

RETAIL MARKETS DEMAND

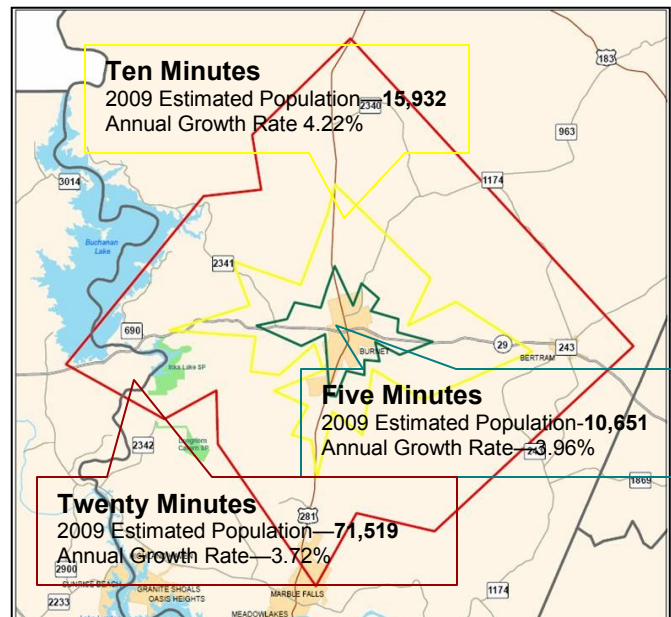
- Automobile Dealers
- Grocery Stores
- General Merchandise Stores
- Limited-Service Eating Places
- Gas Stations
- Building Materials and Supplies Dealers
- Full Service Restaurants
- Health & Personal Care Stores
- Clothing Stores

Provided by Capital Area Council of Governments 2005

Trade Area

The Trade Area for Burnet includes the cities of Burnet, Marble Falls, Horseshoe Bay, Kingsland, Lampasas, Llano, Lake Buchanan, Bertram, and numerous lakeside, resort and hunting areas in the counties of Burnet, Llano, Lampasas and Bell. The City of Burnet is truly the gateway to the Highland Lakes, being the nearest commercial center to both Lake Buchanan and Inks Lake. Burnet is also the hub of governmental and law enforcement entities including the county courthouse, two courthouse annexes, the county sheriff's office and law enforcement center, the 33rd Judicial District Court, a Texas Department of Public Safety office, and a Texas Department of Transportation complex. The location of these important entities brings a steady stream of visitors and shoppers to the city .

CAPCOG Retail Analysis, February 2005





Putting your retail puzzle together

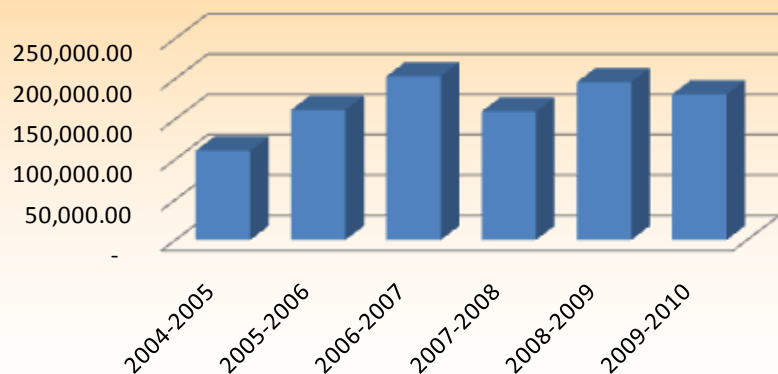
Making an investment in a new community can be a difficult decision. Perhaps the demographics are finally right; perhaps demonstrated substantial growth indicators are significant enough to warrant making a move; or perhaps co-branding (or competition) make a location attractive. Whatever your puzzle pieces look like, BURNET is worth putting them together with the result being fiscal success. Others who have invested in Burnet include Walgreens, HEB Grocery, Bealls Department Store, NAPA, O'Riley Auto Parts and others.

WHEN RETAIL FOLLOWS ROOFTOPS

It is commonly accepted that retail growth follows population growth. Despite the economic downturn, residential building permits have included almost \$3m in new residential starts in the first ten months of fiscal year 2010-2011. In the past five years, over \$35m in new residential starts have been permitted with average new home valuations rising from \$110k in 2004-2005 to \$180k in just six short years.

The 2010 census reports a population of almost 6,000 for the City of Burnet as compared to 4,735 in 2000, and 3,423 in 1990. This proves a steady, sustainable growth pattern for the City. Likewise, the County population has increased from 22,677 in 1990 to 42,750 in 2010 further demonstrating a pattern of growth in the region.

Average Residential Valuations for Building Permits - Fiscal Year



The five and ten mile community tapestry segments for the City of Burnet are fairly homogeneous between the top two categories (Heartland Communities and Rural Resort Dwellers) capturing over 50% of both areas. In the 20-mile circle, the two largest segments are Silver and Gold and the Midland Crowd.

Heartland Communities are preferred by more than 6.5 million people. More than 75% of homes are single-family dwellings. The median age of the population is typically 41 years.

Rural Resort Dwellers follow the scenic route. Favoring milder climates and pastoral settings, they live in rural non-farm areas. The median age is typically 46.

The Silver and Gold segment is a strong target for retailers, with a median home value of over \$275,000.

The Midland Crowd is the archetypical American family household.

Burnet's median age in the five mile circle is 38.3; in the 10 mile circle is 40.4 and in the 20 mile circle is 42.7.