

# THE TEXAS ECONOMIC DEVELOPMENT SALES TAX

## A Primer for Local Officials

*2018 Update*

### **BACKGROUND**

The economic development sales tax was created in 1989 to give smaller Texas communities the financial resources to create top-flight economic development programs. Today, the tax is the undisputed workhorse of local economic development efforts, serving as the backbone of economic development programs in more than 600 communities and 700 economic development corporations (EDCs) across the state.

The 2017 legislative session was one again a challenging one for supporters of the economic development sales tax. The TEDC was on constant alert and testified on several bills related to the economic development sales tax. The TEDC successfully advocated against bills that would have significantly eroded the main purpose of the economic development sales tax -- that is to help create primary jobs and enhance the overall economic vitality of communities.

### **RECENT CHANGES TO THE ECONOMIC DEVELOPMENT SALES TAX**

Only two bills affecting the economic development sales tax passed during the 2017 regular session. **HB 3045** by Rep. Tony Dale adds Section 505.2566 to the Local Government Code. The bill “authorizes in the same manner and by the same procedure as the municipality imposed the (Type B sales tax), reduce or increase the tax rate.” **SB 1748** by Sen. Juan Hinojosa amends section 501.163 which applies to a city with a population of 10,000 or more and is in a county that borders the United Mexican States and in which 4 cities with a population of 70,000 or more are located (Hidalgo County). The Type A or B corporation in which a city may spend tax revenue for job training that consists of (1) providing job related life skills sufficient to enable a unemployed individual to obtain employment, and (2) provides job training skills sufficient to enable an unemployed individual to obtain employment.

The TEDC successfully advocated against **HB 1636** by Rep. Matt Schaefer which would have authorized both Type A and Type B corporations to use the economic development sales tax to fund a wide range of general infrastructure projects (streets and roads, sewage facilities and water supply facilities for the general public) with voter approval. This is the third legislative session in which the TEDC has successfully advocated against this bill that would dramatically change the purpose of the economic development sales tax.

### **KEY TERMINOLOGY**

**Economic Development Corporations (EDCs)** are legal entities with the statutory authority to spend economic development sales tax dollars. The EDCs are city-chartered and governed by a city-appointed board of directors. EDCs are referred to as either “Type A” or “Type B” depending on the type of economic development sales tax uses approved by the local voters.

**Chapters 501-501, Local Government Code** is the section of the Texas law that contains the rules governing the uses of the economic development sales tax, including eligible uses of revenues and procedures that must be followed to enact the tax.

## 1979

Development Corporation Act passed authorizing cities to create economic development corporations

## 1989

4A tax authorized to provide funding source for recruiting and retaining manufacturing and industrial projects.

## 1991

4B tax authorized for broader community development projects.

## 1997

State reporting requirement enacted. 4A corporations authorized to undertake 4B projects with voter approval.

## 1999

Allowable 4A and 4B projects expanded to include targeted infrastructure, job creation and retention, job training, and educational facilities.

## 2001

R&D facilities added as eligible projects. Training requirements established.

## 2005

Restrictions on retail incentives removed for certain communities. Certain sewer utilities, site improvements, and military projects added as eligible projects. Call centers added to definition of primary jobs.

## 2007

Light or commuter rail, or motor buses added to eligible projects. Hangers, airport maintenance and repair and air cargo facilities, related infrastructure located on or adjacent to an airport added to eligible 4B projects.

## 2009

Statute re-codified into Local Government Code, effective 4/1/09.

Rail ports, rail switching facilities, marine ports, inland ports added to definition of "project".

## PRIMARY JOBS

Pursuant to HB 2912, which passed in 2003, most Type A projects must create or retain PRIMARY JOBS. Exceptions to this rule include business airports, port-related facilities, job training classes, career centers and certain infrastructure improvements that promote new and expanded business enterprises.

The economic development sales tax statute defines a PRIMARY JOB as a job that is: (1) available at a company for which a majority of the products or services of that company are ultimately exported to regional, statewide, national, or international markets, infusing new dollars into the local economy; and (2) included in one of the following sectors of the North America Industry Classification System (NAICS).

## ELIGIBLE NAICS SECTORS

111	Crop Production
112	Animal Production
113	Forestry and Logging
11411	Commercial Fishing
115	Support Activities for Agriculture and Forestry
211 to 213	Mining
221	Utilities
311 to 339	Manufacturing
42	Wholesale Trade
48 and 49	Transportation and Warehousing
51	Information, excluding movie theaters (51213) and drive-in theaters (512132)
523-525	Securities, Commodity Contracts, and Other Financial Investments and Related Activities; Insurance Carriers and Related Activities; Funds, Trusts and Other Financial Vehicles
5413, 5415, 5415, 5417, and 5419	Scientific Research and Development Services
551	Management of Companies and Enterprises
56142	Telephone Call Centers
922140	Correctional Institutions
928110	National Security

## How does the “Type A” tax differ from the “Type B” tax?

This practitioner’s guide offers a quick snapshot of what you can do with economic development sales tax dollars. It is not intended as a substitute for your EDCs legal counsel or the Texas Municipal League’s Economic Development Handbook.

### TYPE A ELIGIBLE PROJECTS

- Land, buildings, equipment, facilities, improvements, and expenditures that are for the creation and retention of primary jobs and suitable for the development, retention, or expansion of the following types of projects: manufacturing, industrial, research & development, recycling, small warehouses, distribution centers, regional or national corporate headquarters, closed or realigned military bases, and primary job training facilities by higher education institutions
- Job training classes and career centers (*no primary job requirement*)
- Business airport facilities and port-related facilities
- Clean-up of contaminated project sites (*with a special election and specific ballot language*)
- Infrastructure assistance to retail or commercial projects
- Business-related sewer utilities and site improvements
- Beach remediation in Gulf communities required or suitable to promote or develop new or expanded business enterprise
- Projects designed to attract new military missions, prevent the closure of existing missions, and redevelop a closed or realigned military base
- General airport facilities for communities located 25 miles from the US/Mexico border only
- Light rail, commuter rail, or motor buses
- Type B projects with voter approval
- The City of Port Arthur is authorized to use the tax on certain general infrastructure, job training and university housing projects
- Ownership of a certain project based in Hidalgo County

### TYPE B ELIGIBLE PROJECTS

- Everything authorized under Type A, including retail and commercial projects with the same restrictions
- Water supply facilities (*with a special election and specific ballot language*)
- Projects that improve a community’s quality of life, including parks, professional and amateur sport and athletic facilities, tourism and entertainment facilities, affordable housing, and other improvements or expenditures that promote new or expanded business activity that create or retain primary jobs.
- Projects designed to attract new military missions, prevent the closure of existing missions, and redevelop a closed or realigned military base.
- Sewer or solid waste disposal facilities in Hidalgo County
- Direct incentives for retail in communities with fewer than 20,000 residents and certain land-locked cities
- Hangers, airport maintenance and repair facilities, air cargo facilities, related infrastructure located on or adjacent to an airport facility
- Airport facilities provided that the eligible municipality enter into an approved development agreement with an entity that acquires a leasehold or other possessory interest from the economic development corporation
- Rail ports, rail switching facilities, marine ports, and inland ports

## The Economic Development Sales Tax: Working for Texas

The economic development sales tax is the state's largest and most effective local revenue source for economic development. The best way to protect the tax for years to come is to use it with caution, care, and common sense.

The Texas Economic Development Council (TEDC) will continue to advocate, educate, and inform economic development professionals, local officials, and lawmakers on developments related to the tax, including best practices. The TEDC will continue to offer state-mandated training for local economic development officials, which provides the tools and knowledge needed to develop and implement effective economic development programs.

### KEY CONTACTS:

Carlton Schwab, President & CEO, Texas Economic Development Council  
Phone: (512) 480-8432 Email: [carlton@texasedc.org](mailto:carlton@texasedc.org)

Comptroller's Local Government Assistance Division  
Phone (800) 531-5441 or (512) 463-6073

## FOR MORE INFORMATION ABOUT THE ECONOMIC DEVELOPMENT SALES TAX

The Texas Municipal League (TML) publishes an Economic Development Handbook. This comprehensive document provides a legal and technical overview of Texas state and local economic development programs, including an extensive section on the economic development sales tax. Please visit [http://www.tml.org/p/EconomicDevelopmentHandbook2015\\_TML.pdf](http://www.tml.org/p/EconomicDevelopmentHandbook2015_TML.pdf)

The Comptroller of Public Accounts (<https://comptroller.texas.gov>) provides extensive information on the economic development sales tax, links to relevant statutes, and a link to the online mandatory annual expenditure reporting form.



TEXAS ECONOMIC DEVELOPMENT COUNCIL

1601Rio Grande, Suite 455, Austin, Texas 78701  
(512) 480-8432  
[www.texasedc.org](http://www.texasedc.org)  
[tedcinfo@texasedc.org](mailto:tedcinfo@texasedc.org)