

# Sales and Revenue Report



Fiscal Year 2021



## Impact of COVID-19

***No business has been spared from the effects of COVID-19. The sales and revenue data for FY 2021 reflects the impact it has had on the local economy.***

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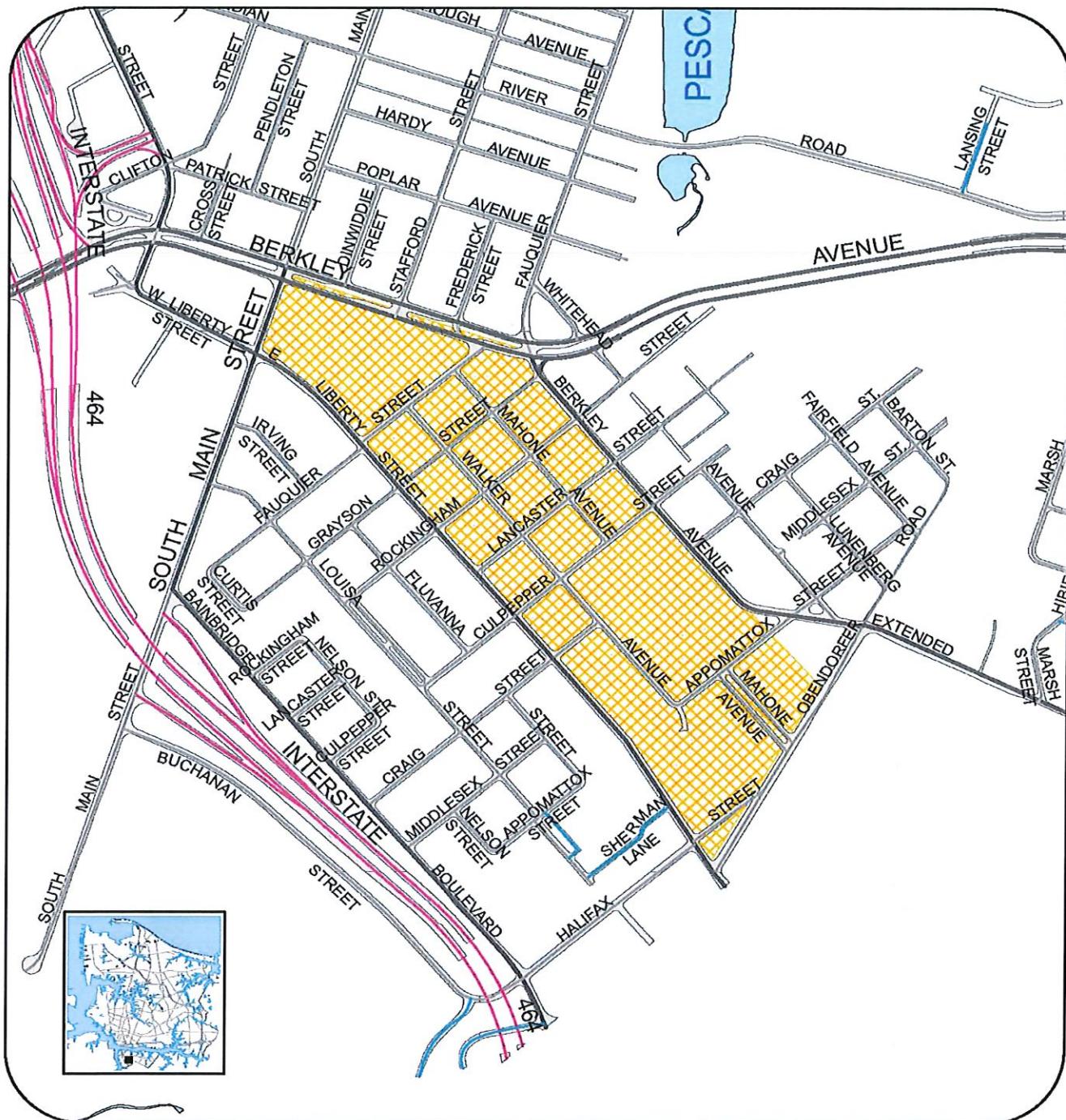
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# Berkley



## Legend

 Berkley Financial District

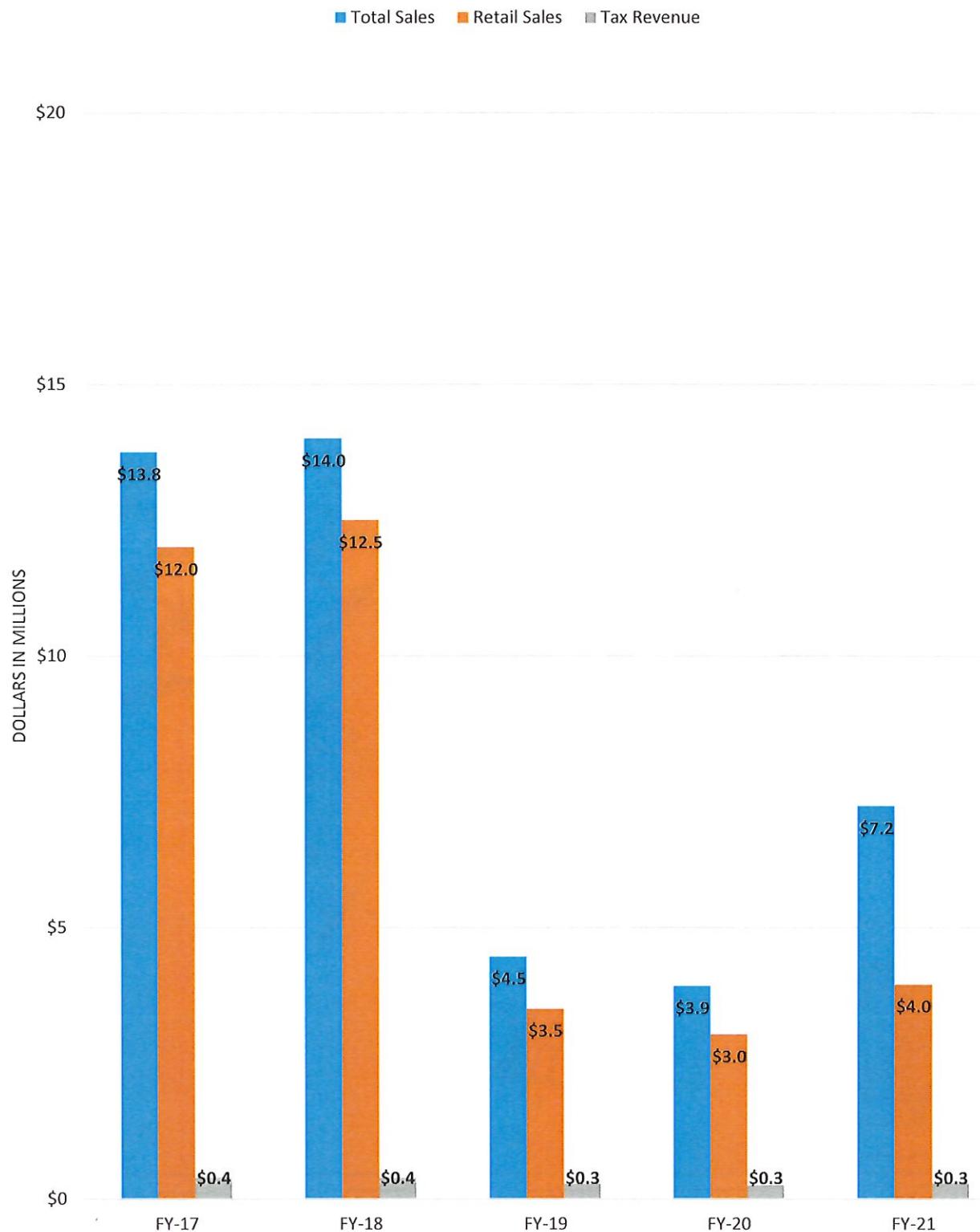


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Date: June 2016

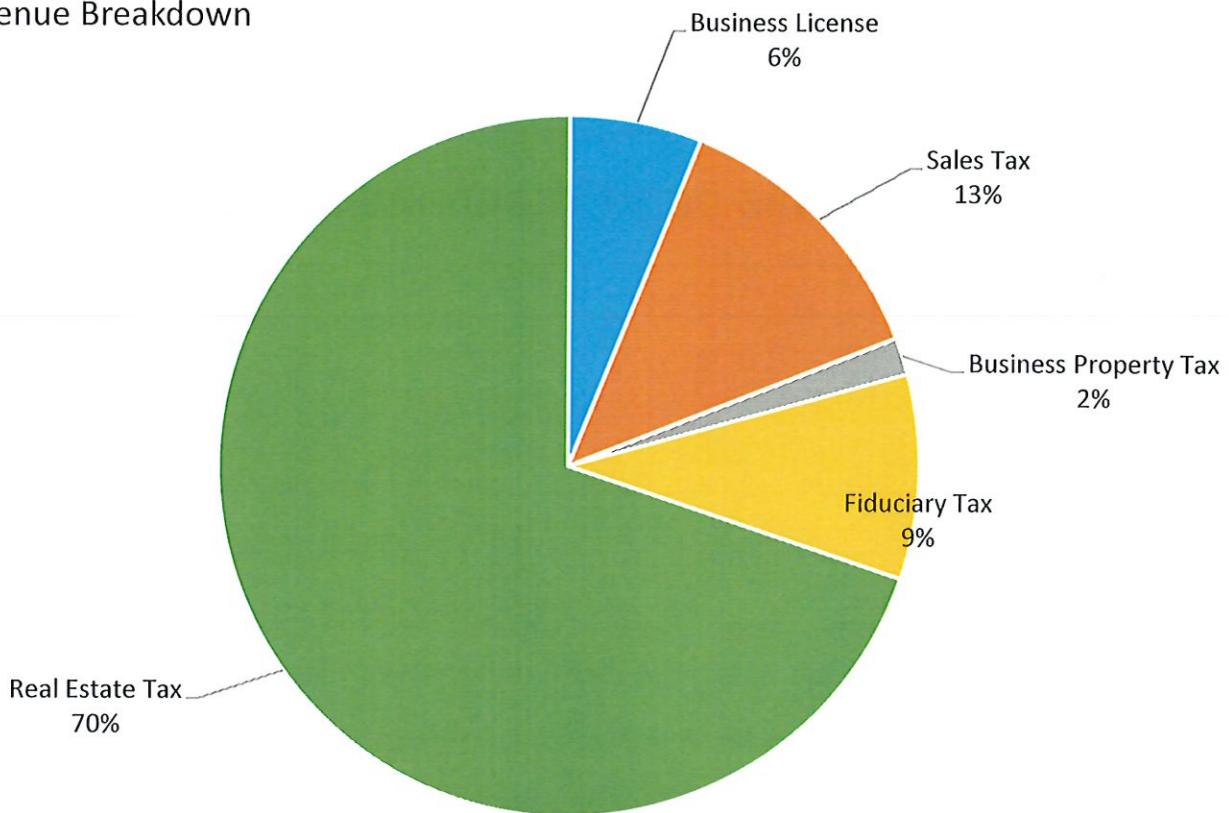


## Berkley 5 Year Comparison



# BERKLEY

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$3,926,738	\$7,225,407	84.01%
Total Retail Sales	\$3,033,115	\$3,945,979	30.10%
Total Assessed Value Real Estate	\$16,543,800	\$17,168,600	3.78%
Revenue Produced From:			
Business License	-\$8,222	\$18,455	-324.46%
Estimated Sales Tax (1%)*	\$30,331	\$39,460	30.10%
Business Property Tax	\$3,369	\$5,183	53.84%
Fiduciary Taxes**	\$24,374	\$28,717	17.82%
(Food and Beverage, Lodging, Room & Admissions)			
Real Estate Tax	\$203,690	\$212,472	4.31%
<b>Total Revenue***</b>	<b>\$253,542</b>	<b>\$304,287</b>	<b>20.01%</b>

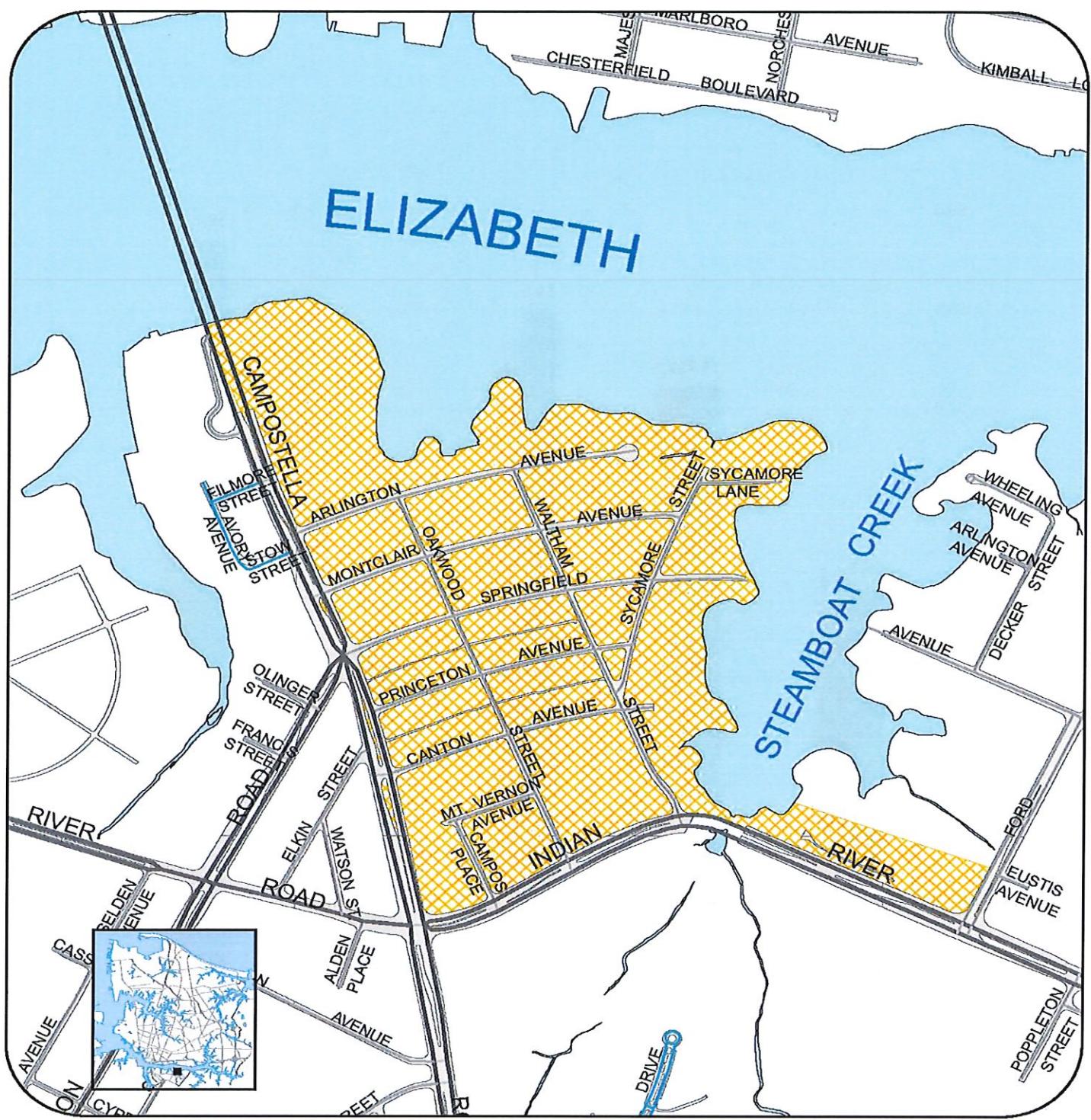
\*Based on reported Retail Sales

\*\*Food and Beverage, Lodging & Admissions Taxes are consolidated in this district as required in Virginia State Code 58.1-3.

\*\*\*Note - Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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## Campostella



### Legend

 Campostella Financial District

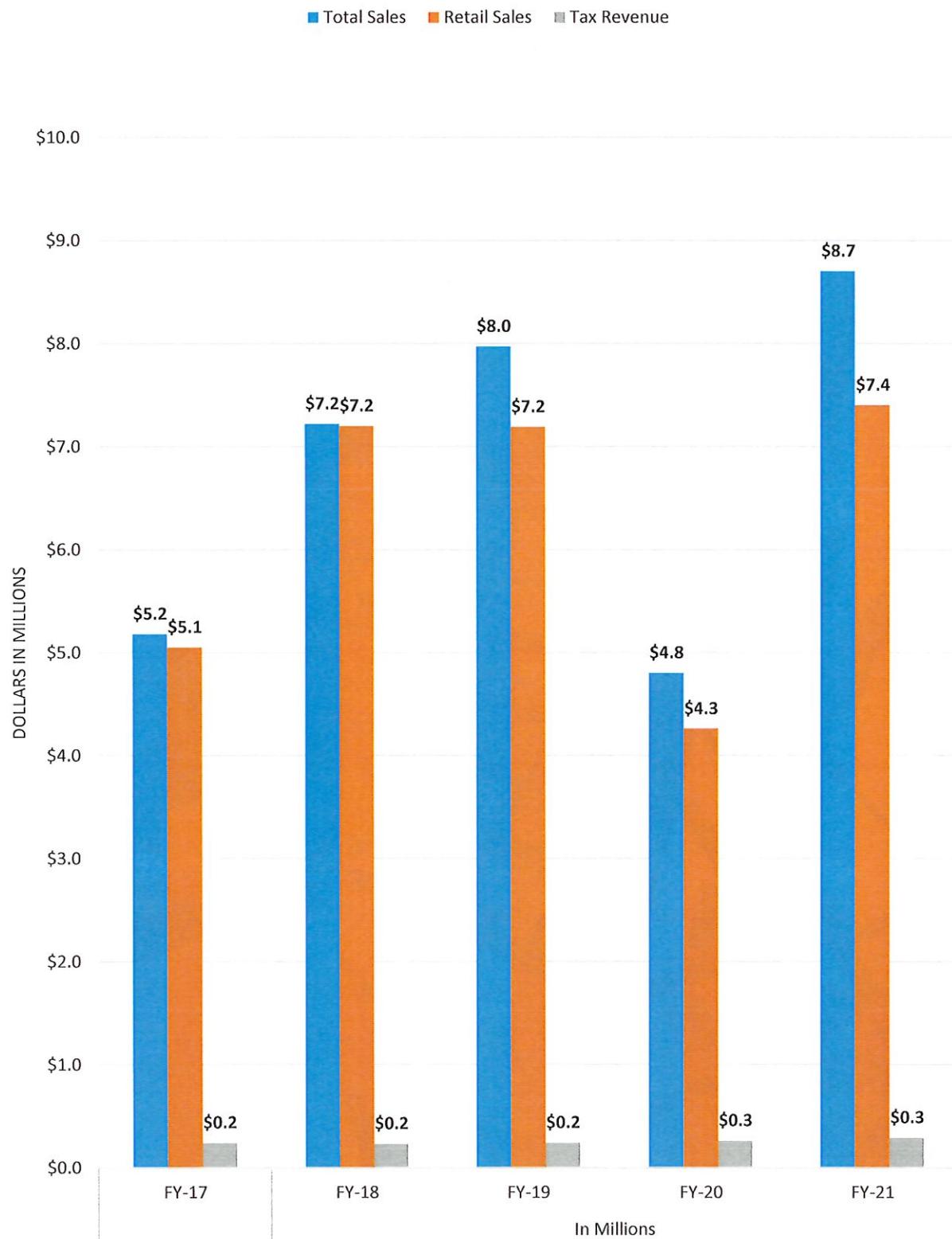


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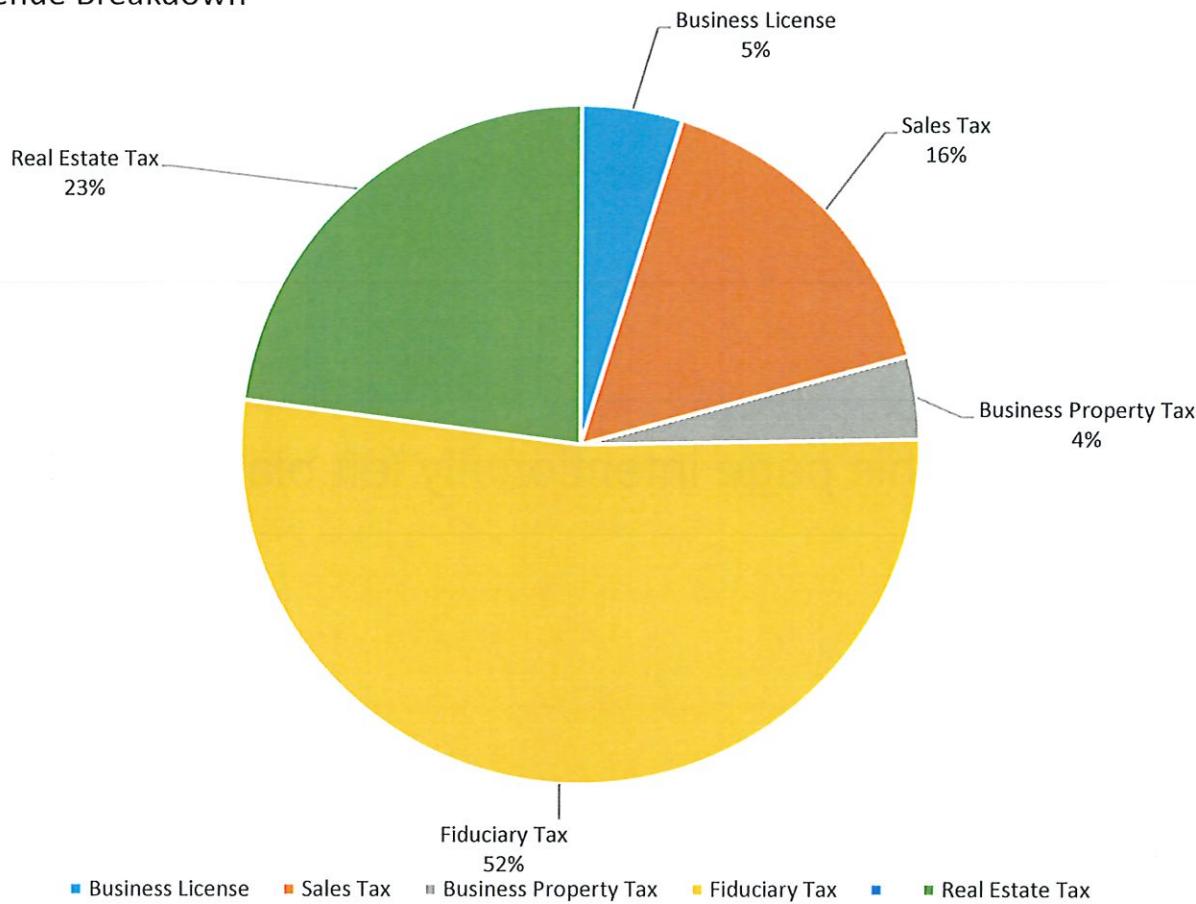


## Campostella - Five Year Comparison



# CAMPOSTELLA

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$4,805,736	\$8,661,041	80.22%
Total Retail Sales	\$4,261,138	\$7,476,109	75.45%
Total Assessed Value Real Estate	\$5,092,700	\$28,181,300	453.37%
Revenue Produced From:			
Business License	\$12,687	\$24,486	93.00%
Estimated Sales Tax (1%)*	\$42,611	\$74,761	75.45%
Business Property Tax	\$10,480	\$12,970	23.76%
Fiduciary Taxes**	\$139,312	\$164,233	17.89%
(Food and Beverage, Lodging, Room & Admissions)			
Real Estate Tax	\$60,928	\$287,435	371.76%
<b>Total Revenue***</b>	<b>\$266,018</b>	<b>\$563,885</b>	<b>111.97%</b>

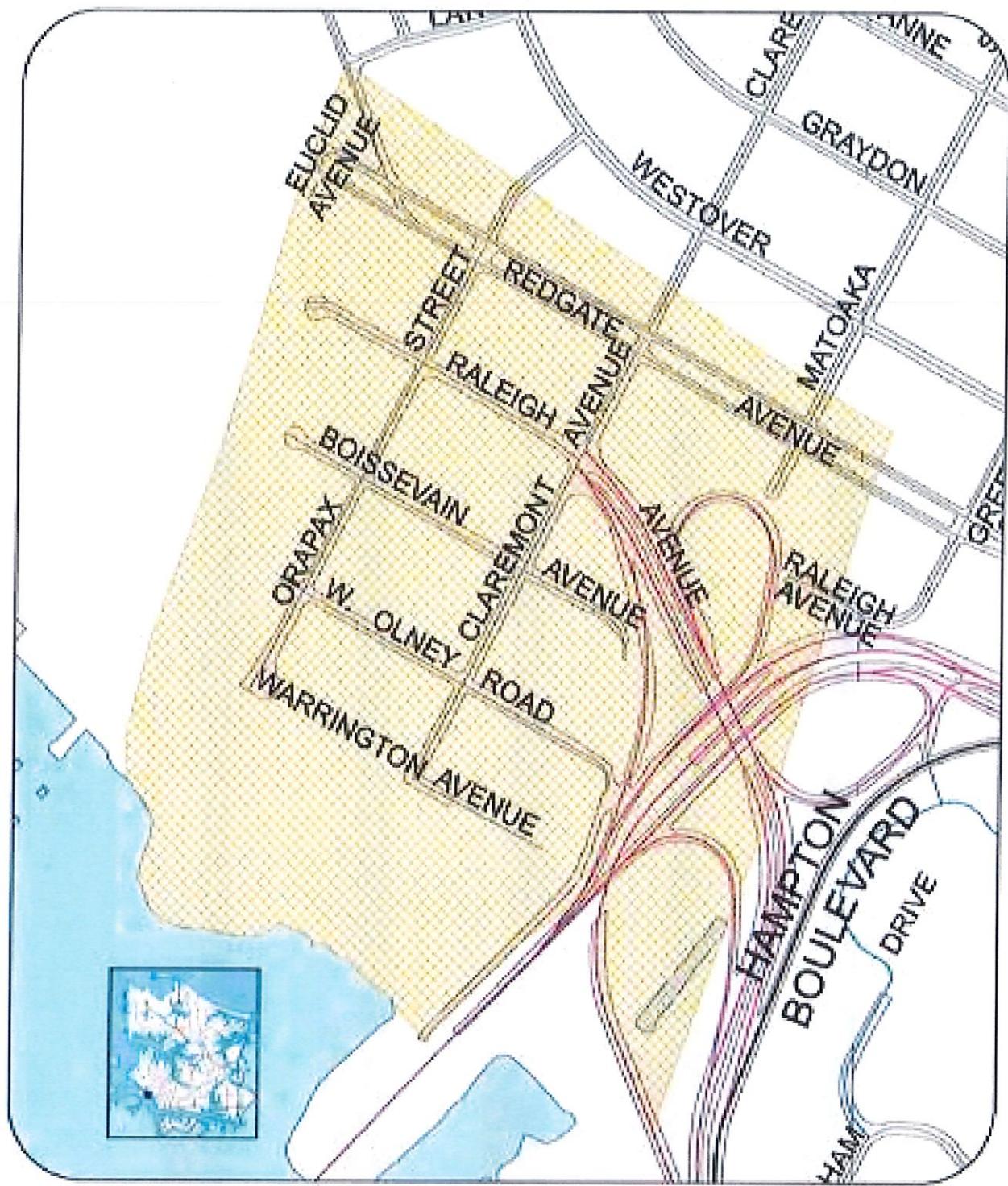
\*Based on reported Retail Sales

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\*\*\*Note - Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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## Chelsea



### Legend

 Chelsea Financial District

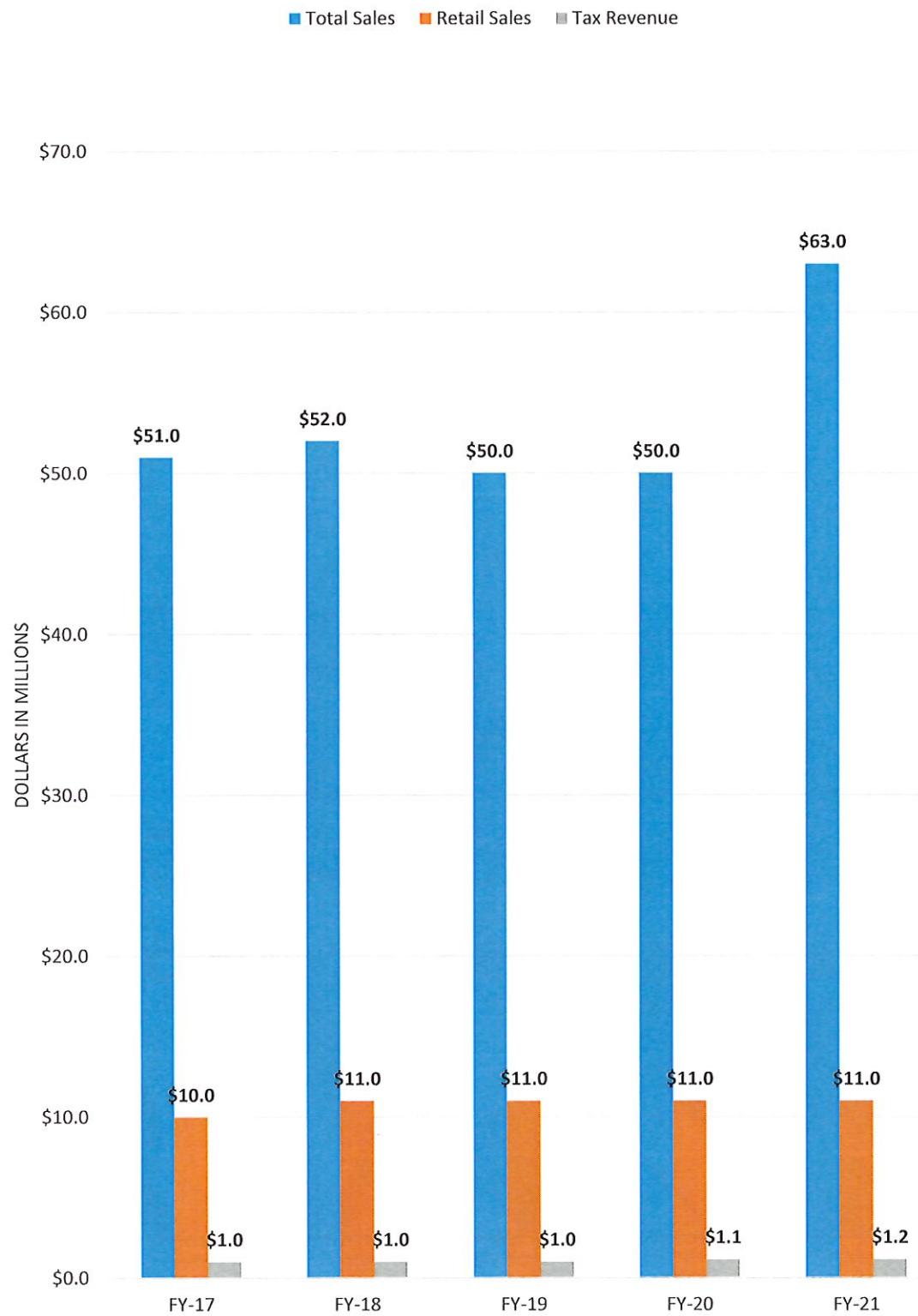


Created by the Department of Communications  
and Technology, City Bureau. This Map is intended for general guidance only.  
Financial District boundaries are provided by the Office of the  
Commissioner of the Chelsea

Date: July 2010

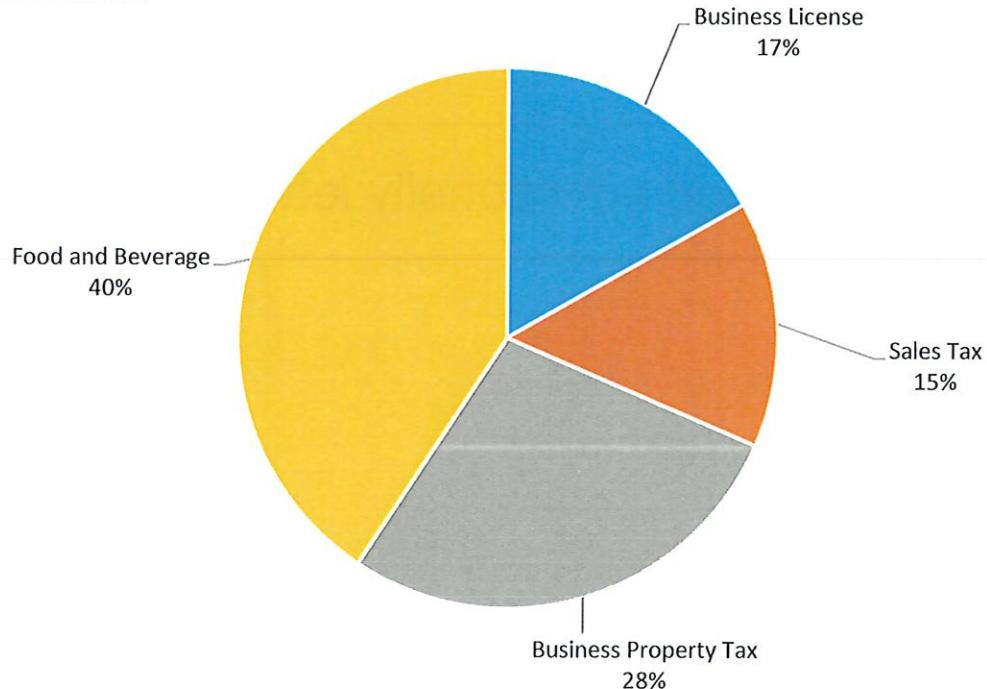


## Chelsea - Five Year Comparison



# CHELSEA

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$50,435,689	\$63,438,712	25.78%
Total Retail Sales	\$11,098,101	\$11,133,553	0.32%
Total Assessed Value Real Estate	\$34,185,500	\$34,614,900	1.26%
<b>Revenue Produced From:</b>			
Business License	\$141,650	\$176,066	24.30%
Estimated Sales Tax (1%)*	\$110,981	\$111,336	0.32%
Business Property Tax	\$204,818	\$154,070	-24.78%
Food and Beverage Tax (6.5%)	\$251,198	\$291,821	16.17%
Lodging Tax (8%)	\$562	\$2,683	377.41%
Room Tax**	\$474	\$507	6.96%
Admissions Tax (10%)	\$424	\$451	6.46%
Real Estate Tax	\$420,081	\$426,648	1.56%
<b>Total Revenue***</b>	<b>\$1,130,188</b>	<b>\$1,163,582</b>	<b>2.95%</b>

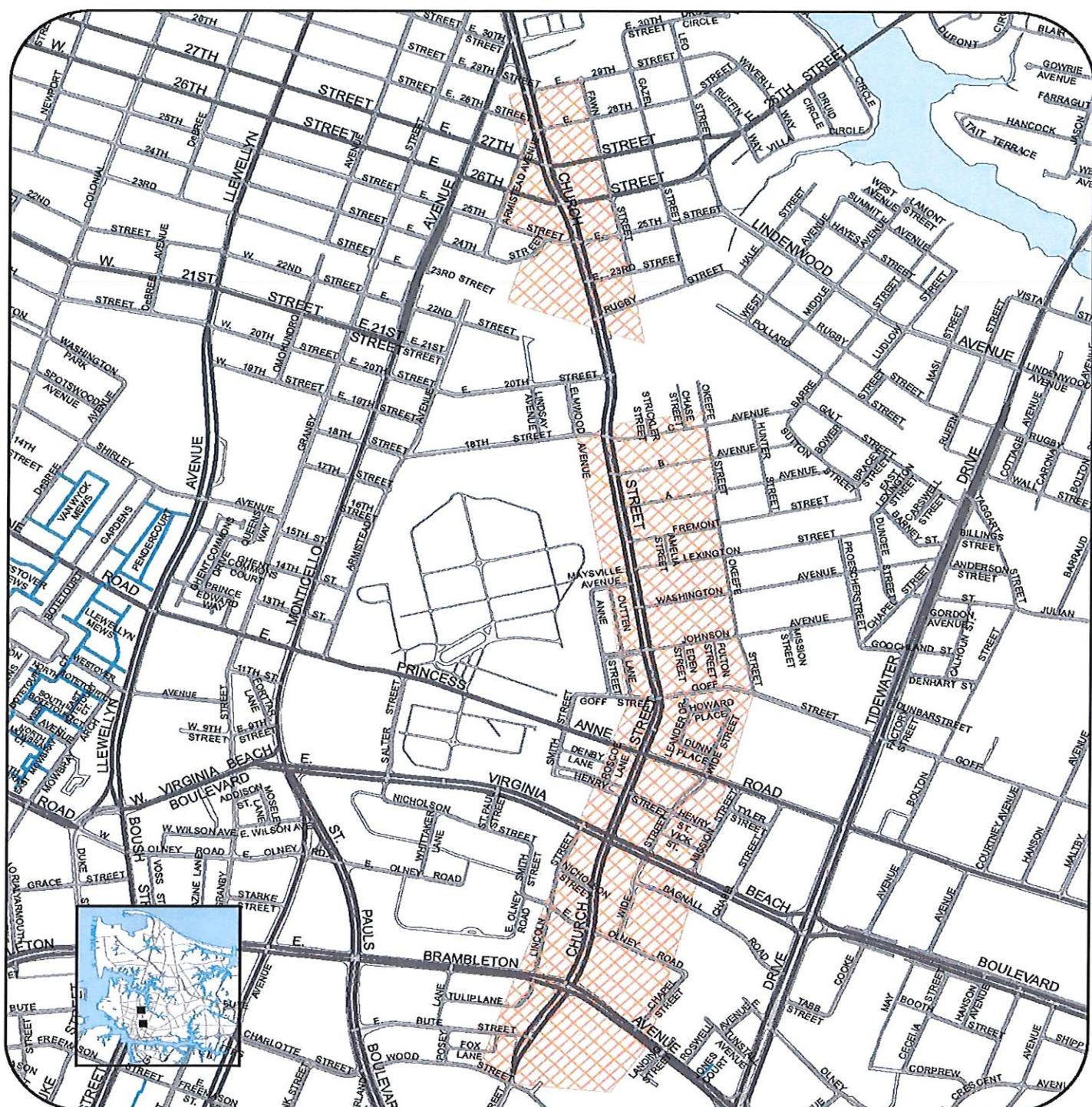
\*Based on reported Retail Sales

\*\*Based \$3.00 per Room per Night

\*\*\*Note - Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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## Church Street



### Legend



## Church Street Financial District

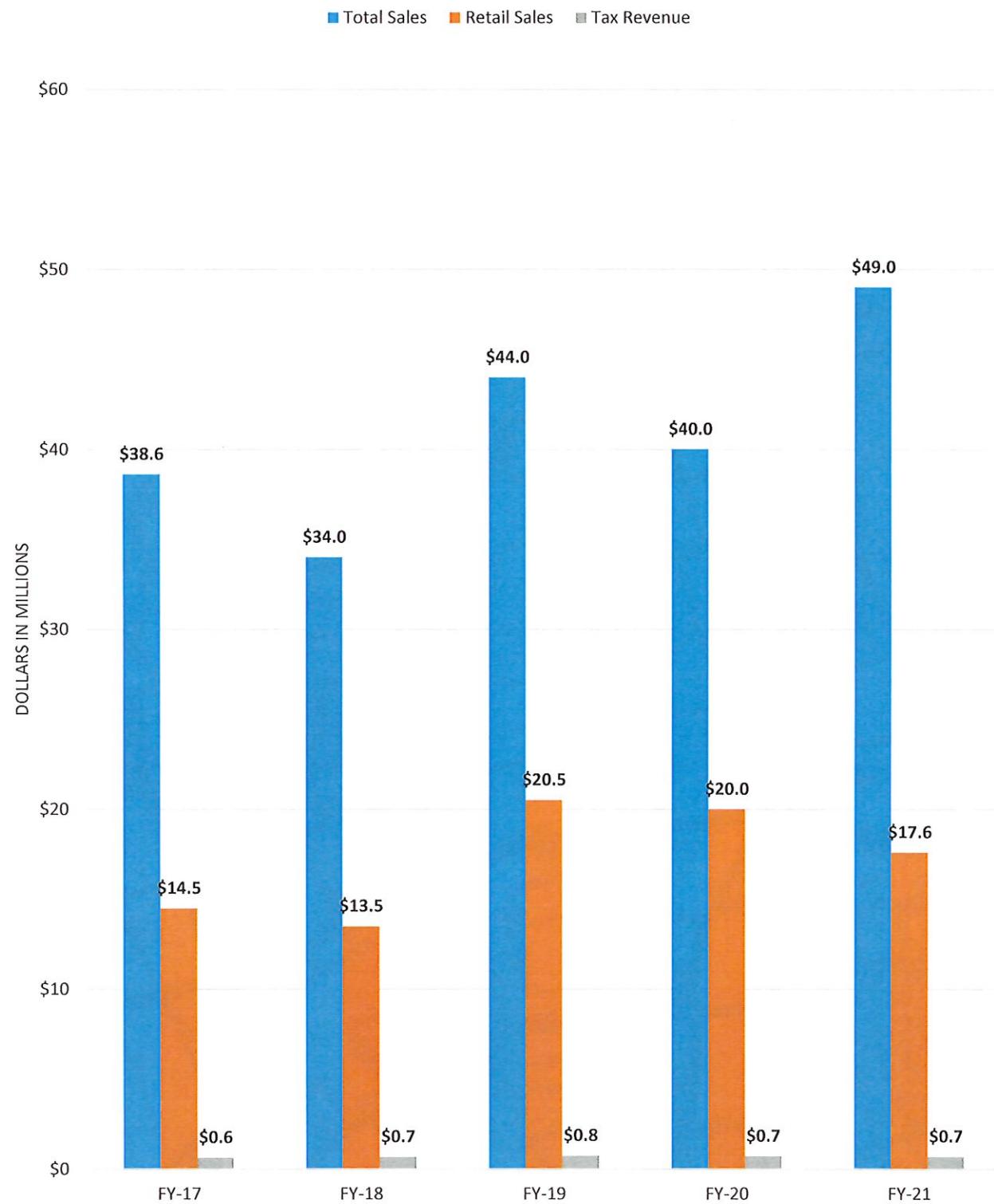


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and Technology, GIS Bureau. This Map Is Intended for graphic purposes only.  
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Date: June 2016

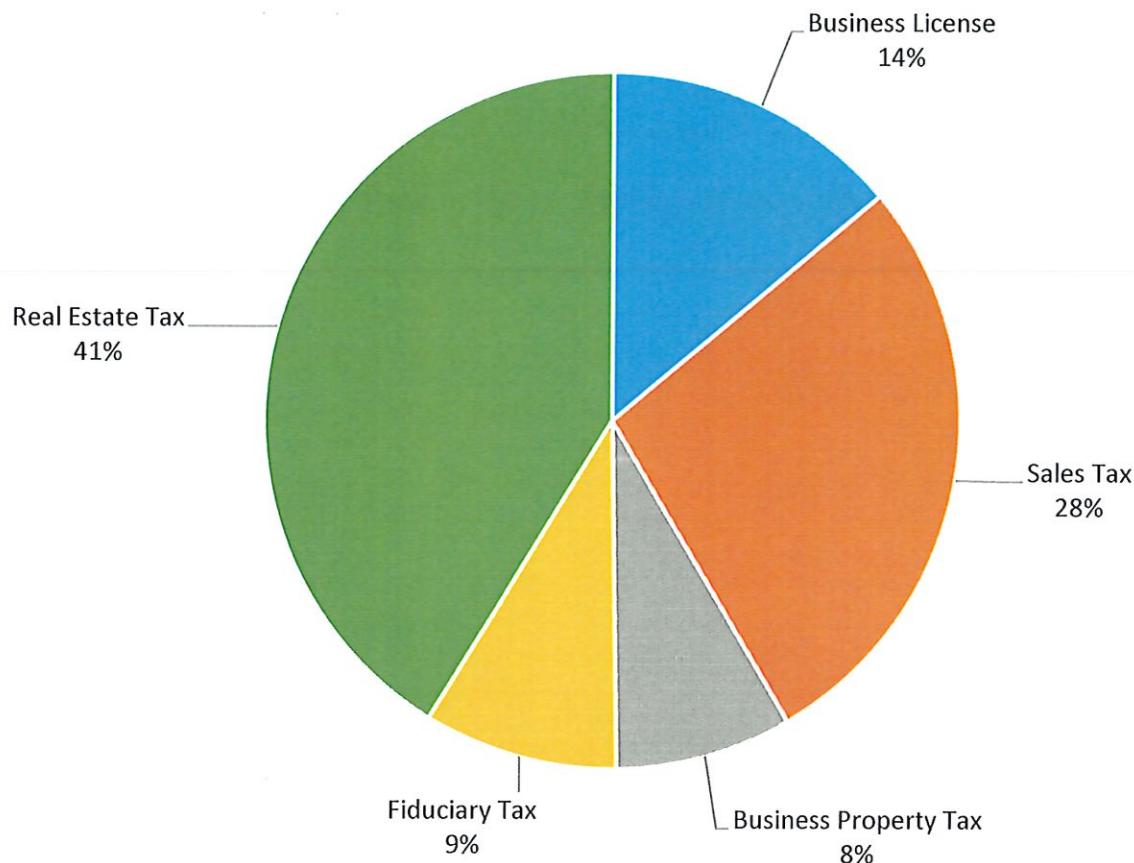


## Church Street - Five Year Comparison



# CHURCH STREET

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$39,870,381	\$49,029,057	22.97%
Total Retail Sales	\$20,175,109	\$17,627,381	-12.63%
Total Assessed Value Real Estate	\$24,133,700	\$24,146,700	0.05%
<b>Revenue Produced From:</b>			
Business License	\$100,977	\$96,280	-4.65%
Estimated Sales Tax (1%)*	\$201,751	\$176,274	-12.63%
Business Property Tax	\$59,525	\$60,222	1.17%
Fiduciary Taxes**	\$65,655	\$48,730	-25.78%
(Food and Beverage, Lodging, Room & Admissions)			
Real Estate Tax	\$300,527	\$313,581	4.34%
<b>Total Revenue***</b>	<b>\$728,435</b>	<b>\$695,086</b>	<b>-4.58%</b>

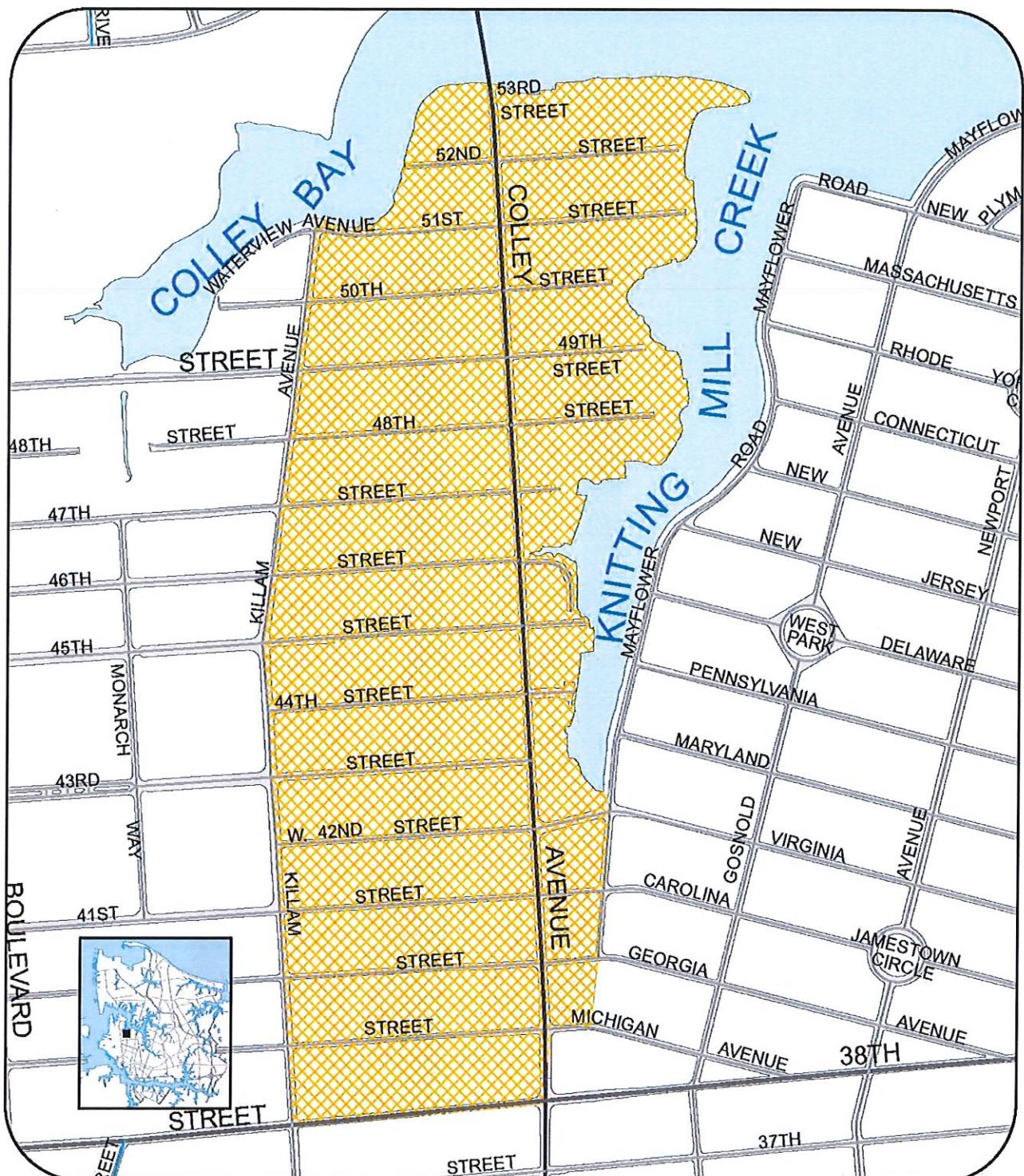
\*Based on reported Retail Sales

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\*\*\*Note - Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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## Colley North



### Legend

 Colley North Financial District



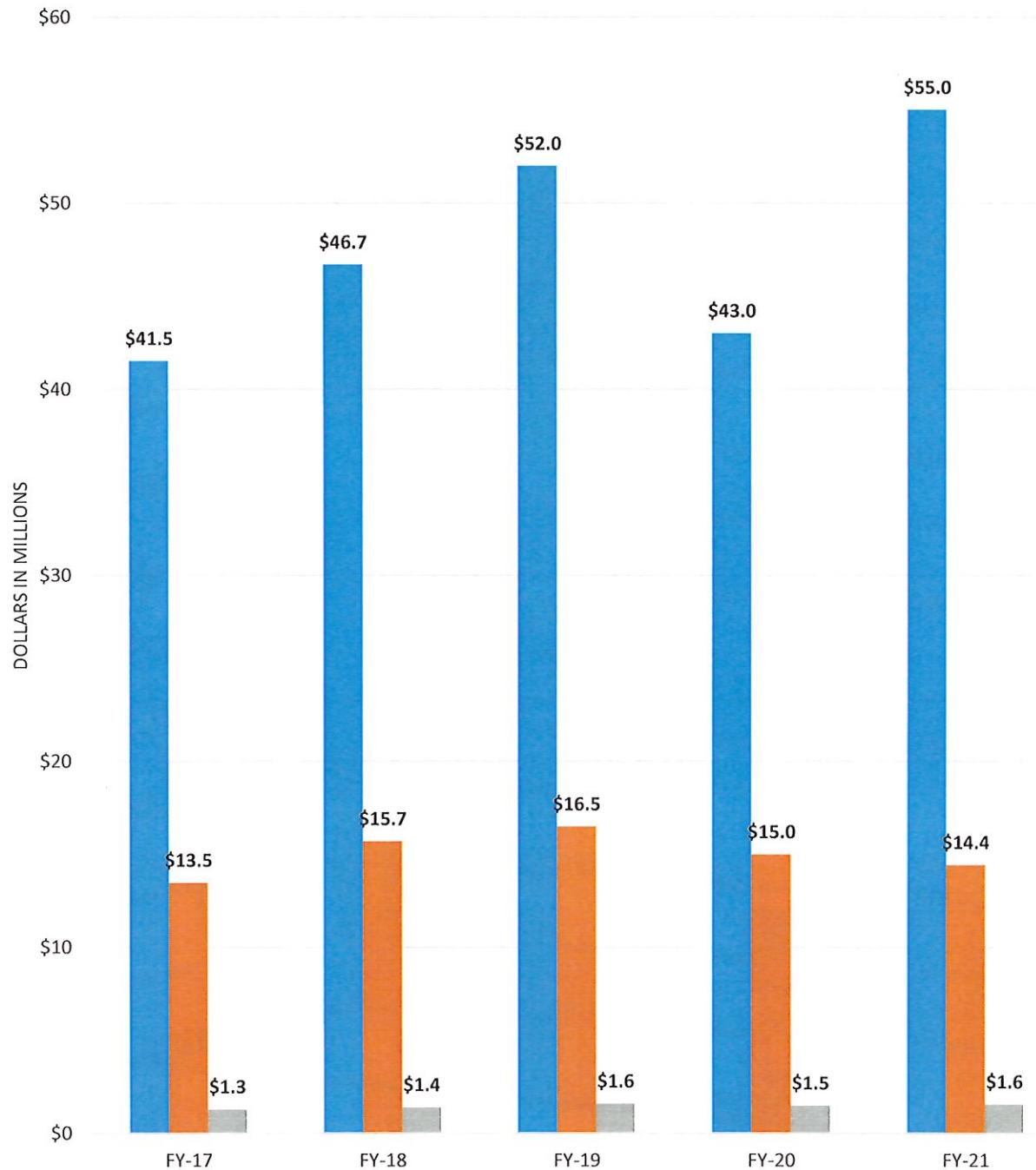
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Date: June 2016



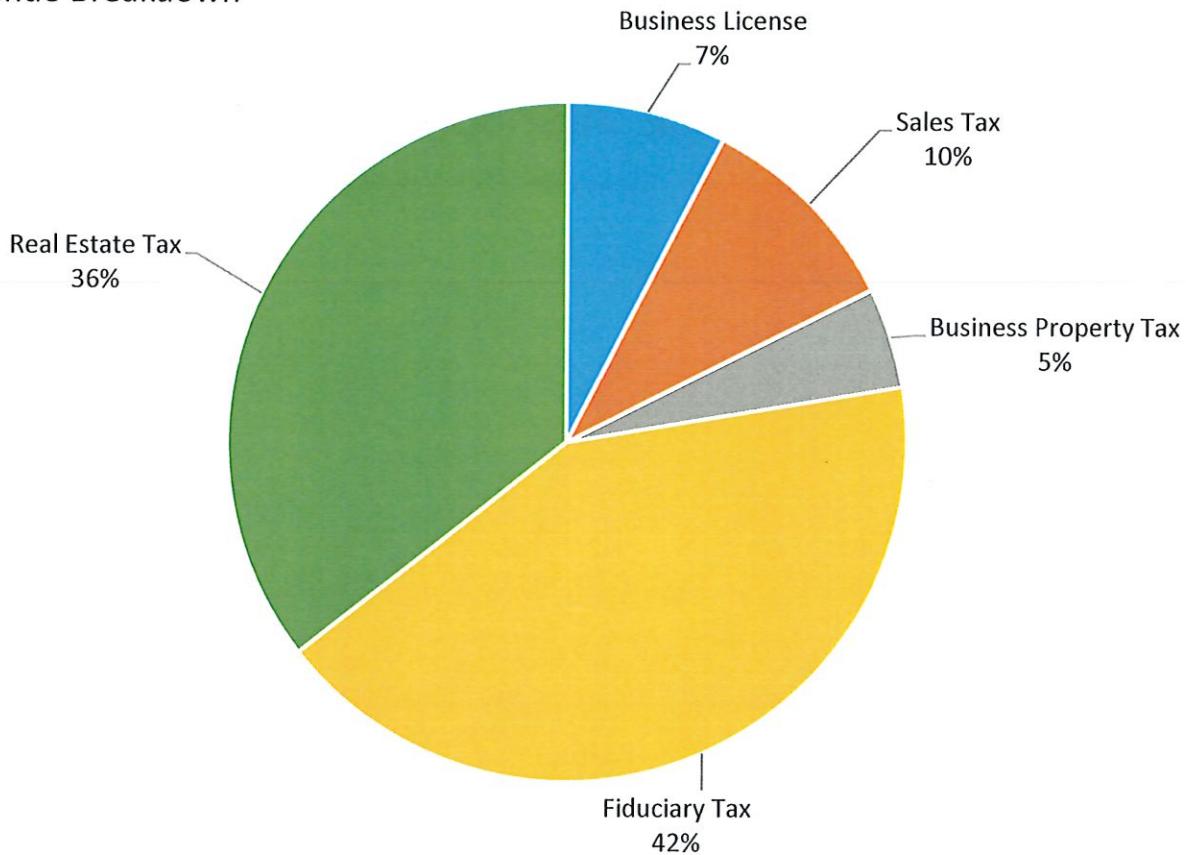
## Colley North - Five Year Comparison

■ Total Sales ■ Retail Sales ■ Tax Revenue



# COLLEY NORTH

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$42,787,724	\$55,027,672	28.61%
Total Retail Sales	\$14,907,765	\$14,435,231	-3.17%
Total Assessed Value Real Estate	\$45,781,500	\$46,953,400	2.56%
Revenue Produced From:			
Business License	\$112,844	\$144,547	28.09%
Estimated Sales Tax (1%)*	\$149,078	\$144,352	-3.17%
Business Property Tax	\$70,999	\$103,578	45.89%
Fiduciary Taxes**	\$624,704	\$596,712	-4.48%
(Food and Beverage, Lodging, Room & Admissions)			
Real Estate Tax	\$529,657	\$578,917	9.30%
<b>Total Revenue***</b>	<b>\$1,487,282</b>	<b>\$1,568,107</b>	<b>5.43%</b>

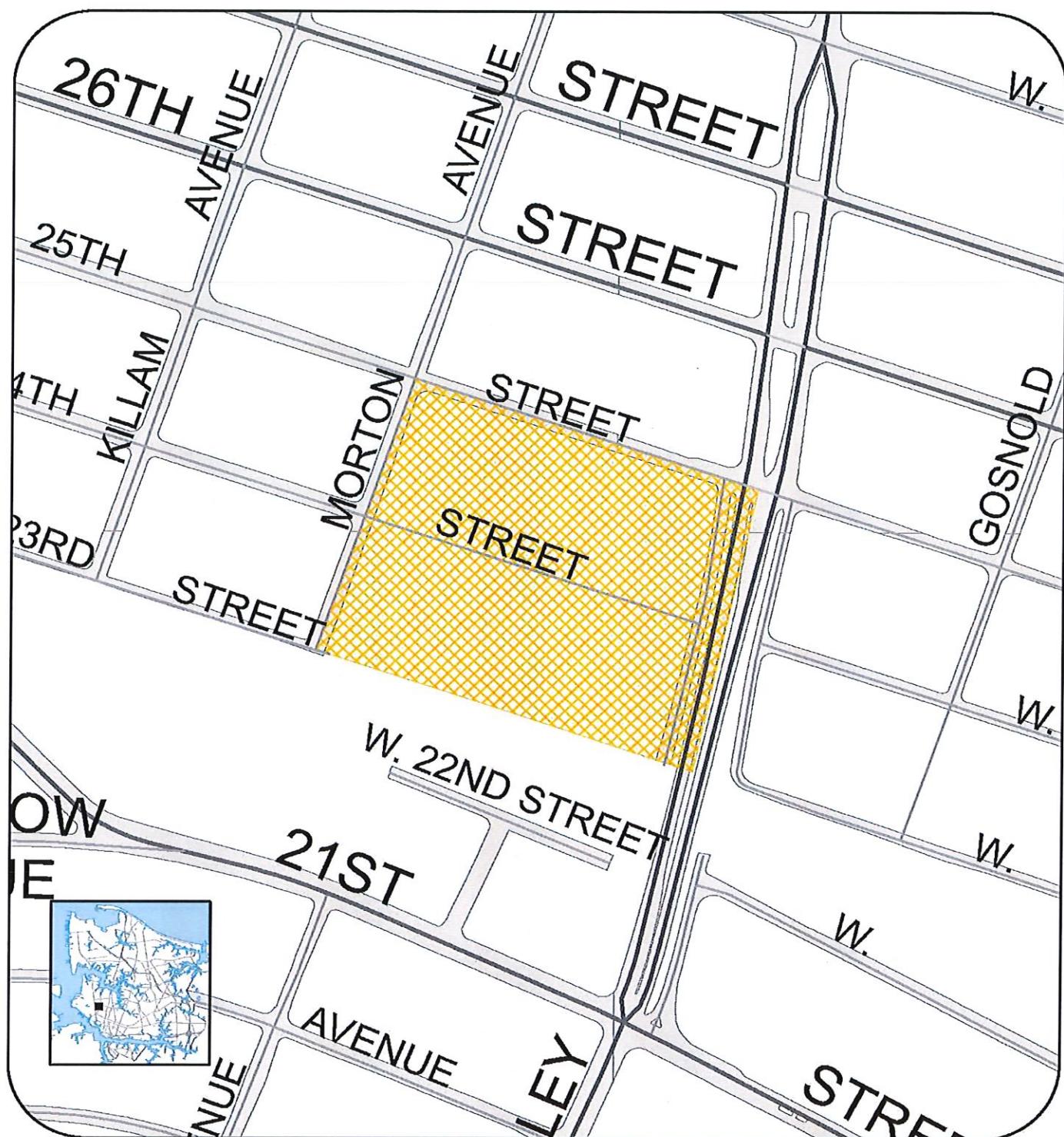
\*Based on reported Retail Sales

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## Colley Village



### Legend

 Colley Village Financial District

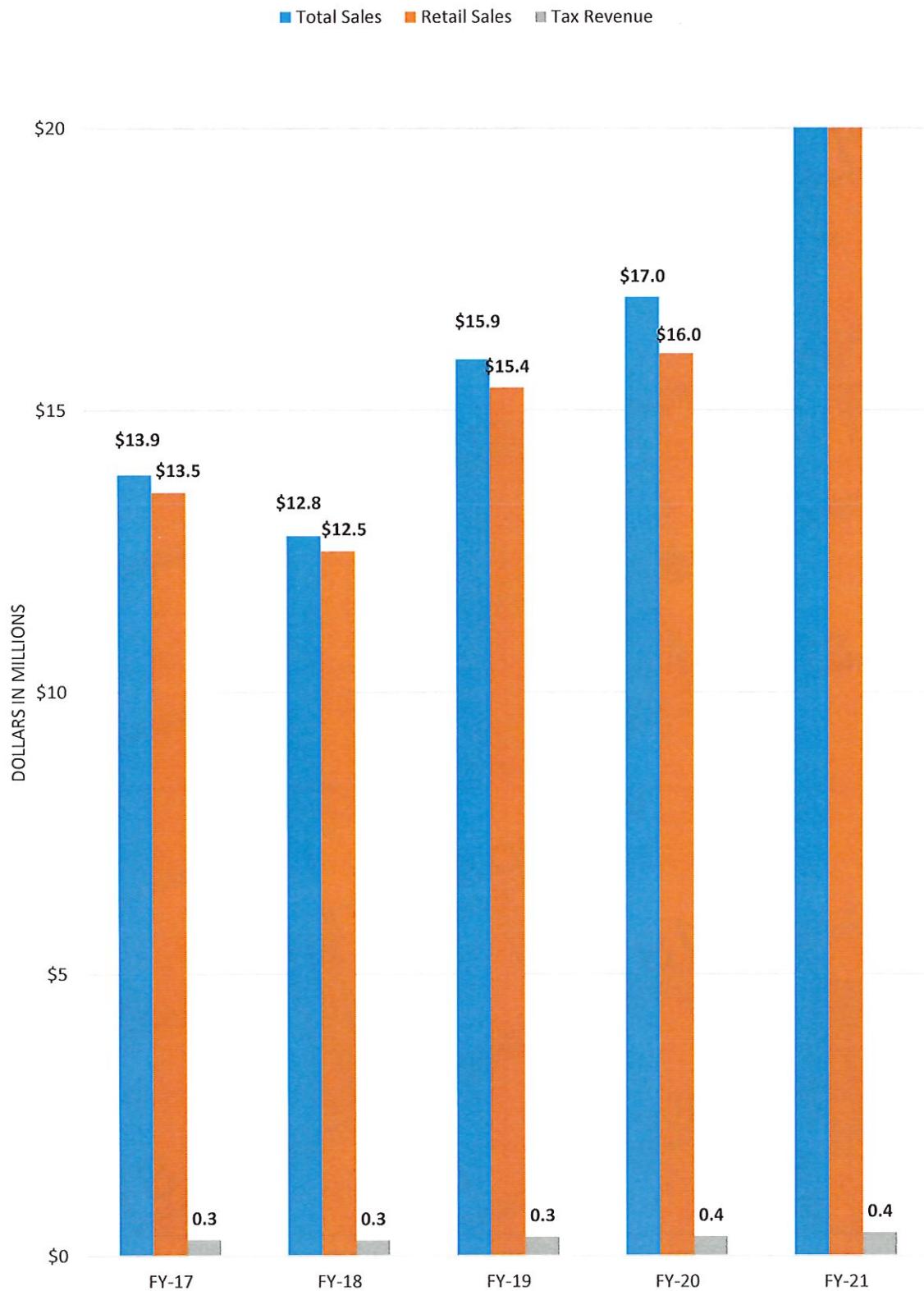


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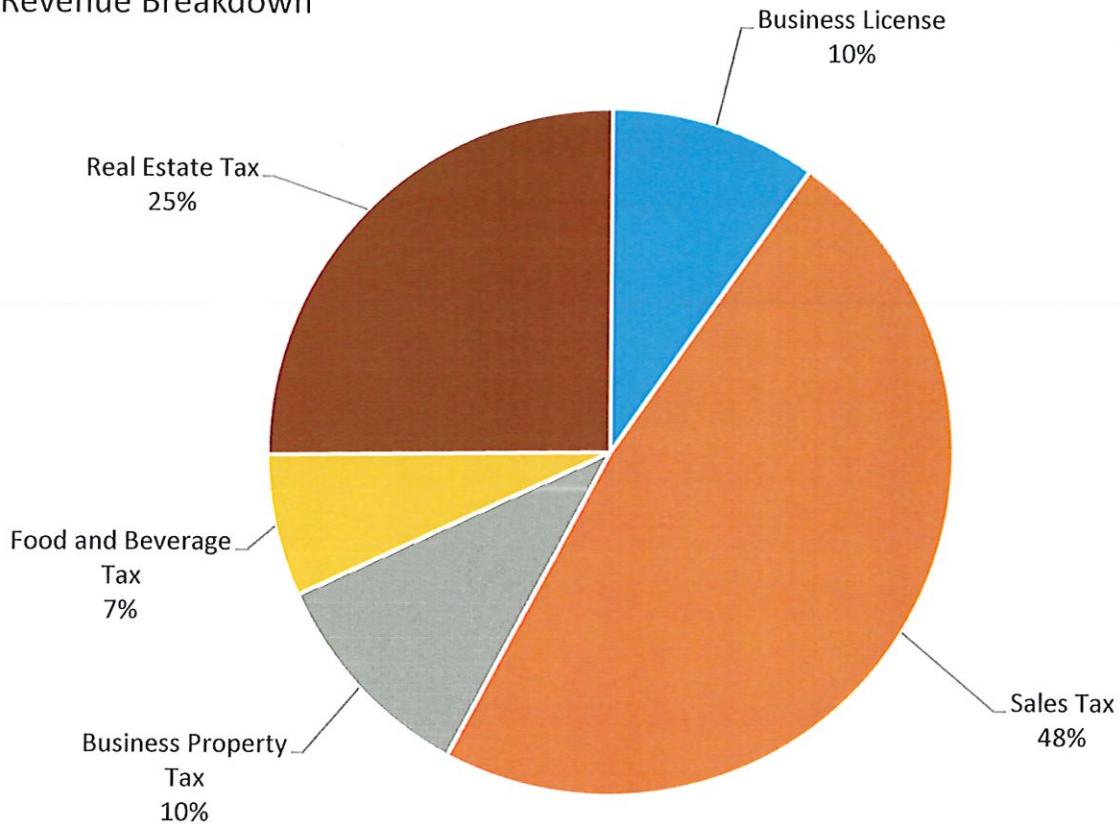


## Colley Village - Five Year Comparison



# COLLEY VILLAGE

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$17,044,360	\$21,062,330	23.57%
Total Retail Sales	\$16,843,372	\$20,835,394	23.70%
Total Assessed Value Real Estate	\$7,065,900	\$7,128,600	0.89%
Revenue Produced From:			
Business License	\$34,180	\$42,103	23.18%
Estimated Sales Tax (1%)*	\$168,434	\$208,354	23.70%
Business Property Tax	\$36,527	\$41,863	14.61%
Food and Beverage Tax (6.5%)	\$23,554	\$41,366	75.62%
Lodging Tax (8%)	\$0	\$0	0.00%
**Room Tax	\$0	\$0	0.00%
Admissions Tax (10%)	\$0	\$0	0.00%
Real Estate Tax	\$88,324	\$89,108	0.89%
<b>Total Revenue***</b>	<b>\$351,019</b>	<b>\$422,793</b>	<b>20.45%</b>

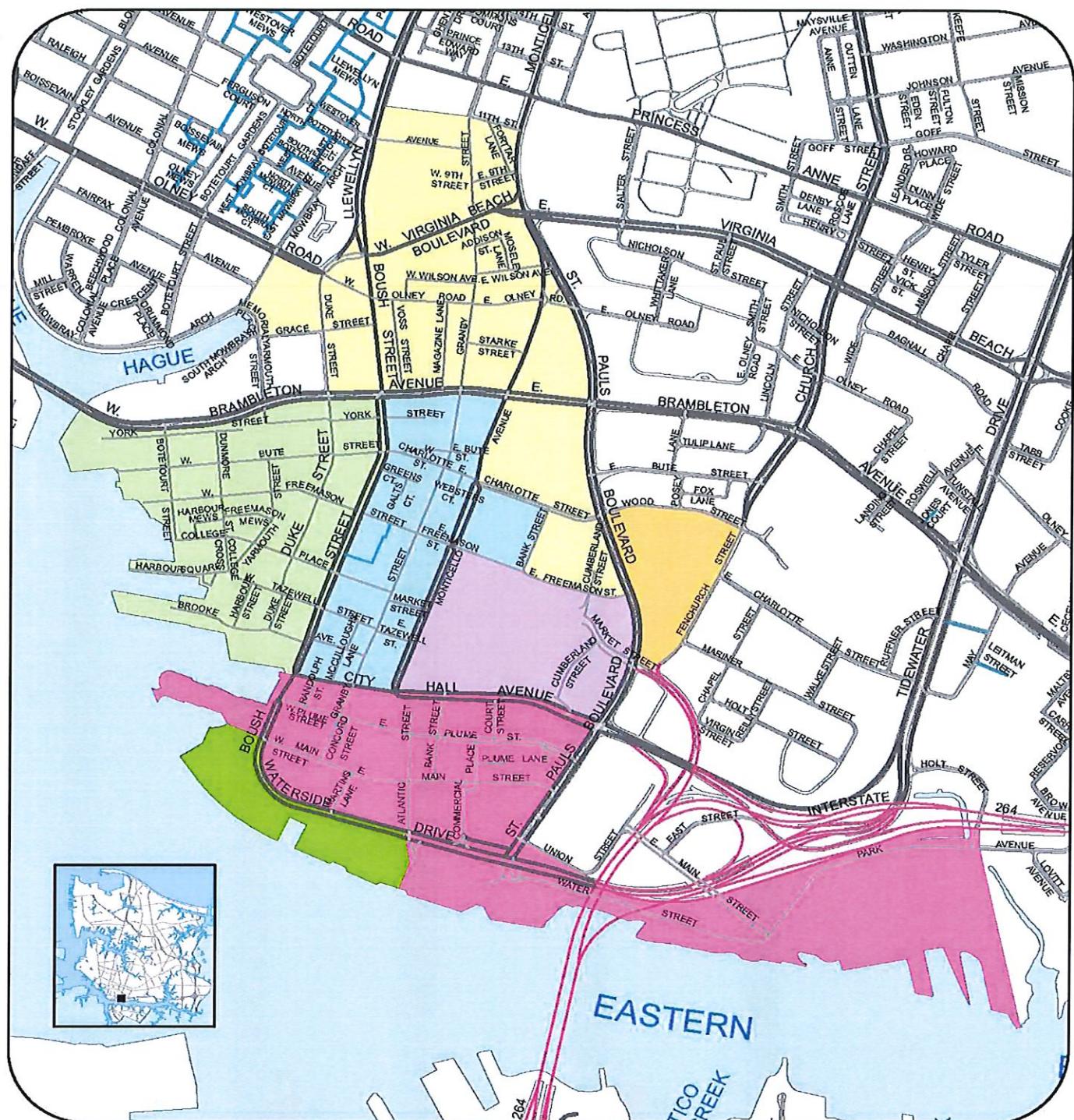
\*Based on reported Retail Sales

\*\*Based on \$3.00 per Room per Night

\*\*\*Note - Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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# Downtown Economic Districts



## Legend

- DOWNTOWN
- FRASERSON
- GRANBY
- MACARTHUR CENTER
- DOWNTOWN PLAZA
- UPPER GRANBY
- WATERSIDE



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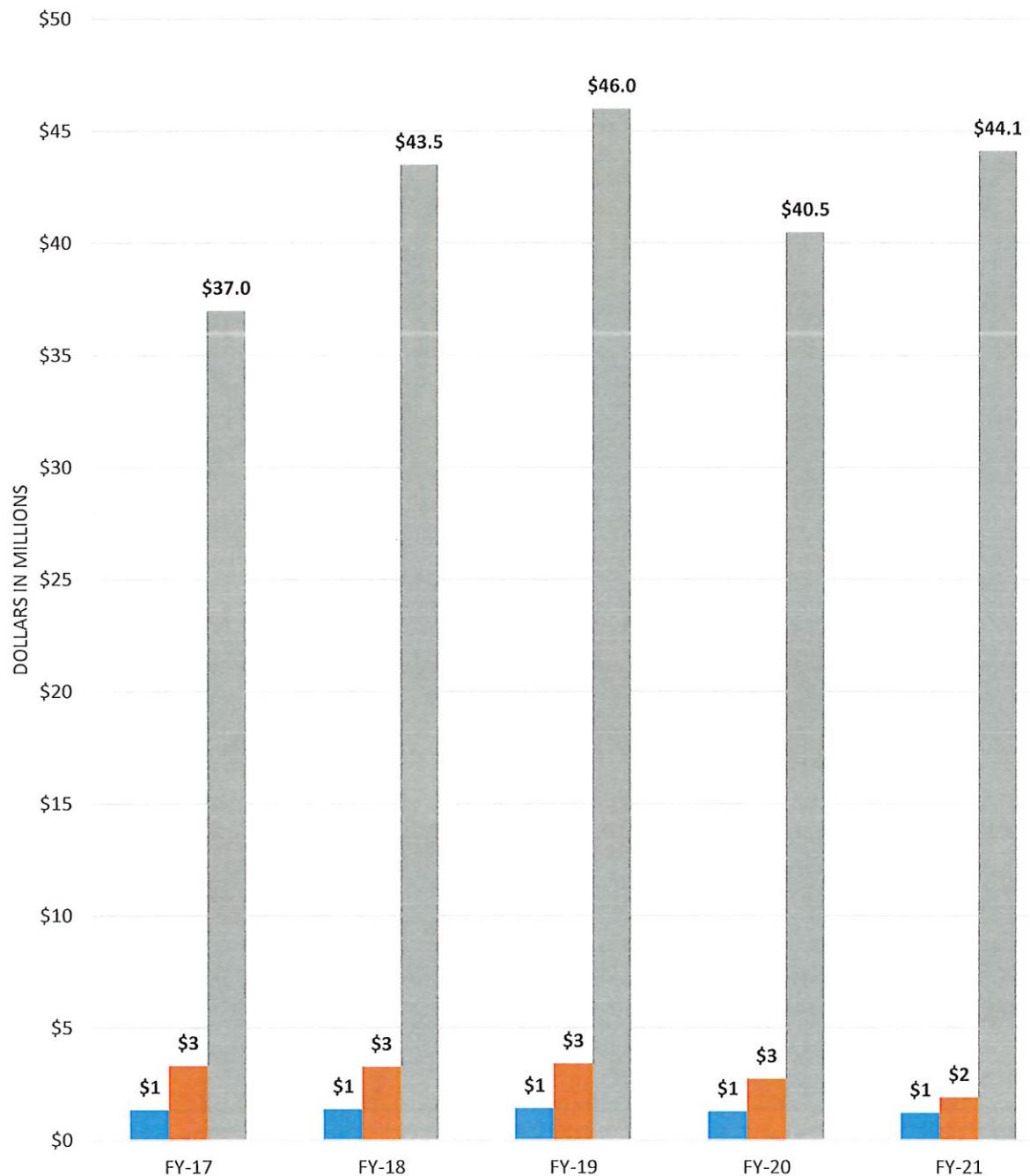
Date: July 2016



# Greater Downtown Seven Districts Combined

## Five Year Comparison

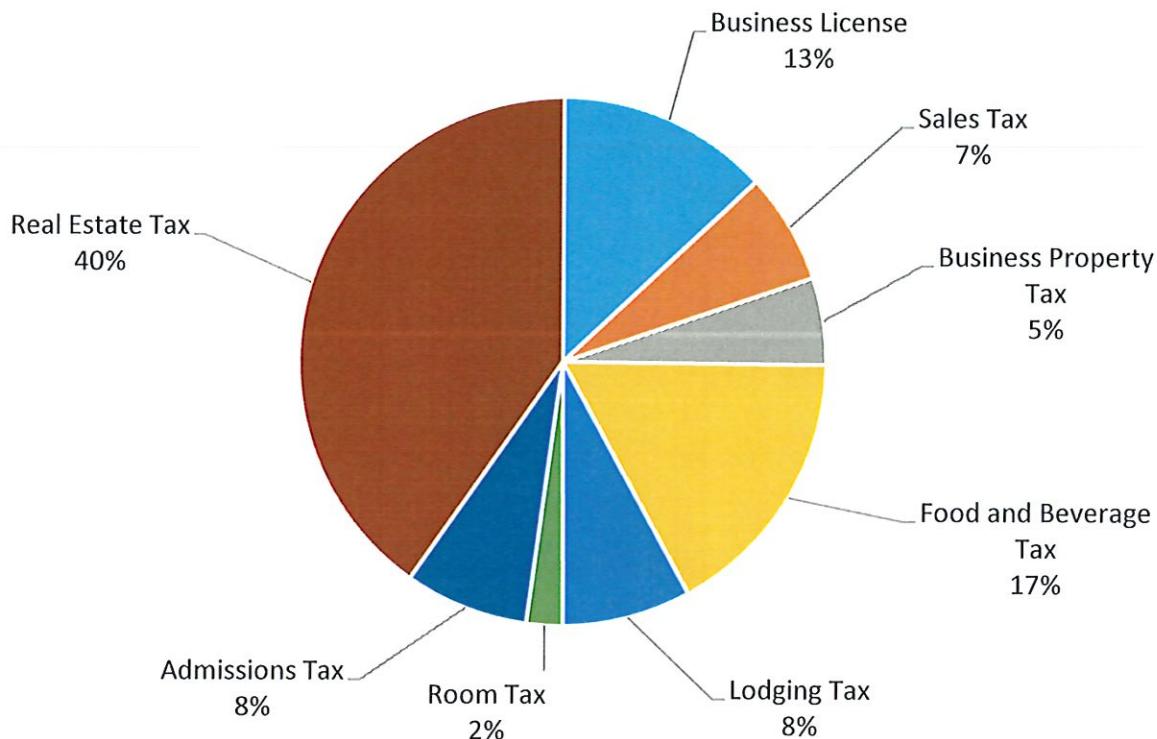
■ Total Sales ■ Retail Sales ■ Tax Revenue



# GREATER DOWNTOWN

## Seven Districts Combined

### Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$1,275,387,314	\$1,212,209,703	-4.95%
Total Retail Sales	\$274,880,877	\$190,863,692	-30.56%
Total Assessed Value Real Estate	\$1,483,738,400	\$1,525,572,300	2.82%
<b>Revenue Produced From:</b>			
Business License	\$5,300,537	\$5,230,334	-1.32%
Estimated Sales Tax (1%)*	\$2,748,809	\$1,908,637	-30.56%
Business Property Tax	\$2,161,757	\$4,245,431	96.39%
Food and Beverage Tax (6.5%)	\$6,834,155	\$4,675,860	-31.58%
Lodging Tax (8%)	\$3,216,231	\$5,164,470	60.58%
Room Tax**	\$908,843	\$891,042	-1.96%
Admissions Tax (10%)	\$3,068,310	\$363,090	-88.17%
Real Estate Tax	\$16,354,599	\$21,635,944	32.29%
<b>Total Revenue***</b>	<b>\$40,593,241</b>	<b>\$44,114,808</b>	<b>8.68%</b>

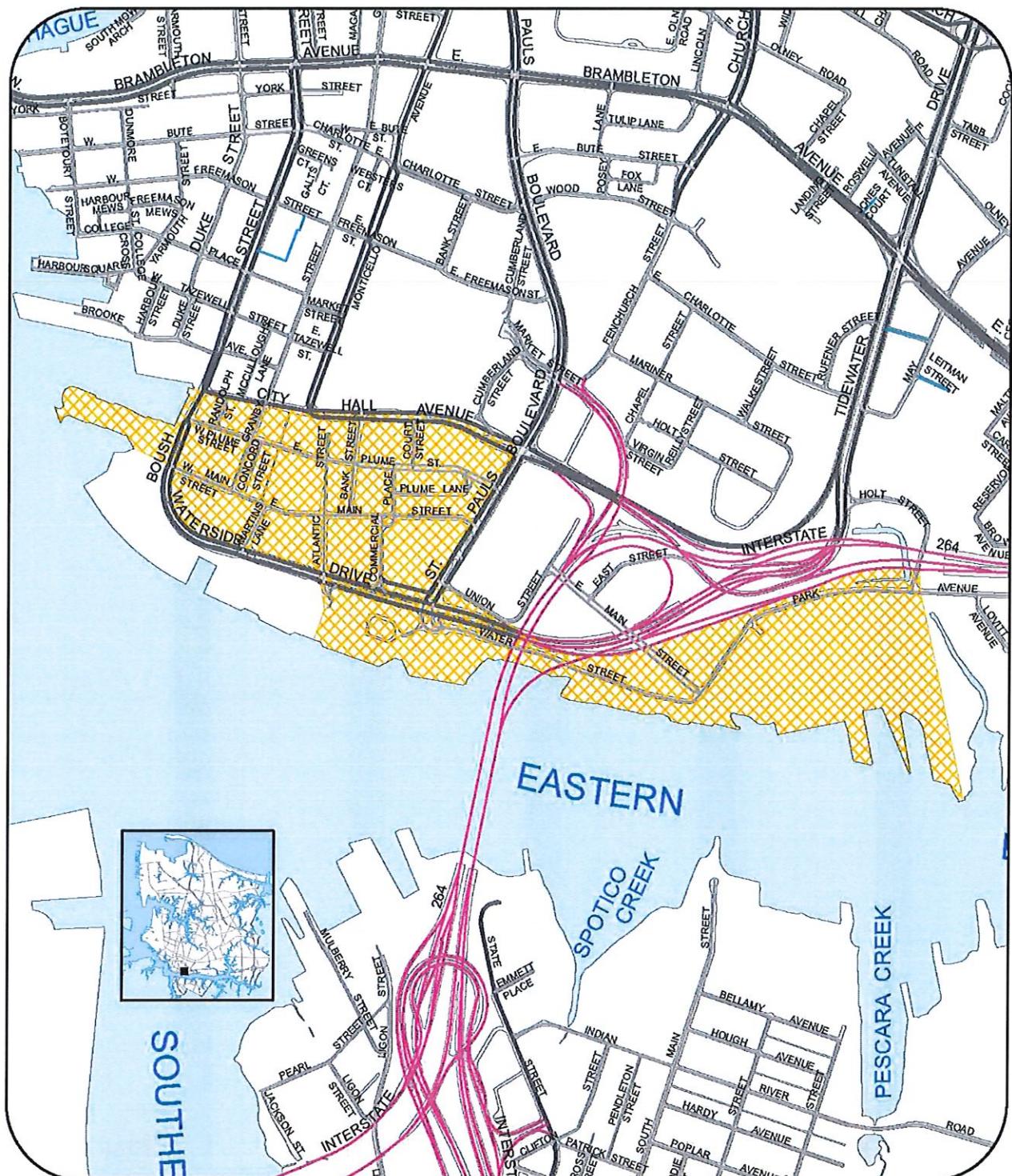
\*Based on reported Retail Sales

\*\*Based on \$3.00 per Room per Night

\*\*\*Note - Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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# Greater Downtown Financial



## Legend

 Greater Downtown Financial District

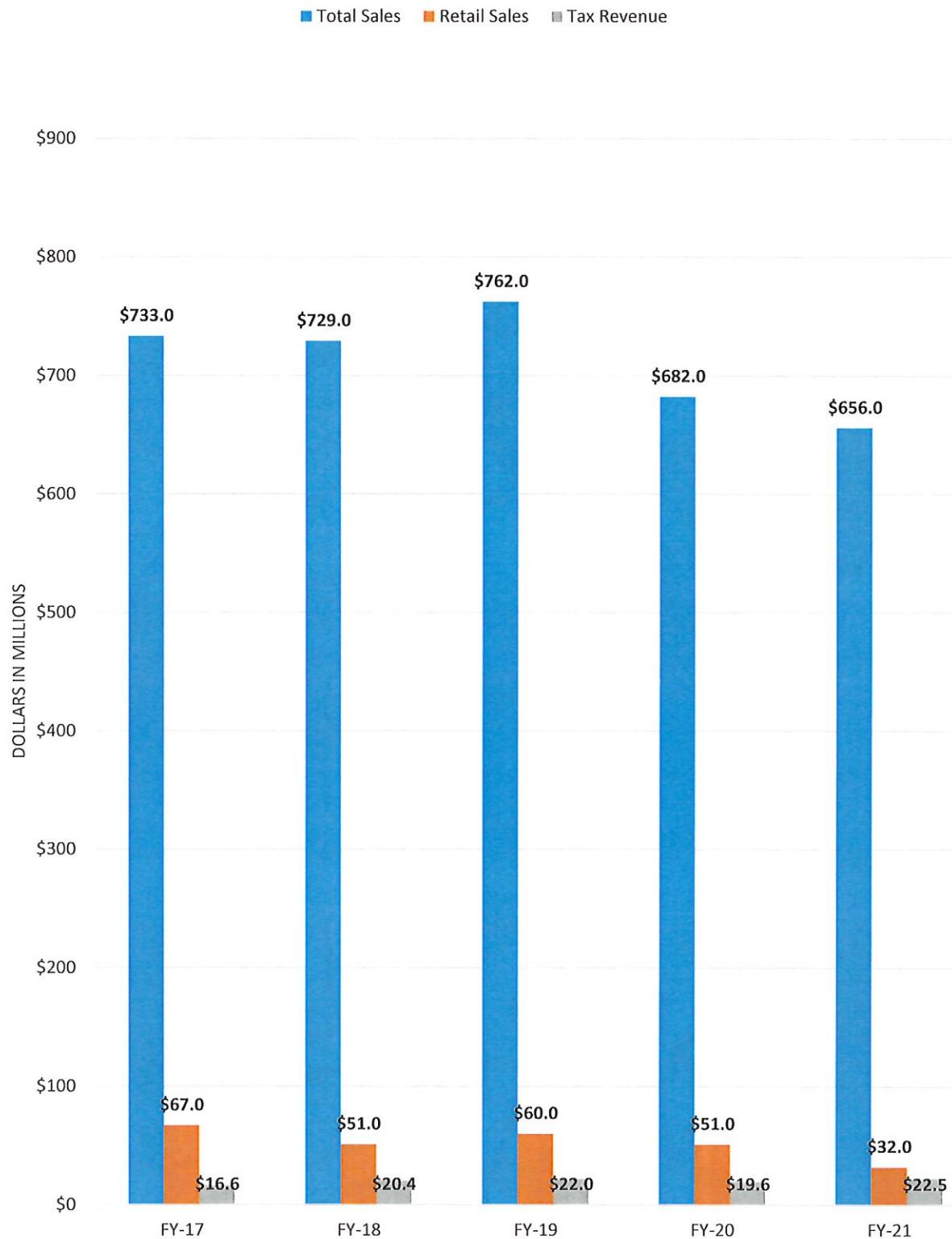


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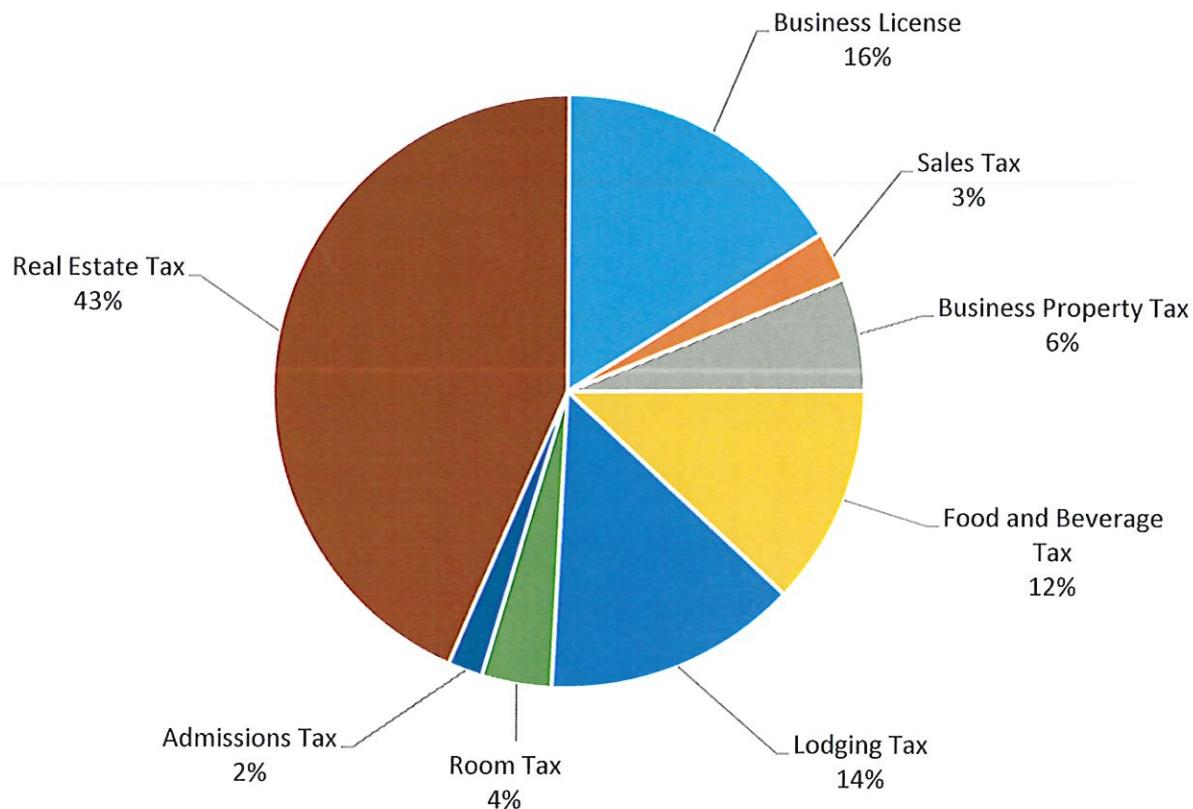


## Greater Downtown Financial - Five Year Comparison



# GREATER DOWNTOWN FINANCIAL

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$682,257,254	\$655,948,613	-3.86%
Total Retail Sales	\$51,001,939	\$32,147,827	-36.97%
Total Assessed Value Real Estate	\$723,502,500	\$760,823,600	5.16%
Revenue Produced From:			
Business License	\$3,068,983	\$2,925,694	-4.67%
Estimated Sales Tax (1%)*	\$510,019	\$321,478	-36.97%
Business Property Tax	\$1,171,790	\$2,403,660	105.13%
Food and Beverage Tax (6.5%)	\$2,290,116	\$1,269,837	-44.55%
Lodging Tax (8%)	\$2,638,674	\$3,765,990	42.72%
Room Tax**	\$728,216	\$659,269	-9.47%
Admissions Tax (10%)	\$365,142	\$150,640	-58.74%
Real Estate Tax	\$8,289,785	\$10,994,284	32.62%
<b>Total Revenue***</b>	<b>\$19,062,725</b>	<b>\$22,490,854</b>	<b>17.98%</b>

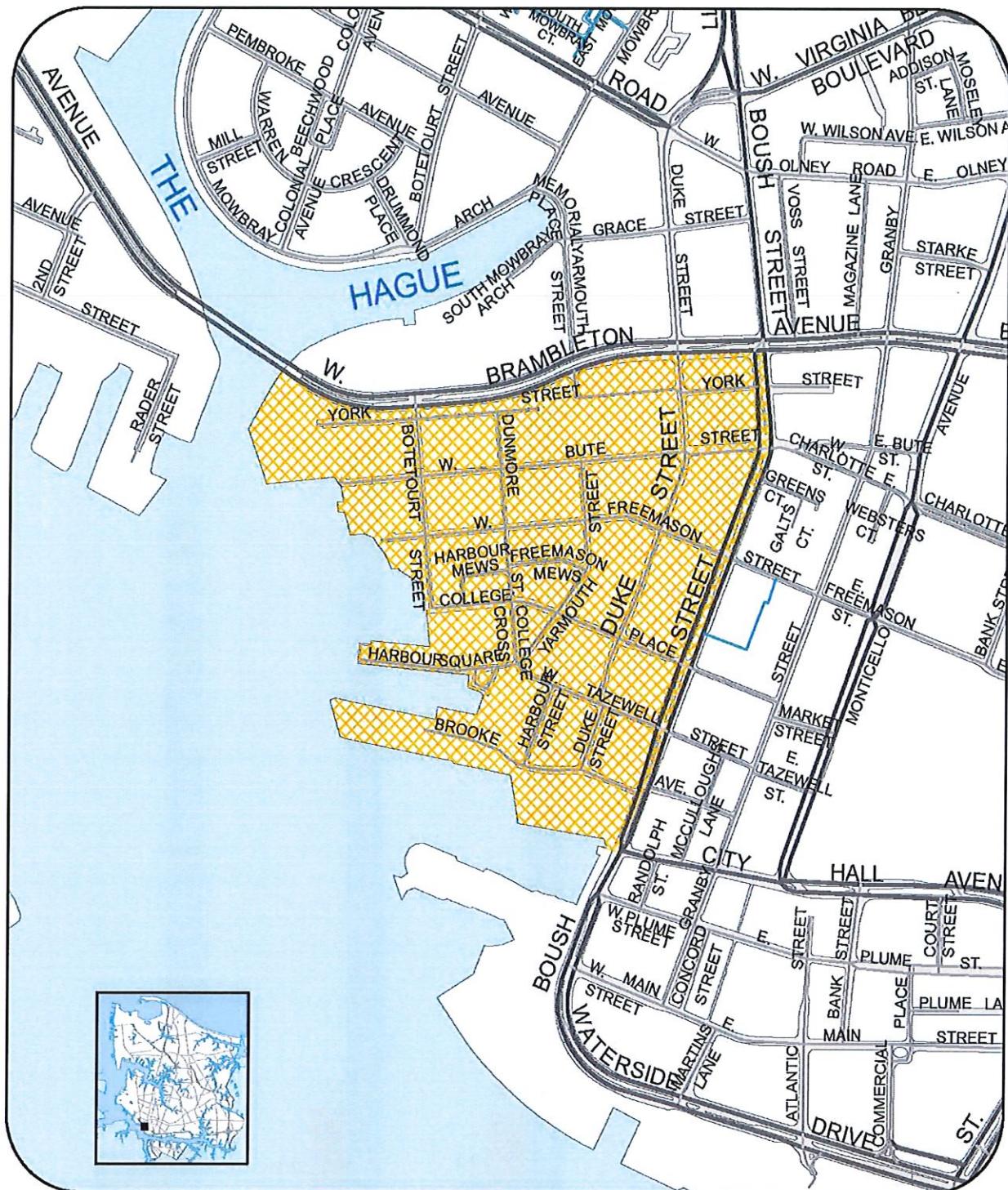
\*Based on reported Retail Sales

\*\*Based on \$3.00 per Room per Night

\*\*\*Note - Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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## Greater Downtown Freemason



### Legend

 Greater Downtown  
Freemason  
Financial District



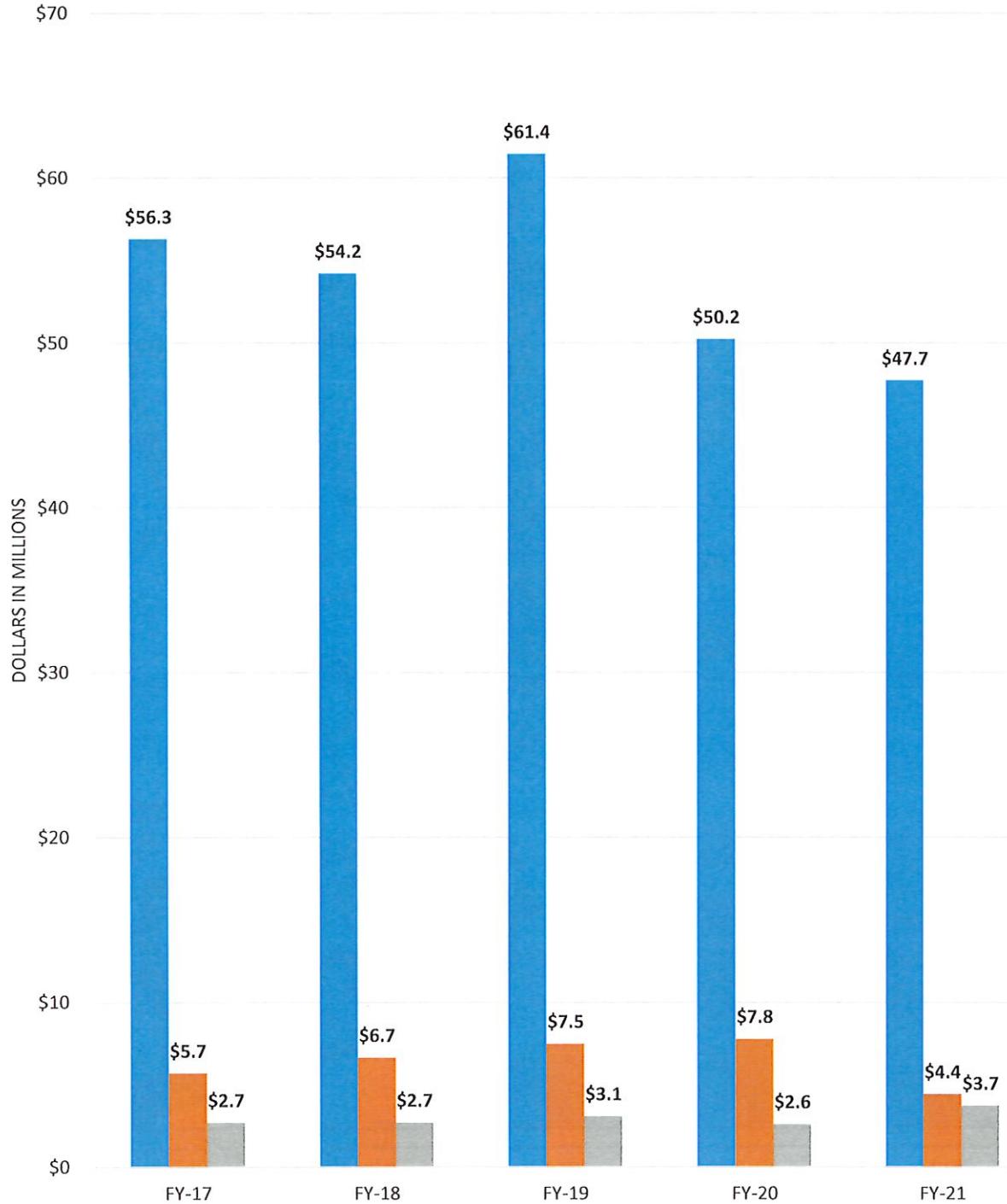
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Date: June 2016



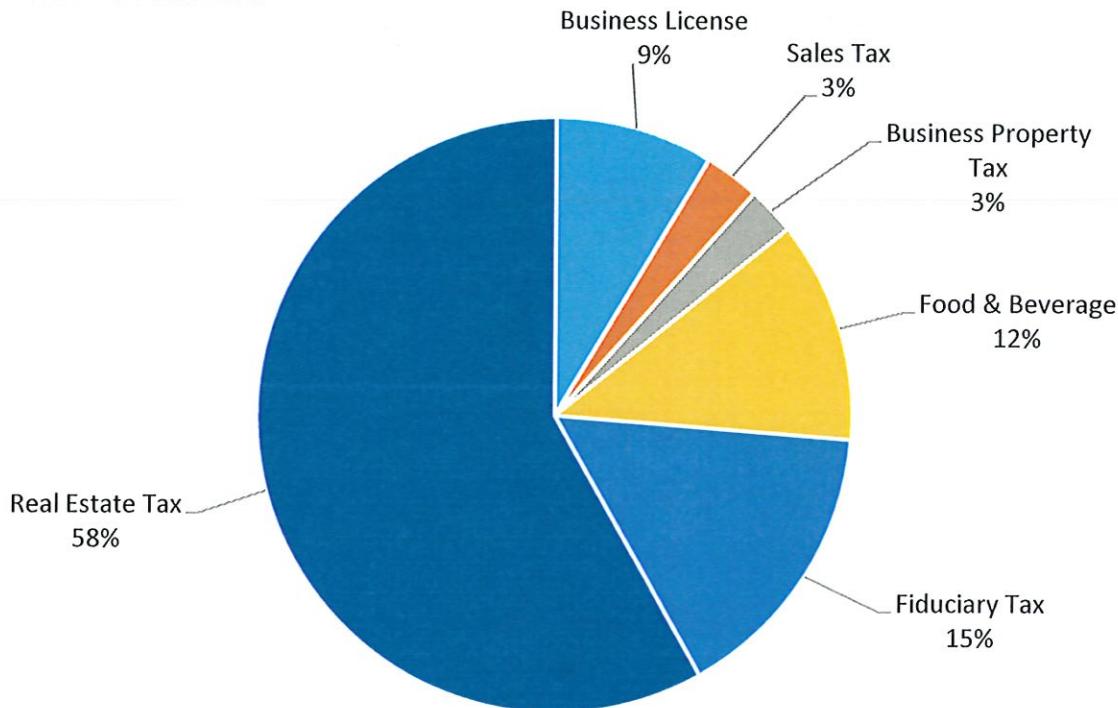
## Greater Downtown Freemason - Five Year Comparison

■ Total Sales ■ Retail Sales ■ Tax Revenue



# GREATER DOWNTOWN FREEMASON

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$50,212,991	\$47,714,382	-4.98%
Total Retail Sales	\$7,775,443	\$4,423,881	-43.10%
Total Assessed Value Real Estate	\$146,818,900	\$156,716,200	6.74%
<b>Revenue Produced From:</b>			
Business License	\$222,317	\$245,029	10.22%
Estimated Sales Tax (1%)*	\$77,754	\$44,239	-43.10%
Business Property Tax	\$68,174	\$135,427	98.65%
Food and Beverage Tax (6.5%)	\$312,653	\$259,995	-16.84%
Fiduciary Taxes** (Lodging, Room & Admissions)	\$403,707	\$979,471	142.62%
Real Estate Tax	\$1,508,129	\$2,057,065	36.40%
<b>Total Revenue***</b>	<b>\$2,592,734</b>	<b>\$3,721,225</b>	<b>43.53%</b>

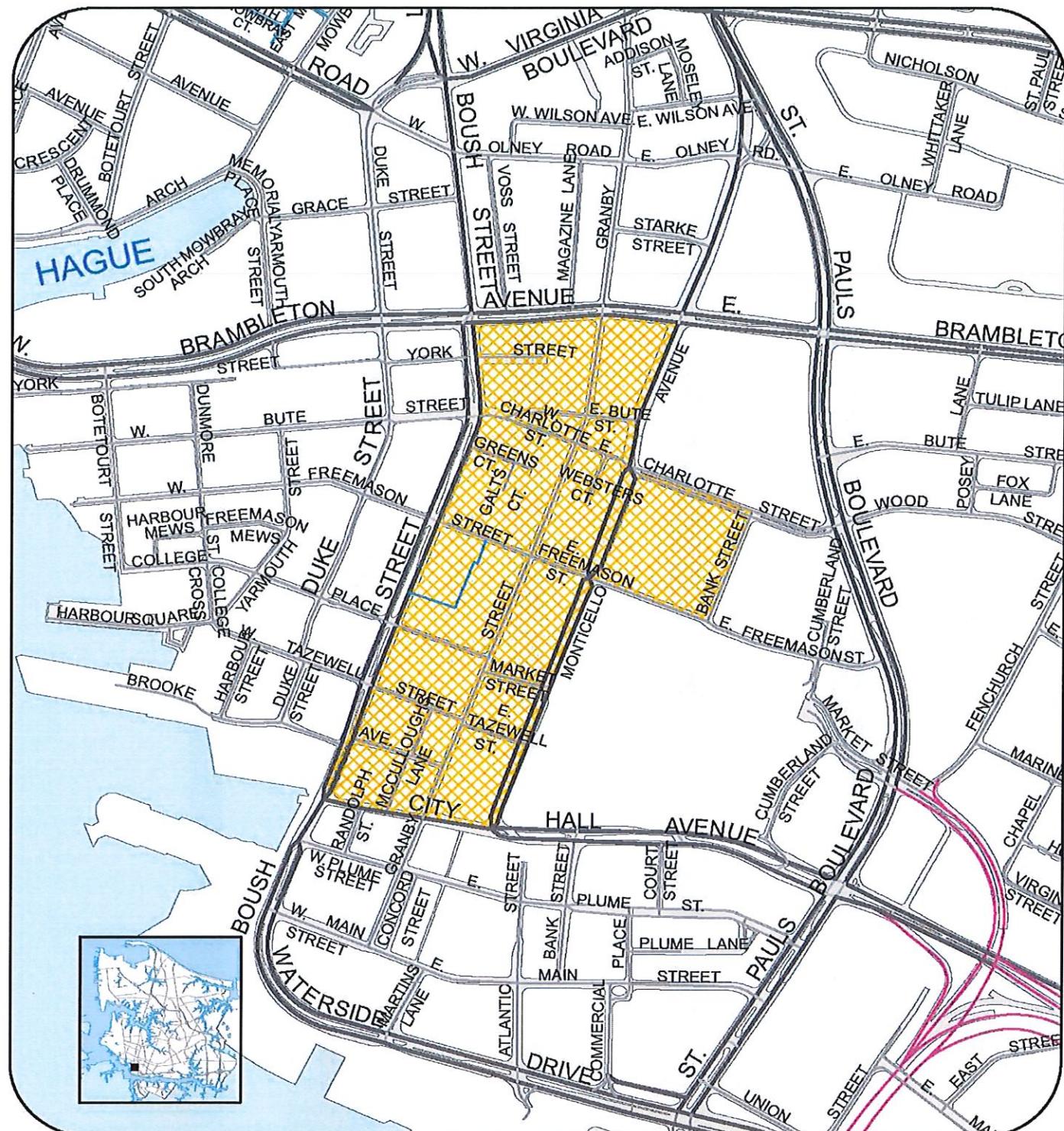
\*Based on reported Retail Sales

\*\*Lodging & Admissions Taxes are consolidated in this district as required in Virginia State Code §58.1-3

\*\*\*Note - Utility Tax has been removed from this chart, due to changes in the information received from Utility companies.

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## Greater Downtown Granby



### Legend

 Greater Downtown Granby Financial District

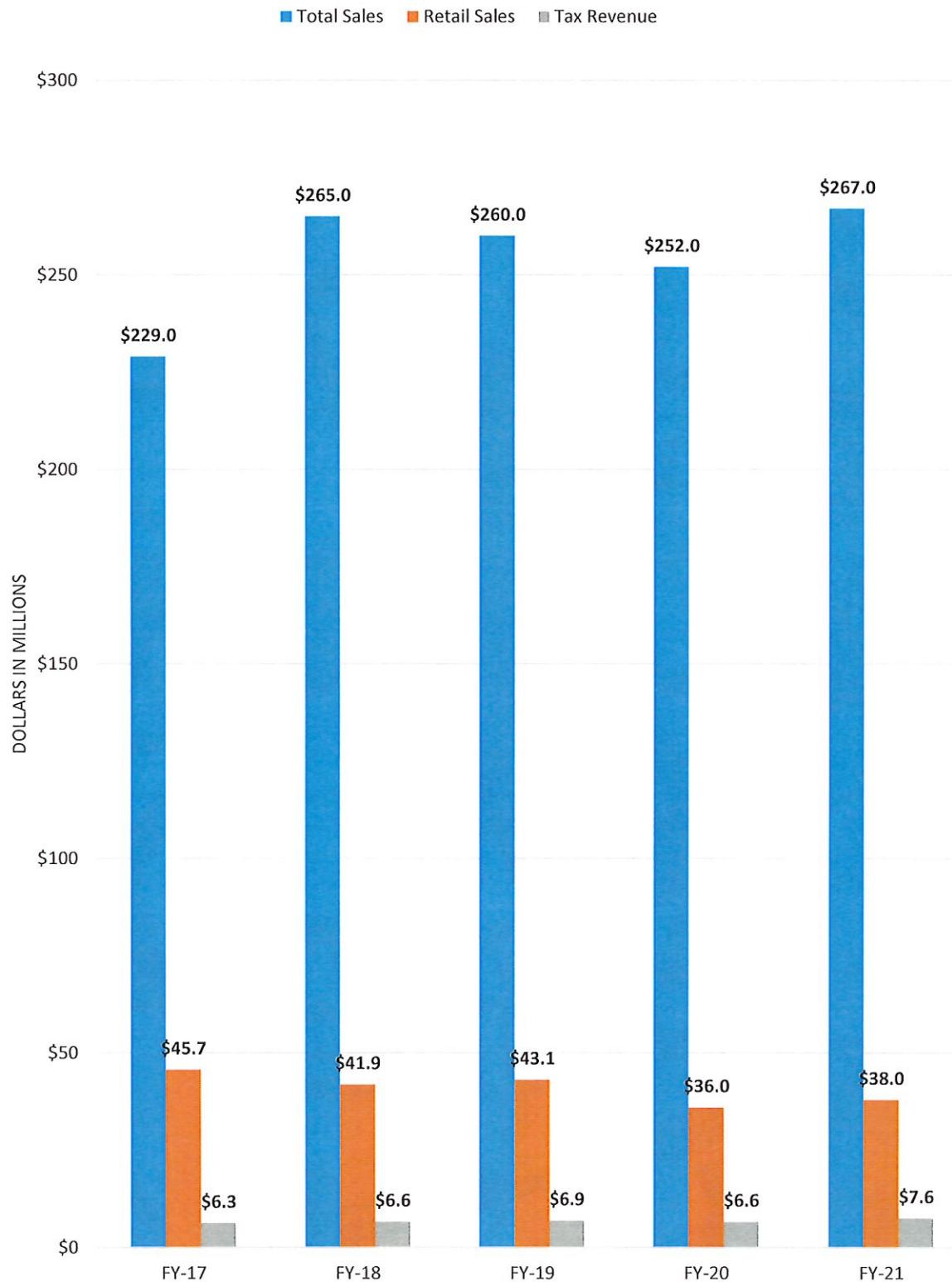


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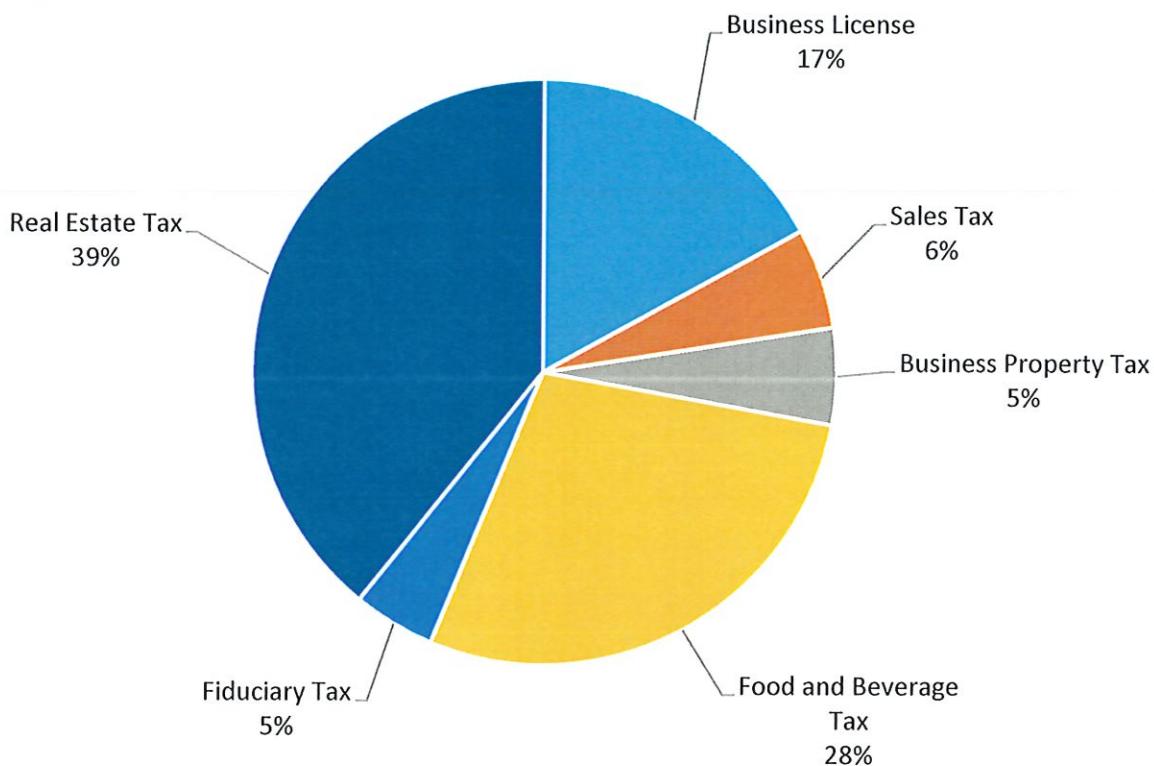


## Greater Downtown Granby - Five Year Comparison



# GREATER DOWNTOWN GRANBY

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$252,880,097	\$266,624,683	5.44%
Total Retail Sales	\$36,238,616	\$38,126,930	5.21%
Total Assessed Value Real Estate	\$258,999,400	\$276,710,300	6.84%
<b>Revenue Produced From:</b>			
Business License	\$1,111,295	\$1,254,560	12.89%
Estimated Sales Tax (1%)*	\$362,386	\$381,269	5.21%
Business Property Tax	\$350,727	\$447,836	27.69%
Food and Beverage Tax (6.5%)	\$1,857,930	\$1,882,727	1.33%
Fiduciary Taxes** (Lodging, Room & Admissions)	\$300,233	\$594,890	98.14%
Real Estate Tax	\$2,562,704	\$2,999,049	17.03%
<b>Total Revenue***</b>	<b>\$6,545,275</b>	<b>\$7,560,331</b>	<b>15.51%</b>

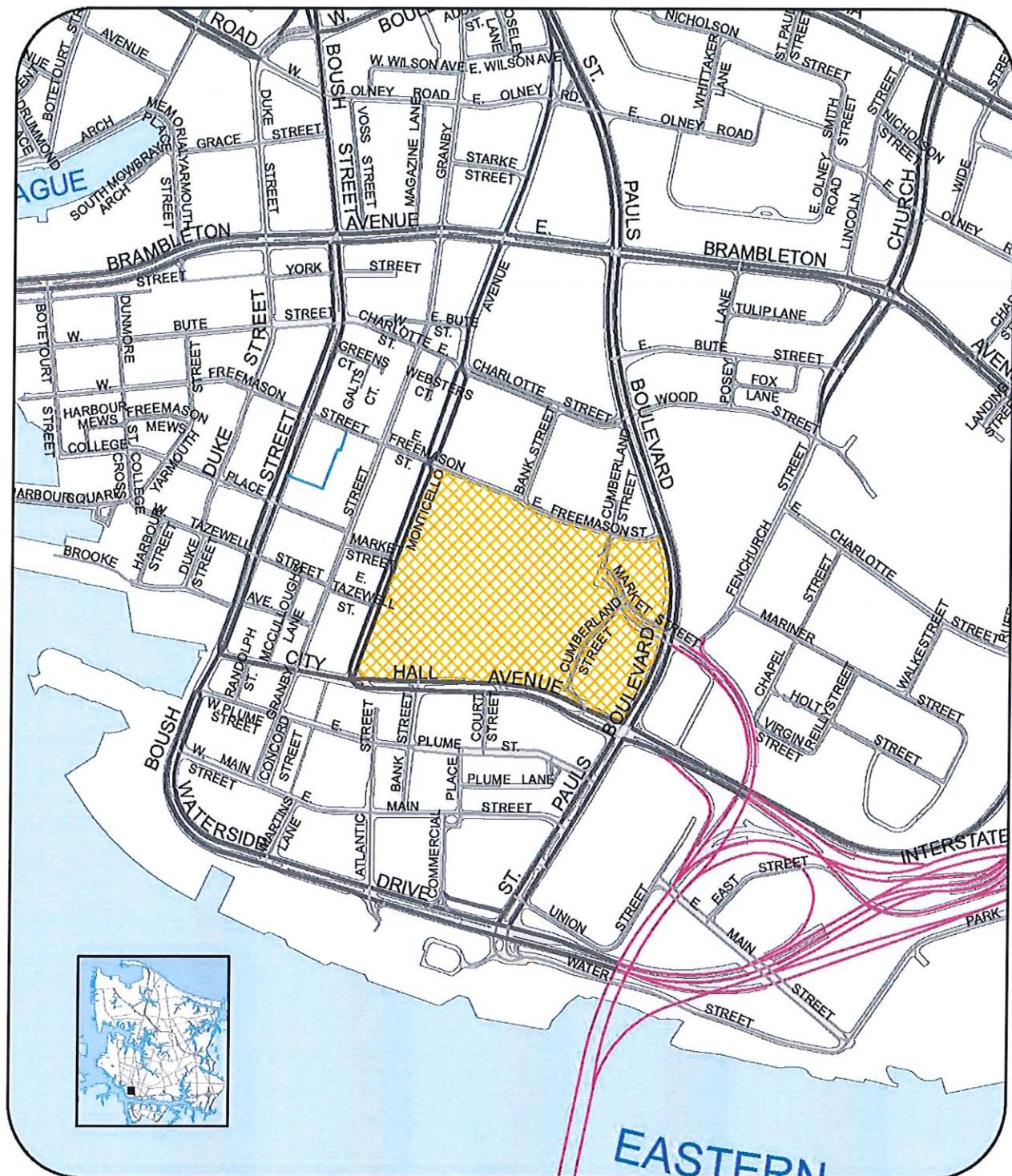
\*Based on reported Retail Sales

\*\*Lodging & Admissions Taxes are consolidated in this district as required in  
Virginia State Code §58.1-3

\*\*\*Note - Utility Tax has been removed from this chart due to changes in the information received  
from the Utility companies.

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## Greater Downtown MacArthur Center



### Legend

 Greater Downtown MacArthur Center Financial District



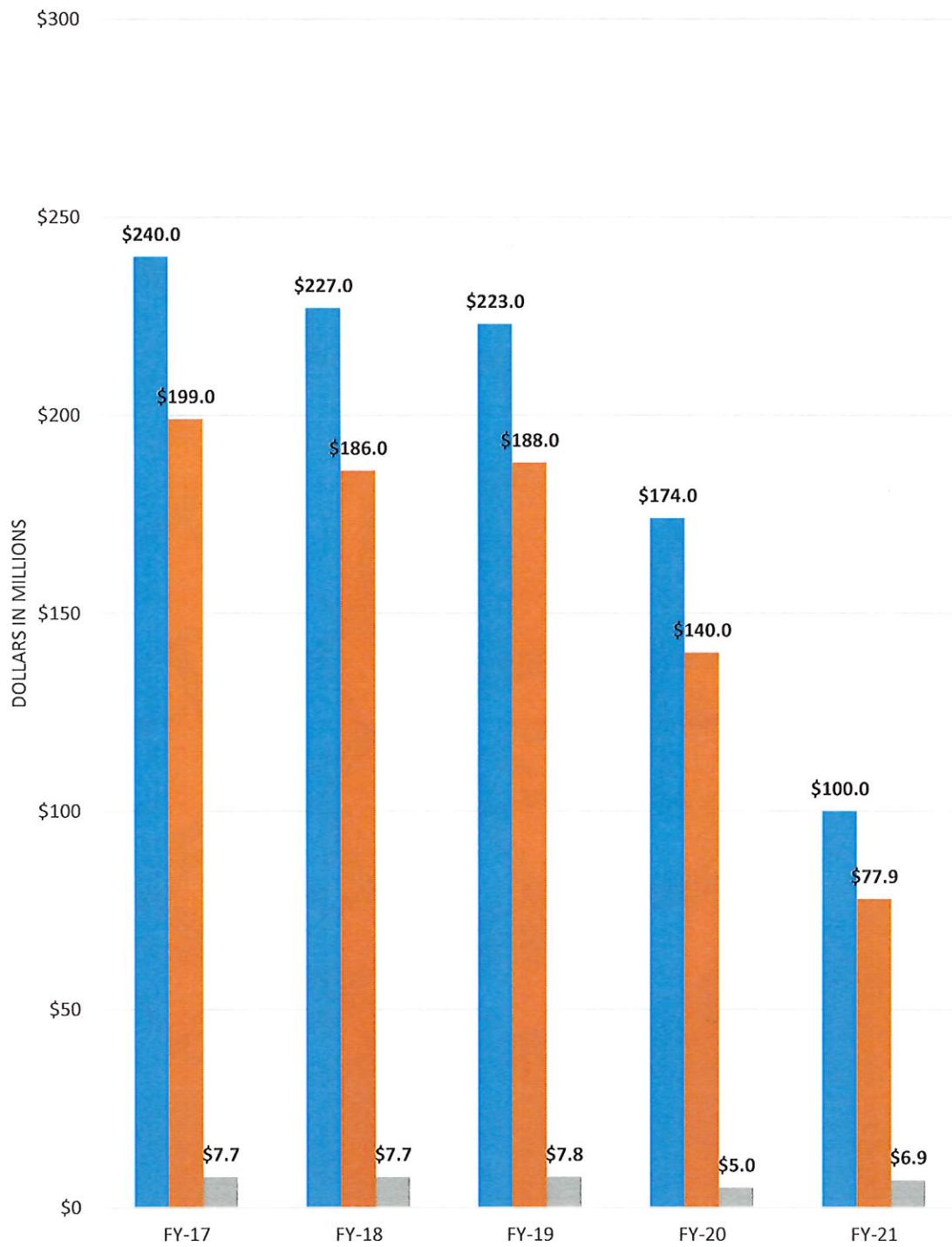
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Date: June 2016



## Greater Downtown MacArthur Center Five Year Comparison

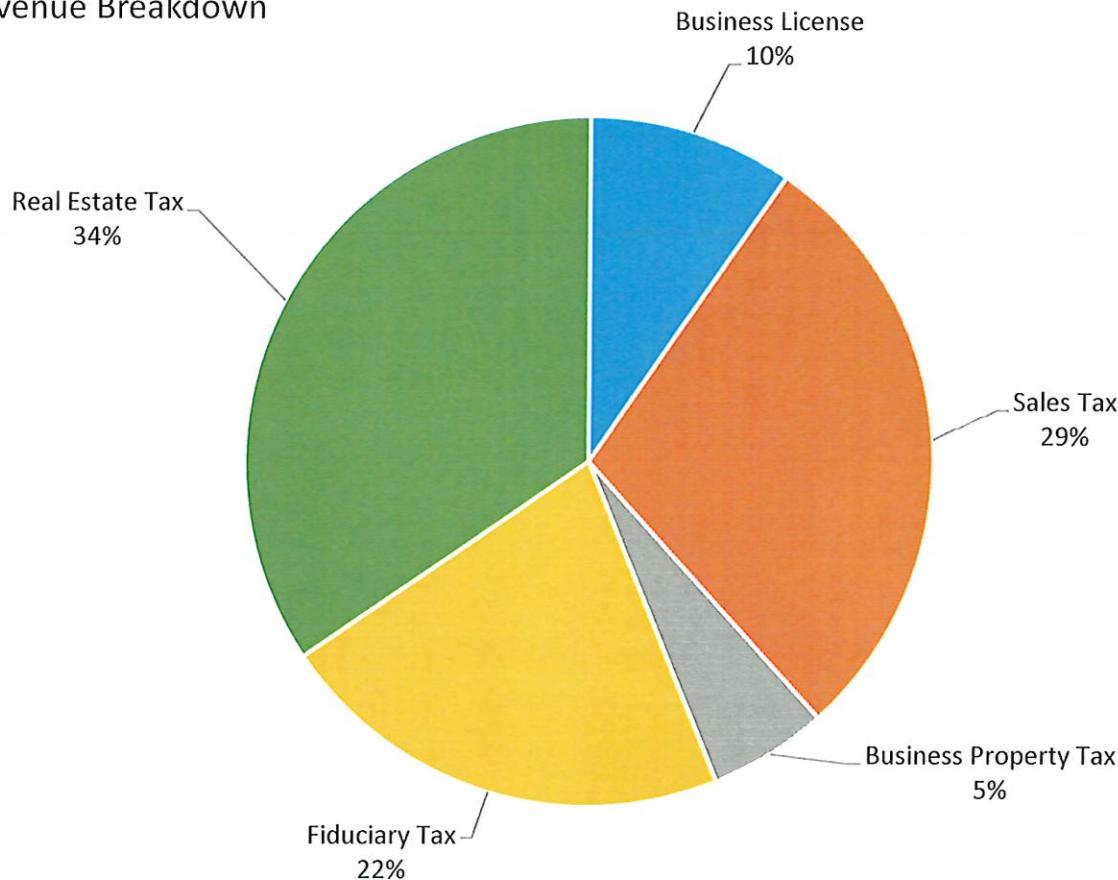
■ Total Sales ■ Retail Sales ■ Tax Revenue



# GREATER DOWNTOWN MACARTHUR CENTER

FY 2019

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$173,954,883	\$100,341,049	-42.32%
Total Retail Sales	\$140,425,770	\$77,898,192	-44.53%
Total Assessed Value Real Estate	\$232,330,500	\$217,243,100	-6.49%
<b>Revenue Produced From:</b>			
Business License	\$471,245	\$260,650	-44.69%
Estimated Sales Tax (1%)*	\$1,404,258	\$778,982	-44.53%
Business Property Tax	\$272,238	\$713,317	162.02%
Fiduciary Taxes**	\$1,057,742	\$560,793	-46.98%
(Food and Beverage, & Admissions)			
Real Estate Tax	\$1,691,693	\$4,647,294	174.71%
<b>Total Revenue***</b>	<b>\$4,897,176</b>	<b>\$6,961,036</b>	<b>42.14%</b>

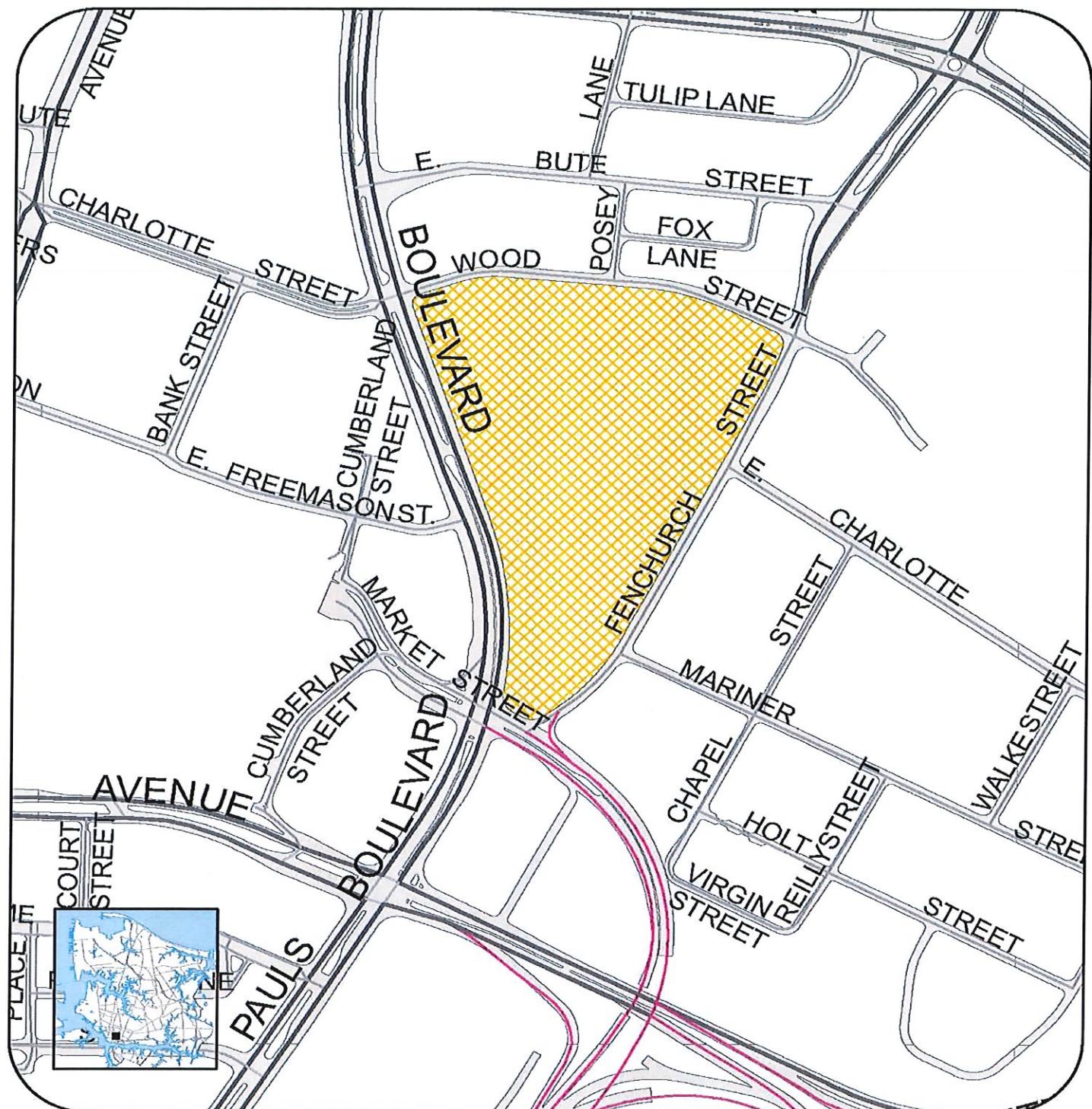
\*Based on reported Retail Sales

\*\*Lodging & Admissions Taxes are consolidated in this district as required in Virginia State Code §58.1-3

\*\*\*Note - Utility Tax has been removed from this chart due to changes in the information received from the Utility companies.

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## Greater Downtown Plaza



### Legend

Greater Downtown  
Plaza  
Financial District



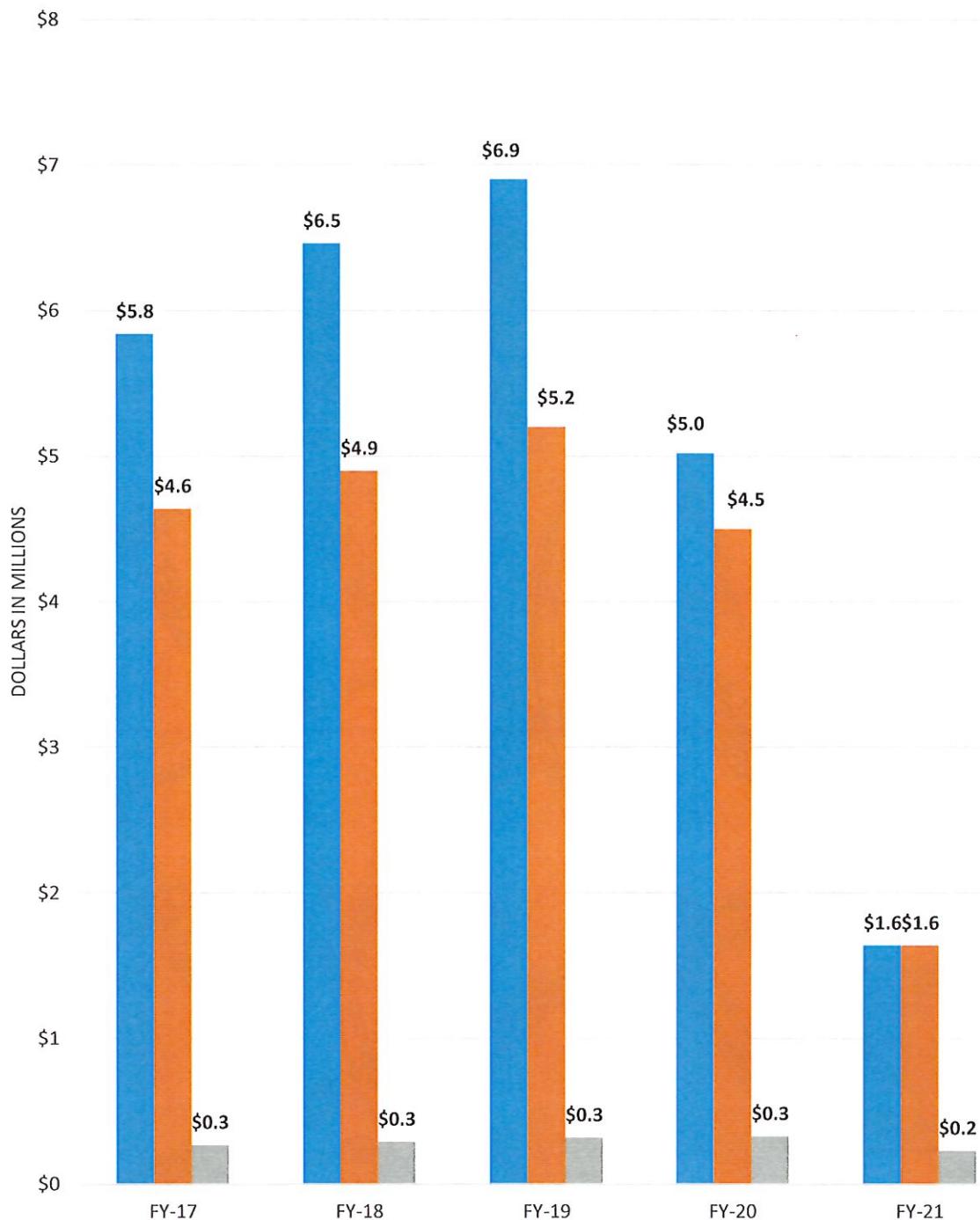
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Date: June 2016



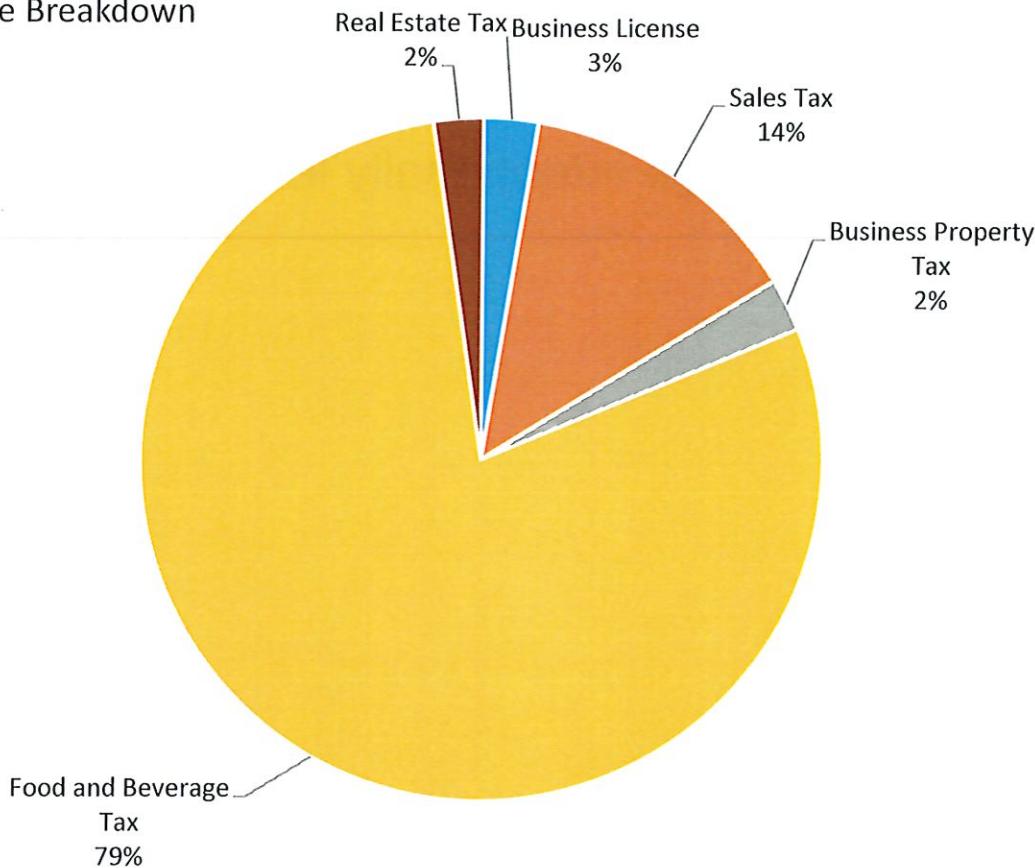
## Greater Downtown Plaza - Five Year Comparison

■ Total Sales ■ Retail Sales ■ Tax Revenue



# GREATER DOWNTOWN PLAZA

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$5,025,168	\$1,642,409	-67.32%
Total Retail Sales	\$4,509,757	\$1,642,409	-63.58%
Total Assessed Value Real Estate	\$624,900	\$264,700	57.64%
<b>Revenue Produced From:</b>			
Business License	\$8,591	\$3,285	-61.76%
Estimated Sales Tax (1%)*	\$45,098	\$16,424	-63.58%
Business Property Tax	\$8,286	\$3,941	-52.43%
Food and Beverage Tax (6.5%)	\$261,270	\$201,421	-22.91%
Lodging Tax (8%)	\$0	\$0	0.00%
Room Tax**	\$0	\$0	0.00%
Admissions Tax (10%)	\$0	\$0	0.00%
Real Estate Tax	\$7,811	\$1,877	-75.97%
<b>Total Revenue***</b>	<b>\$331,056</b>	<b>\$226,948</b>	<b>-31.45%</b>

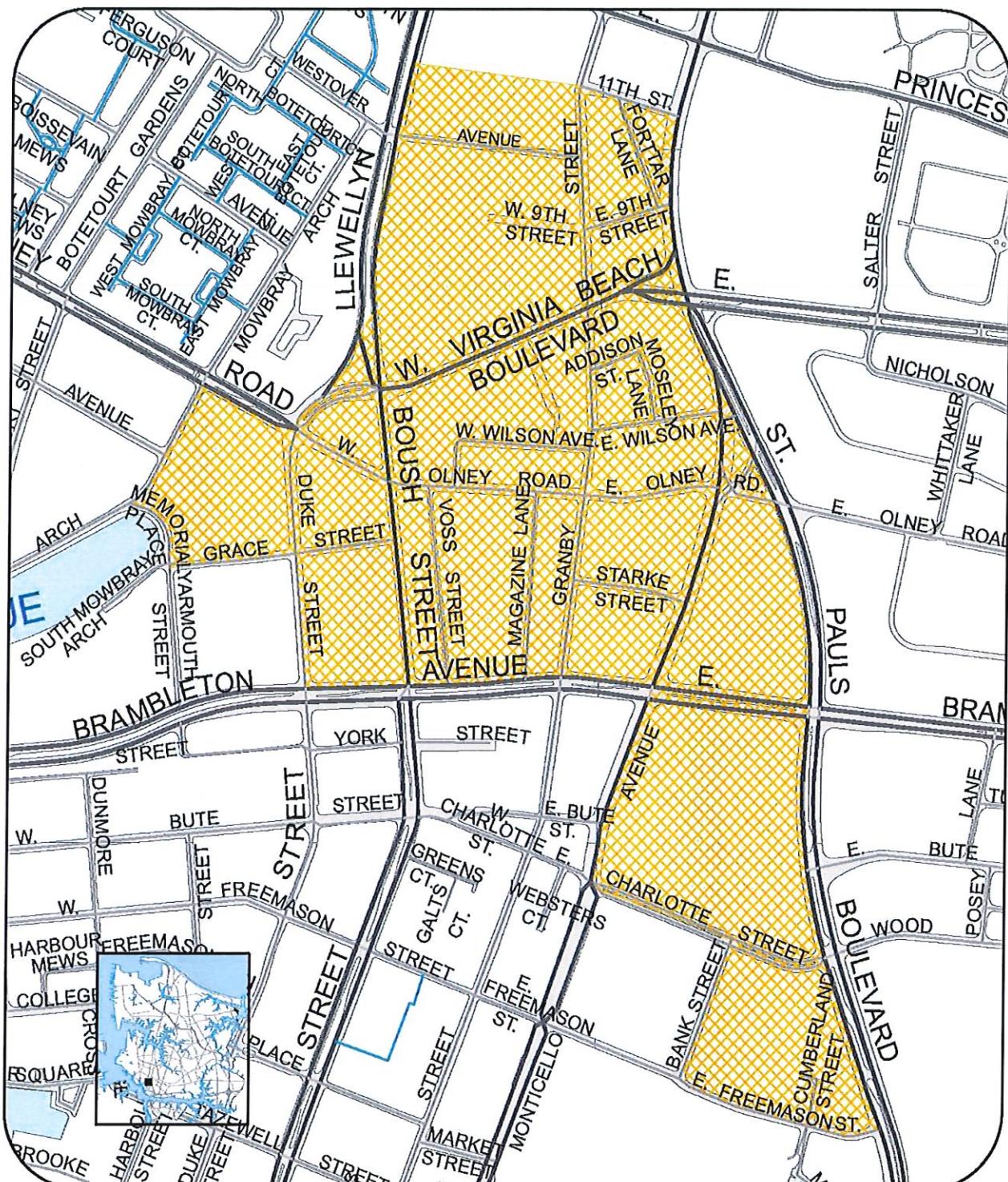
\*Based on reported Retail Sales

\*\*Based on \$3.00 per Room per Night

\*\*\*Note - Utility Tax has been removed from this chart due to changes in the information received from the Utility companies.

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## Greater Downtown Upper Granby



## Legend

Greater Downtown  
Upper Granby  
Financial District



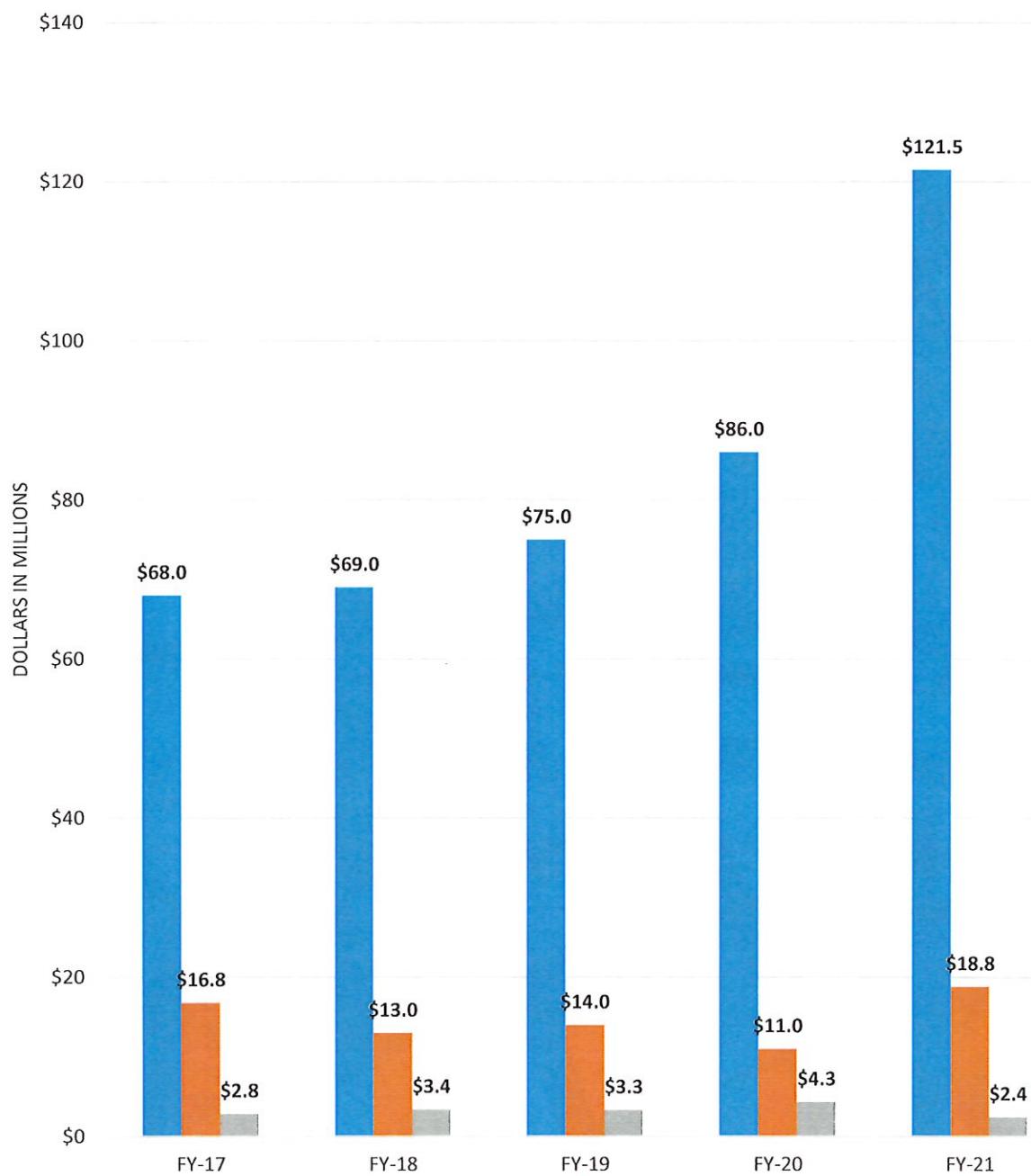
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Date: June 2016



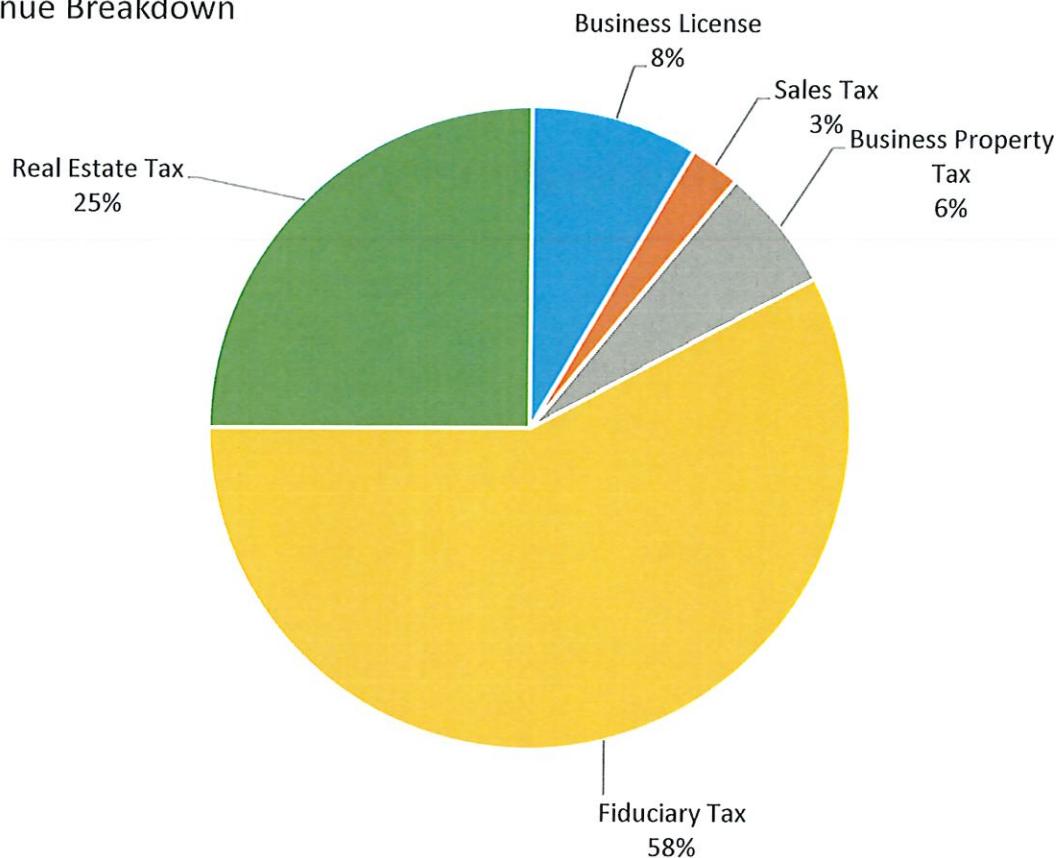
## Greater Downtown Upper Granby Five Year Comparison

■ Total Sales ■ Retail Sales ■ Tax Revenue



# GREATER DOWNTOWN UPPER GRANBY

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$86,447,694	\$121,463,394	40.51%
Total Retail Sales	\$11,047,403	\$18,799,924	70.18%
Total Assessed Value Real Estate	\$86,332,400	\$78,650,100	-8.90%
<b>Revenue Produced From:</b>			
Business License	\$366,736	\$534,718	45.80%
Estimated Sales Tax (1%)*	\$110,474	\$187,999	70.18%
Business Property Tax	\$272,835	\$341,972	25.34%
Fiduciary Taxes**	\$2,505,960	\$339,677	-86.45%
(Food and Beverage, Lodging, Room & Admissions)			
Real Estate Tax	\$1,084,901	\$1,032,001	-4.88%
<b>Total Revenue***</b>	<b>4,340,906</b>	<b>2,436,367</b>	<b>-43.87%</b>

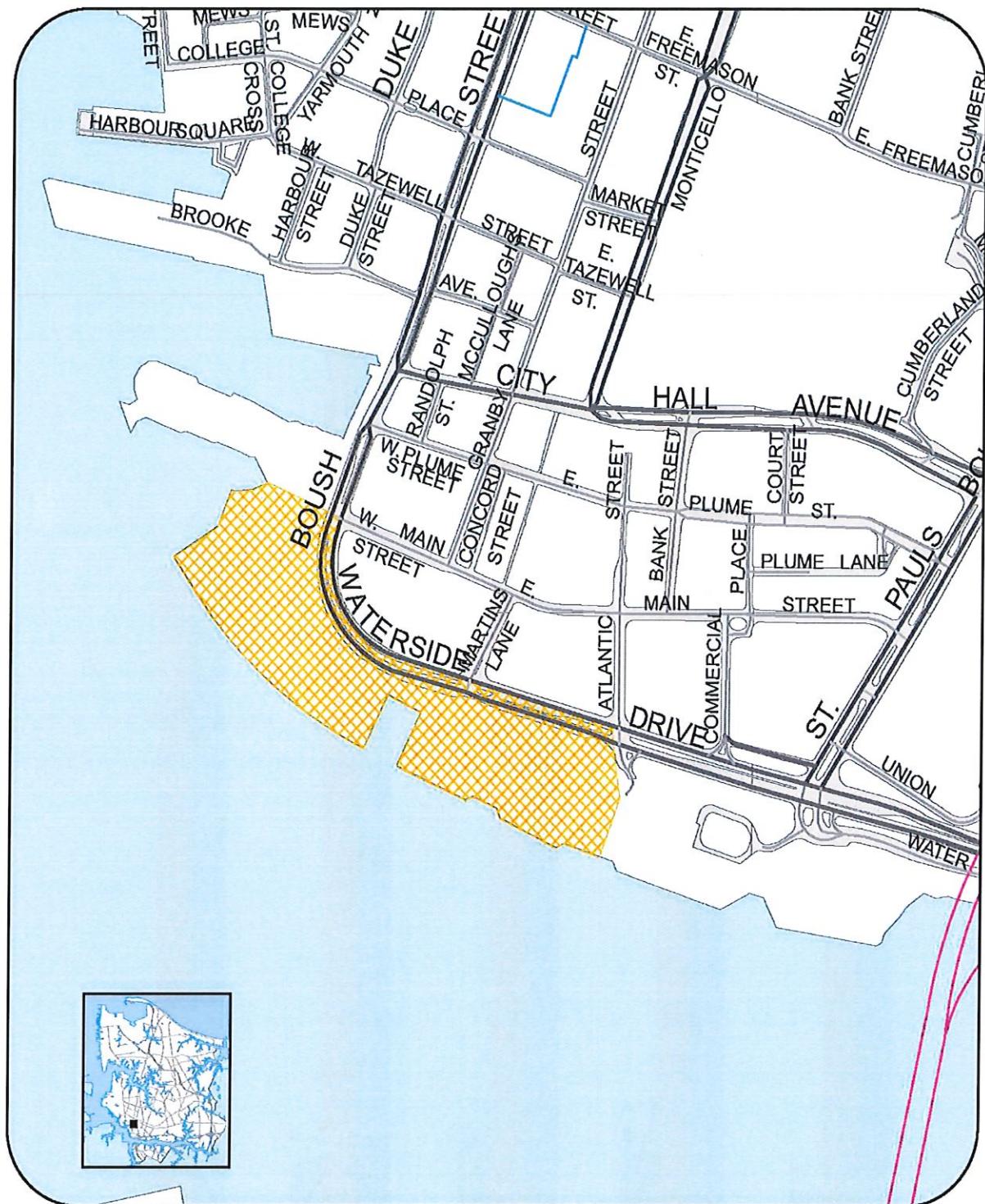
\*Based on reported Retail Sales

\*\*Lodging & Admissions Taxes are consolidated in this district as required in Virginia State Code §58.1-3

\*\*\*Note - Utility Tax has been removed from this chart due to changes in the information received from the Utility companies.

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## Greater Downtown Waterside



### Legend

 Greater Downtown  
Waterside  
Financial District



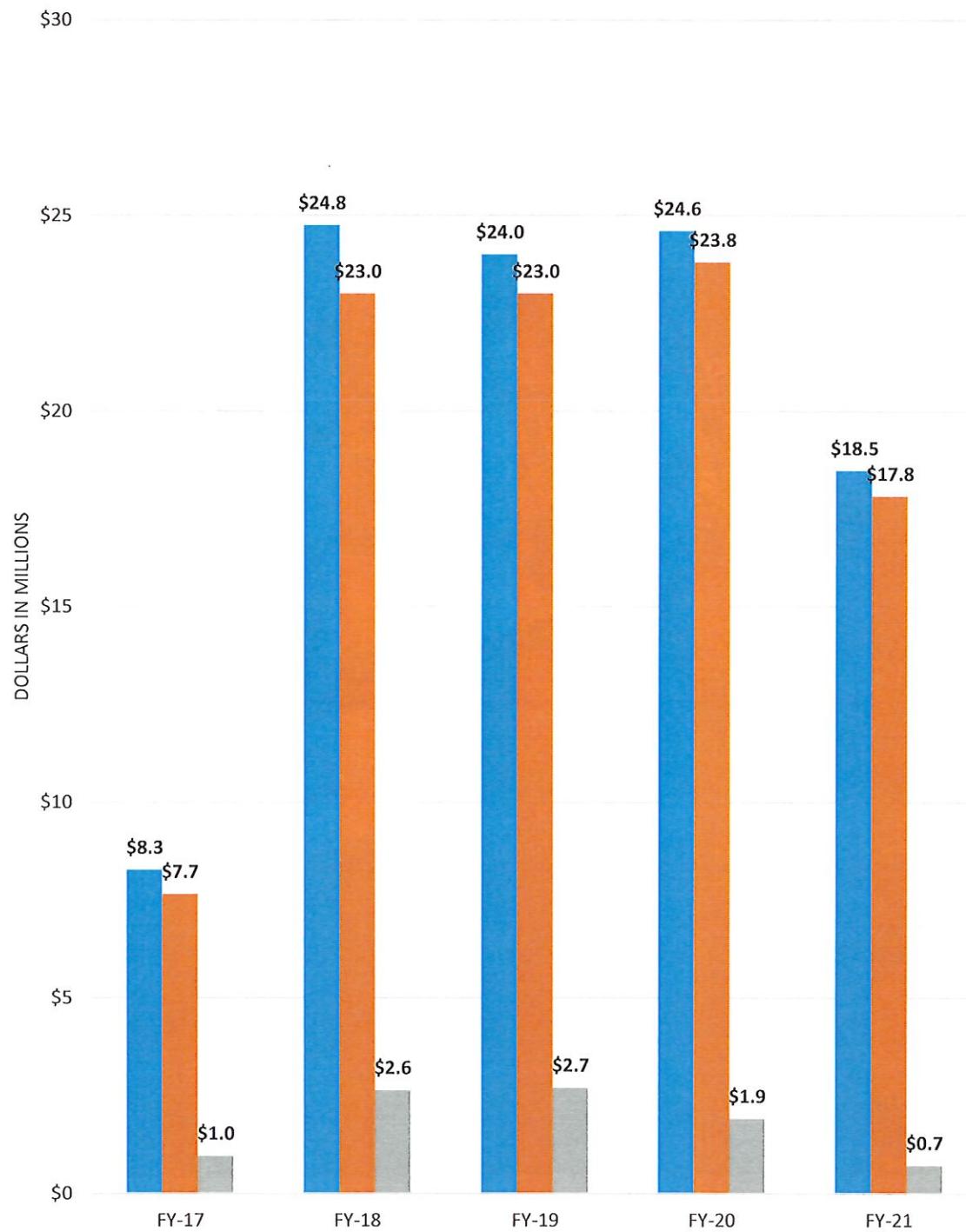
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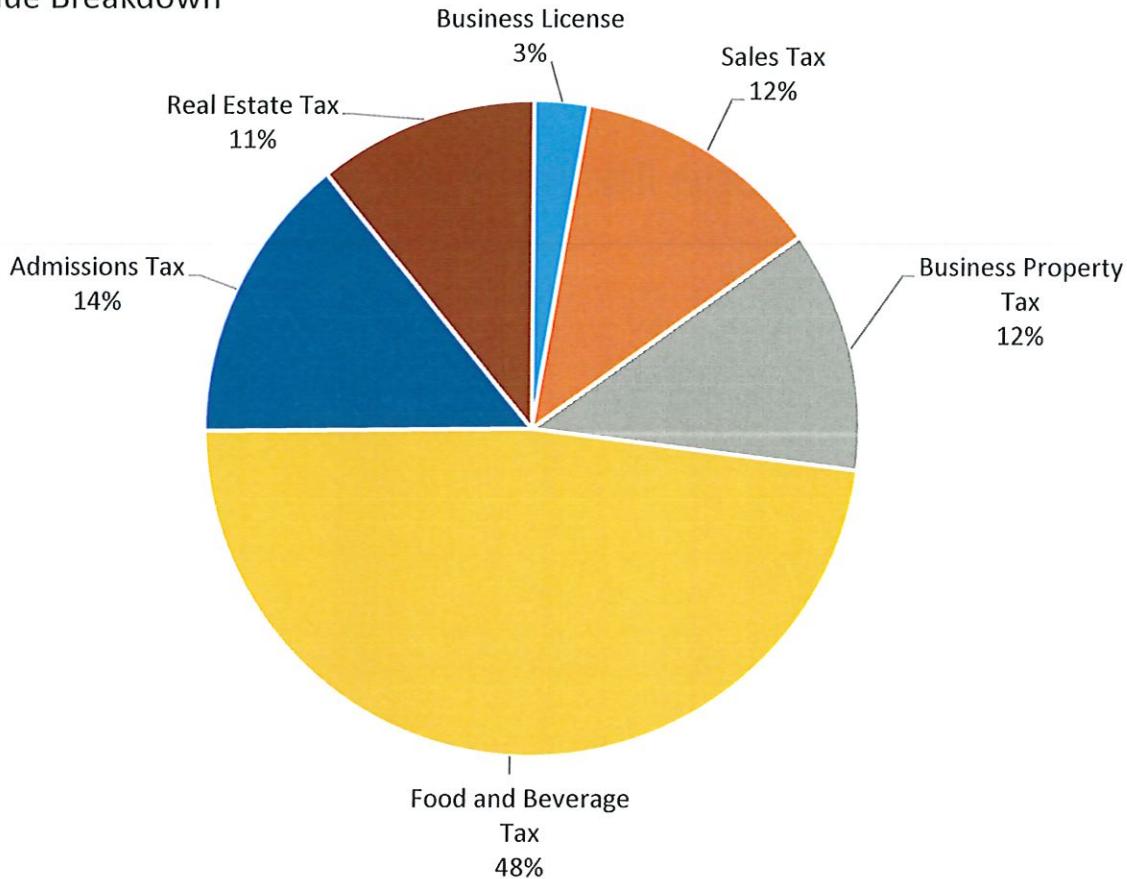
## Greater Downtown Waterside - Five Year Comparison

■ Total Sales ■ Retail Sales ■ Tax Revenue



# GREATER DOWNTOWN WATERSIDE

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$24,609,227	\$18,475,173	-24.93%
Total Retail Sales	\$23,791,950	\$17,824,529	-25.08%
Total Assessed Value Real Estate	\$33,129,800	\$35,164,300	6.14%
<b>Revenue Produced From:</b>			
Business License	\$51,370	\$6,399	-87.54%
Estimated Sales Tax (1%)*	\$237,920	\$178,245	-25.08%
Business Property Tax	\$229,372	\$199,279	-13.12%
Food and Beverage Tax (6.5%)	\$918,775	\$376,063	-59.07%
Lodging Tax (8%)	\$0	\$0	0.00%
Room Tax**	\$0	\$0	0.00%
Admissions Tax (10%)	\$272,820	\$53,690	-80.32%
Real Estate Tax	\$209,576	-\$95,626	-145.63%
<b>Total Revenue***</b>	<b>\$1,919,833</b>	<b>\$718,050</b>	<b>-62.60%</b>

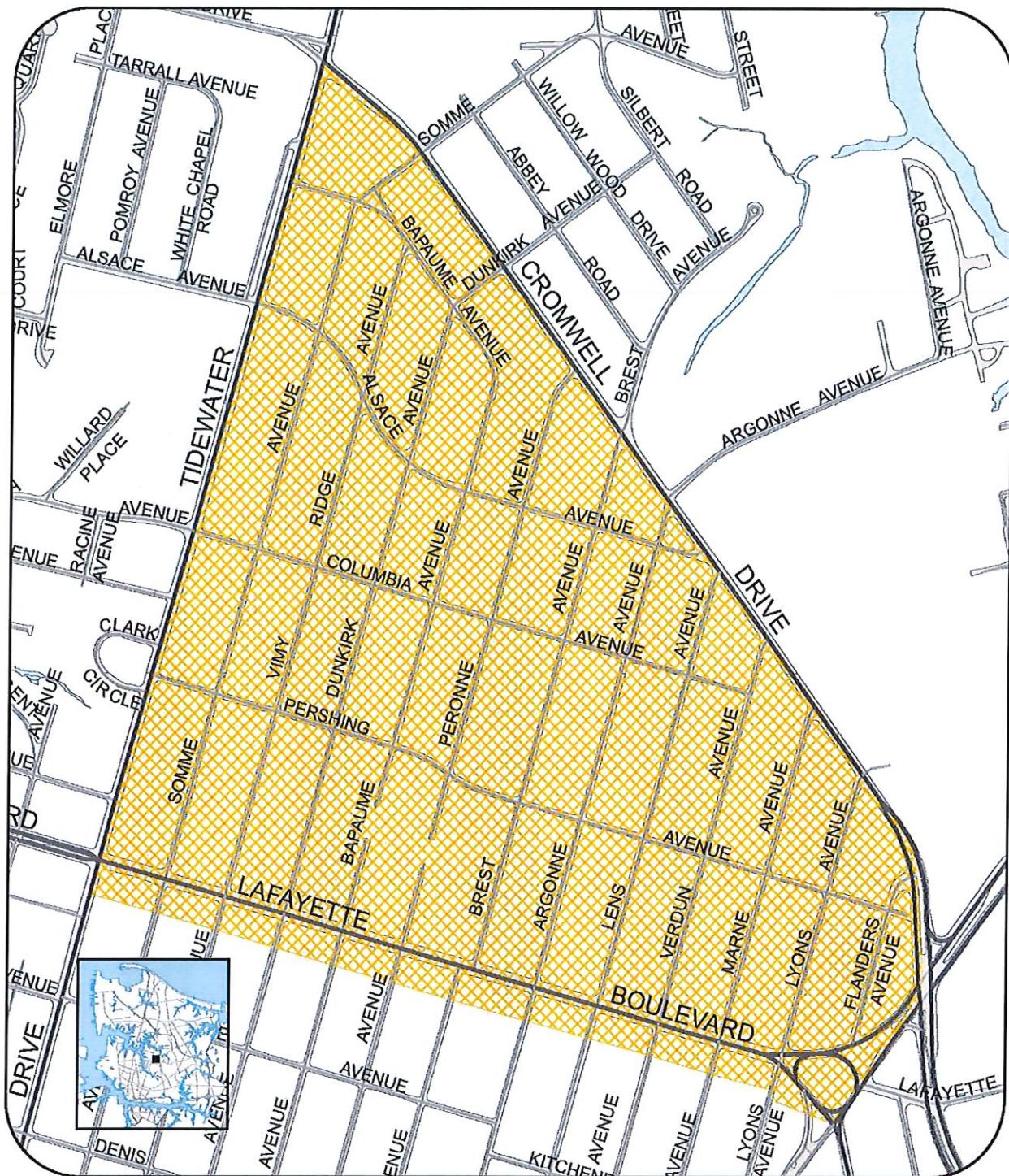
\*Based on reported Retail Sales

\*\*Based on \$3.00 per Room per Night

\*\*\*Note - Utility Tax has been removed from this chart due to changes in the information received from the Utility companies.

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# Fairmount Park



## Legend

 Fairmount Park Financial District



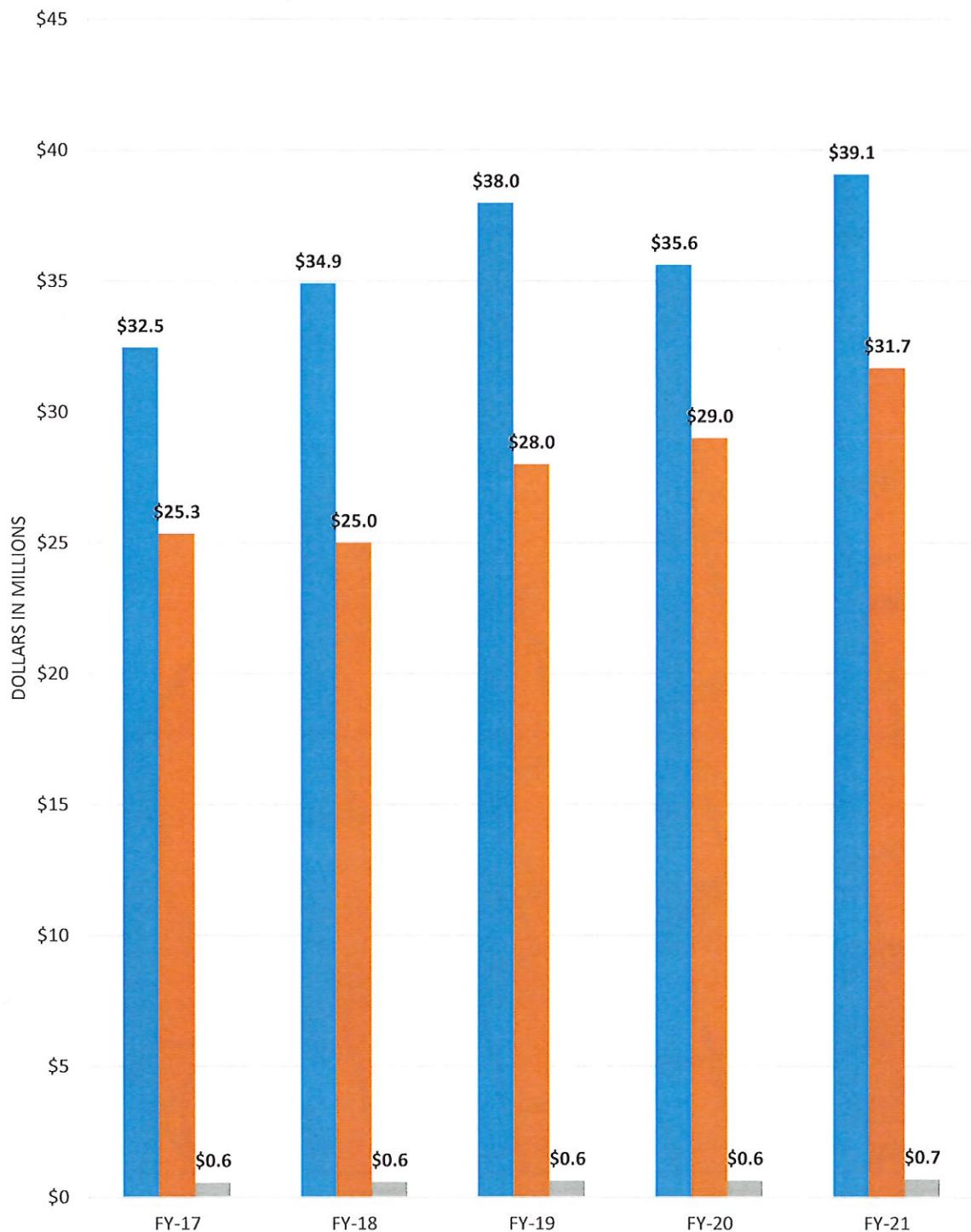
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Date: June 2016



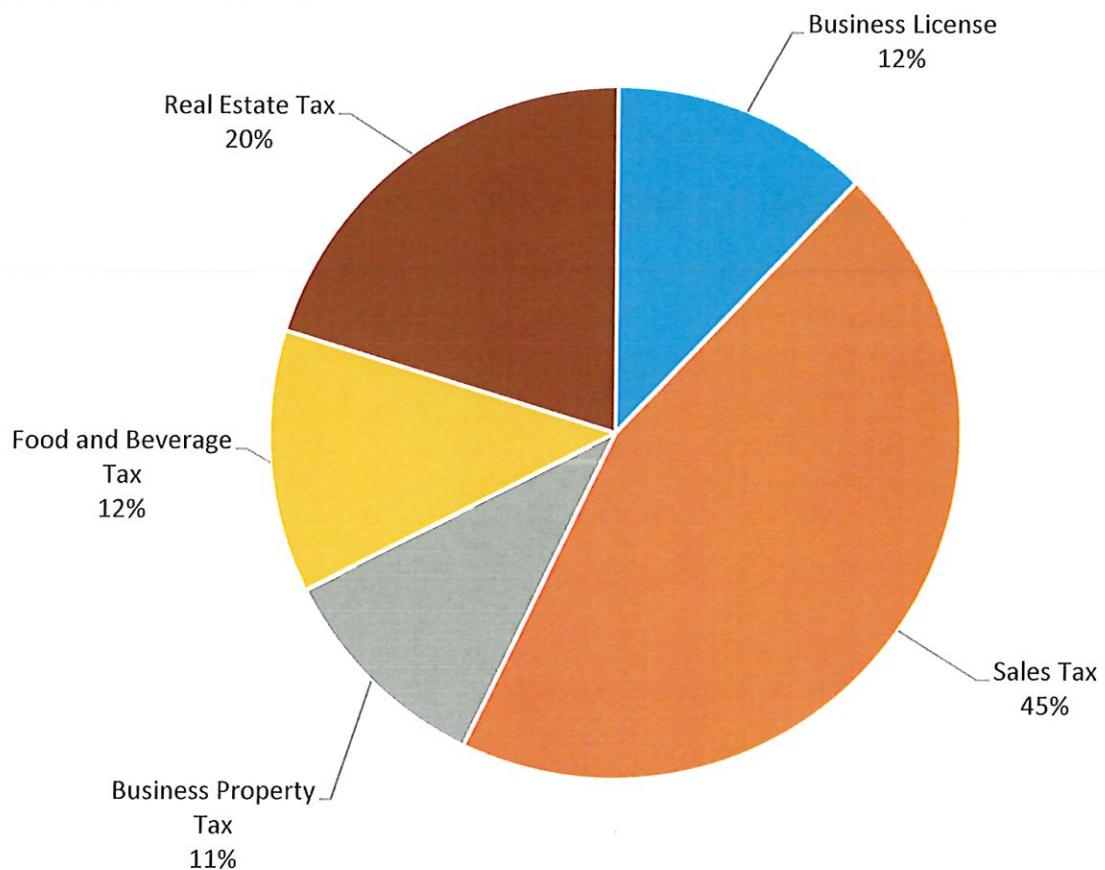
## Fairmont Park - Five Year Comparison

■ Total Sales ■ Retail Sales ■ Tax Revenue



# FAIRMONT PARK

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$35,602,766	\$39,059,991	9.71%
Total Retail Sales	\$28,755,652	\$31,674,327	10.15%
Total Assessed Value Real Estate	\$10,672,500	\$10,880,300	1.95%
<b>Revenue Produced From:</b>			
Business License	\$77,670	\$81,187	4.53%
Estimated Sales Tax (1%)*	\$287,557	\$316,743	10.15%
Business Property Tax	\$66,549	\$70,777	6.35%
Food and Beverage Tax (6.5%)	\$78,509	\$86,399	10.05%
Lodging Tax (8%)	\$0	\$0	0.00%
Room Tax**	\$0	\$0	0.00%
Admissions Tax (10%)	\$0	\$0	0.00%
Real Estate Tax	\$129,462	\$137,618	6.30%
<b>Total Revenue***</b>	<b>\$639,747</b>	<b>\$692,726</b>	<b>8.28%</b>

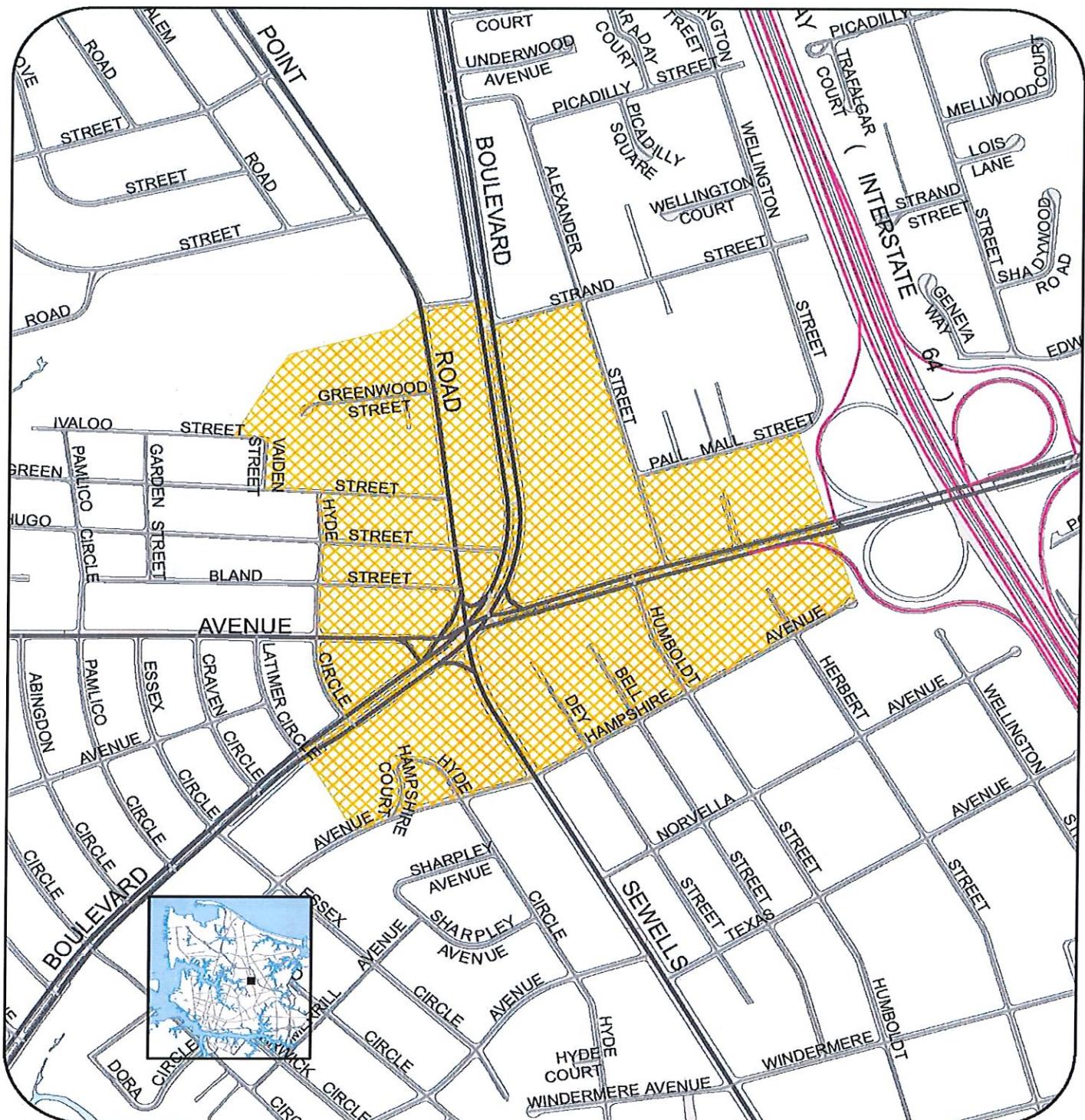
\*Based on reported Retail Sales

\*\*Based \$3.00 per Room per Night

\*\*\*Note - Utility Tax has been removed from this chart due to changes in the information received from the Utility companies.

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# Five Points



## Legend

 Five Points Financial District

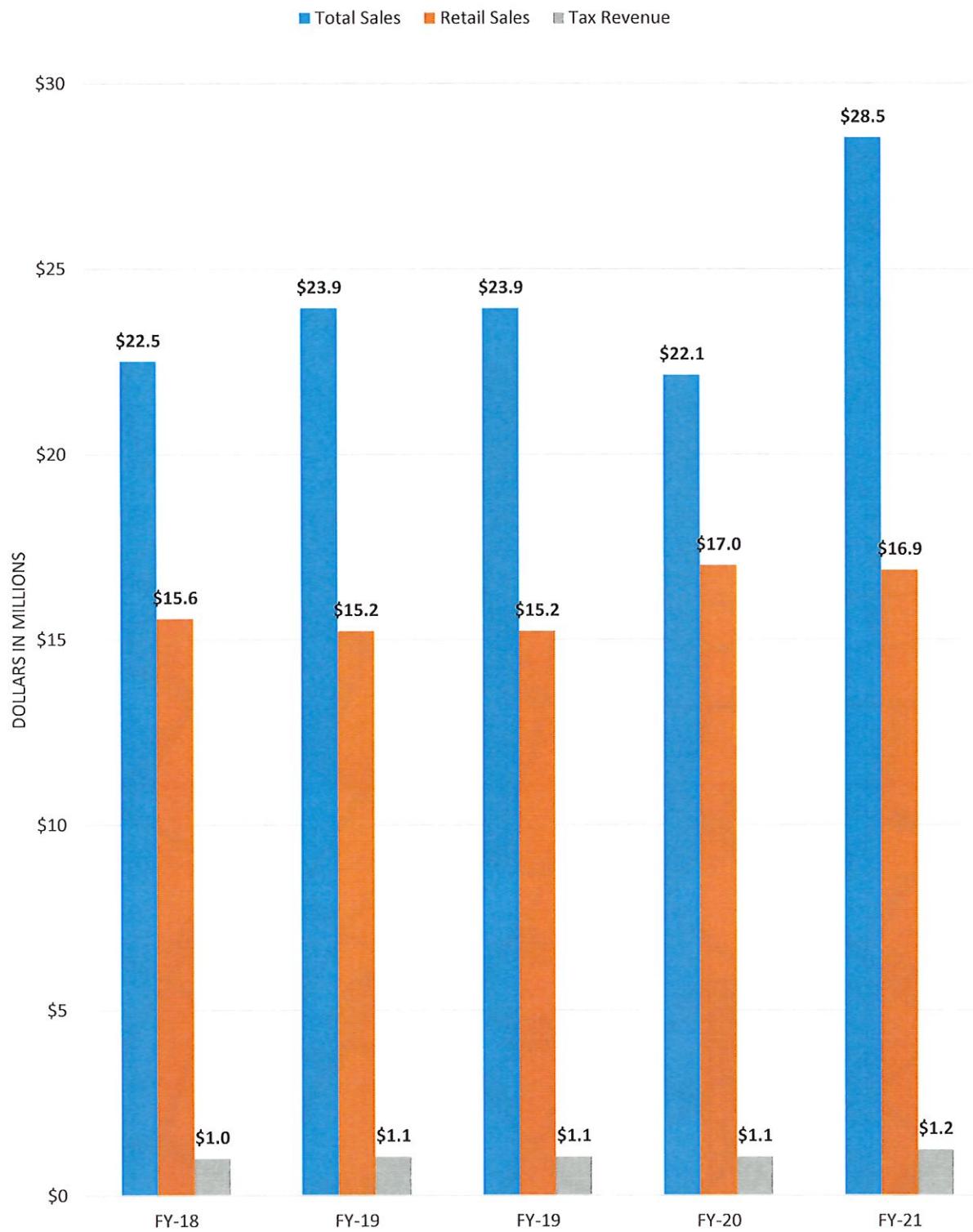


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Date: June 2016

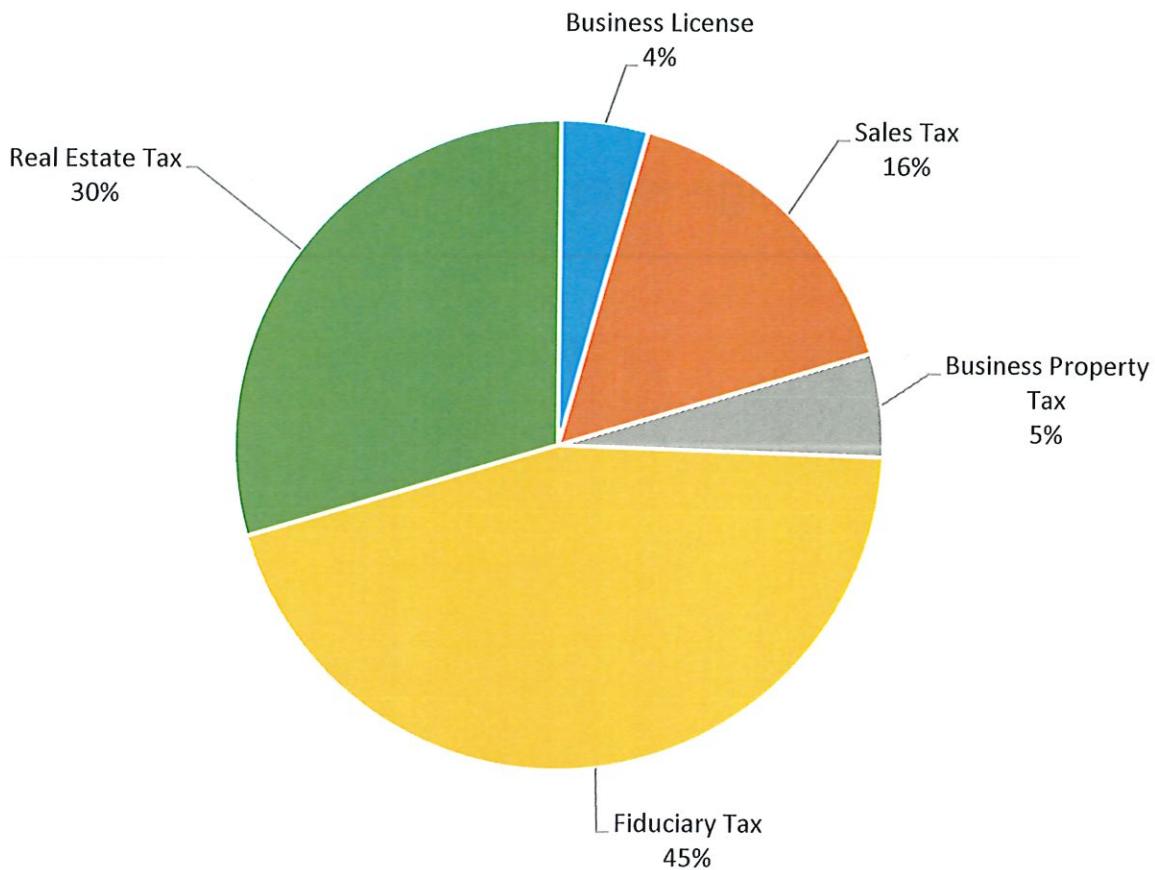


## Five Points - Five Year Comparison



# FIVE POINTS

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$22,132,414	\$28,536,458	28.94%
Total Retail Sales	\$16,983,543	\$16,870,210	-0.67%
Total Assessed Value Real Estate	\$25,255,000	\$25,704,700	1.78%
Revenue Produced From:			
Business License	\$45,402	\$74,662	64.45%
Estimated Sales Tax (1%)*	\$169,835	\$168,702	-0.67%
Business Property Tax	\$54,278	\$58,282	7.38%
Fiduciary Taxes**	\$473,694	\$612,635	29.33%
(Food and Beverage, Lodging, Room & Admissions)			
Real Estate Tax	\$311,876	\$325,033	4.22%
<b>Total Revenue***</b>	<b>\$1,055,085</b>	<b>\$1,239,314</b>	<b>17.46%</b>

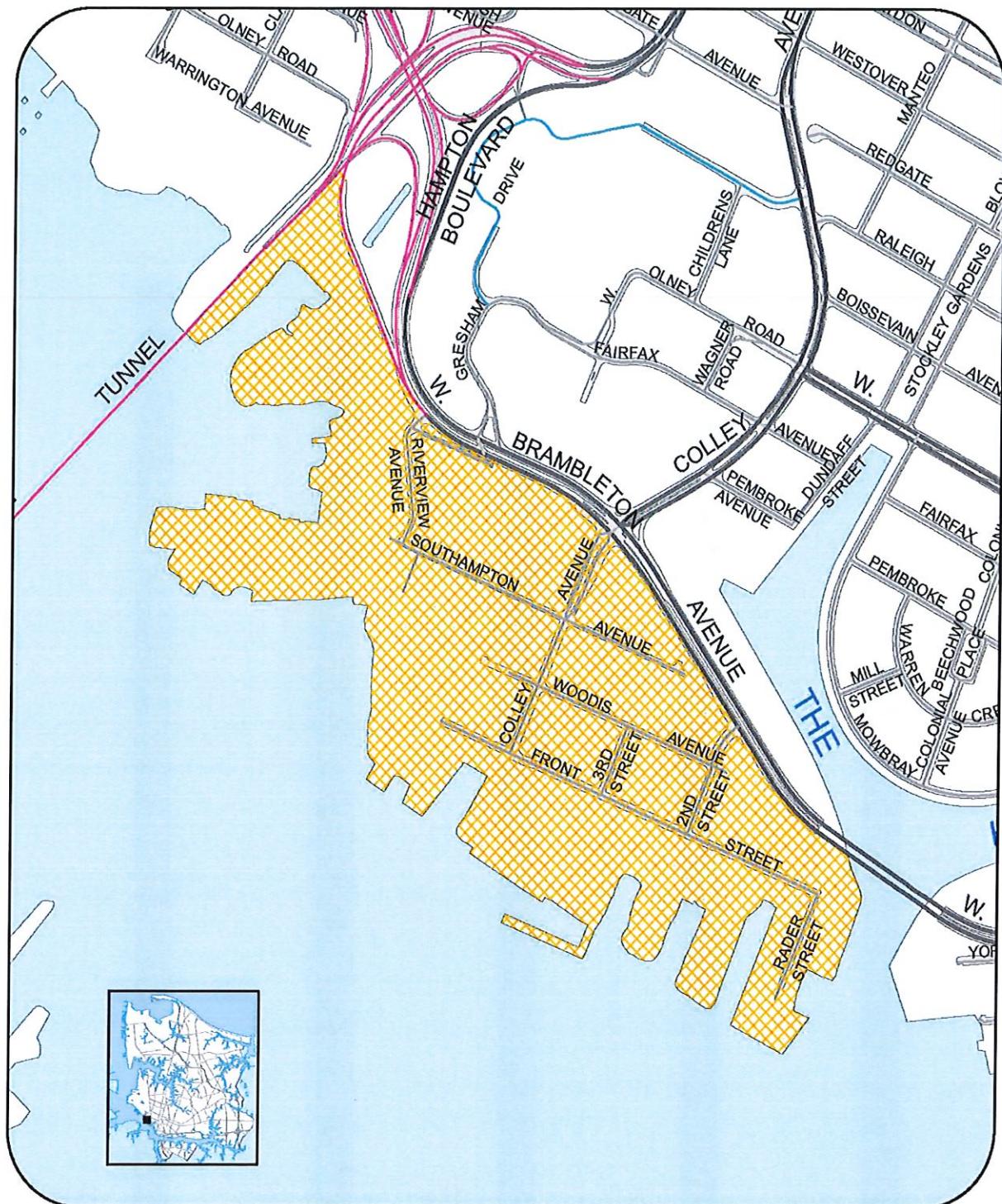
\*Based on reported Retail Sales

\*\*Lodging & Admissions Taxes are consolidated in this district as required in Virginia State Code §58.1-3

\*\*\*Note - Utility Tax has been removed from this chart due to changes in the information received from the Utility companies.

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# Fort Norfolk



## Legend

 Fort Norfolk Financial District



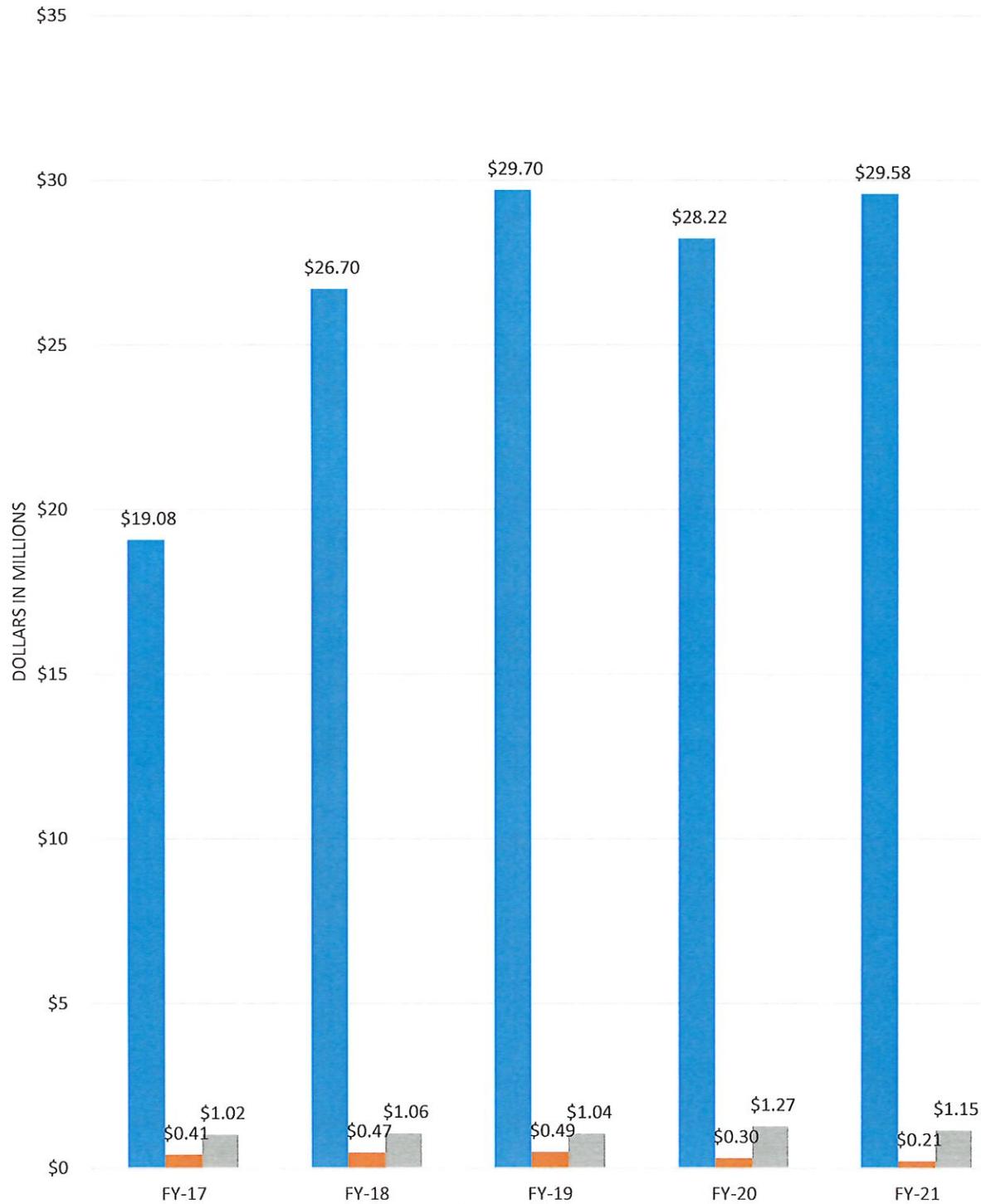
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Date: June 2016



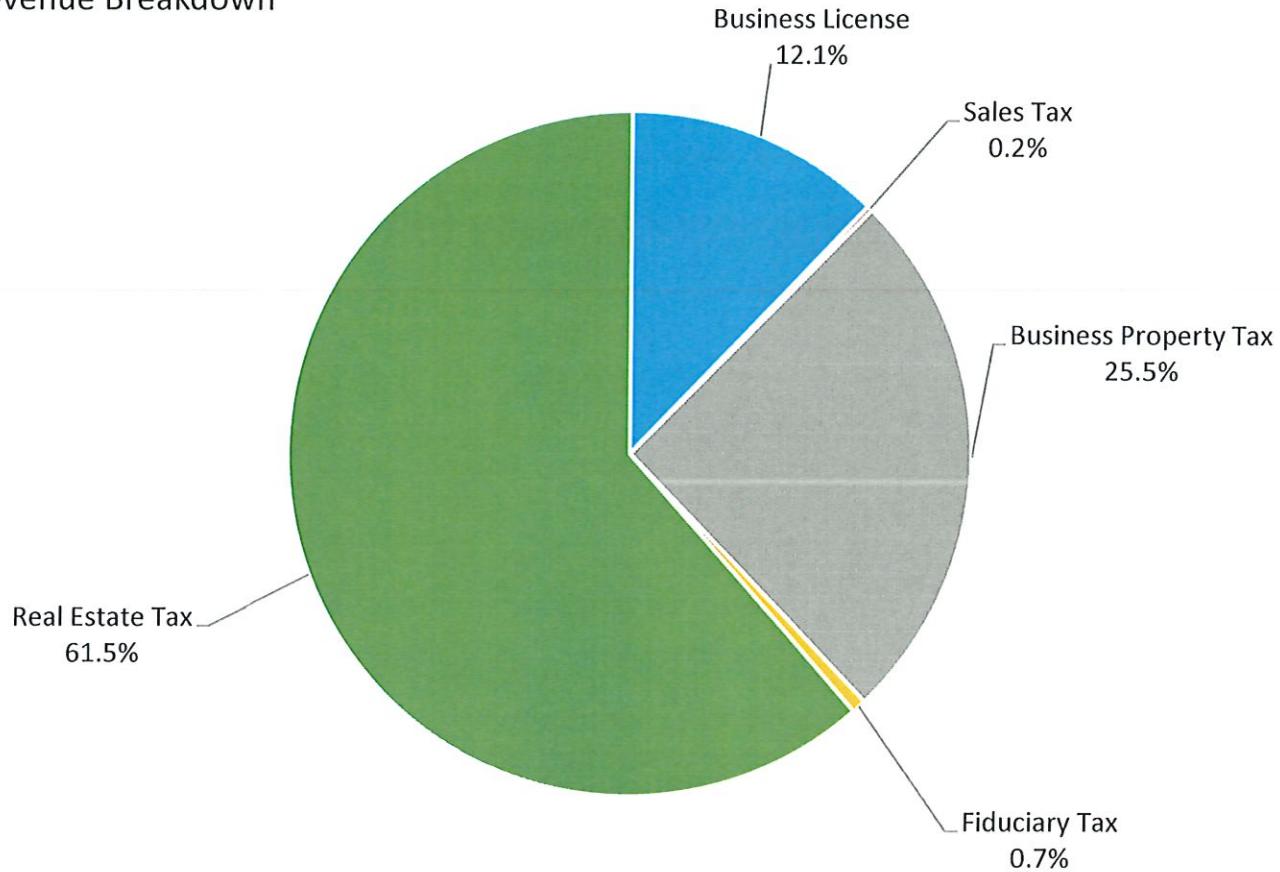
## Fort Norfolk - Five Year Comparison

■ Total Sales ■ Retail Sales ■ Tax Revenue



# FORT NORFOLK

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$28,219,908	\$29,581,910	4.83%
Total Retail Sales	\$295,431	\$212,135	-28.19%
Total Assessed Value Real Estate	\$78,907,000	\$84,997,800	7.72%
<b>Revenue Produced From:</b>			
Business License	\$154,023	\$164,123	6.56%
Estimated Sales Tax (1%)*	\$2,954	\$2,121	-28.19%
Business Property Tax	\$322,733	\$191,636	-40.62%
Fiduciary Taxes**	\$8,431	\$1,856	-77.99%
(Food and Beverage, Lodging, Room & Admissions)			
Real Estate Tax	\$779,541	\$786,367	0.88%
<b>Total Revenue***</b>	<b>\$1,267,682</b>	<b>\$1,146,103</b>	<b>-9.59%</b>

\*Based on reported Retail Sales

\*\*Lodging & Admissions Taxes are consolidated in this district as required in Virginia State Code §58.1-3

\*\*\*Note - Utility Tax has been removed from this chart due to changes in the information received from the Utility companies.

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# Glenwood



## Legend

 Glenwood Financial District

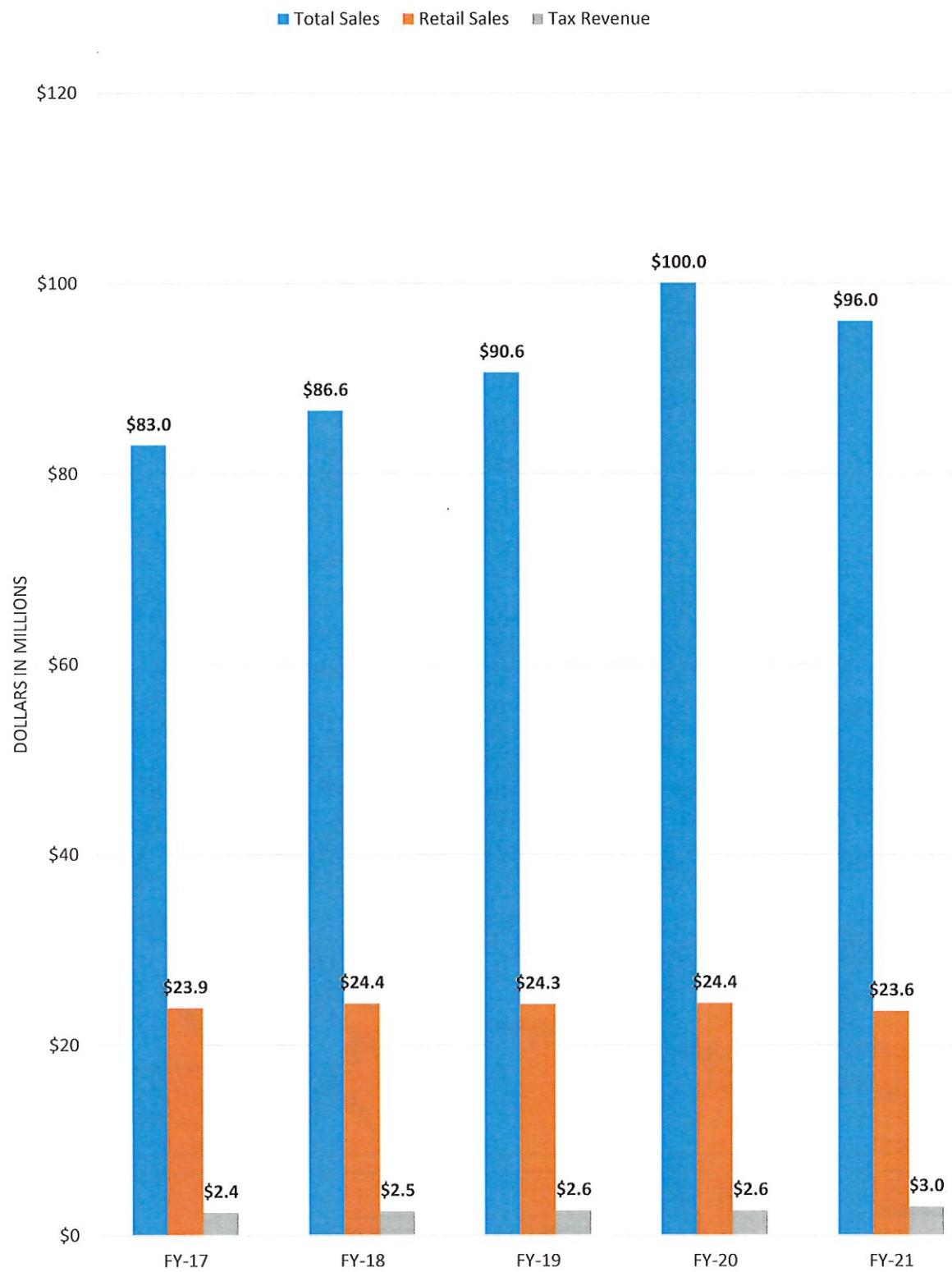


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Date: June 2016

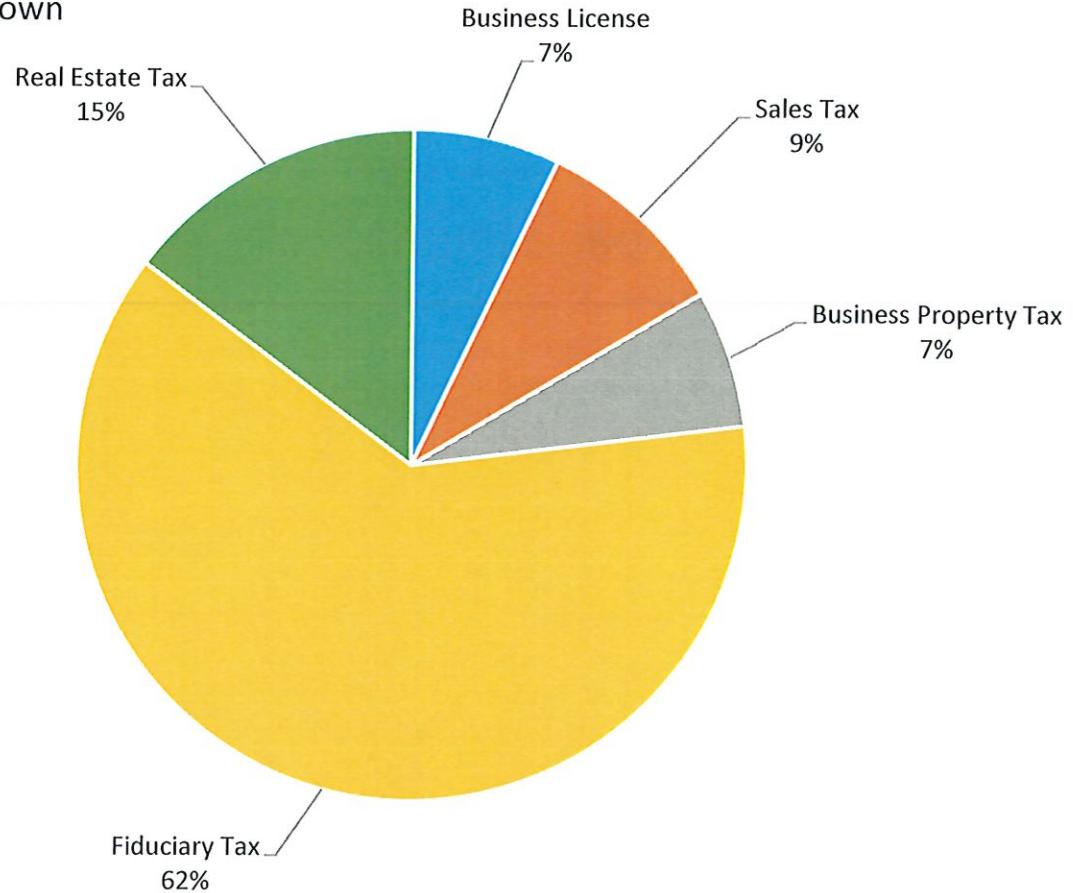


## Glenwood - Five Year Comparison



# GLENWOOD

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$102,440,112	\$95,950,549	-6.33%
Total Retail Sales	\$24,373,702	\$23,548,011	-3.39%
Total Assessed Value Real Estate	\$34,665,800	\$38,746,300	11.77%
<b>Revenue Produced From:</b>			
Business License	\$183,360	\$166,196	-9.36%
Estimated Sales Tax (1%)*	\$243,737	\$235,480	-3.39%
Business Property Tax	\$172,111	\$221,520	28.71%
Fiduciary Taxes**	\$1,612,902	\$1,893,325	17.39%
(Food and Beverage, Lodging, Room & Admissions)			
Real Estate Tax	\$383,236	\$506,941	32.28%
<b>Total Revenue***</b>	<b>\$2,595,346</b>	<b>\$3,023,462</b>	<b>16.50%</b>

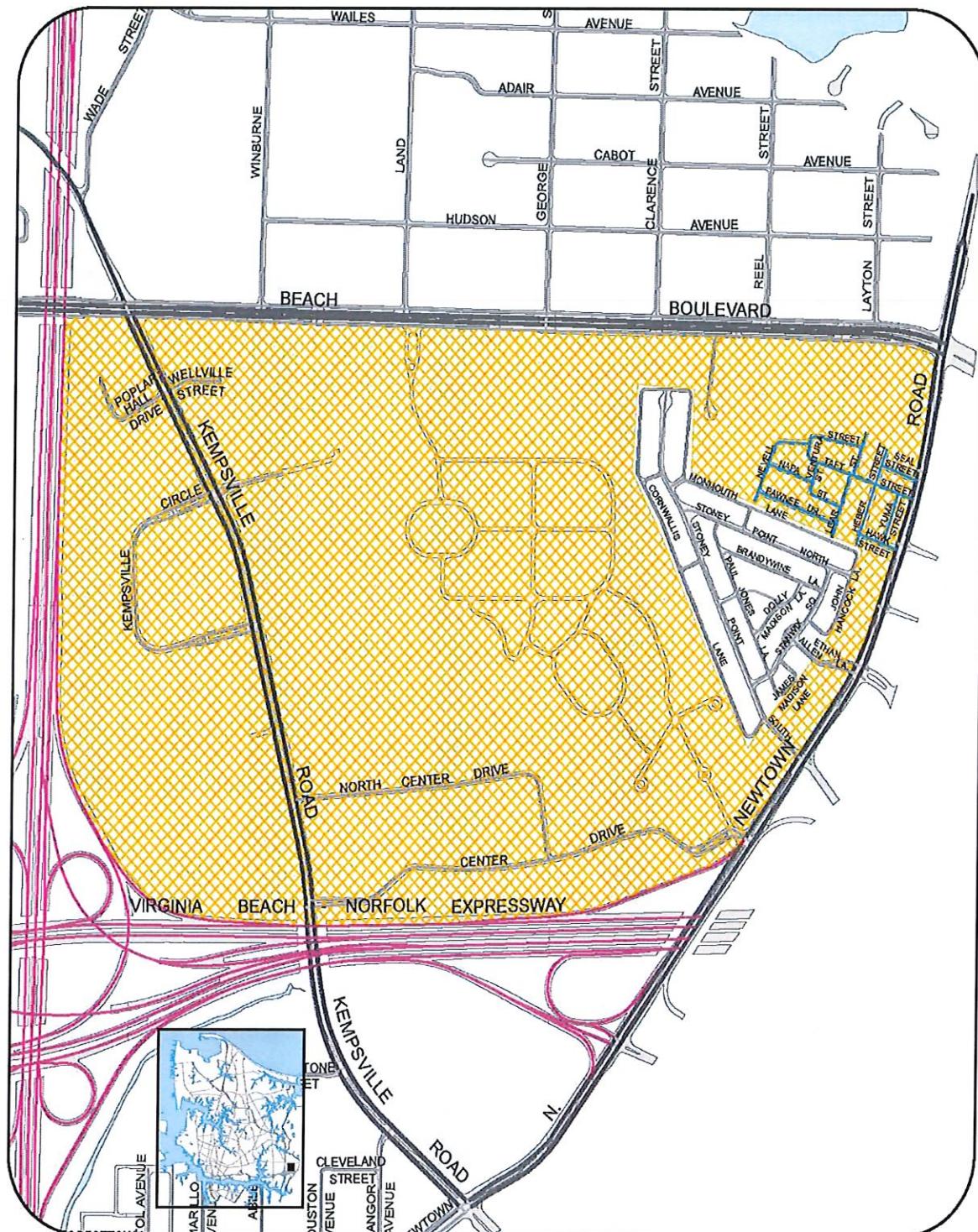
\*Based on reported Retail Sales

\*\*Lodging & Admissions Taxes are consolidated in this district as required in Virginia State Code §58.1-3

\*\*\*Note - Utility Tax has been removed from this chart due to changes in the information received from the Utility companies.

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## Interstate Corporate Center



### Legend

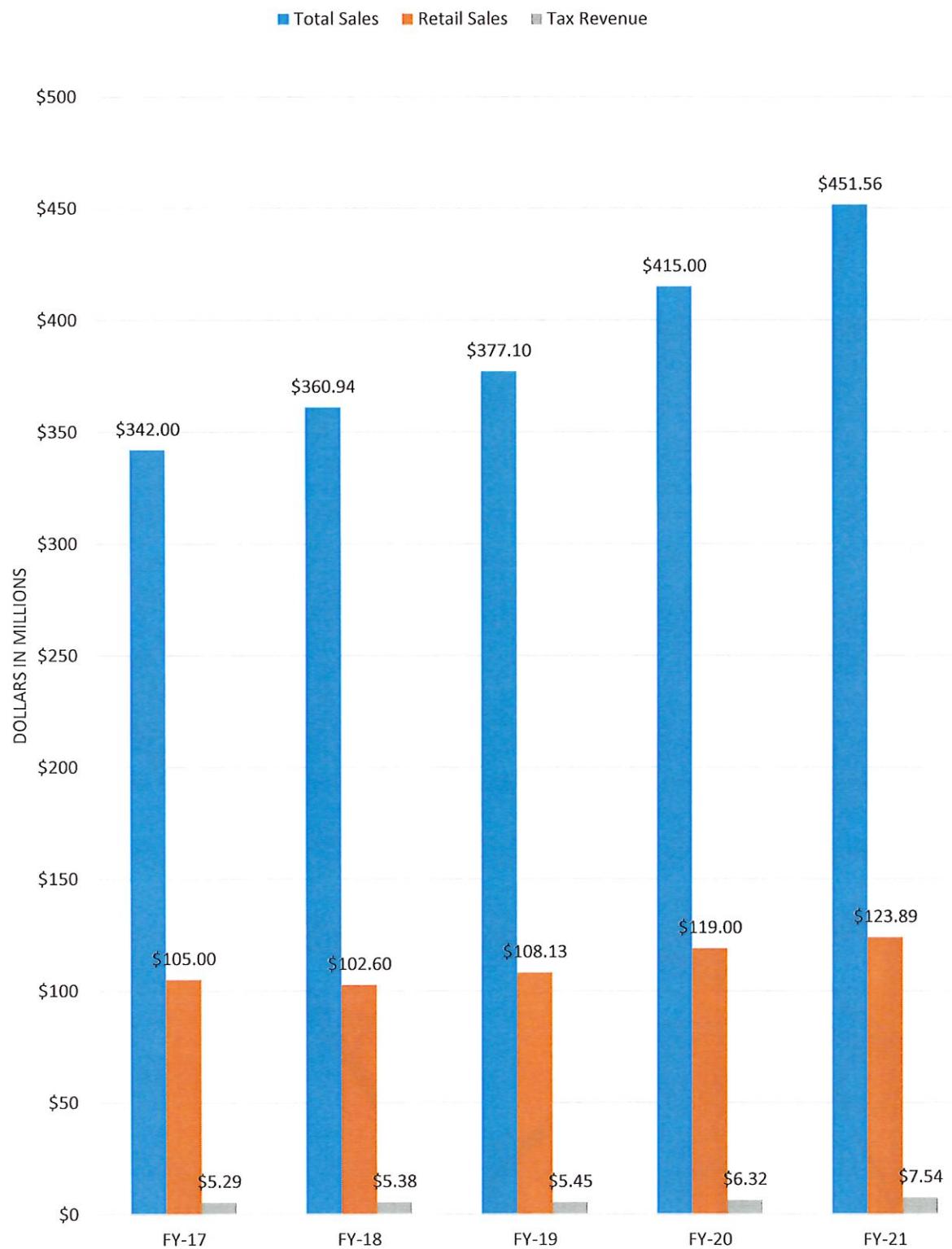
 Interstate Corporate Center Financial District



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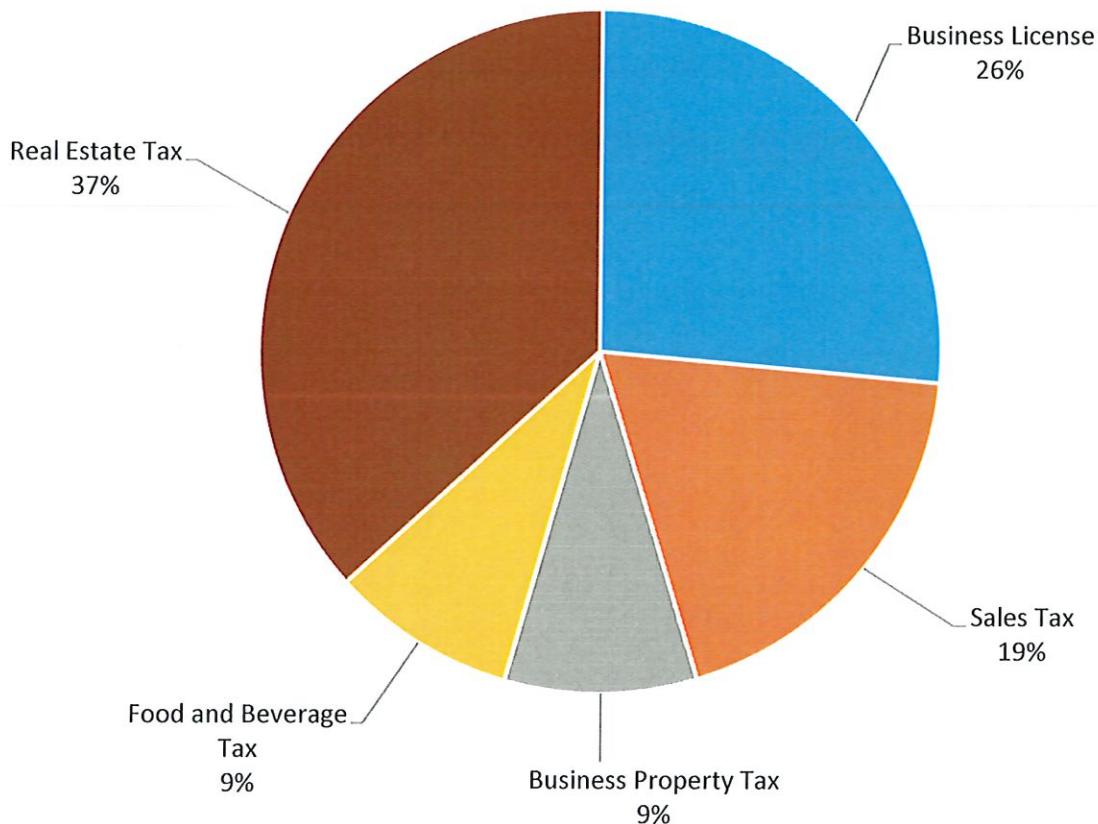


## Interstate Corporate Center - Five Year Comparison



# INTERSTATE CORPORATE CENTER

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$415,178,059	\$451,563,534	8.76%
Total Retail Sales	\$119,175,891	\$123,888,633	3.95%
Total Assessed Value Real Estate	\$196,317,900	\$250,477,300	27.59%
<b>Revenue Produced From:</b>			
Business License	\$1,674,252	\$1,825,115	9.01%
Estimated Sales Tax (1%)*	\$1,191,759	\$1,238,886	3.95%
Business Property Tax	\$574,707	\$675,888	17.61%
Food and Beverage Tax (6.5%)	\$558,480	\$672,409	20.40%
Lodging Tax (8%)	\$0	\$0	0.00%
Room Tax**	\$0	\$0	0.00%
Admissions Tax (10%)	\$0	\$0	0.00%
Real Estate Tax	\$2,328,533	\$3,123,300	34.13%
<b>Total Revenue***</b>	<b>\$6,327,731</b>	<b>\$7,535,598</b>	<b>19.09%</b>

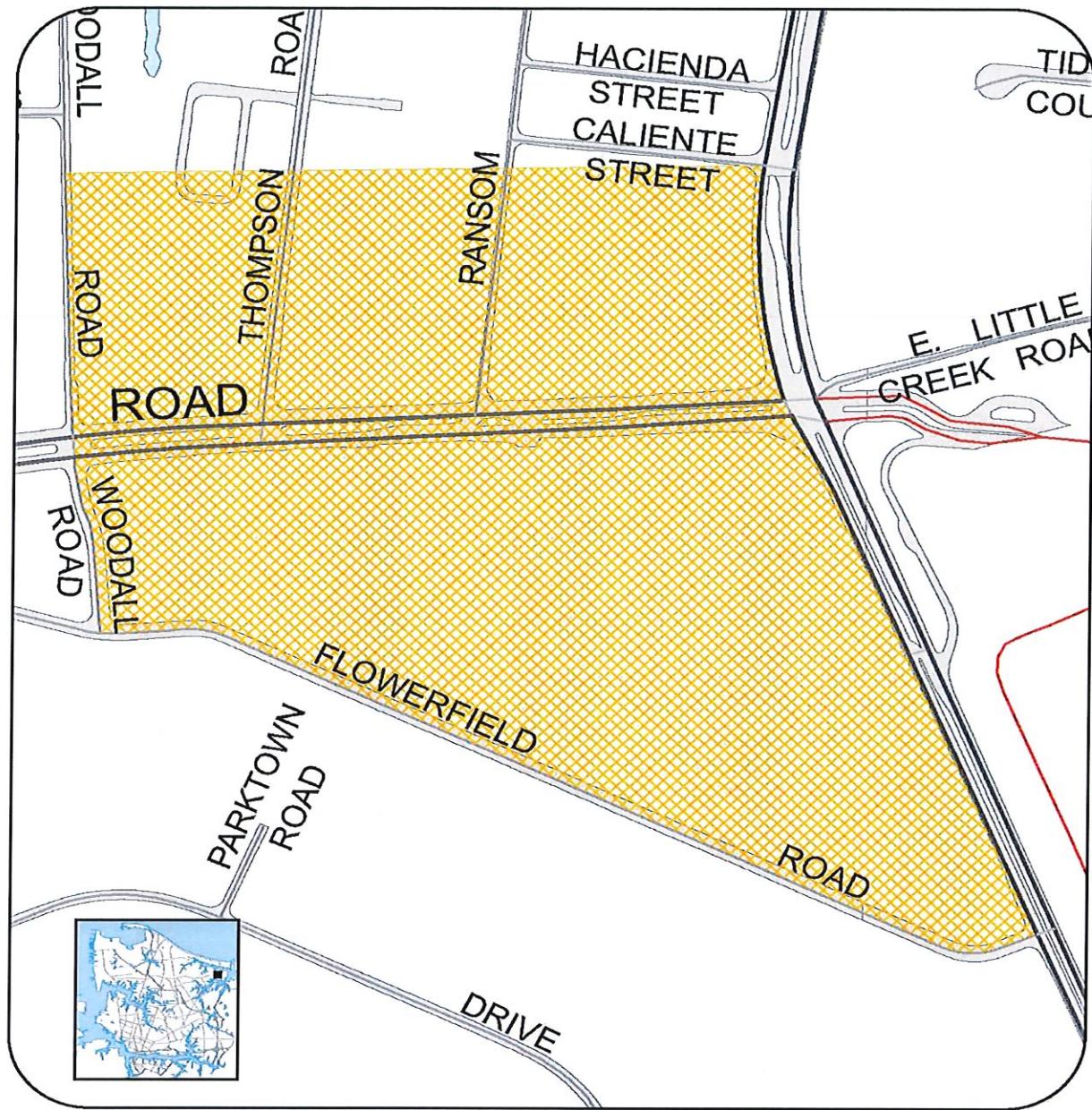
\*Based on reported Retail Sales

\*\*Based on \$3.00 per Room per Night

\*\*\*Note - Utility Tax has been removed from this chart due to changes in the information received from the Utility companies.

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## Little Creek Road Corridor East



### Legend

 Little Creek Road Corridor East Financial District

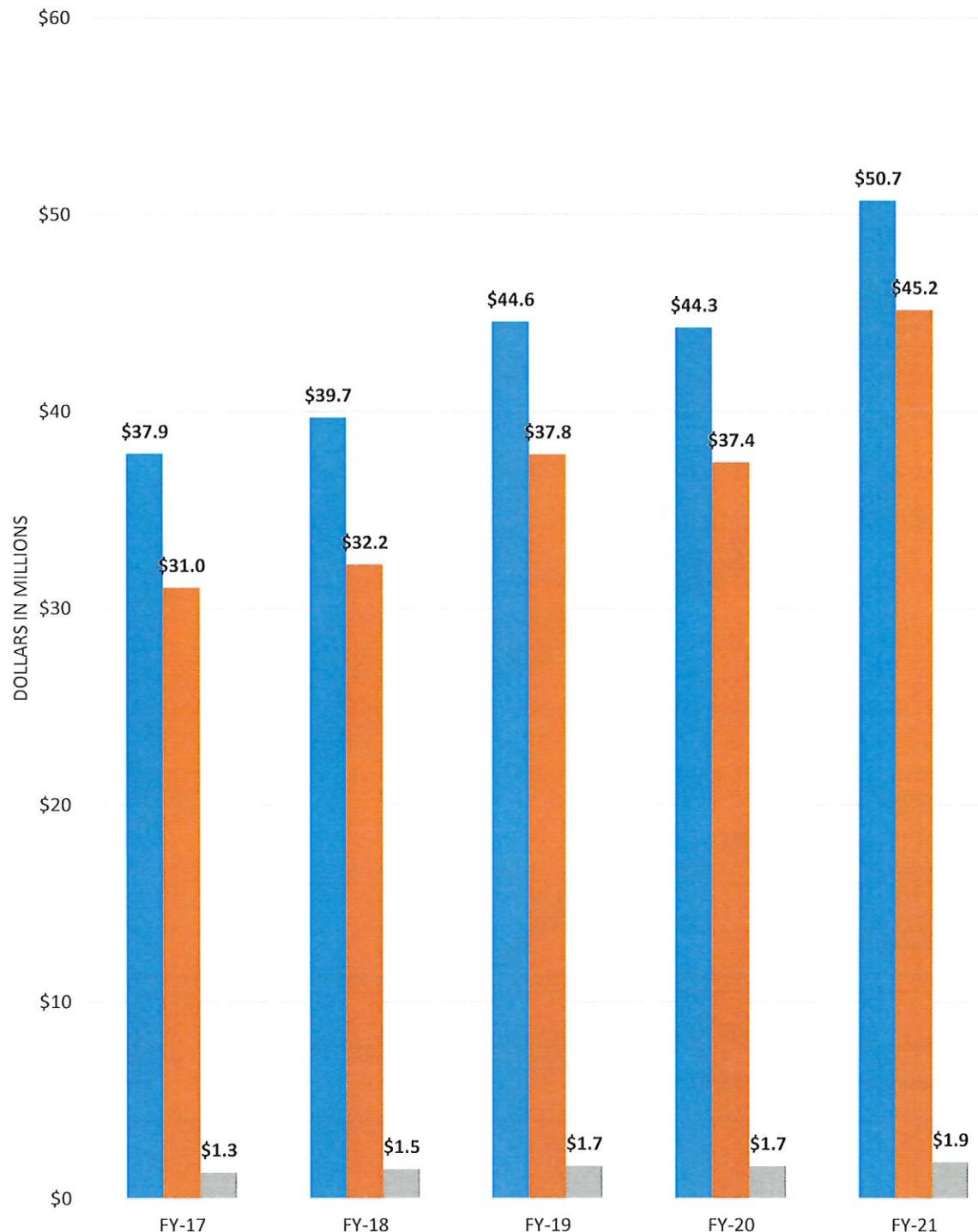


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Date: June 2016



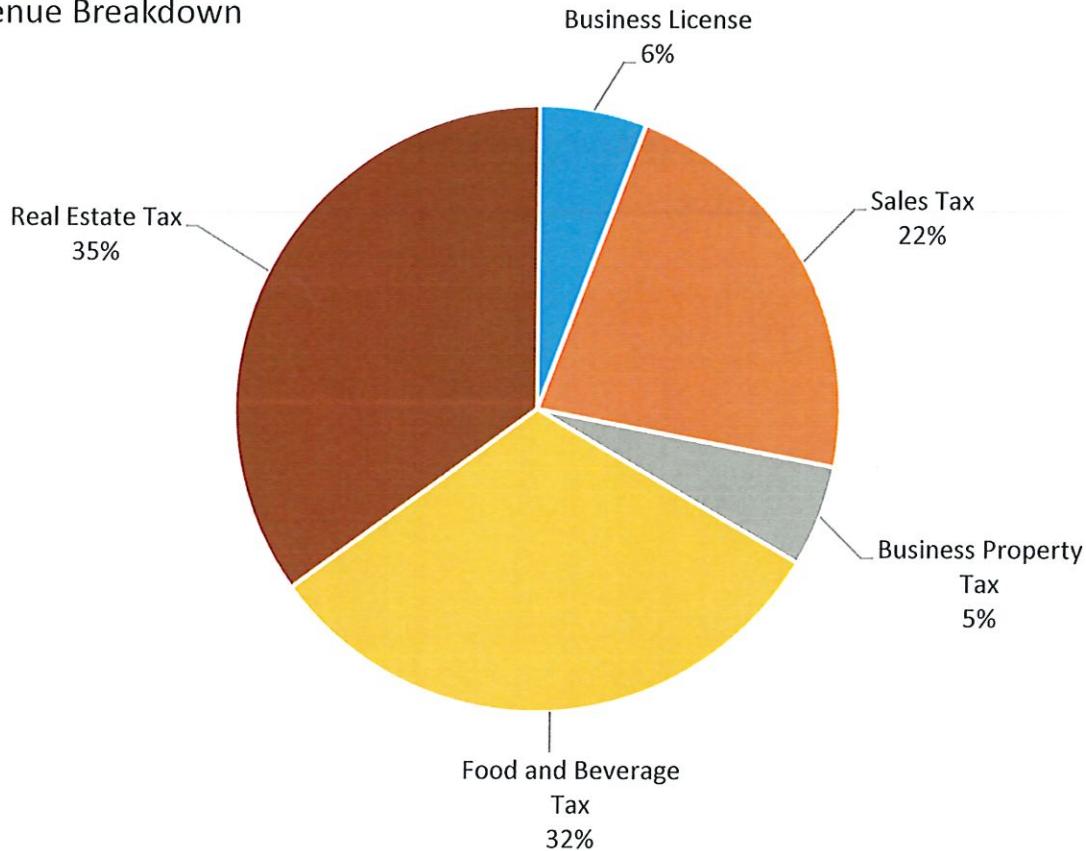
## Little Creek East - Five Year Comparison

■ Total Sales ■ Retail Sales ■ Tax Revenue



# LITTLE CREEK CORRIDOR EAST

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$44,262,078	\$50,703,496	14.55%
Total Retail Sales	\$37,390,728	\$45,154,894	20.76%
Total Assessed Value Real Estate	\$46,916,100	\$47,648,000	1.56%
<b>Revenue Produced From:</b>			
Business License	\$96,547	\$110,845	14.81%
Estimated Sales Tax (1%)*	\$373,907	\$451,549	20.76%
Business Property Tax	\$90,610	\$139,130	53.55%
Food and Beverage Tax (6.5%)	\$528,801	\$571,961	8.16%
Lodging Tax (8%)	\$0	\$0	0.00%
Room Tax**	\$0	\$0	0.00%
Admissions Tax (10%)	\$0	\$0	0.00%
Real Estate Tax	\$588,107	\$596,512	1.43%
<b>Total Revenue***</b>	<b>\$1,677,972</b>	<b>\$1,869,996</b>	<b>11.44%</b>

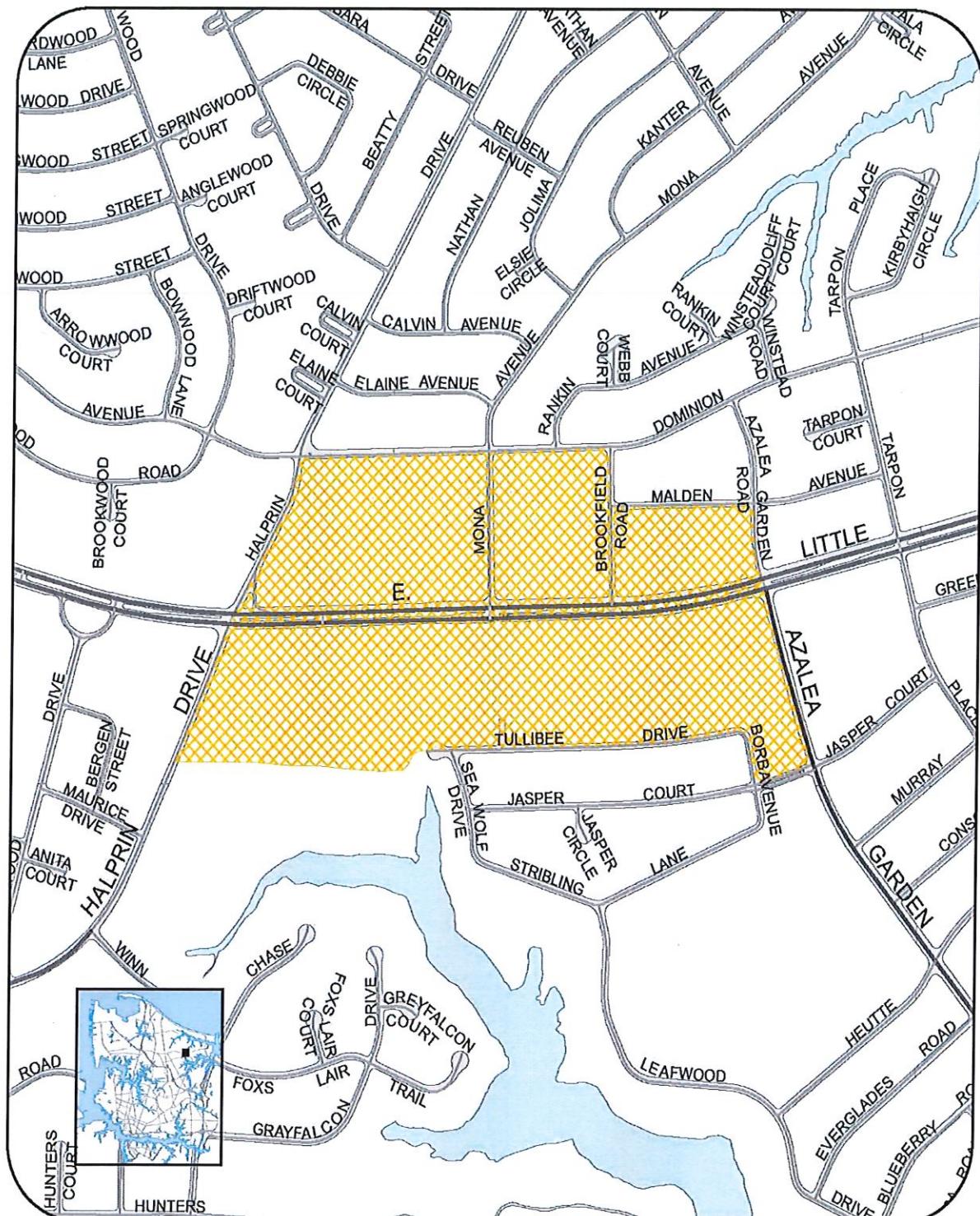
\*Based on reported Retail Sales

\*\*Based on \$3.00 per Room per Night

\*\*\*Note - Utility Tax has been removed from this chart due to changes in the information received from the Utility companies.

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## Little Creek Road Corridor Roosevelt



### Legend



Little Creek Road  
Corridor Roosevelt  
Financial District



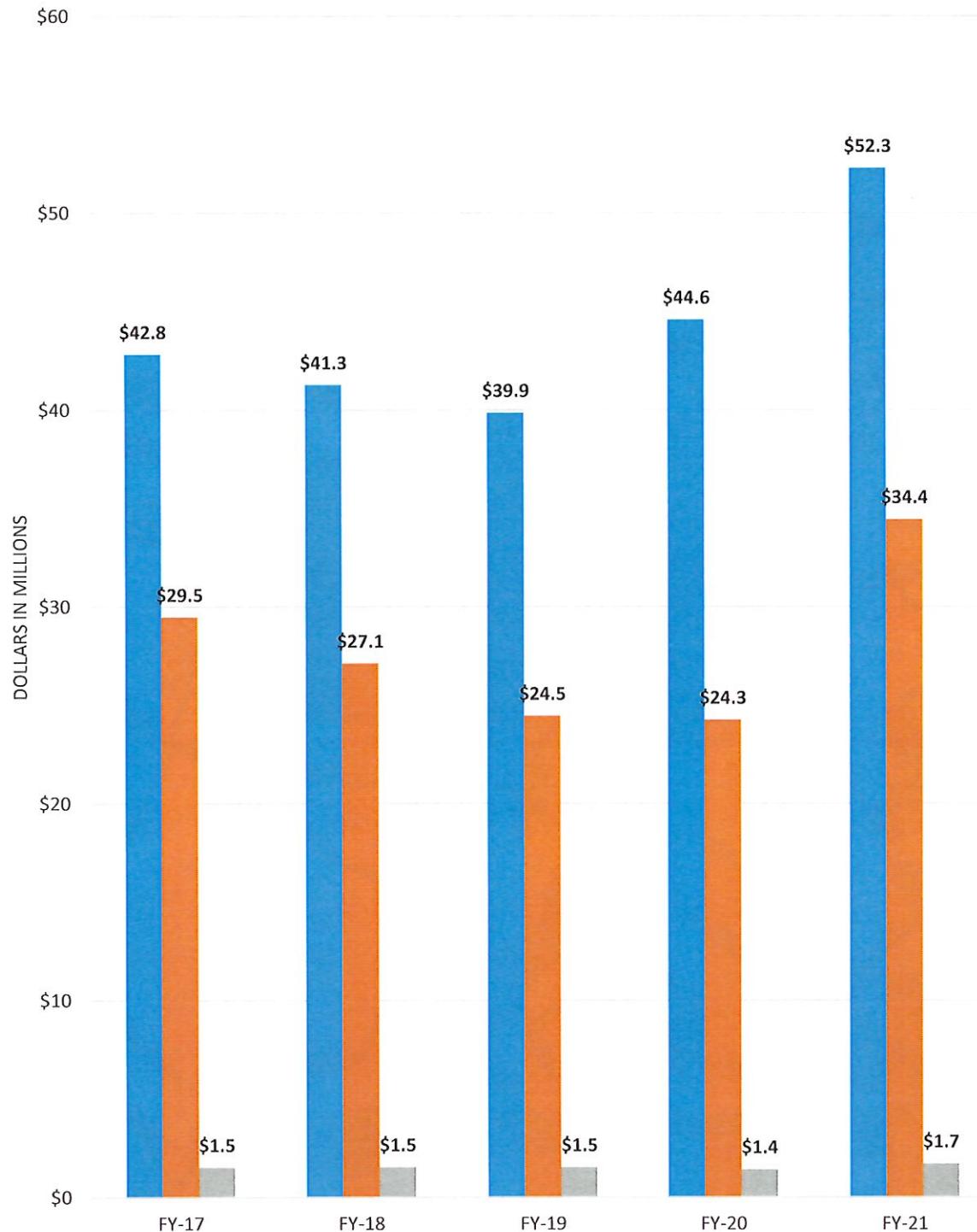
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Date: June 2016



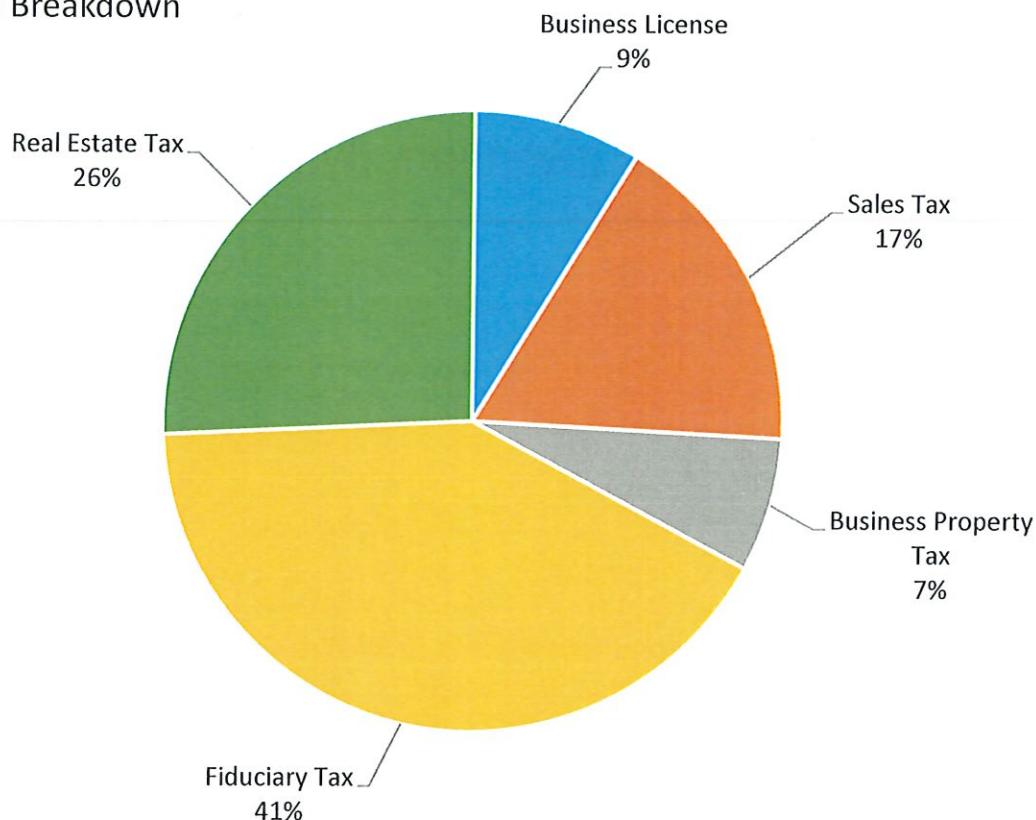
## Little Creek Roosevelt - Five Year Comparison

■ Total Sales ■ Retail Sales ■ Tax Revenue



# LITTLE CREEK CORRIDOR ROOSEVELT

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$44,572,839	\$52,268,214	17.26%
Total Retail Sales	\$24,250,484	\$34,441,107	42.02%
Total Assessed Value Real Estate	\$30,230,900	\$31,387,300	3.83%
<b>Revenue Produced From:</b>			
Business License	\$124,114	\$122,489	-1.31%
Estimated Sales Tax (1%)*	\$242,505	\$344,411	42.02%
Business Property Tax	\$98,830	\$149,305	51.07%
Fiduciary Taxes**	\$588,000	\$674,637	14.73%
(Food and Beverage, Lodging, Room & Admissions)			
Real Estate Tax	\$364,747	\$414,187	13.55%
<b>Total Revenue***</b>	<b>\$1,418,196</b>	<b>\$1,705,029</b>	<b>20.23%</b>

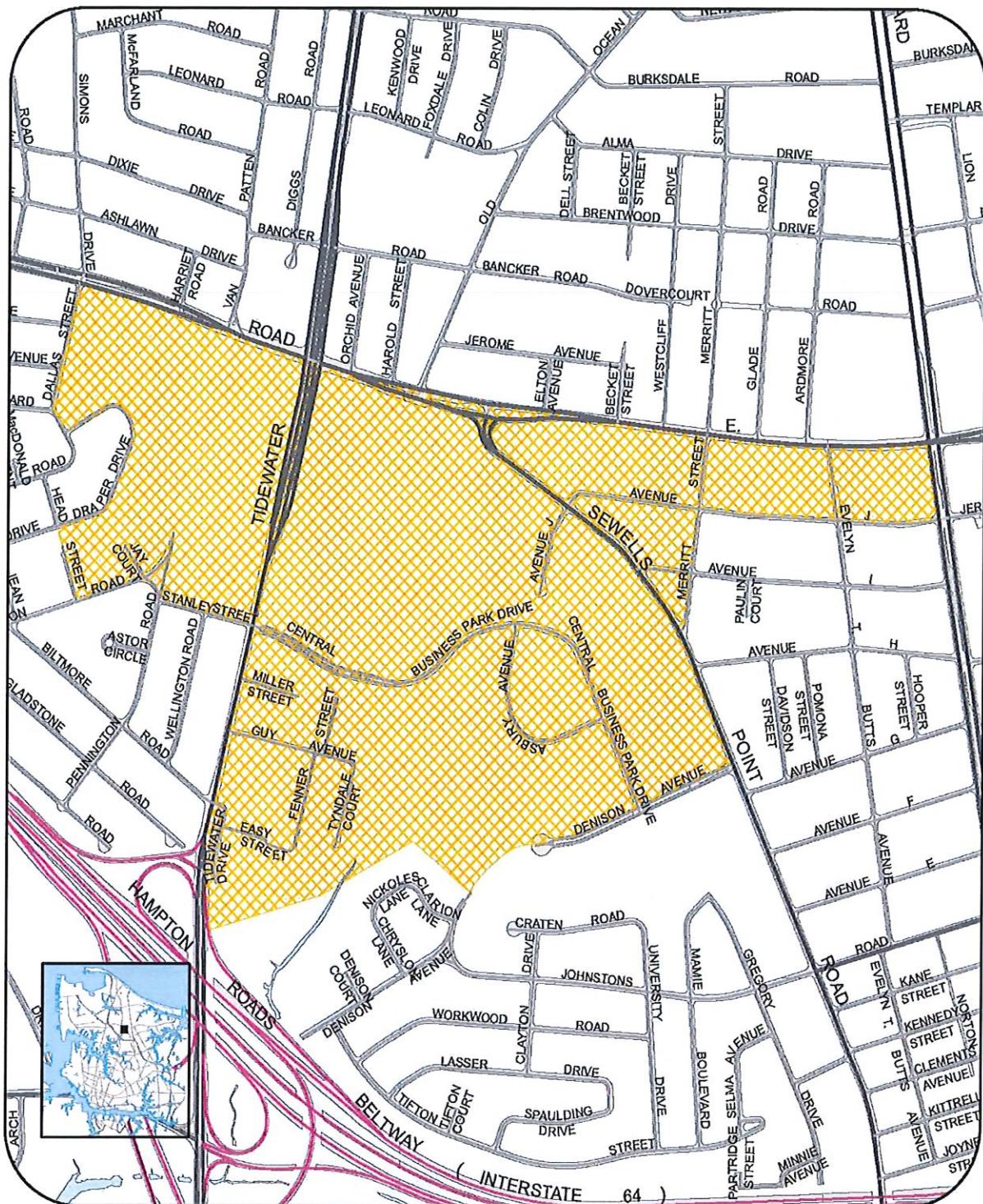
\*Based on reported Retail Sales

\*\*Food and Beverage, Lodging & Admissions Taxes are consolidated in this district as required in Virginia State Code §5801-3

\*\*\*Note - Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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# Little Creek Road Corridor Southern Shopping Center



## Legend

Little Creek Road  
Southern Shopping  
Center  
Financial District



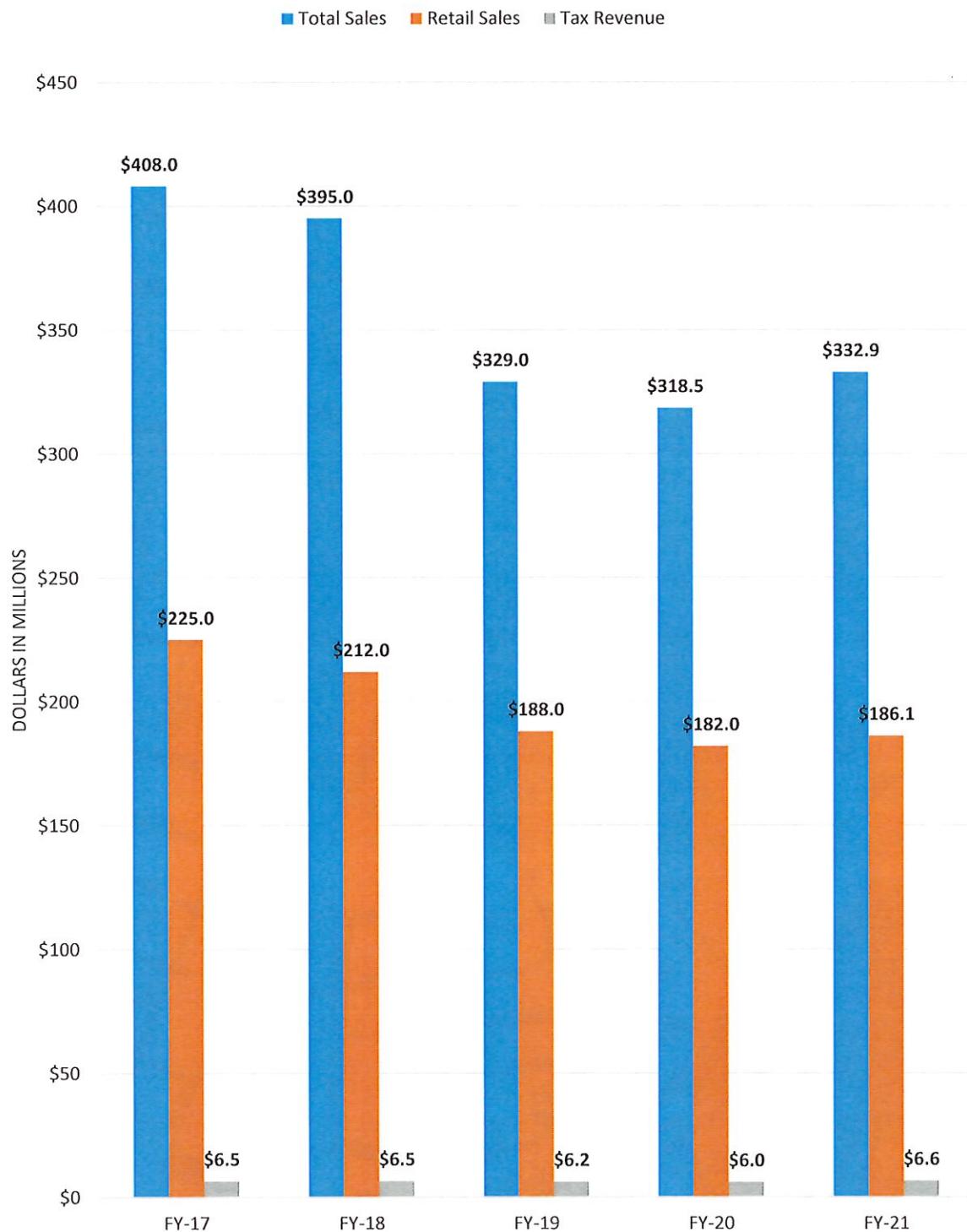
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Date: June 2016



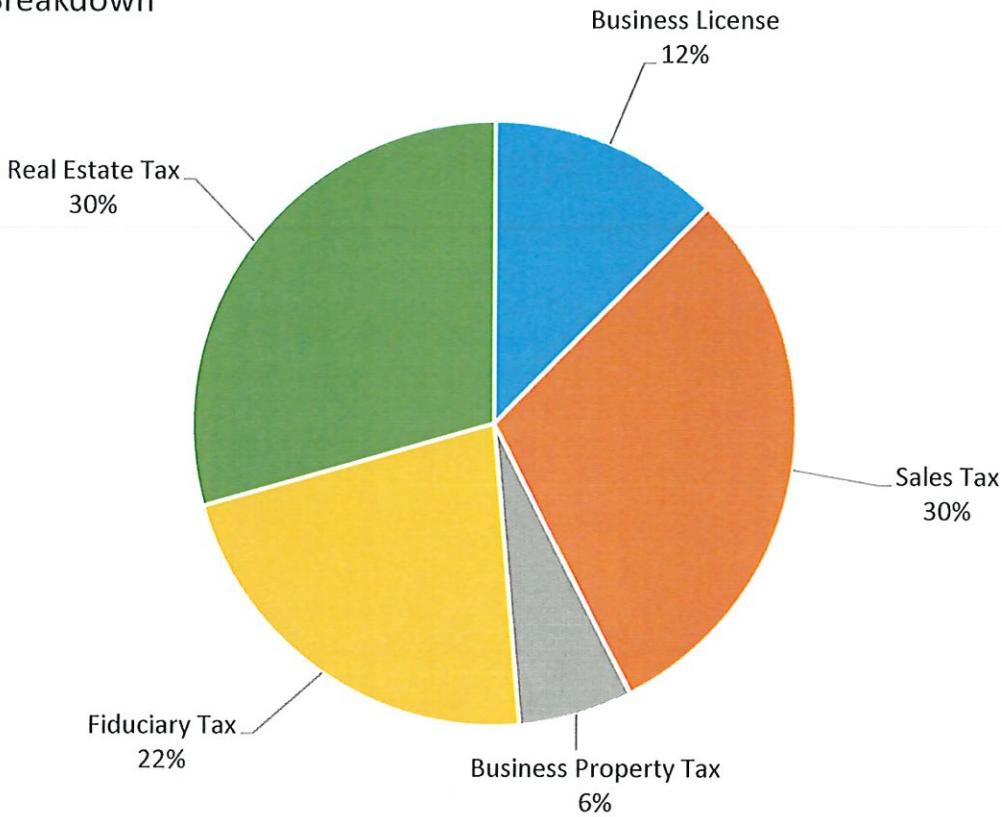
# Little Creek Southern Shopping Center

## Five Year Comparison



## LITTLE CREEK CORRIDOR SOUTHERN SHOPPING CENTER

### Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$318,548,759	\$332,877,787	4.50%
Total Retail Sales	\$182,344,990	\$186,047,276	2.03%
Total Assessed Value Real Estate	\$152,445,500	\$156,240,300	2.49%
<b>Revenue Produced From:</b>			
Business License	\$751,419	\$805,226	7.16%
Estimated Sales Tax (1%)*	\$1,823,450	\$1,860,473	2.03%
Business Property Tax	\$371,087	\$435,870	17.46%
Fiduciary Taxes**	\$1,334,741	\$1,600,482	19.91%
(Food and Beverage, Lodging, Room & Admissions)			
Real Estate Tax	\$1,783,708	\$1,929,542	8.18%
<b>Total Revenue***</b>	<b>\$6,064,405</b>	<b>\$6,631,593</b>	<b>9.35%</b>

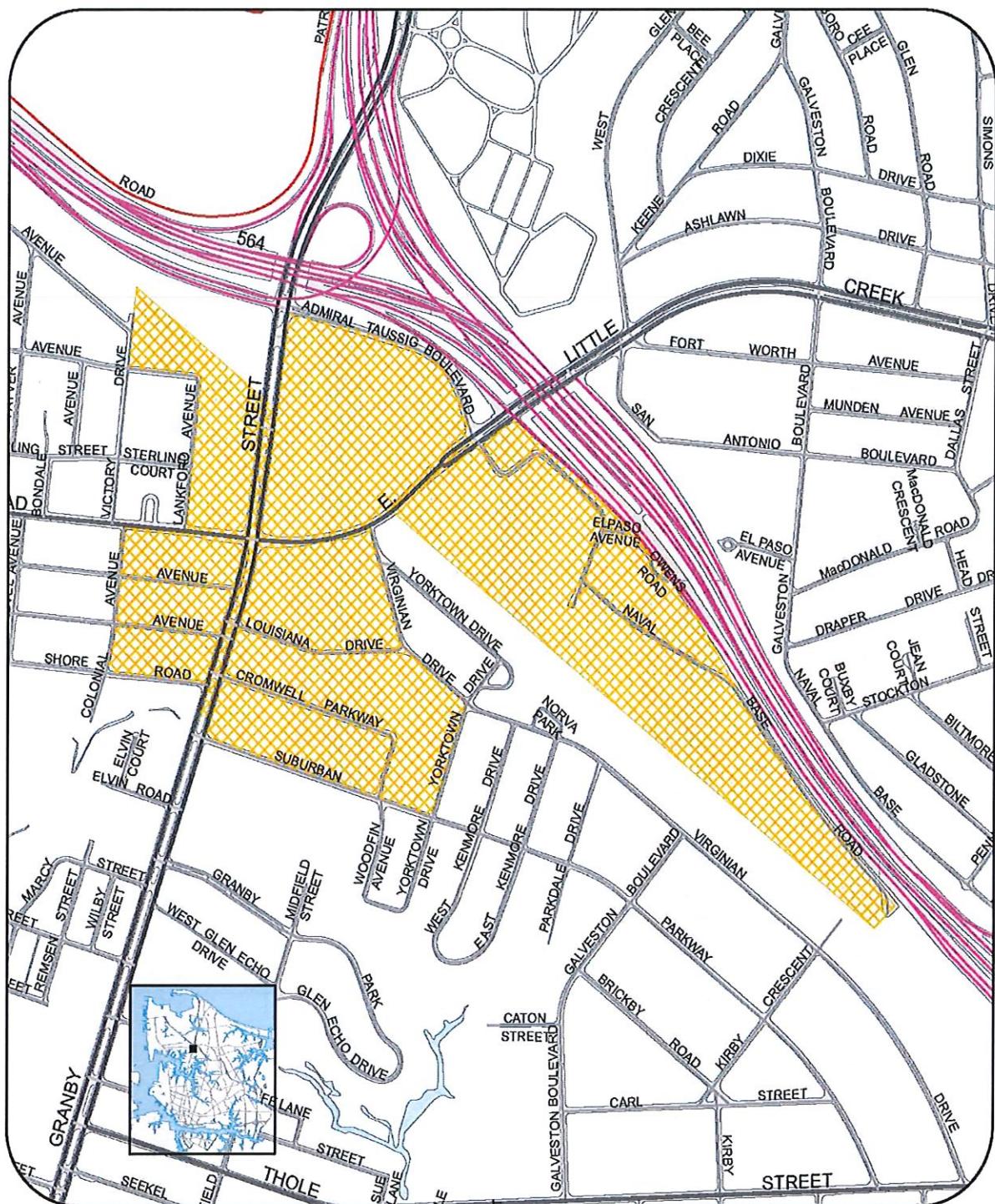
\* Based on reported Retail Sales

\*\* Food and Beverage, Lodging & Admissions Taxes are consolidated in this district as required in Virginia State Code § 58.1-3.

\*\*\* Note - Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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## Little Creek Road Corridor Wards Corner



### Legend

 Little Creek Road Corridor  
 Wards Corner Financial District

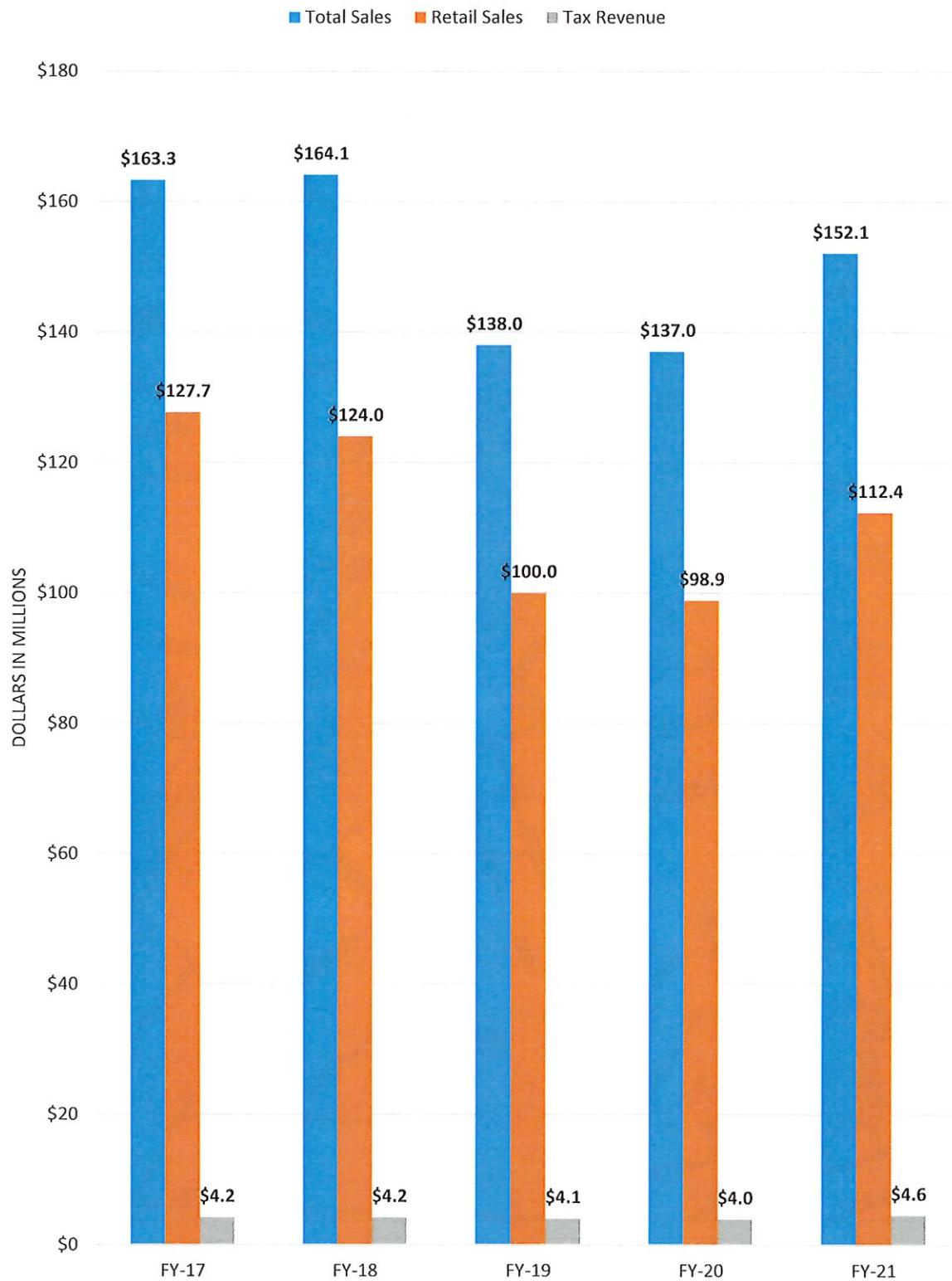


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 Financial District boundaries provided by the Office of the  
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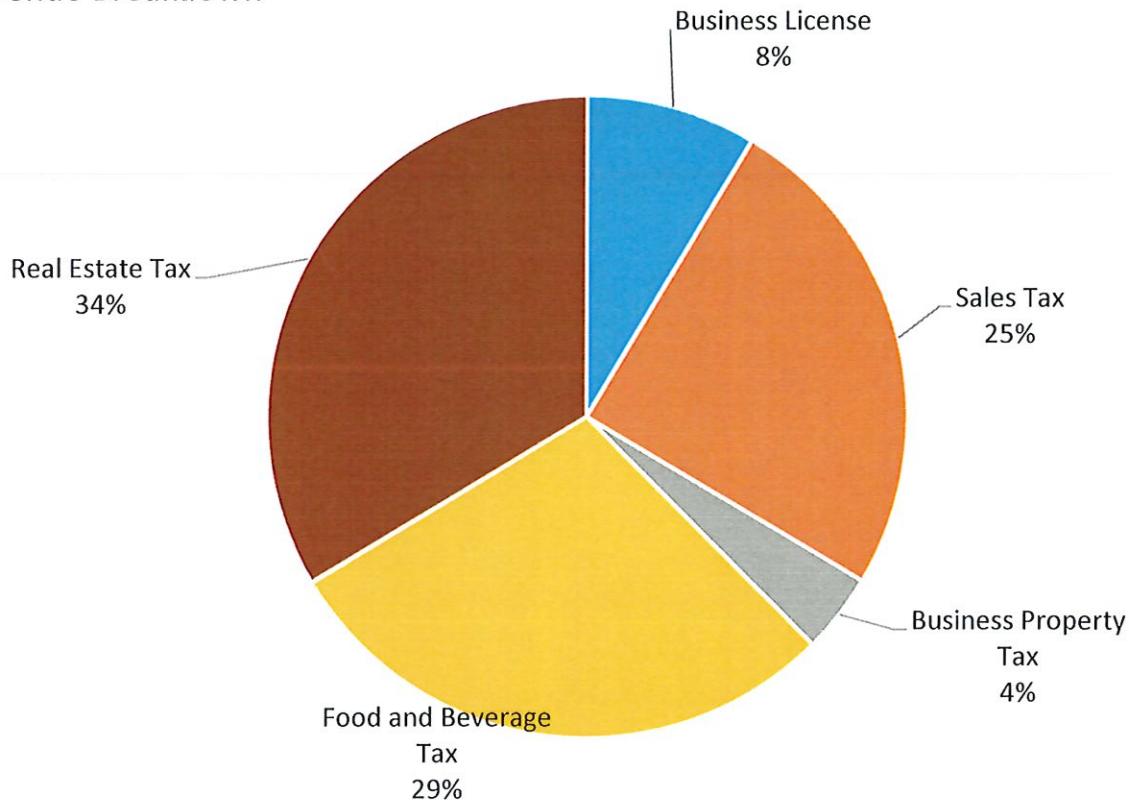


## Little Creek Wards Corner - Five Year Comparison



# LITTLE CREEK CORRIDOR WARDS CORNER

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$137,929,819	\$152,084,948	10.26%
Total Retail Sales	\$98,886,771	\$112,361,907	13.63%
Total Assessed Value Real Estate	\$106,404,800	\$108,360,600	1.84%
<b>Revenue Produced From:</b>			
Business License	\$338,690	\$329,859	-2.61%
Estimated Sales Tax (1%)*	\$988,868	\$1,123,619	13.63%
Business Property Tax	\$159,388	\$355,171	122.83%
Food and Beverage Tax (6.5%)	\$1,140,515	\$1,393,430	22.18%
Lodging Tax (8%)	\$0	\$0	0.00%
Room Tax**	\$0	\$0	0.00%
Admissions Tax (10%)	\$1,341	\$1,694	26.34%
Real Estate Tax	\$1,331,238	\$1,353,289	1.66%
<b>Total Revenue***</b>	<b>\$3,960,040</b>	<b>\$4,557,062</b>	<b>15.08%</b>

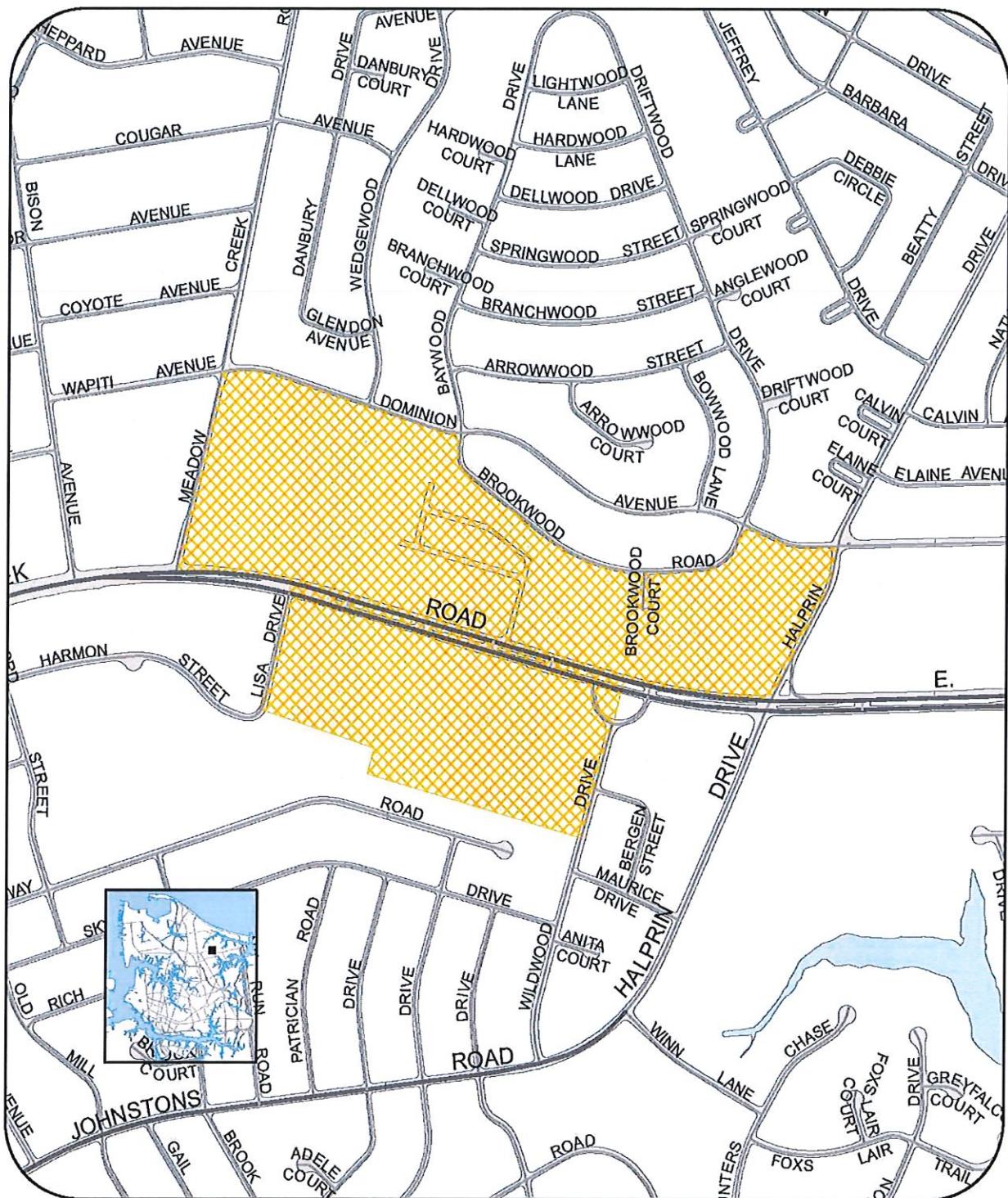
\*Based on reported Retail Sales

\*\*Based on \$3.00 per Room per Night

\*\*\*Note - Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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## Little Creek Road Corridor Wedgewood



## Legend

Little Creek Road  
Corridor  
Wedgewood  
Financial District



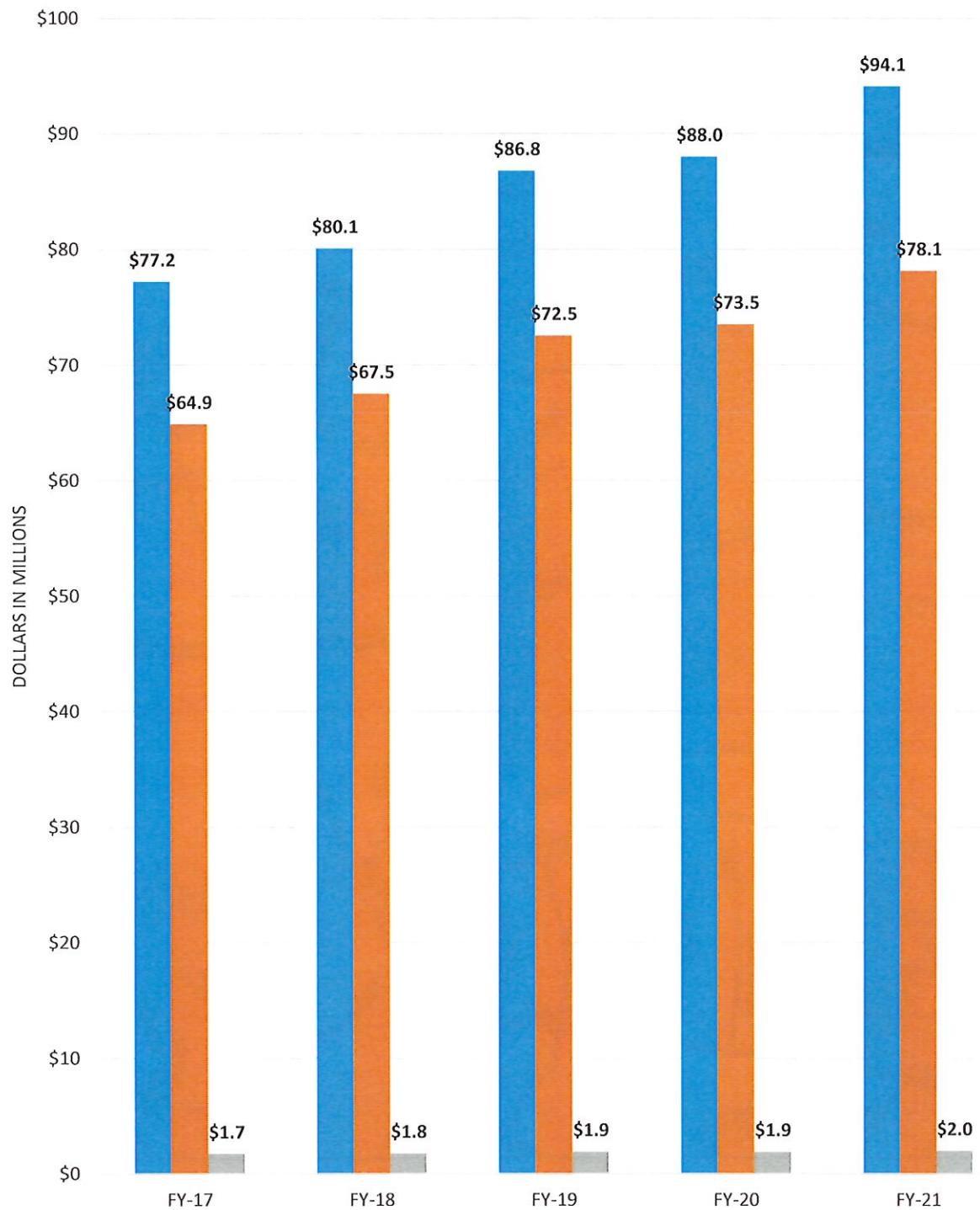
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Date: June 2016



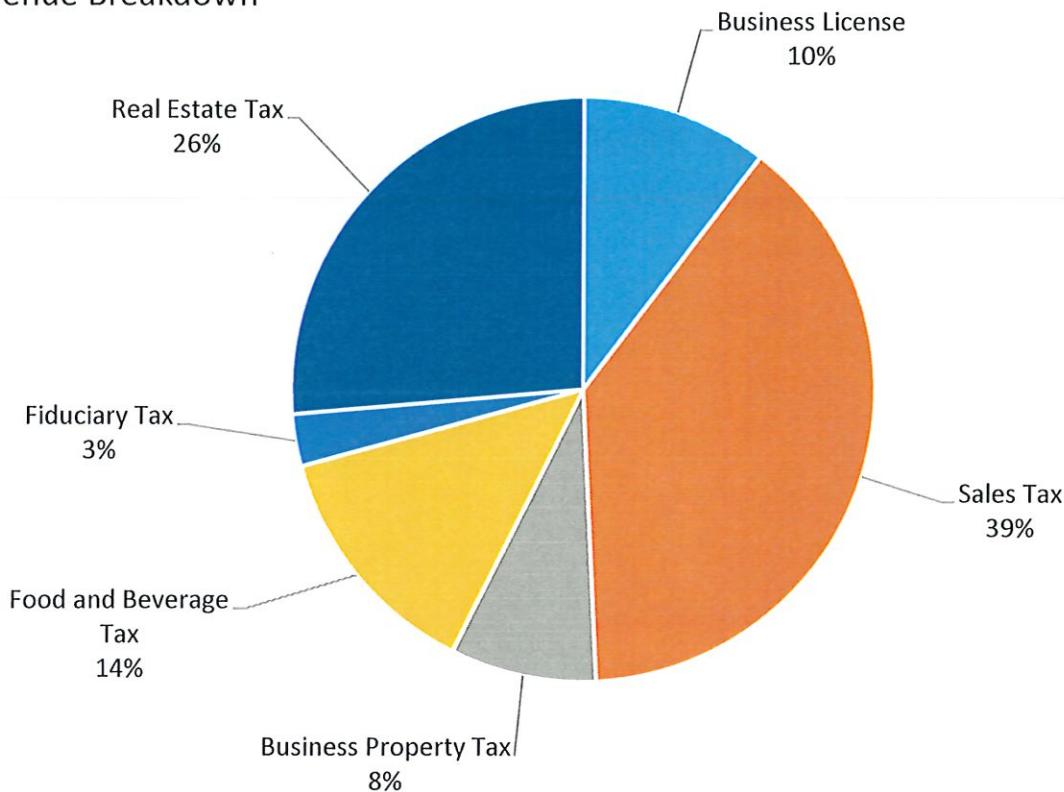
## Little Creek Wedgewood - Five Year Comparison

■ Total Sales ■ Retail Sales ■ Tax Revenue



# LITTLE CREEK CORRIDOR WEDGEWOOD

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$87,984,897	\$94,086,283	6.93%
Total Retail Sales	\$73,513,873	\$78,123,872	6.27%
Total Assessed Value Real Estate	\$39,767,600	\$40,964,000	3.01%
<b>Revenue Produced From:</b>			
Business License	\$196,620	\$201,338	2.40%
Estimated Sales Tax (1%)*	\$735,139	\$781,239	6.27%
Business Property Tax	\$154,195	\$164,700	6.81%
Food and Beverage Tax (6.5%)	\$253,742	\$277,383	9.32%
Fiduciary Taxes** (Lodging, Room & Admissions)	\$54,476	\$60,398	10.87%
Real Estate Tax	\$499,291	\$500,817	0.31%
<b>Total Revenue***</b>	<b>\$1,893,463</b>	<b>\$1,985,875</b>	<b>4.88%</b>

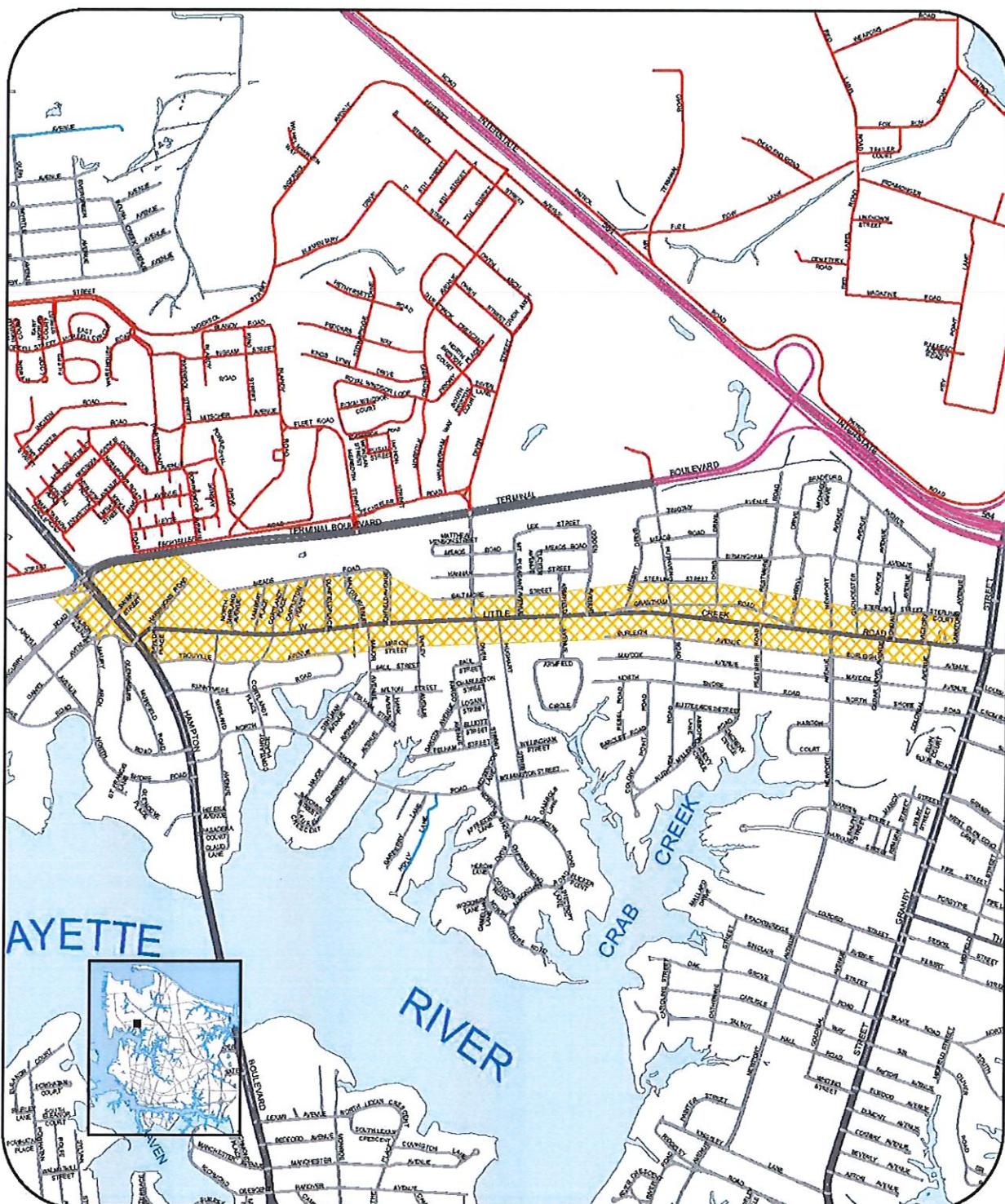
\*Based on reported Retail Sales

\*\*Lodging & Admissions Taxes are consolidated in this district as required in Virginia State Code §58.1-3

\*\*\*Note - Utility Tax has been removed from this chart due to changes in the information received from the Utility companies.

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## Little Creek Road Corridor West



### Legend

 Little Creek Road CorridorWest Financial District

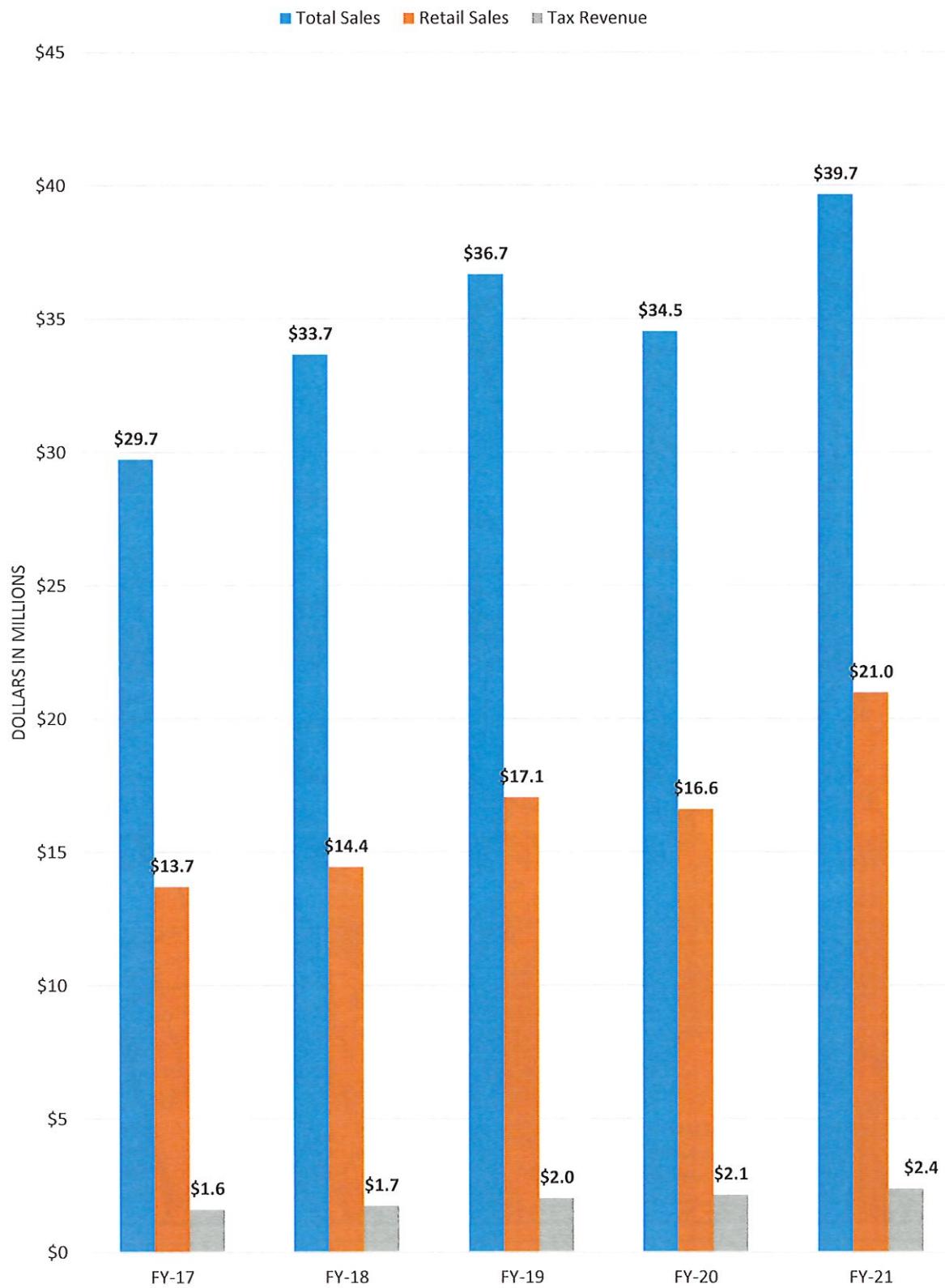


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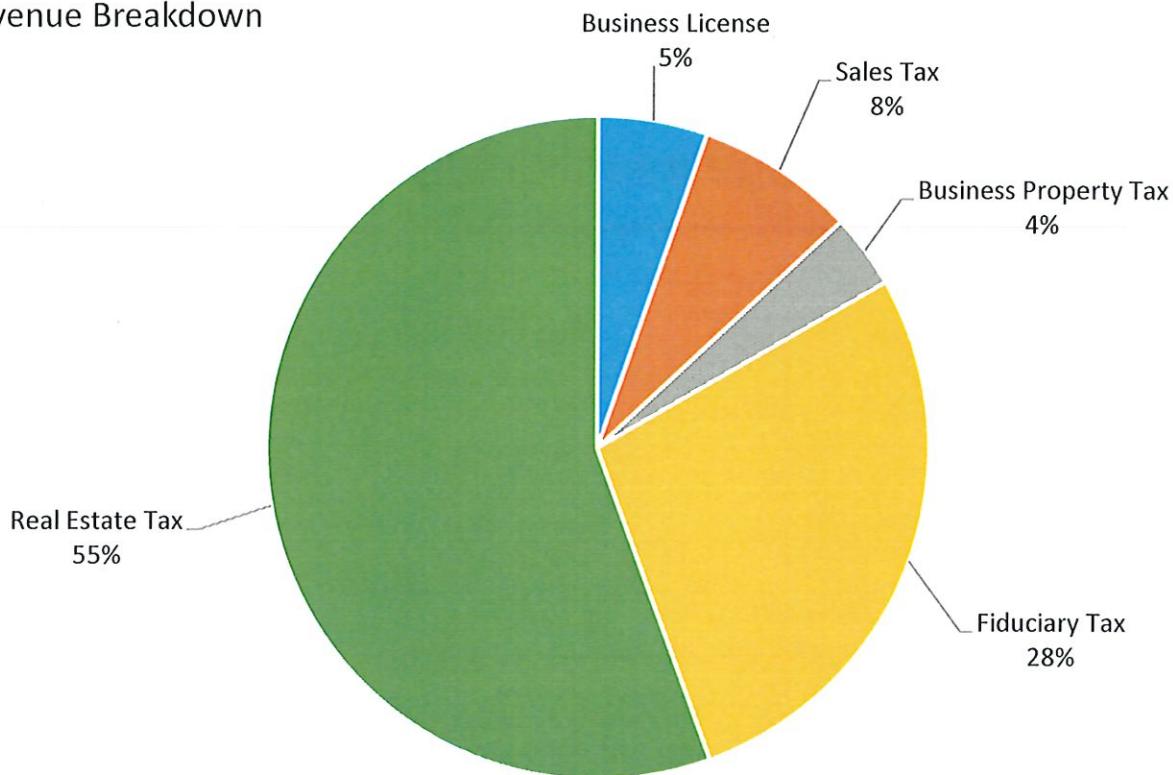


## Little Creek West - Five Year Comparison



# LITTLE CREEK CORRIDOR WEST

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$34,538,745	\$39,667,088	14.85%
Total Retail Sales	\$16,617,876	\$20,972,858	26.21%
Total Assessed Value Real Estate	\$100,288,600	\$102,909,800	2.61%
<b>Revenue Produced From:</b>			
Business License	\$113,986	\$115,925	1.70%
Estimated Sales Tax (1%)*	\$166,179	\$209,729	26.21%
Business Property Tax	\$77,642	\$85,262	9.81%
Fiduciary Taxes** (Food and Beverage, Lodging, Room & Admissions)	\$595,836	\$679,420	14.03%
Real Estate Tax	\$1,192,864	\$1,285,881	7.80%
<b>Total Revenue***</b>	<b>\$2,146,507</b>	<b>\$2,376,216</b>	<b>10.70%</b>

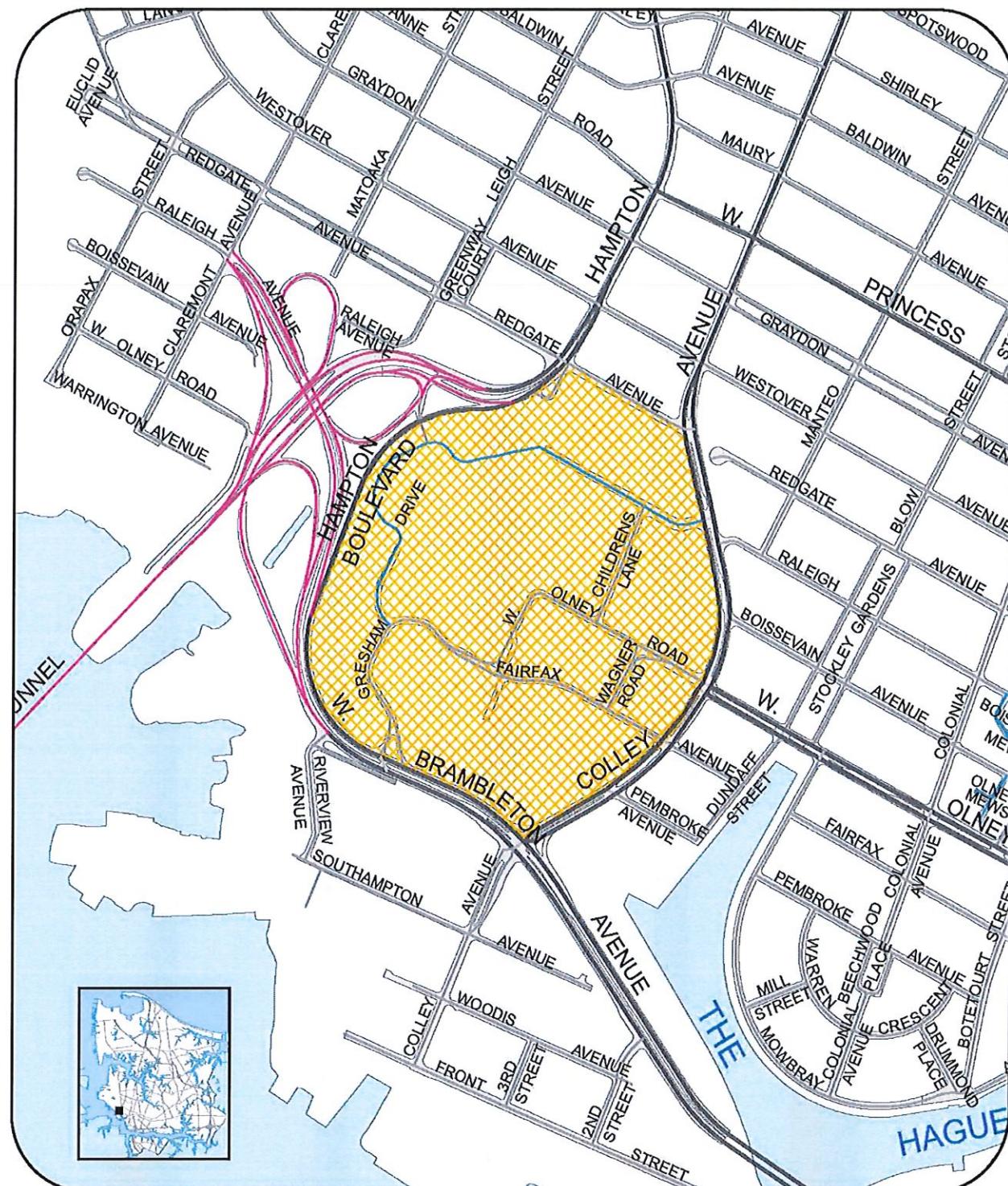
\*Based on reported Retail Sales

\*\*Food and Beverage, Lodging & Admissions Taxes are consolidated in this district as required in Virginia State Code §58.1-3

\*\*\*Note - Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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## Medical Center



### Legend



Medical Center  
Financial District



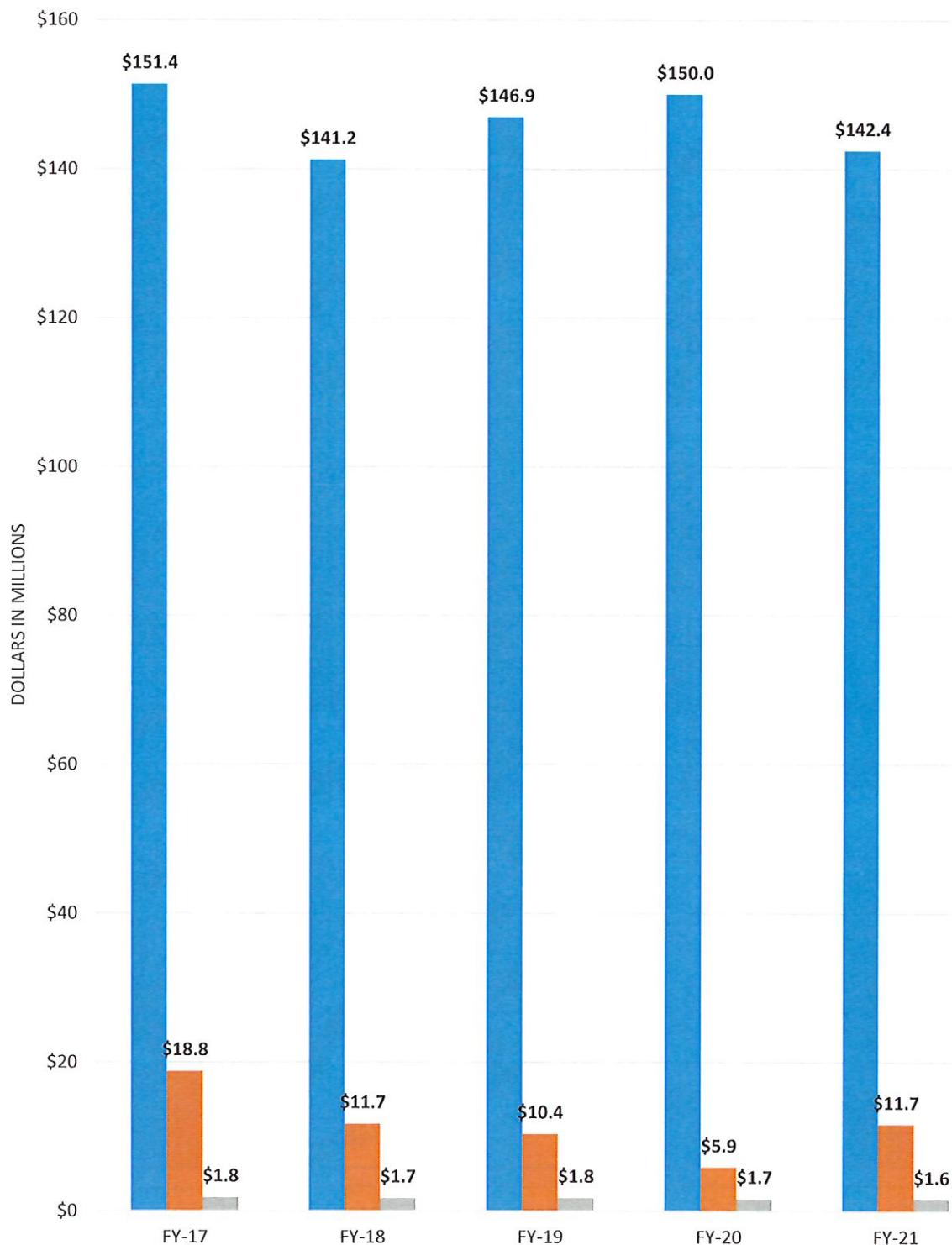
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Date: June 2016



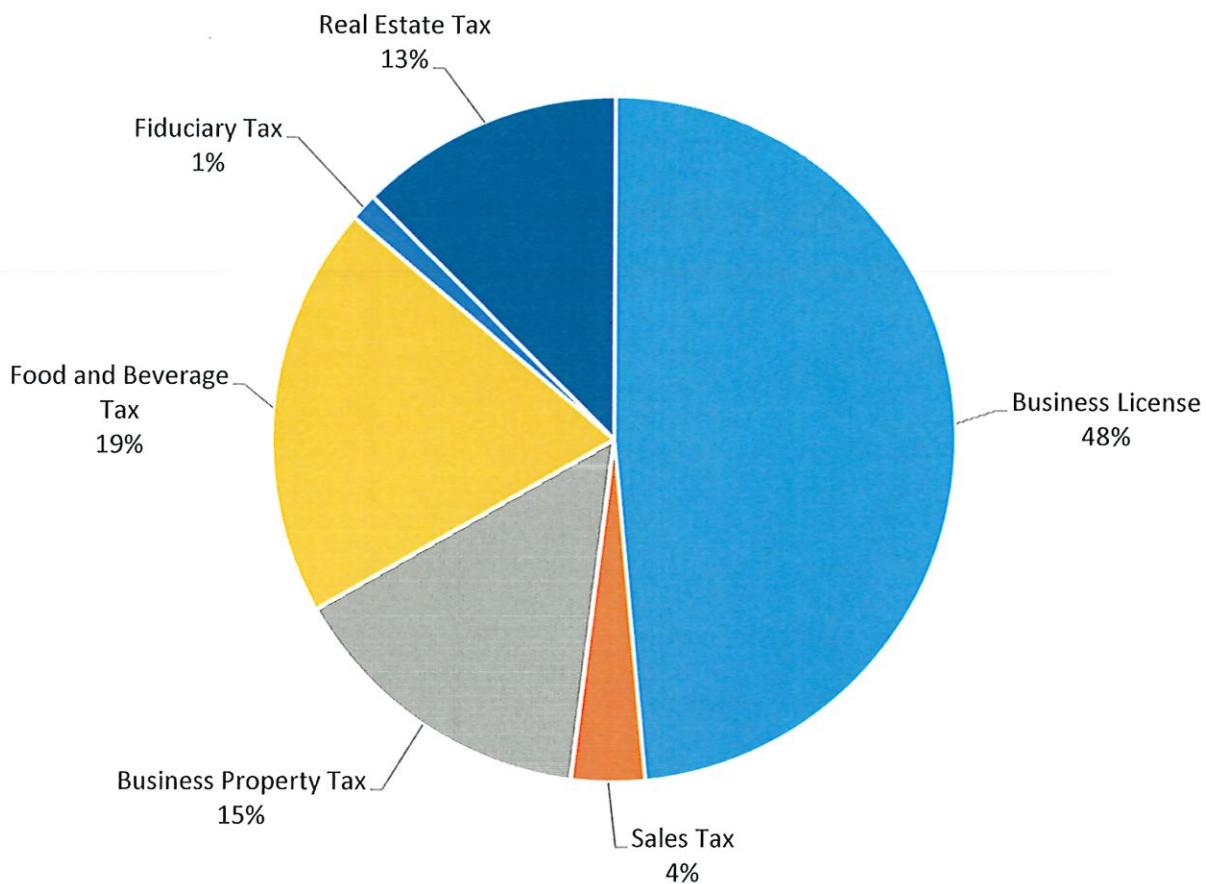
## Medical Center - Five Year Comparison

■ Total Sales ■ Retail Sales ■ Tax Revenue



# MEDICAL CENTER

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$150,004,097	\$142,435,891	-5.05%
Total Retail Sales	\$5,881,075	\$11,652,874	98.14%
Total Assessed Value Real Estate	\$16,838,900	\$13,433,800	-20.22%
<b>Revenue Produced From:</b>			
Business License	\$813,583	\$747,297	-8.15%
Estimated Sales Tax (1%)*	\$58,811	\$116,529	98.14%
Business Property Tax	\$248,038	\$291,838	17.66%
Food and Beverage Tax (6.5%)	\$326,370	\$251,671	-22.89%
Fiduciary Taxes** (Lodging, Room & Admissions)	\$21,780	\$21,121	-3.03%
Real Estate Tax	\$210,303	\$168,105	-20.07%
<b>Total Revenue***</b>	<b>\$1,678,885</b>	<b>\$1,596,562</b>	<b>-4.90%</b>

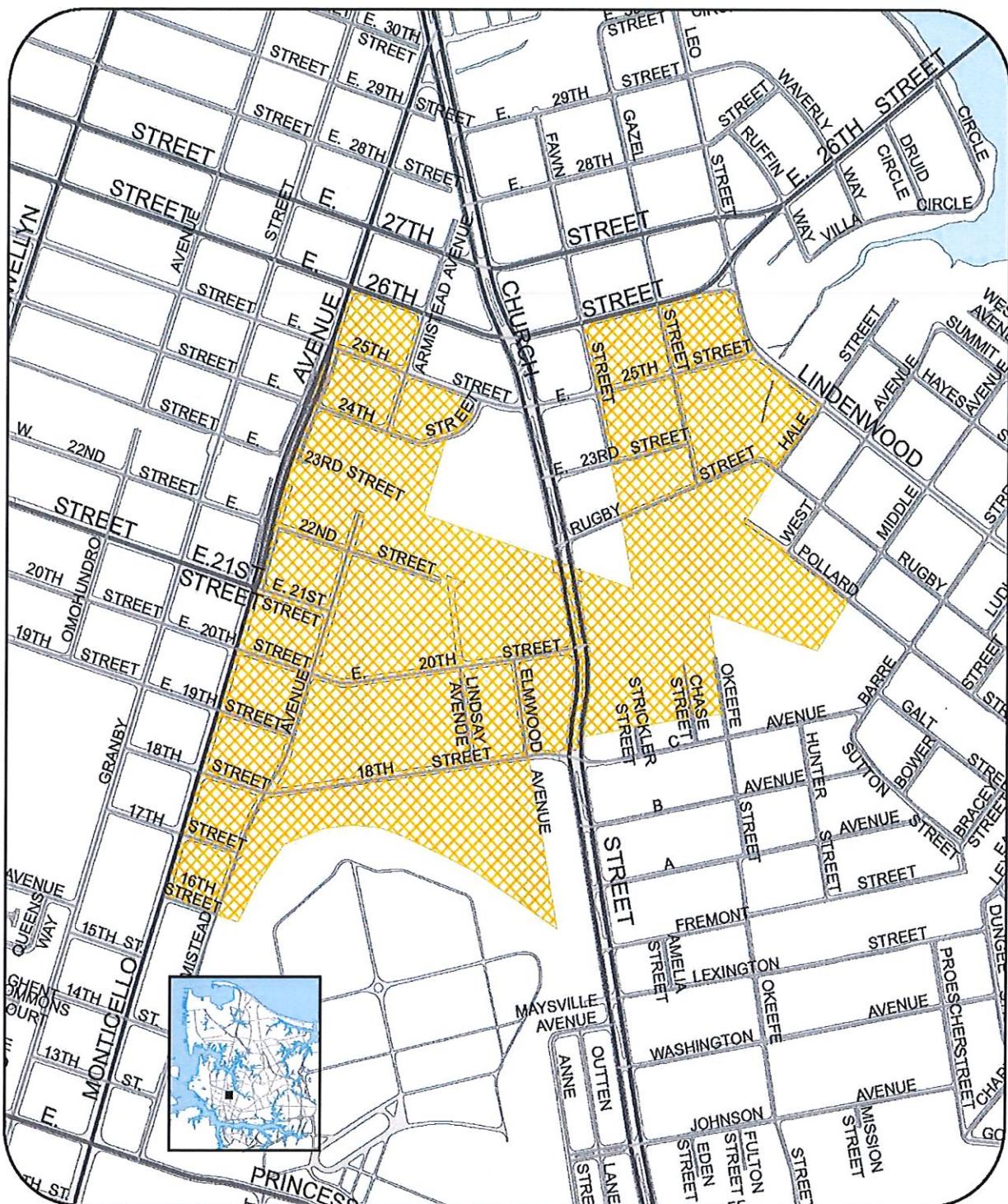
\*Based on reported Retail Sales

\*\*Food and Beverage, Lodging & Admissions Taxes are consolidated in this district as required in Virginia State Code §58.1-3

\*\*\*Note - Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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## Mid-Town Industrial Park



## Legend



## Mid-Town Industrial Park Financial District



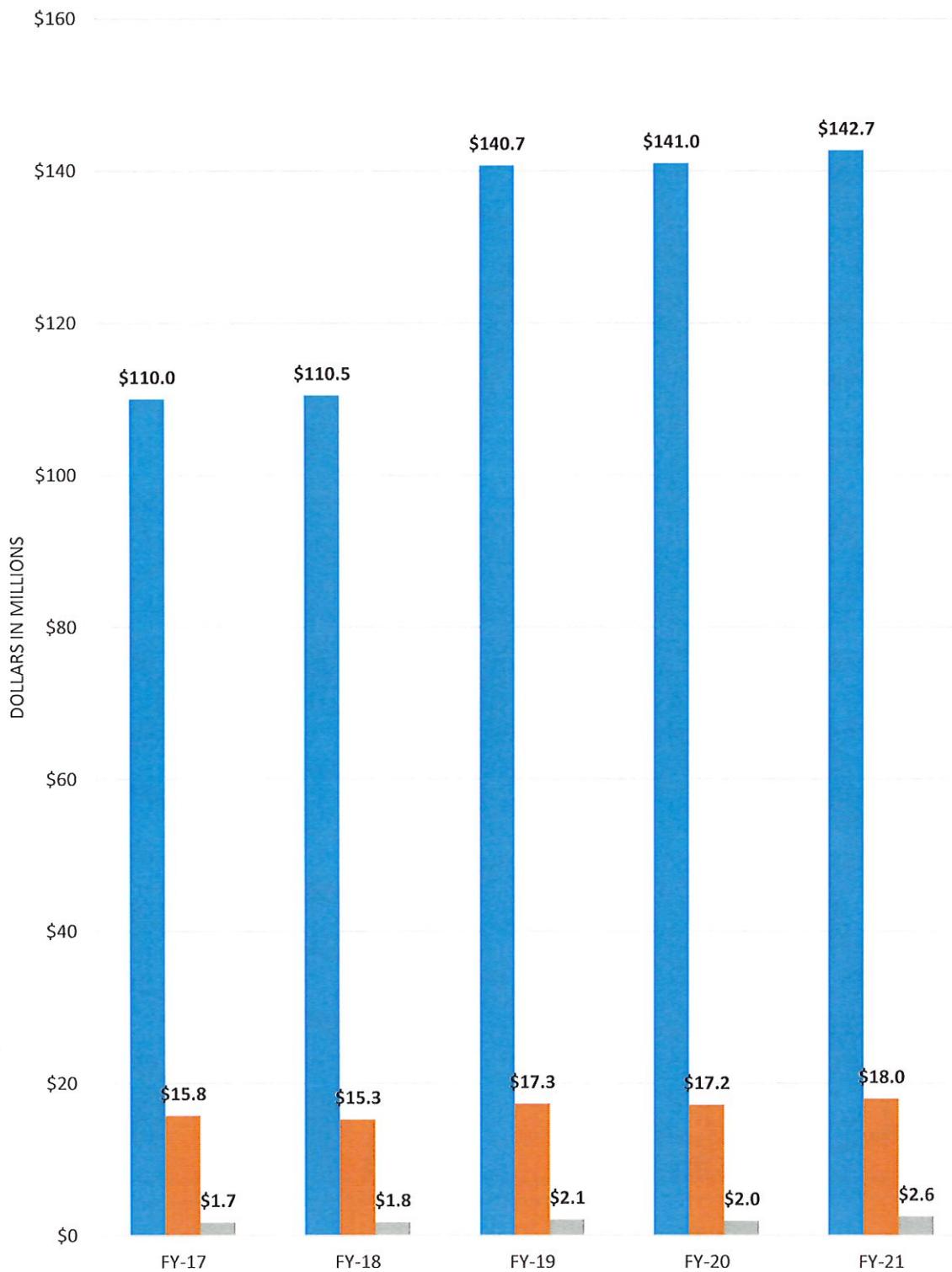
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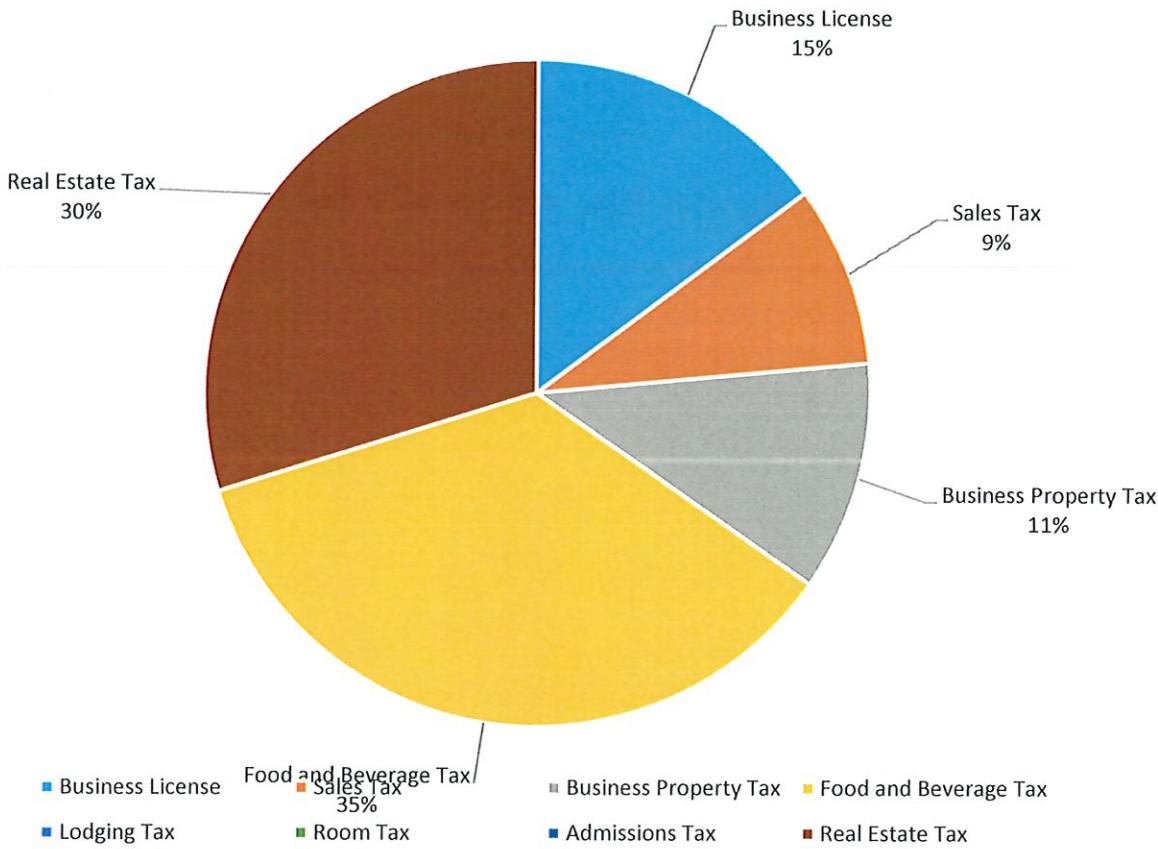
## Mid-Town Industrial - Five Year Comparison

■ Total Sales ■ Retail Sales ■ Tax Revenue



# MID-TOWN INDUSTRIAL PARK

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$140,948,566	\$142,664,190	1.22%
Total Retail Sales	\$17,215,227	\$18,020,952	4.68%
Total Assessed Value Real Estate	\$62,809,900	\$63,516,300	1.12%
Revenue Produced From:			
Business License	\$289,949	\$364,703	25.78%
Estimated Sales Tax (1%)*	\$172,152	\$180,210	4.68%
Business Property Tax	\$218,607	\$539,630	146.85%
Food and Beverage Tax (6.5%)	\$697,868	\$827,254	18.54%
Lodging Tax (8%)	\$0	\$0	0.00%
Room Tax**	\$0	\$0	0.00%
Admissions Tax (10%)	\$0	\$0	0.00%
Real Estate Tax	\$584,343	\$635,853	8.82%
<b>Total Revenue***</b>	<b>\$1,962,919</b>	<b>\$2,547,650</b>	<b>29.79%</b>

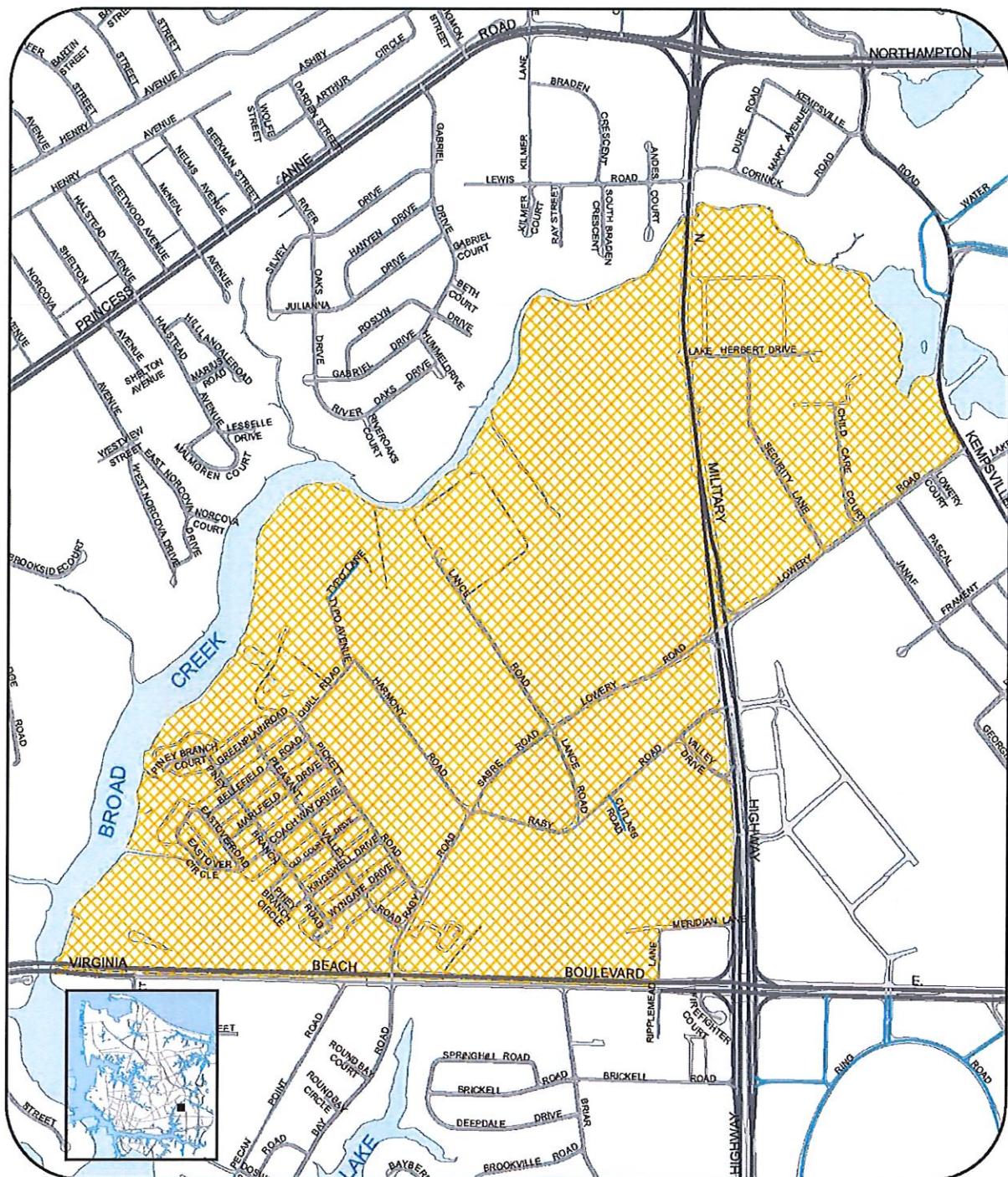
\*Based on reported Retail Sales

\*\*Based on \$3.00 per Room per Night

\*\*\*Note - Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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# Military Highway Corridor Broad Creek



## Legend

 Military Highway Corridor  
 Broad Creek Financial District

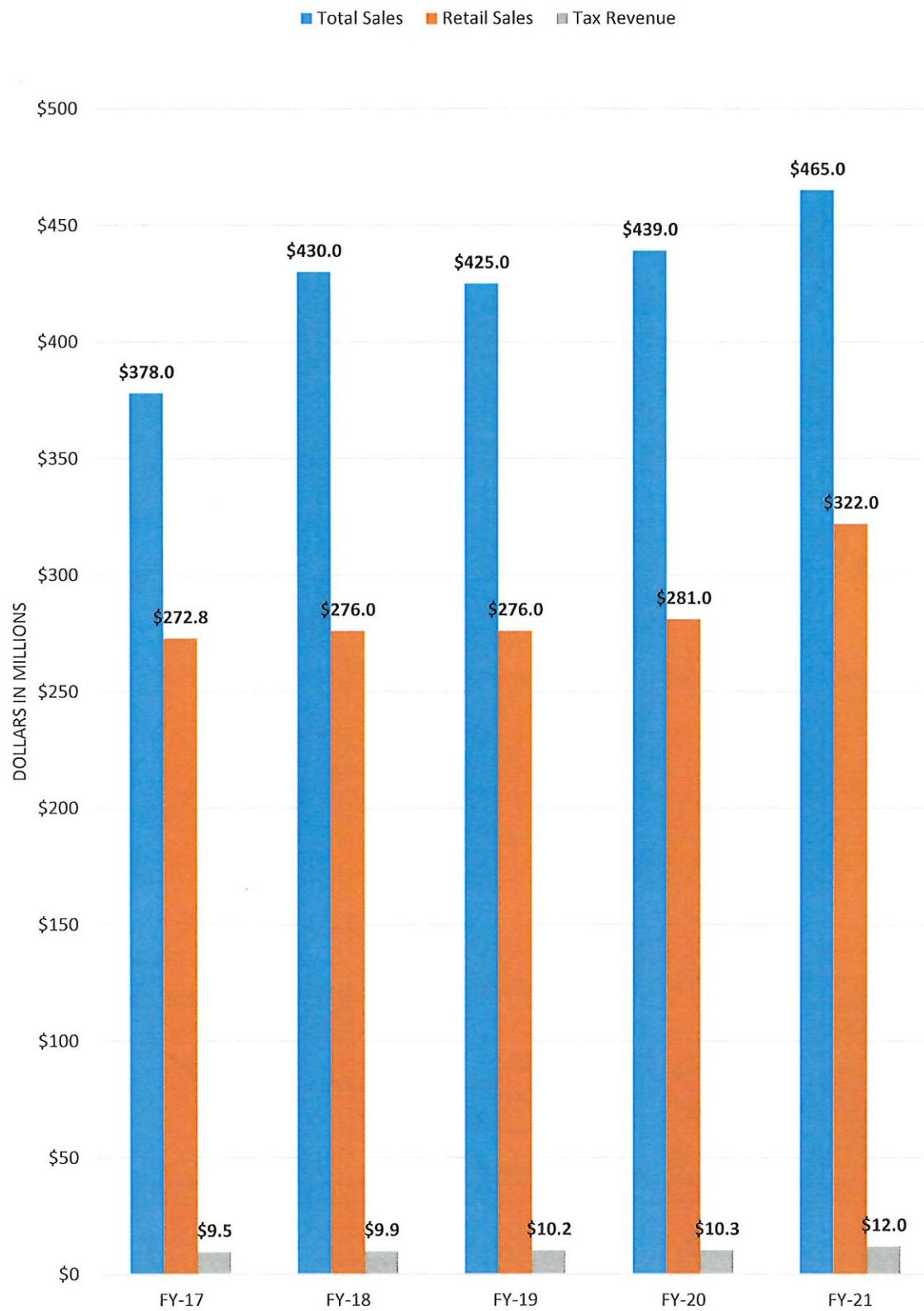


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Date: June 2016

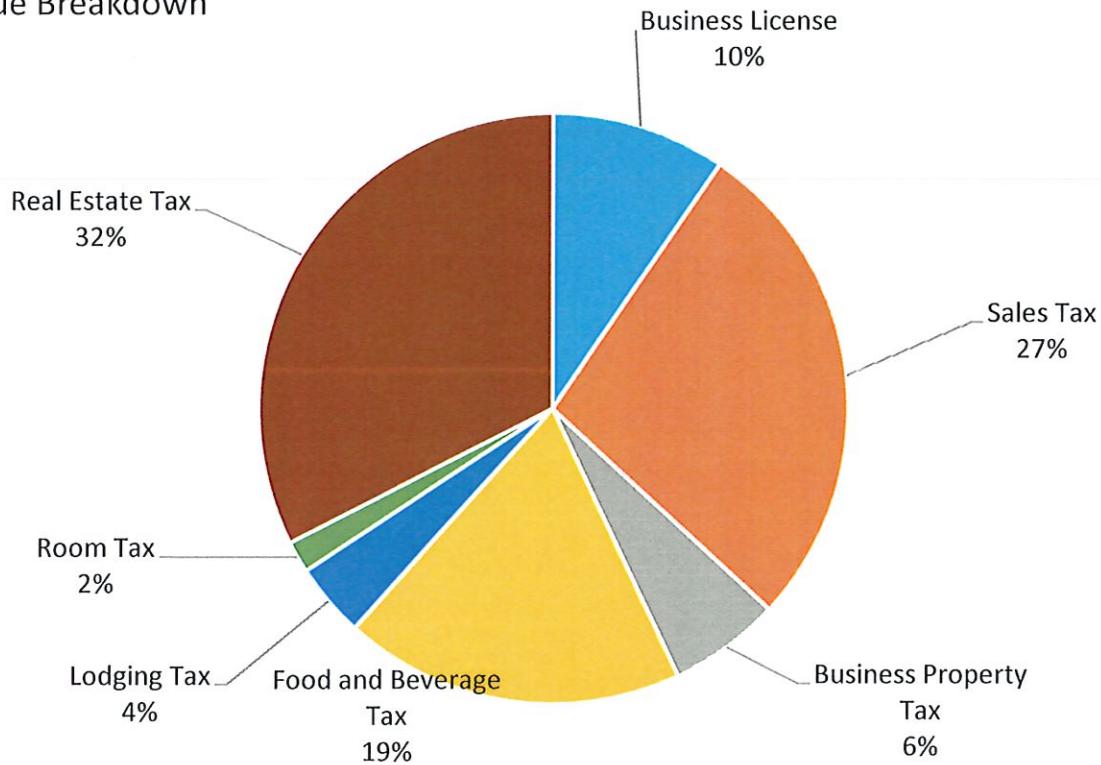


## Broad Creek - Five Year Comparison



# MILITARY HIGHWAY CORRIDOR BROAD CREEK

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2020	% Change
Total All Sales	\$439,269,335	\$464,812,332	5.81%
Total Retail Sales	\$281,642,019	\$322,294,965	14.43%
Total Assessed Value Real Estate	\$297,489,900	\$300,060,500	0.86%
<b>Revenue Produced From:</b>			
Business License	\$982,381	\$1,030,344	4.88%
Estimated Sales Tax (1%)*	\$2,816,420	\$3,222,950	14.43%
Business Property Tax	\$629,027	\$842,382	33.92%
Food and Beverage Tax (6.5%)	\$1,927,275	\$2,211,963	14.77%
Lodging Tax (8%)	\$418,542	\$961,894	129.82%
Room Tax**	\$179,226	\$209,796	17.06%
Admissions Tax (10%)			0.00%
Real Estate Tax	\$3,347,806	\$3,603,756	7.65%
<b>Total Revenue***</b>	<b>\$10,300,677</b>	<b>\$12,083,084</b>	<b>17.30%</b>

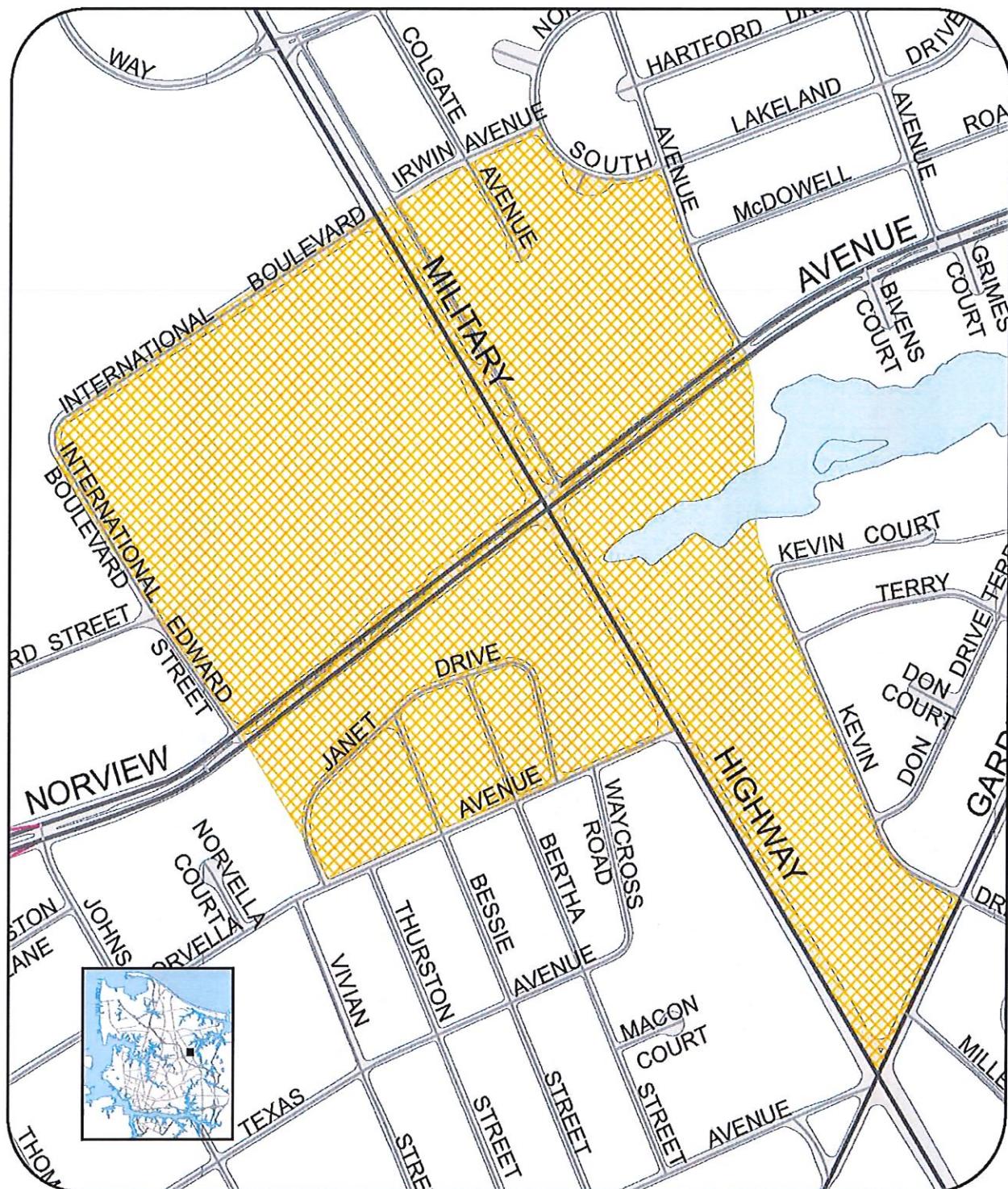
\*Based on Reported Sales

\*\*Based on \$3.00 per Room per Night

\*\*\*Note-Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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## Military Highway Corridor Bromley



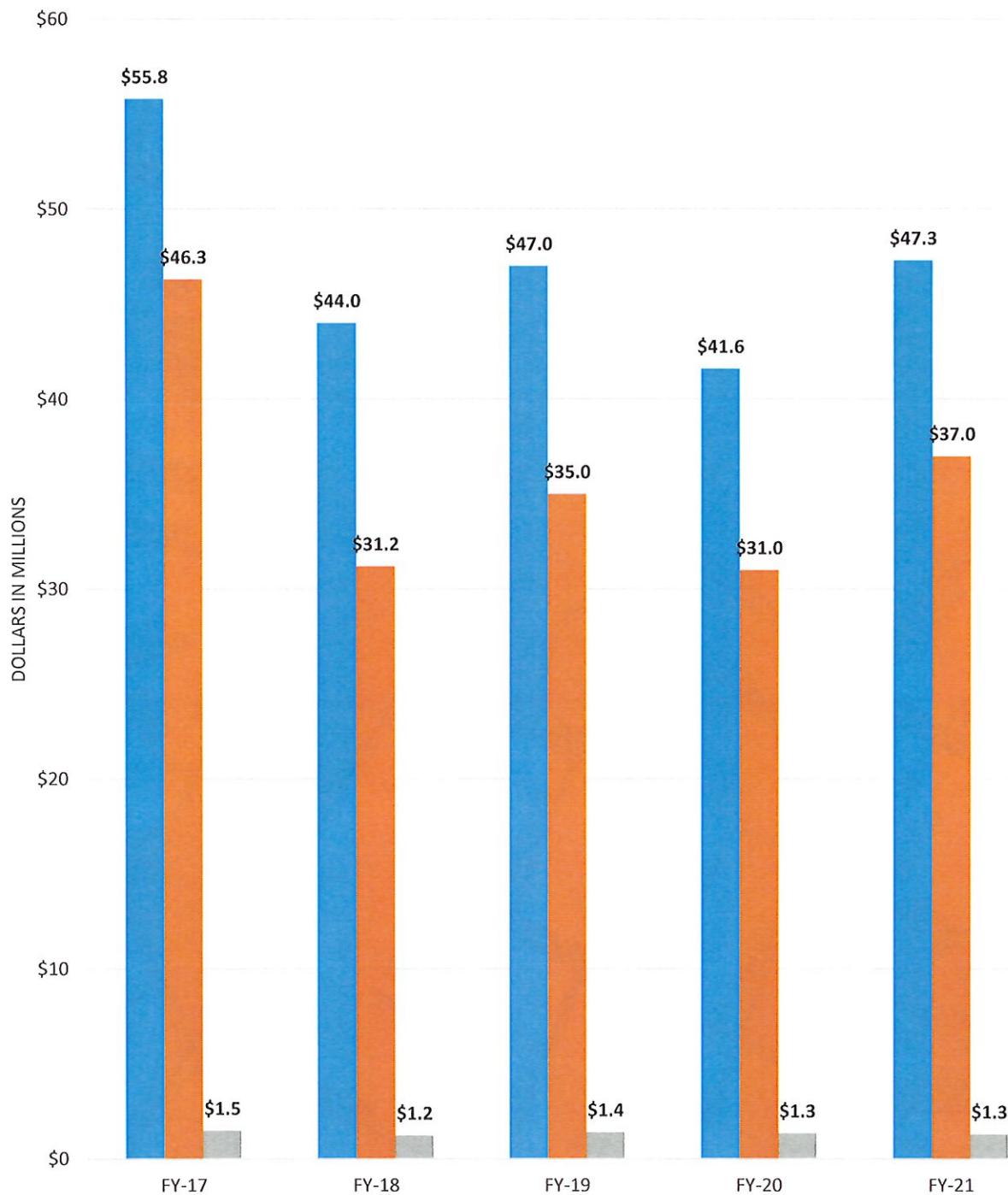
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*Date: June 2016*



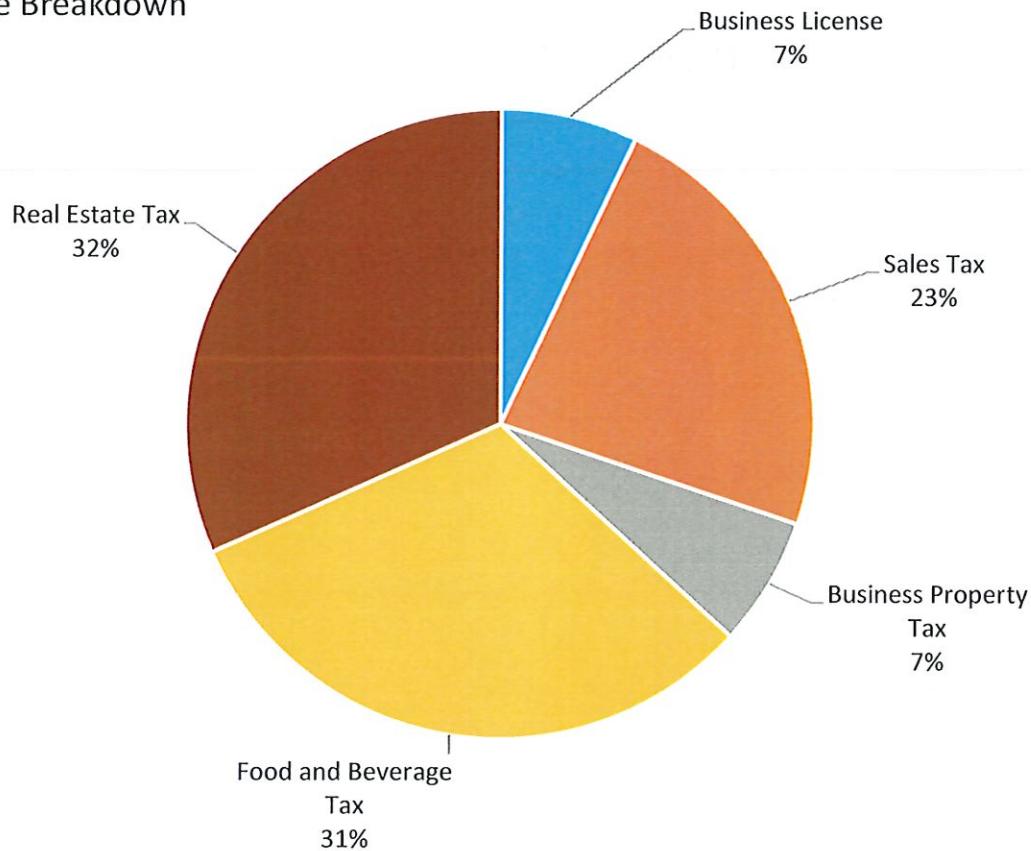
## Bromley - Five Year Comparison

■ Total Sales ■ Retail Sales ■ Tax Revenue



# MILITARY HIGHWAY CORRIDOR BROMLEY

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$41,584,278	\$47,291,759	13.73%
Total Retail Sales	\$30,822,676	\$36,820,940	19.46%
Total Assessed Value Real Estate	\$35,320,500	\$35,793,900	1.34%
<b>Revenue Produced From:</b>			
Business License	\$94,345	\$87,183	-7.59%
Estimated Sales Tax (1%)*	\$308,227	\$368,209	19.46%
Business Property Tax	\$88,707	\$79,150	-10.77%
Food and Beverage Tax (6.5%)	\$421,629	\$277,855	-34.10%
Lodging Tax (8%)	\$0	\$0	0.00%
Room Tax**	\$0	\$0	0.00%
Admissions Tax (10%)	\$0	\$0	0.00%
Real Estate Tax	\$423,419	\$467,803	10.48%
<b>Total Revenue***</b>	<b>\$1,336,327</b>	<b>\$1,280,200</b>	<b>-4.20%</b>

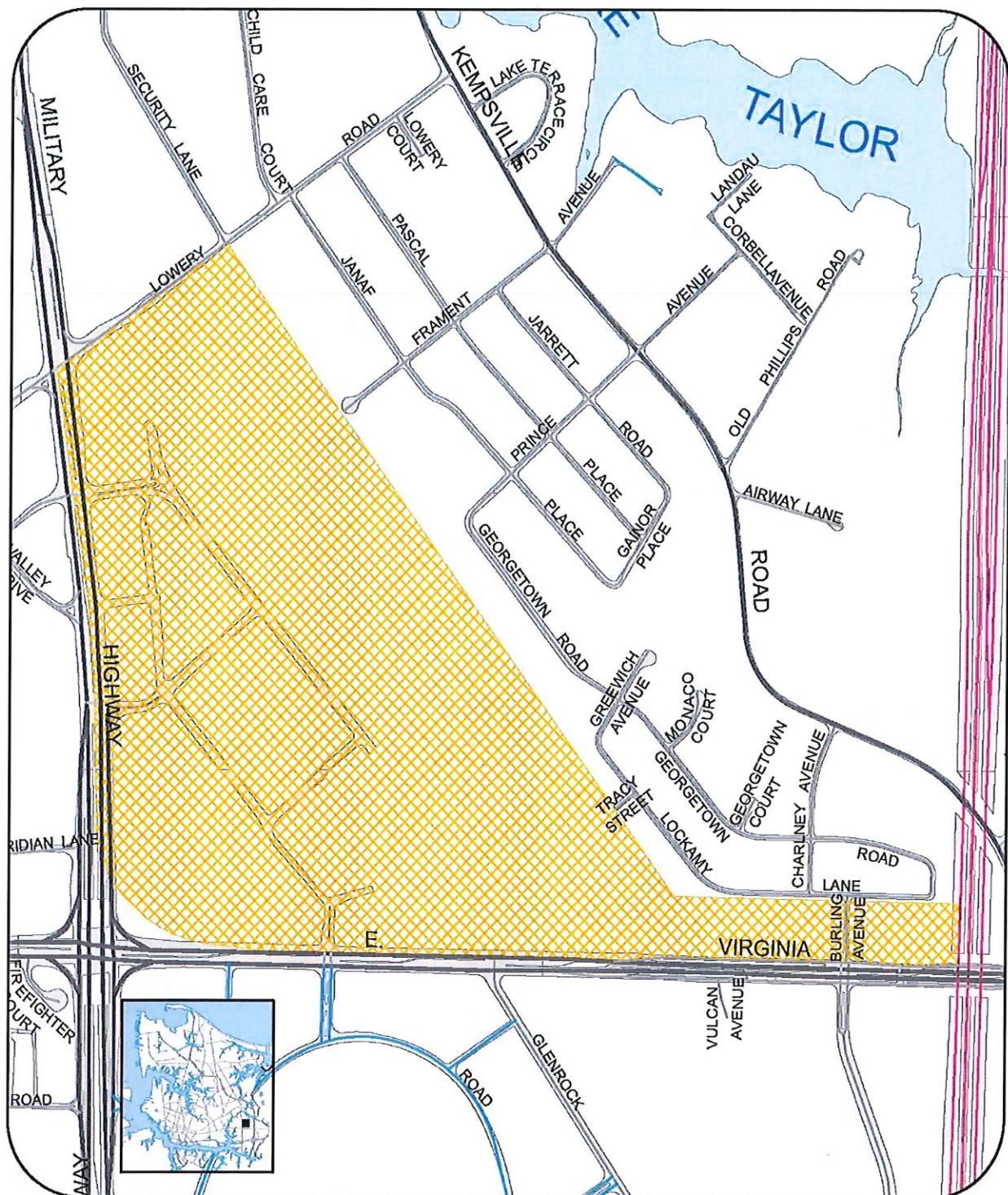
\*Based on Reported Sales

\*\*Based on \$3.00 per Room per Night

\*\*\*Note-Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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## Military Highway Corridor Janaf



### Legend

 Military Highway Corridor Janaf Financial District



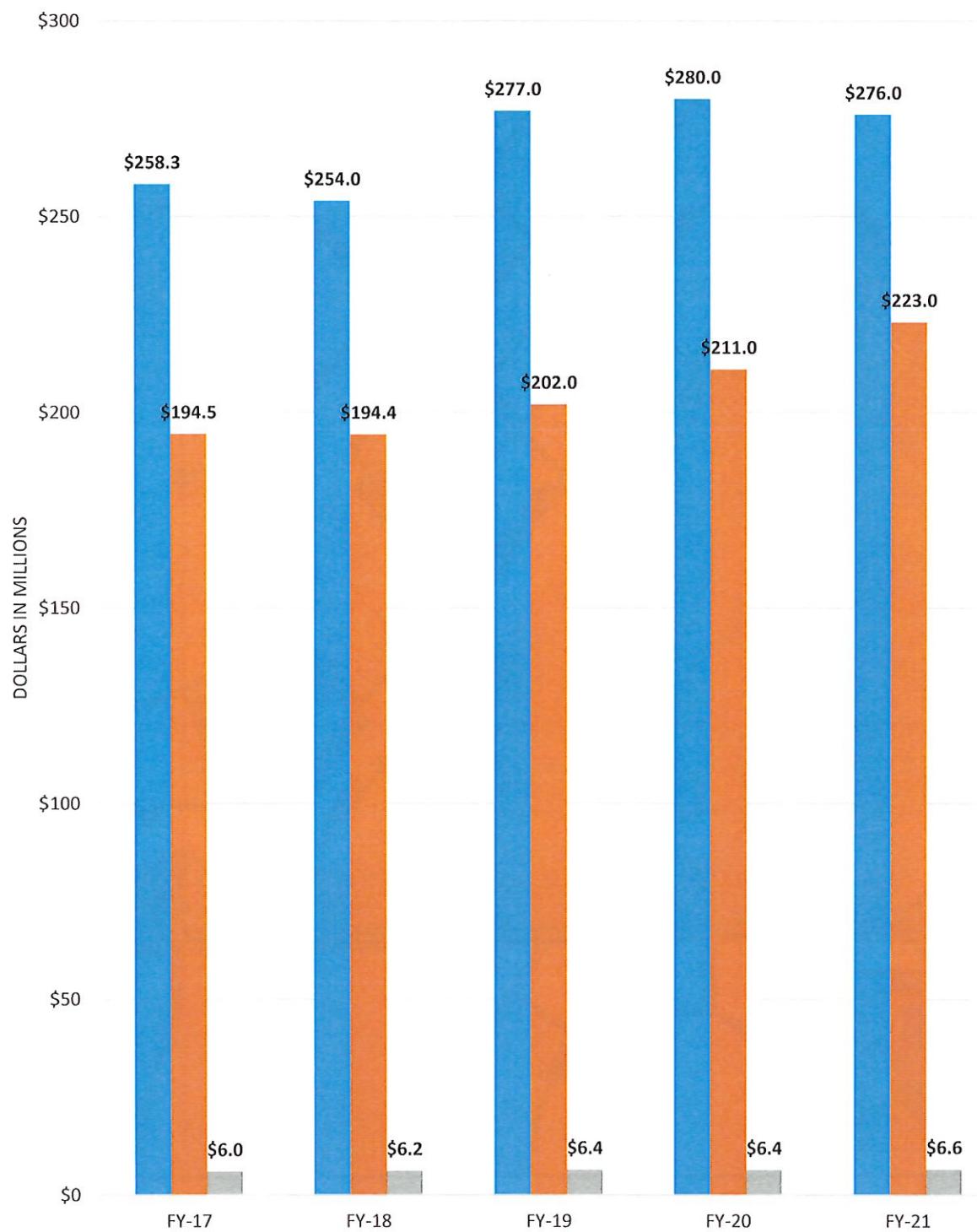
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## Janaf - Five Year Comparison

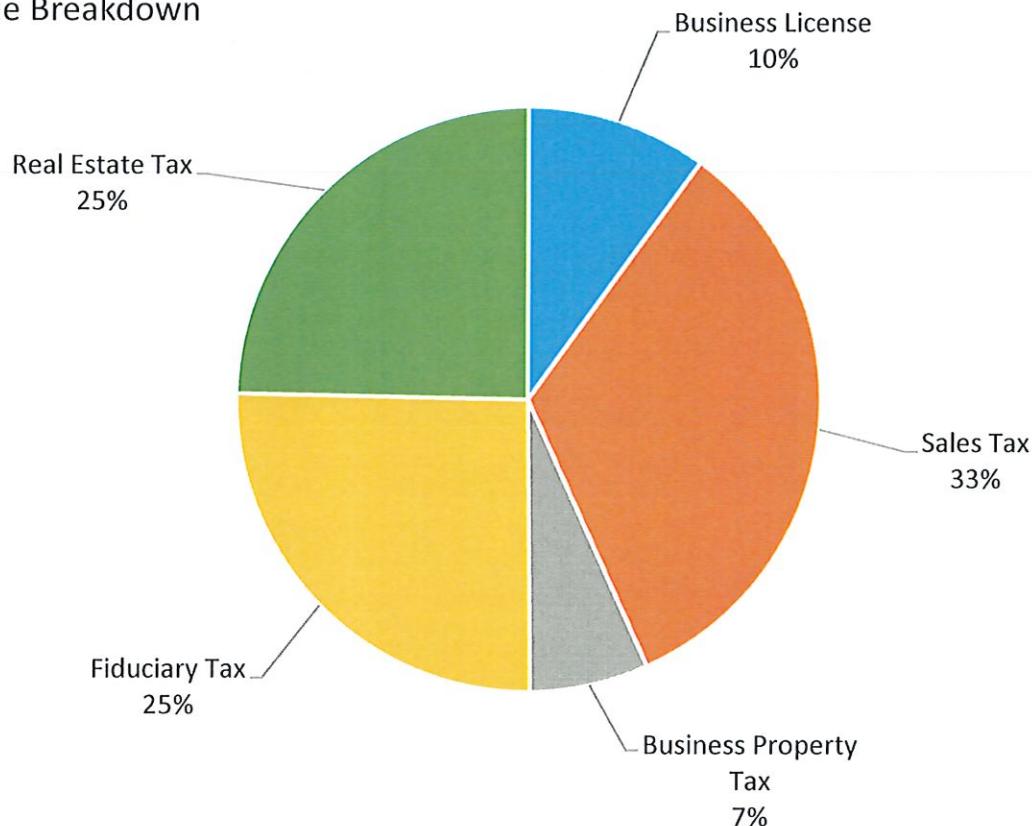
■ Total Sales ■ Retail Sales ■ Tax Revenue



# MILITARY HIGHWAY CORRIDOR

## JANAF

### Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$280,700,793	\$275,673,399	-1.79%
Total Retail Sales	\$211,757,103	\$222,738,568	5.19%
Total Assessed Value Real Estate	\$127,419,000	\$130,345,900	2.30%
<b>Revenue Produced From:</b>			
Business License	\$637,241	\$600,740	-5.73%
Estimated Sales Tax (1%)*	\$2,117,571	\$2,227,386	5.19%
Business Property Tax	\$420,705	\$421,818	0.26%
Fiduciary Taxes** (Food and Beverage, Lodging, Room & Admissions)	\$1,624,779	\$1,712,783	5.42%
Real Estate Tax	\$1,571,420	\$1,654,879	5.31%
<b>Total Revenue***</b>	<b>\$6,371,716</b>	<b>\$6,617,606</b>	<b>3.86%</b>

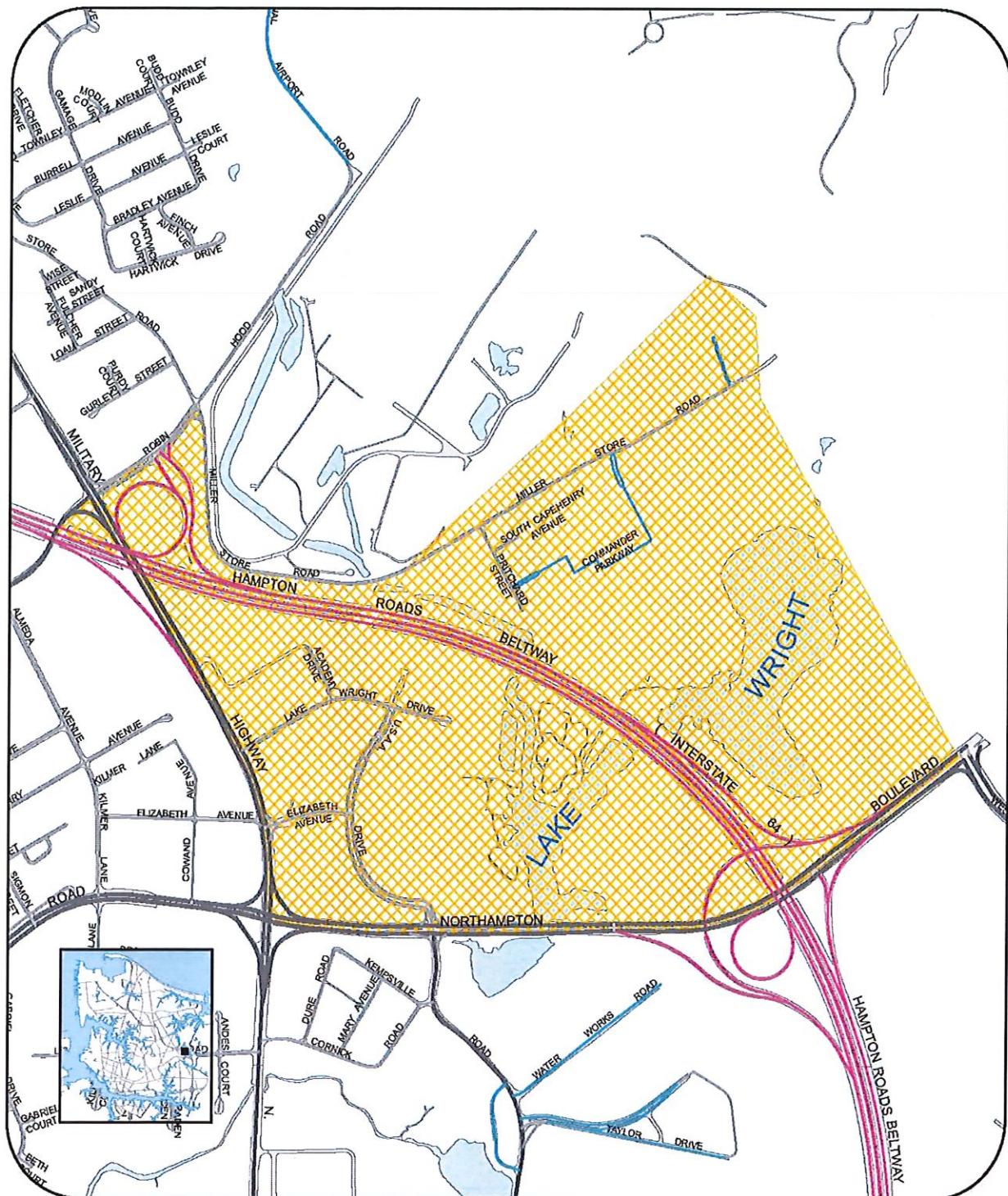
\*Based on reported Retail Sales

\*\* Food and Beverage, Lodging & Admissions Taxes are consolidated in this district as required in

\*\*\* Note - Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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## Military Highway Corridor Lake Wright



**Legend**  
Military Highway Corridor Lake Wright Financial District

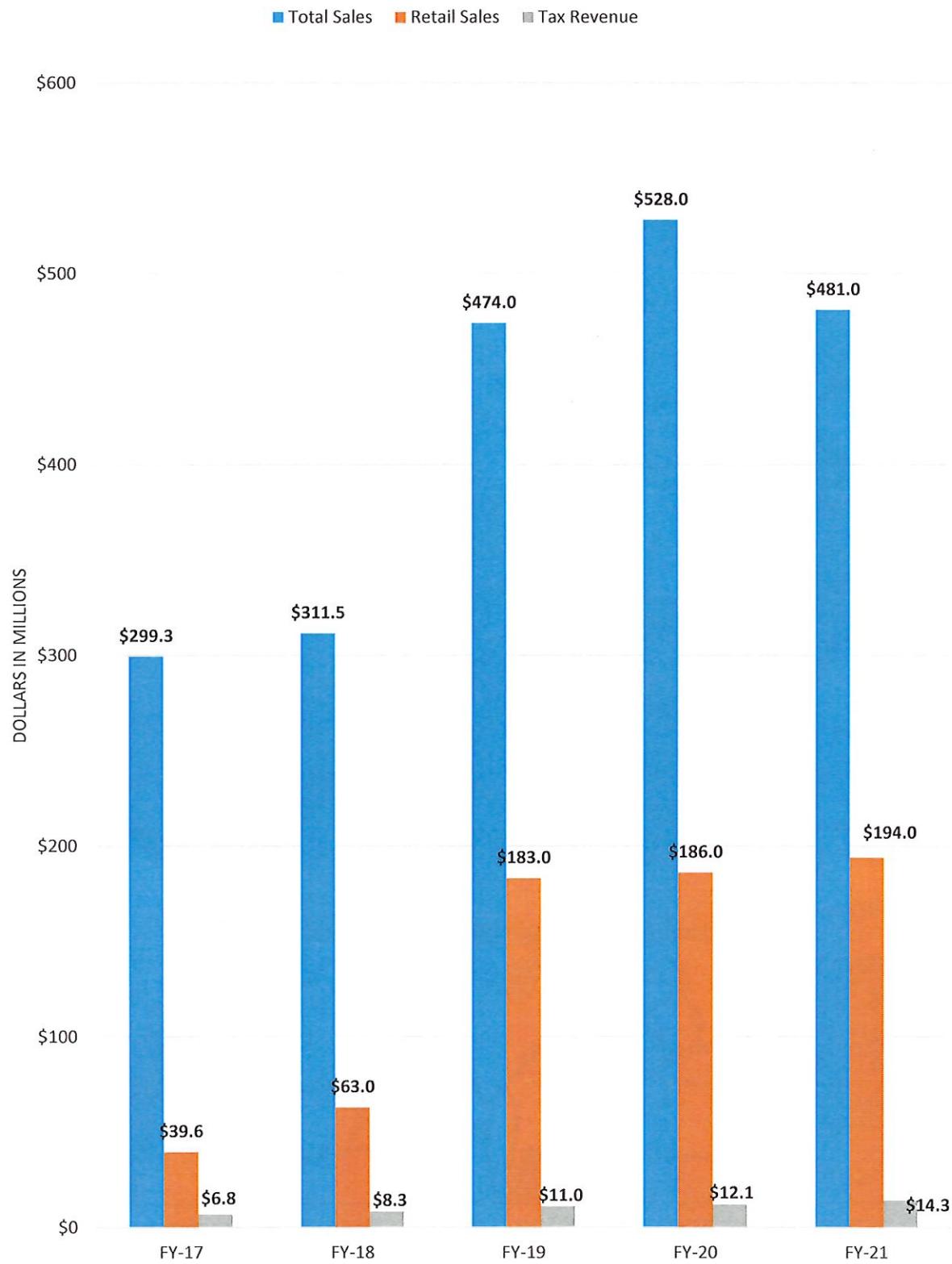


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Date: June 2016

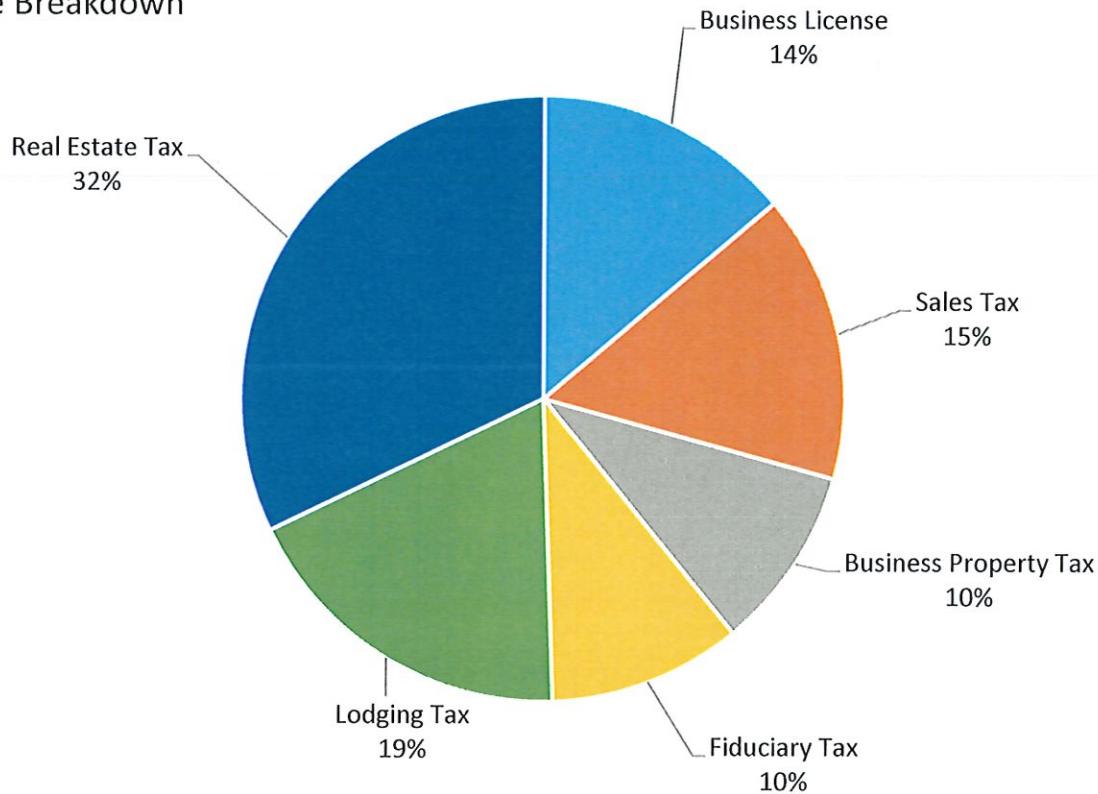


## Lake Wright - Five Year Comparison



# MILITARY HIGHWAY CORRIDOR LAKE WRIGHT

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$528,725,018	\$481,108,108	-9.01%
Total Retail Sales	\$186,548,562	\$194,166,075	4.08%
Total Assessed Value Real Estate	\$340,189,100	\$355,382,100	4.47%
<b>Revenue Produced From:</b>			
Business License	\$1,678,943	\$1,704,262	1.51%
Estimated Sales Tax (1%)*	\$1,865,486	\$1,941,661	4.08%
Business Property Tax	\$1,190,970	\$1,239,307	4.06%
Fiduciary Taxes**	\$1,255,771	\$1,360,595	8.35%
(Food and Beverage, & Admissions)			
Lodging Taxes* (Incl. Room Tax)	\$2,229,704	\$3,590,604	61.04%
Real Estate Tax	\$3,898,874	\$4,790,522	22.87%
<b>Total Revenue***</b>	<b>\$12,119,748</b>	<b>\$14,626,951</b>	<b>20.69%</b>

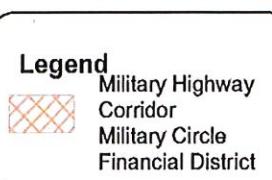
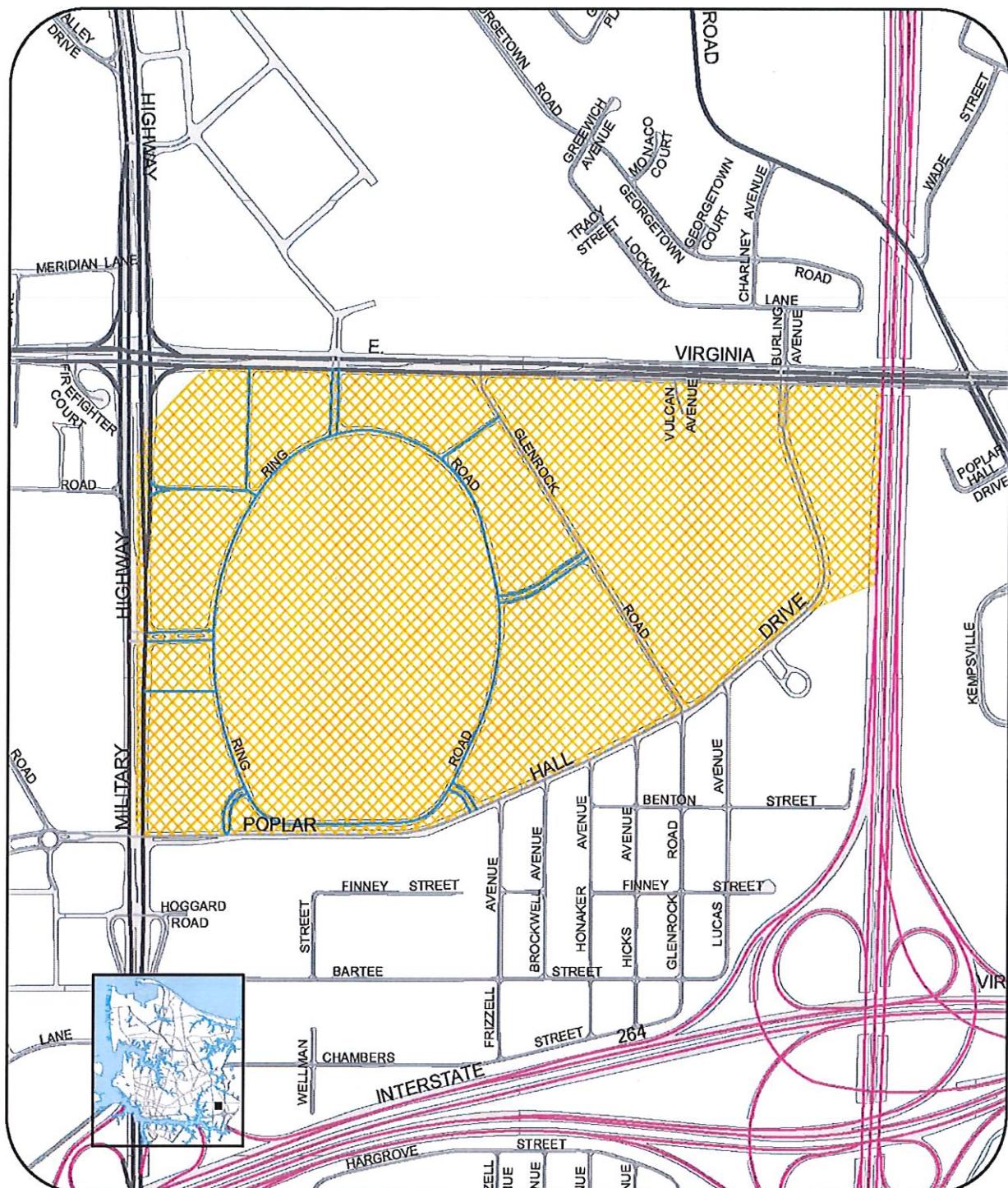
\*Based on reported Retail Sales

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\*\*\* Note - Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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## Military Highway Corridor Military Circle



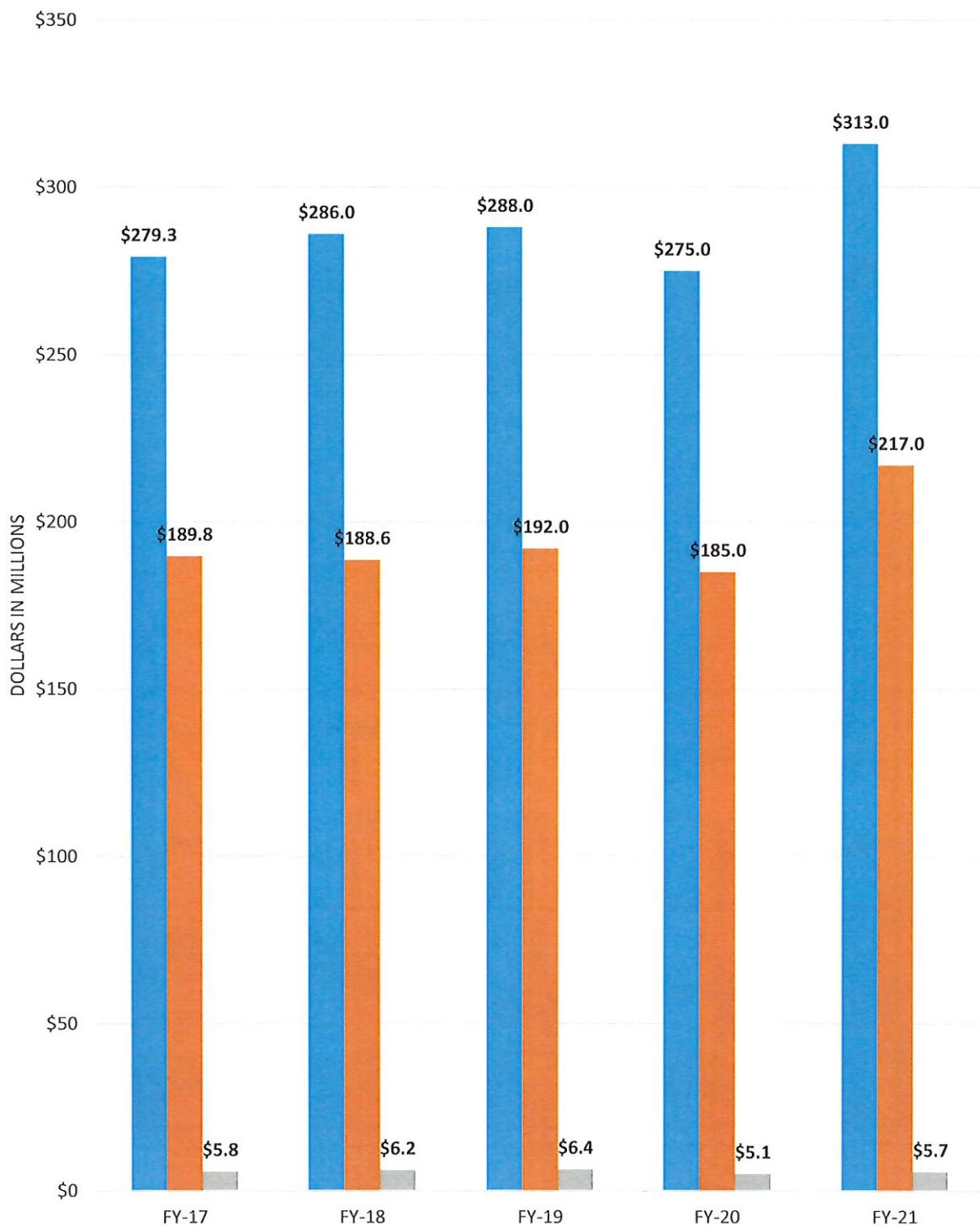
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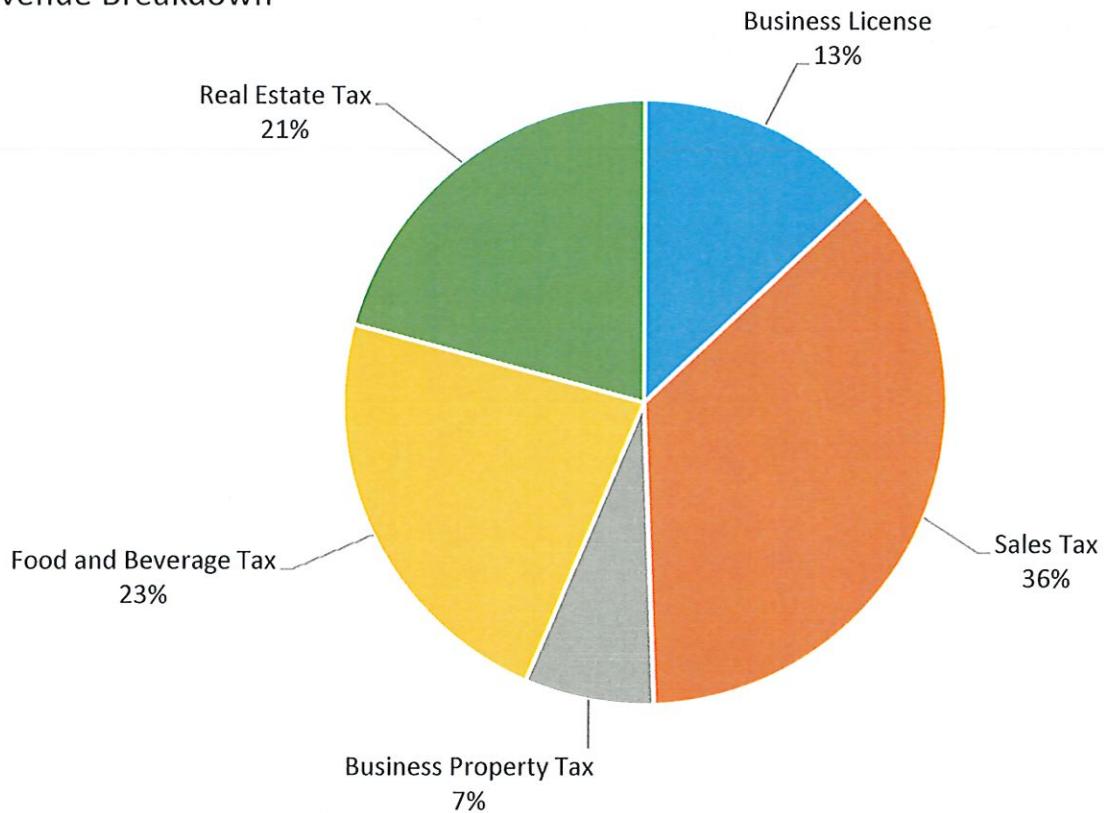
## Military Circle - Five Year Comparison

■ Total Sales ■ Retail Sales ■ Tax Revenue



# MILITARY HIGHWAY CORRIDOR MILITARY CIRCLE

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$275,369,915	\$313,598,445	13.88%
Total Retail Sales	\$184,925,126	\$217,454,741	17.59%
Total Assessed Value Real Estate	\$88,720,200	\$102,215,300	15.21%
<b>Revenue Produced From:</b>			
Business License	\$657,994	\$688,524	4.64%
Estimated Sales Tax (1%)*	\$1,849,251	\$2,174,547	17.59%
Business Property Tax	\$354,128	\$505,703	42.80%
Fiduciary Taxes**	\$1,154,321	\$1,060,687	-8.11%
(Food & Bev, Lodging, Room, & Admissions)			
Real Estate Tax	\$1,057,718	\$1,313,886	24.22%
<b>Total Revenue***</b>	<b>\$5,073,412</b>	<b>\$5,743,347</b>	<b>13.20%</b>

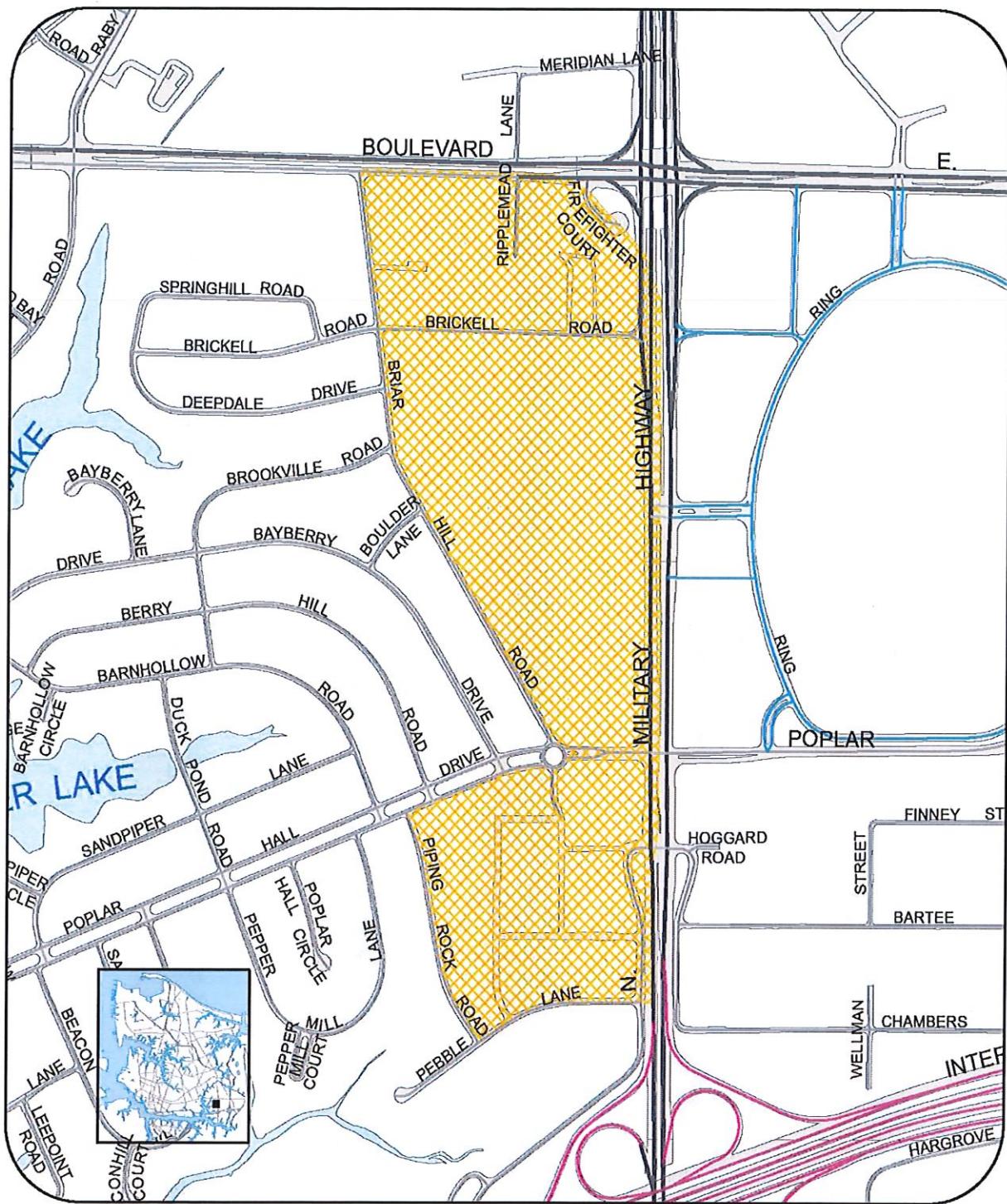
\*Based on reported Retail Sales

\*\*Lodging, Room, and Admissions Taxes are consolidated in this district as required in Virginia State Code § 58.1-3.

\*\*\* Note - Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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## Military Highway Corridor Military Square



### Legend

- Military Highway Corridor
- Military Square Financial District

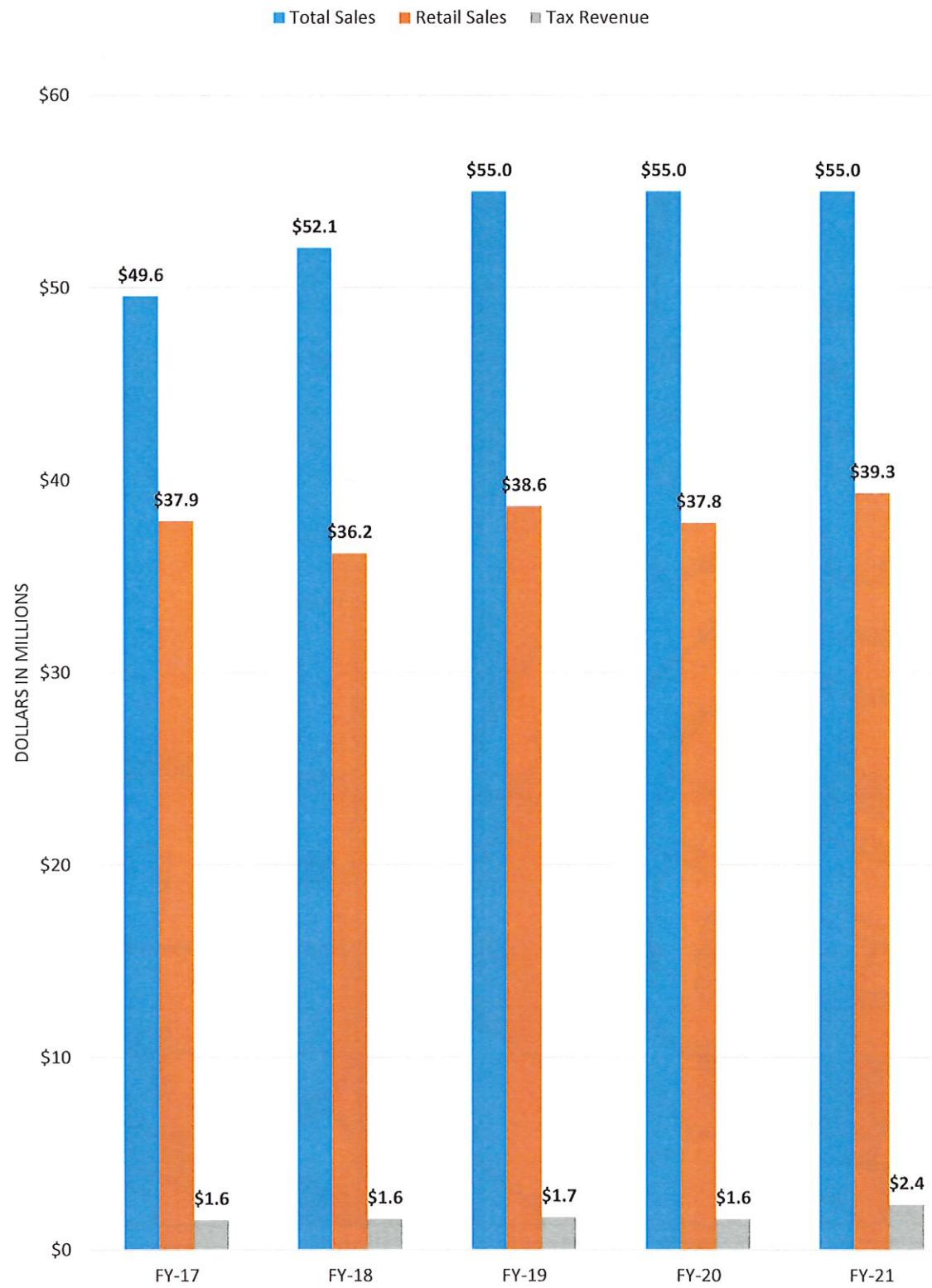


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Date: June 2016



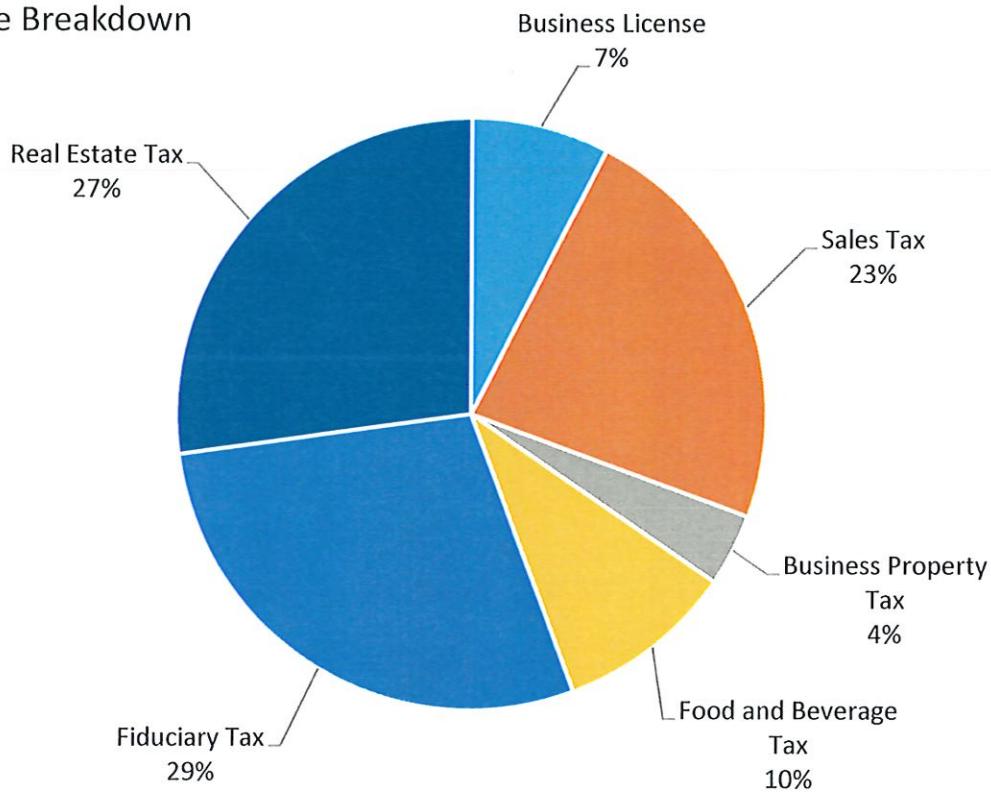
## Military Square - Five Year Comparison



# MILITARY HIGHWAY CORRIDOR

## MILITARY SQUARE

### Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$55,214,075	\$55,032,723	-0.33%
Total Retail Sales	\$37,780,523	\$39,343,956	4.14%
Total Assessed Value Real Estate	\$37,983,400	\$37,431,900	-1.45%
Revenue Produced From:			
Business License	\$123,666	\$124,094	0.35%
Estimated Sales Tax (1%)*	\$377,805	\$393,440	4.14%
Business Property Tax	\$64,711	\$104,828	61.99%
Food and Beverage Tax (6.5%)	\$159,161	\$271,884	70.82%
Fiduciary Taxes**	\$467,775	\$994,012	112.50%
(Lodging, Room & Admissions)			
Real Estate Tax	\$445,028	\$479,861	7.83%
<b>Total Revenue***</b>	<b>\$1,638,146</b>	<b>\$2,368,118</b>	<b>44.56%</b>

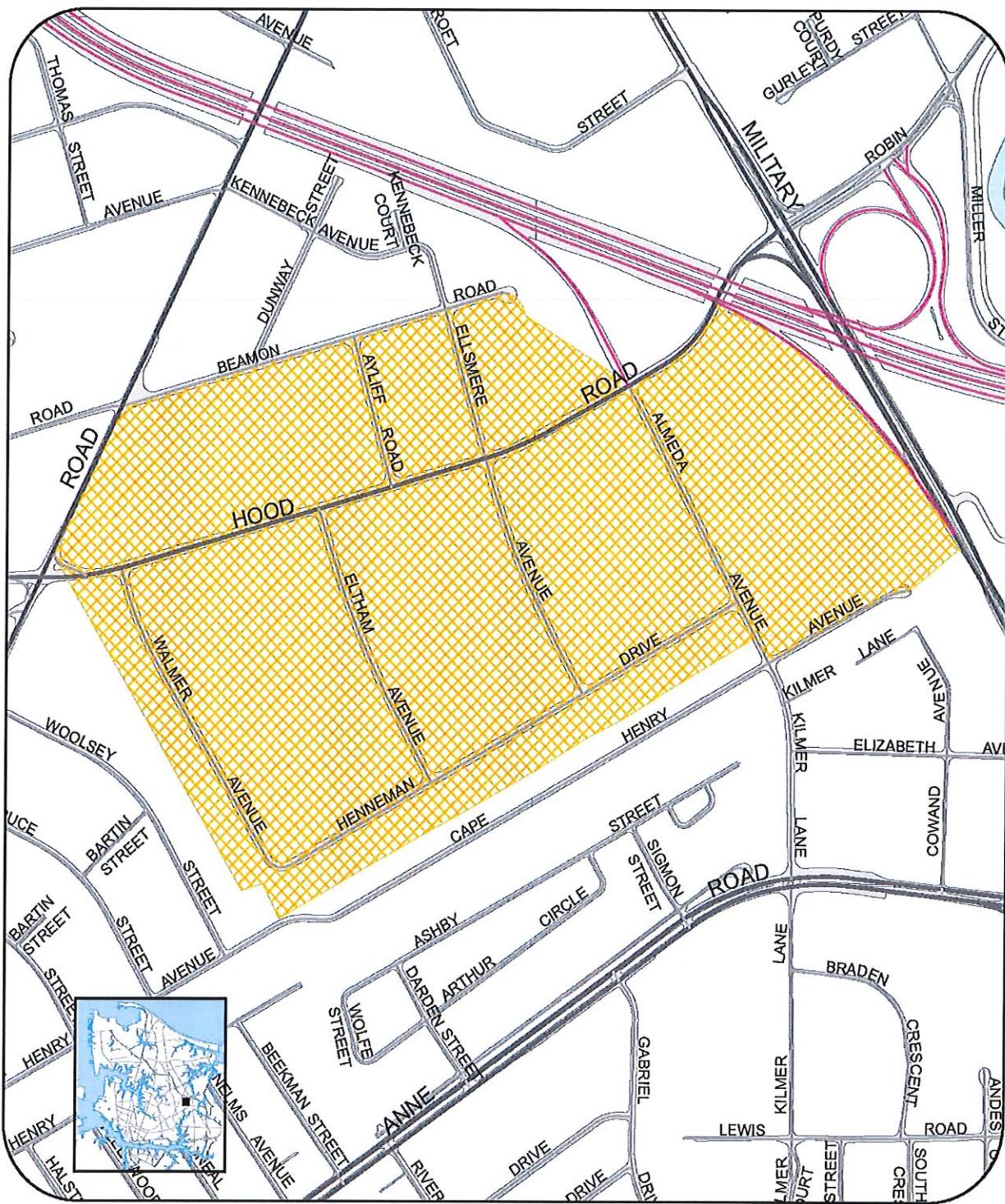
\* Based on reported Retail Sales

\*\* Lodging & Admissions Taxes are consolidated in this district as required in Virginia State Code § 58.1-3.

\*\*\* Note - Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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## Military Highway Corridor Norfolk Commerce Park



### Legend



Military Highway  
Corridor Norfolk  
Commerce Park  
Financial District

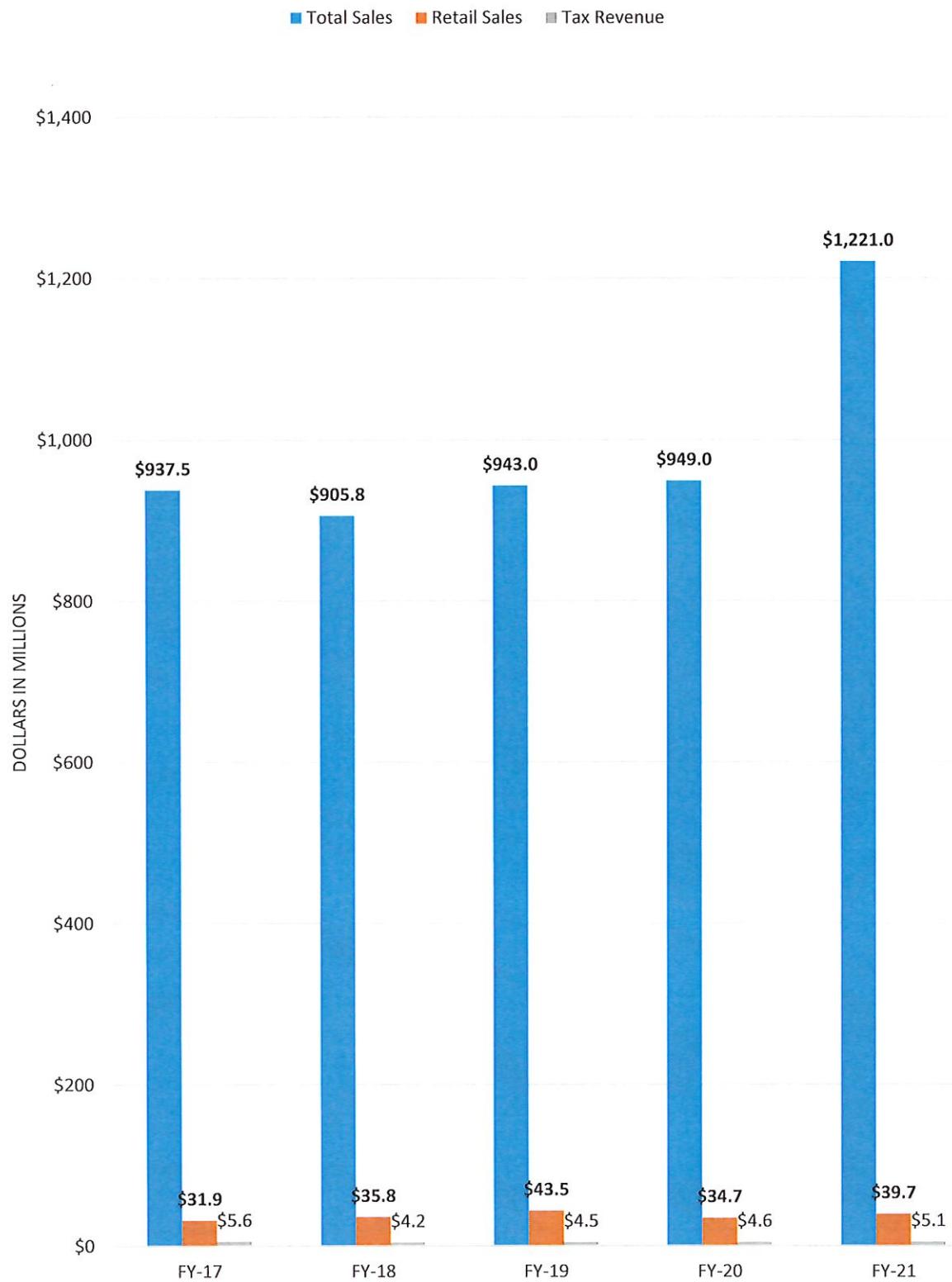


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Date: June 2016

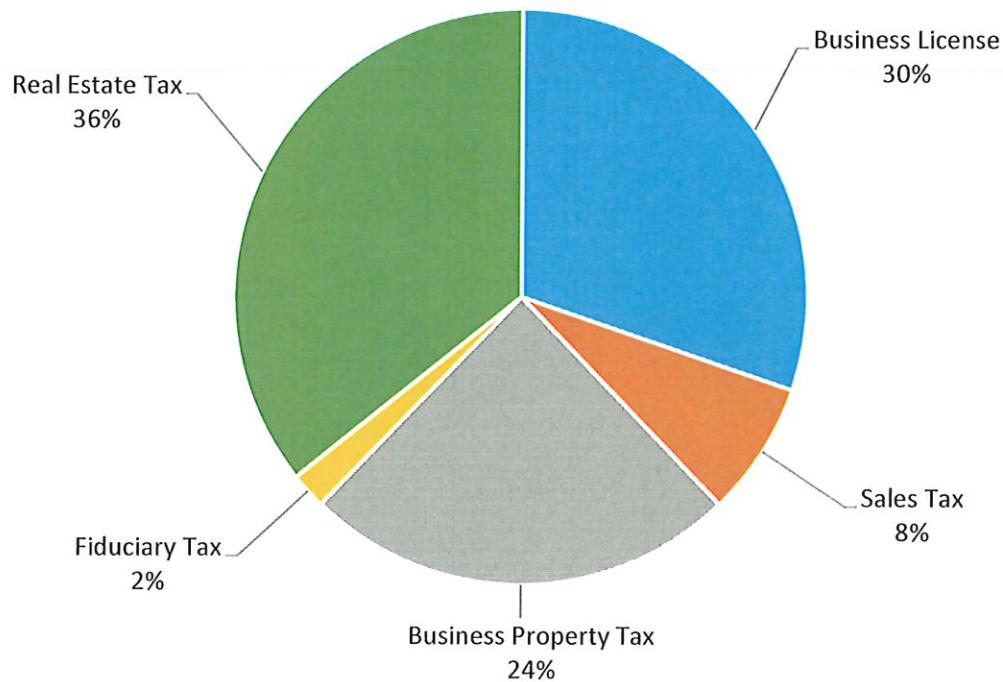


## Norfolk Commerce Park - Five Year Comparison



# MILITARY HIGHWAY CORRIDOR NORFOLK COMMERCE PARK

Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$949,477,274	\$1,221,941,908	28.70%
Total Retail Sales	\$34,733,179	\$39,681,229	14.25%
Total Assessed Value Real Estate	\$132,378,000	\$132,801,900	0.32%
<b>Revenue Produced From:</b>			
Business License	\$1,388,243	\$1,826,232	31.55%
Estimated Sales Tax (1%)*	\$347,332	\$396,812	14.25%
Business Property Tax	\$1,122,135	\$1,125,866	0.33%
Fiduciary Taxes**	\$93,571	\$110,023	17.58%
(Food and Beverage, Lodging, Room & Admissions)			
Real Estate Tax	\$1,643,672	\$1,675,422	1.93%
<b>Total Revenue***</b>	<b>\$4,594,953</b>	<b>\$5,134,354</b>	<b>11.74%</b>

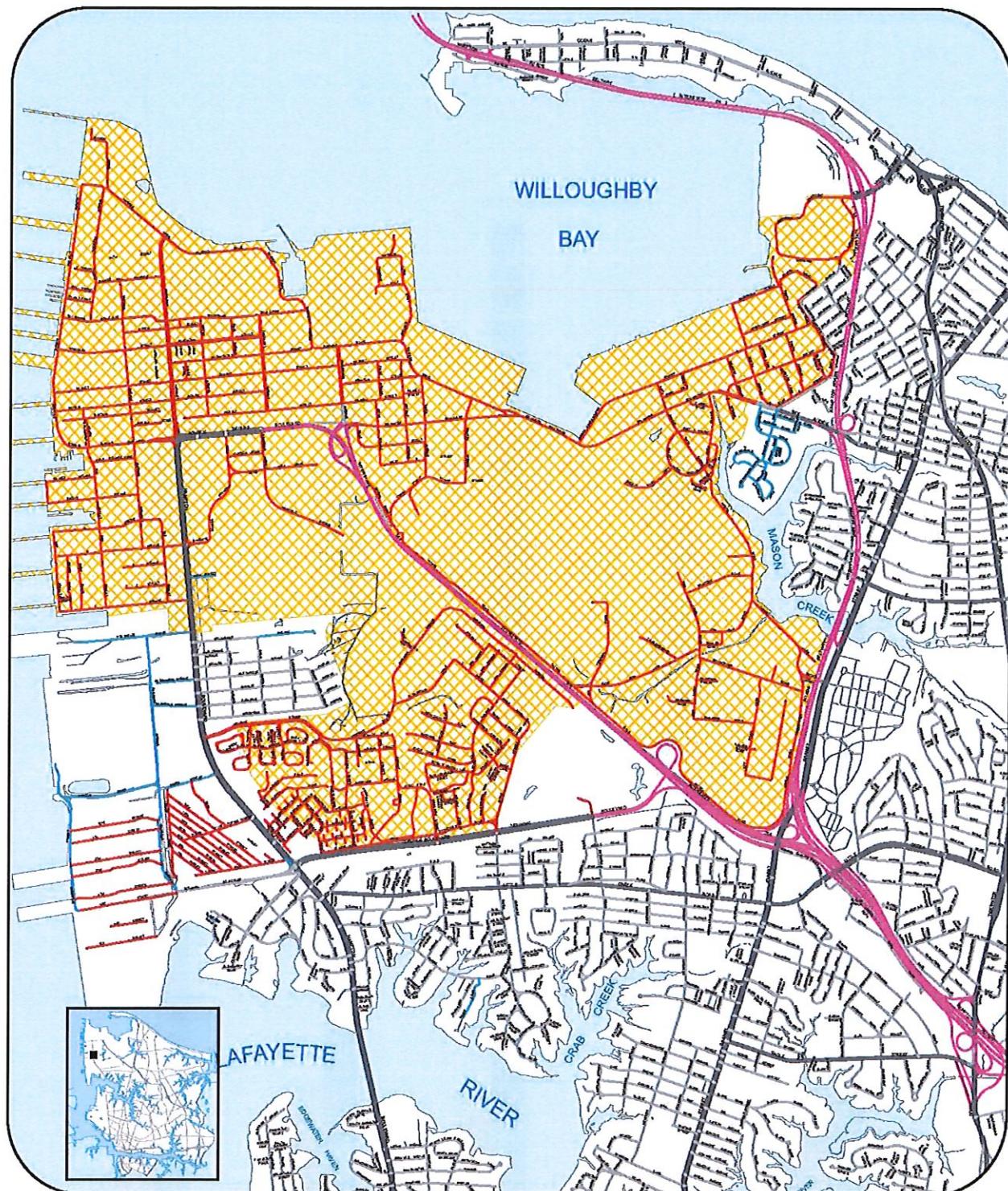
\*Based on reported Retail Sales

\*\* Food and Beverage, Lodging & Admissions Taxes are consolidated in this district as required in Virginia State Code § 58.1-3.

\*\*\* Note - Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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## Naval Station Norfolk



### Legend

 Naval Station Norfolk Financial District

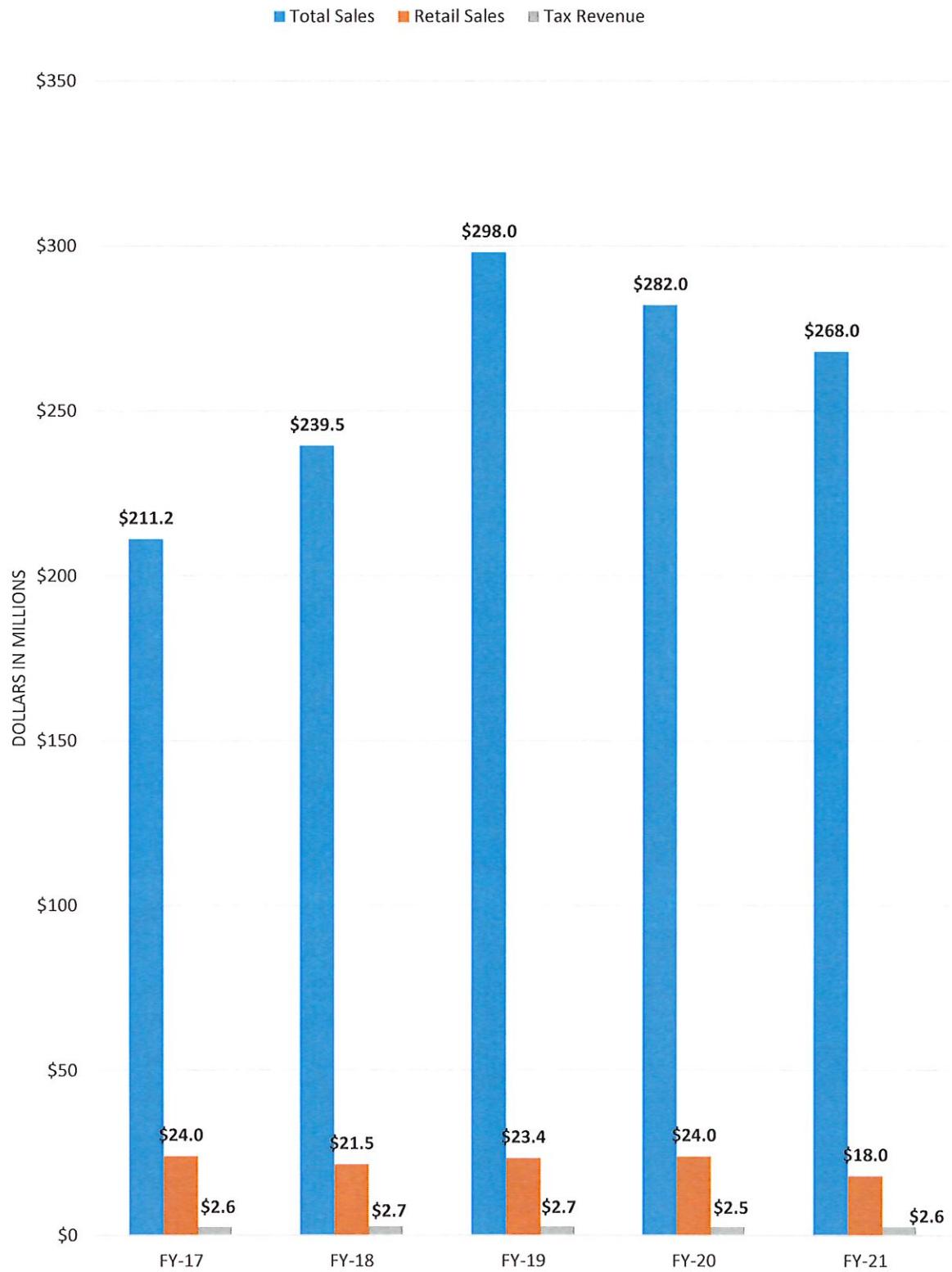


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Date: June 2016

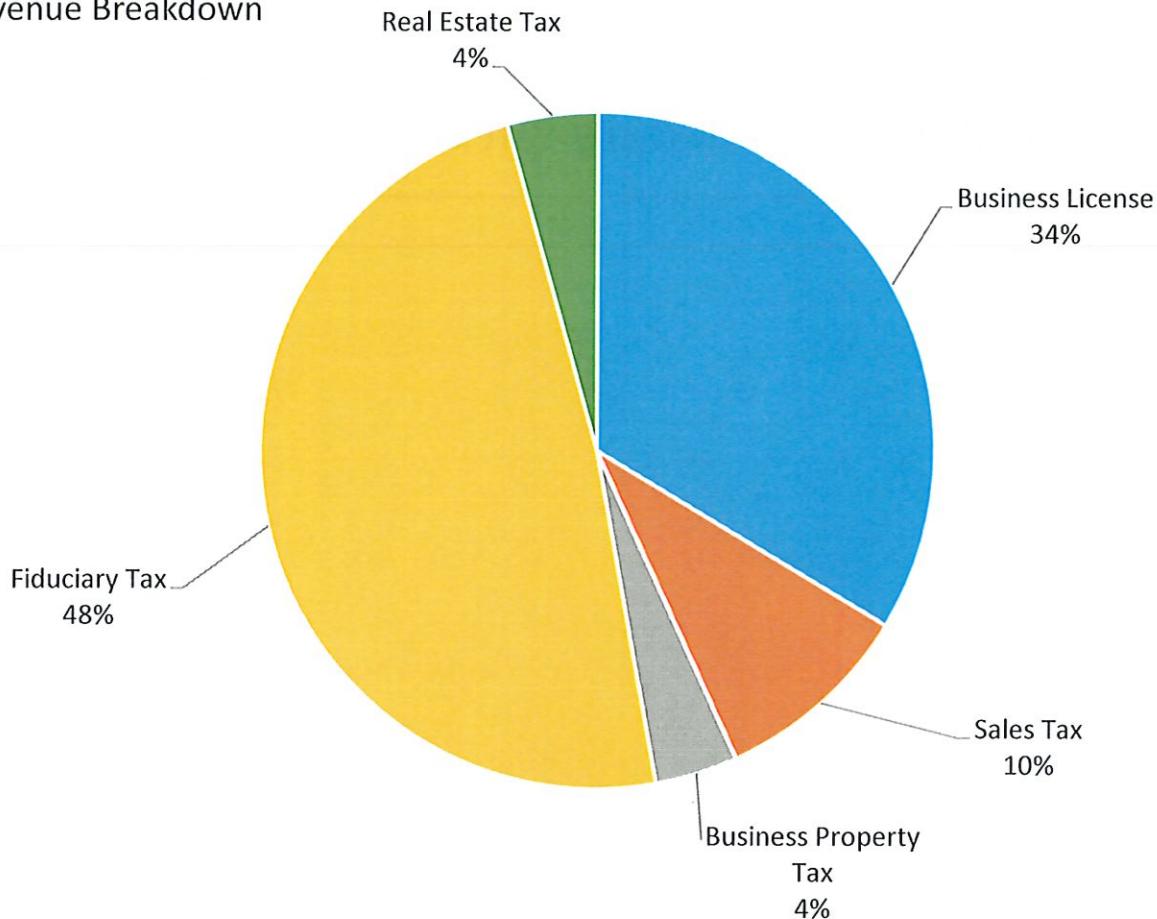


## Naval Station Norfolk - Five Year Comparsion



# NAVAL STATION NORFOLK

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$282,083,723	\$268,242,868	-4.91%
Total Retail Sales	\$23,960,517	\$17,917,720	-25.22%
Total Assessed Value Real Estate	\$8,749,900	\$9,080,100	3.77%
<b>Revenue Produced From:</b>			
Business License	\$845,407	\$1,190,132	40.78%
Estimated Sales Tax (1%)*	\$239,605	\$179,177	-25.22%
Business Property Tax	\$99,723	\$163,285	63.74%
Fiduciary Taxes**	\$1,219,780	\$990,688	-18.78%
(Food and Beverage, Lodging, Room & Admissions)			
Real Estate Tax	\$109,374	\$113,501	3.77%
<b>Total Revenue***</b>	<b>\$2,513,889</b>	<b>\$2,636,784</b>	<b>4.89%</b>

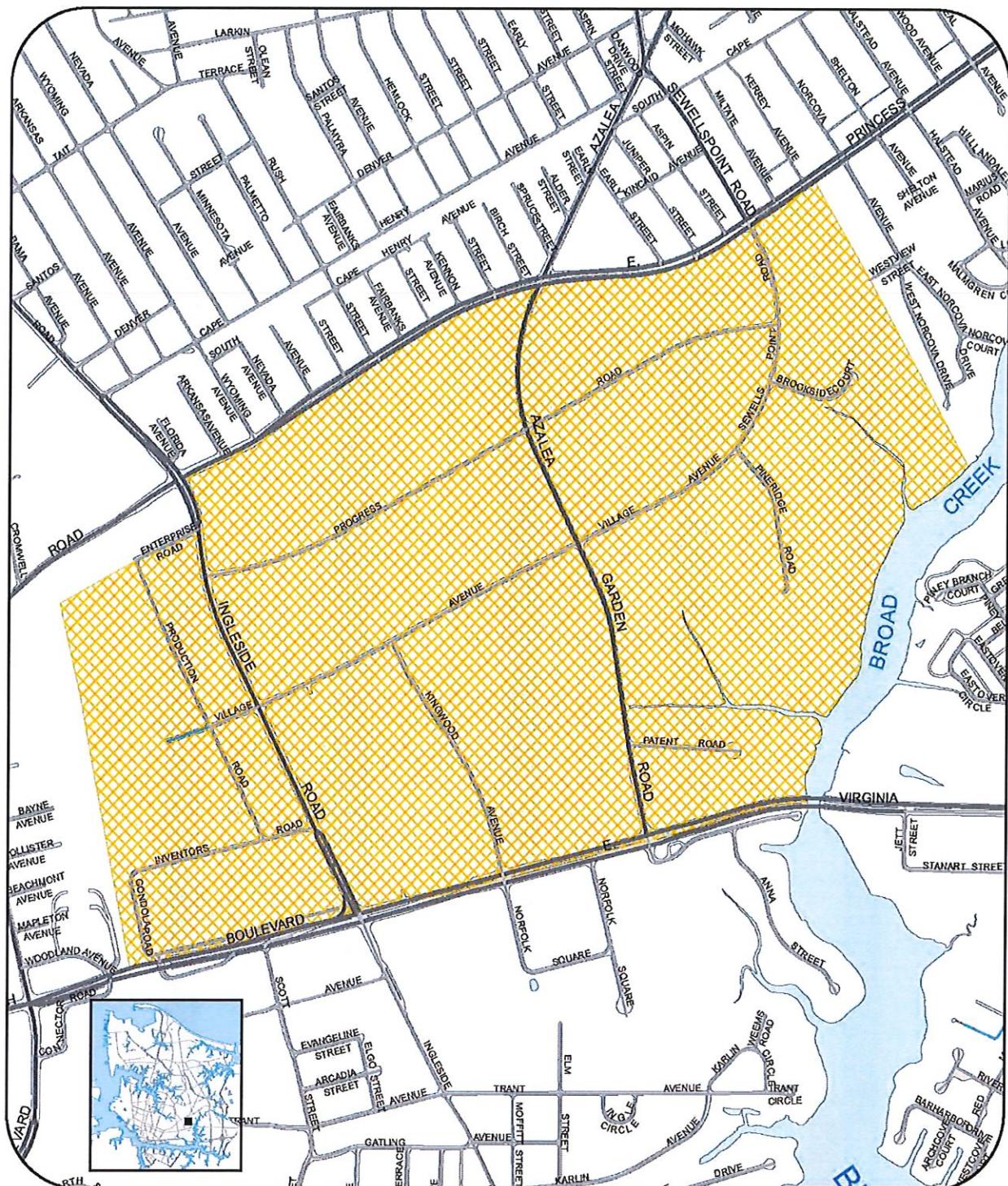
\* Based on reported Retail Sales

\*\* Food and Beverage, Lodging & Admissions Taxes are consolidated in this district as required in *Virginia State Code* § 58.1-3.

\*\*\* Note - Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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# Norfolk Industrial Park



**Legend**  
 Norfolk Industrial Park  
 Financial District



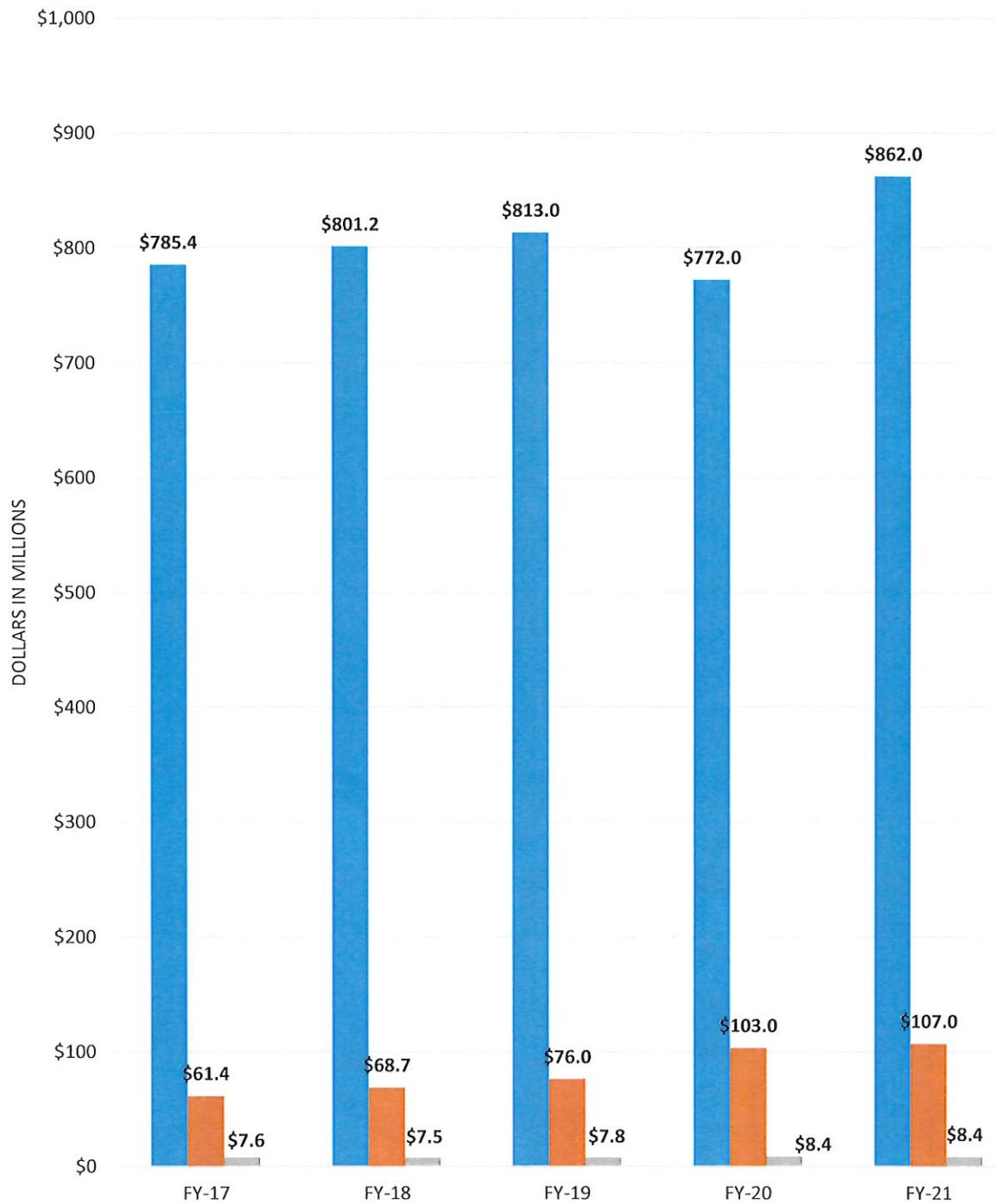
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Date: June 2016



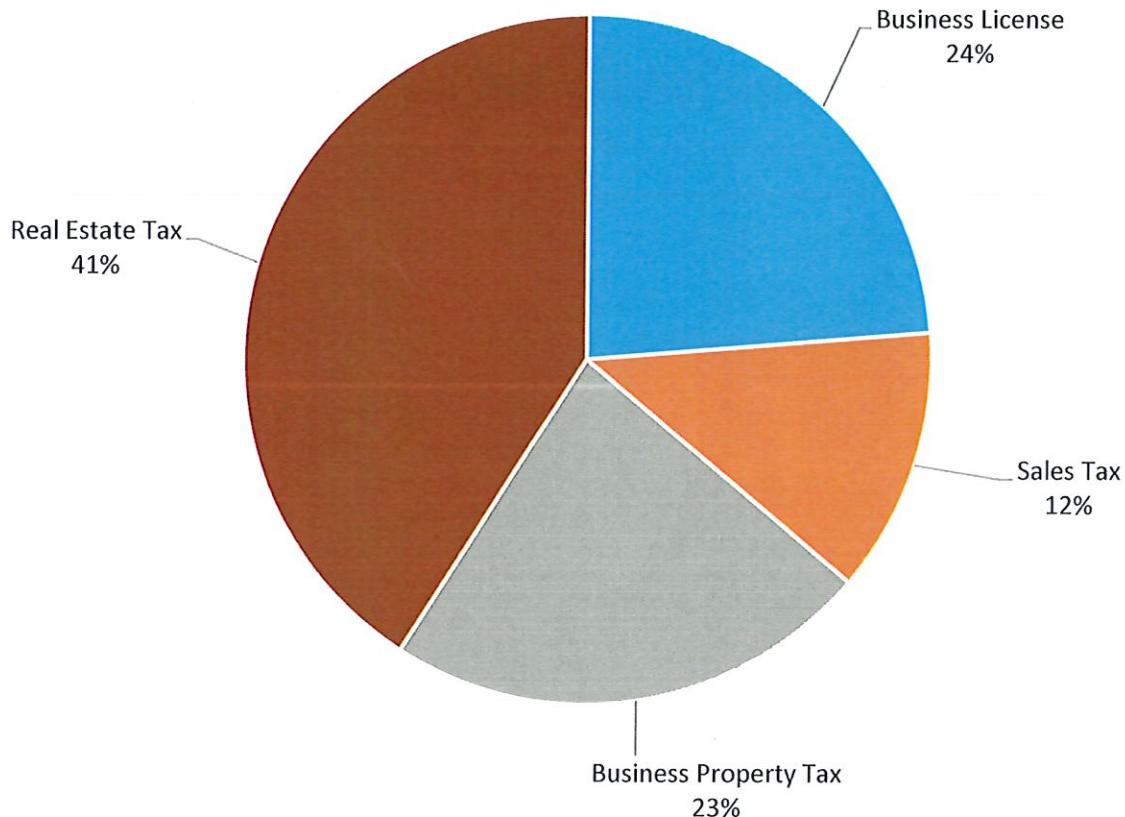
## Norfolk Industrial Park - Five Year Comparison

■ Total Sales ■ Retail Sales ■ Tax Revenue



# NORFOLK INDUSTRIAL PARK

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$772,493,326	\$862,551,867	11.66%
Total Retail Sales	\$103,582,262	\$106,667,055	2.98%
Total Assessed Value Real Estate	\$281,627,000	\$286,707,200	1.80%
<b>Revenue Produced From:</b>			
Business License	\$1,982,472	\$2,127,061	7.29%
Estimated Sales Tax (1%)*	\$1,035,823	\$1,066,671	2.98%
Business Property Tax	\$1,913,330	\$2,238,325	16.99%
Food and Beverage Tax (6.5%)	\$0	\$0	0.00%
Lodging Tax (8%)	\$0	\$0	0.00%
Room Tax**	\$0	\$0	0.00%
Admissions Tax (10%)	\$0	\$0	0.00%
Real Estate Tax	\$3,420,082	\$3,407,696	-0.36%
<b>Total Revenue***</b>	<b>\$8,351,707</b>	<b>\$8,839,752</b>	<b>5.84%</b>

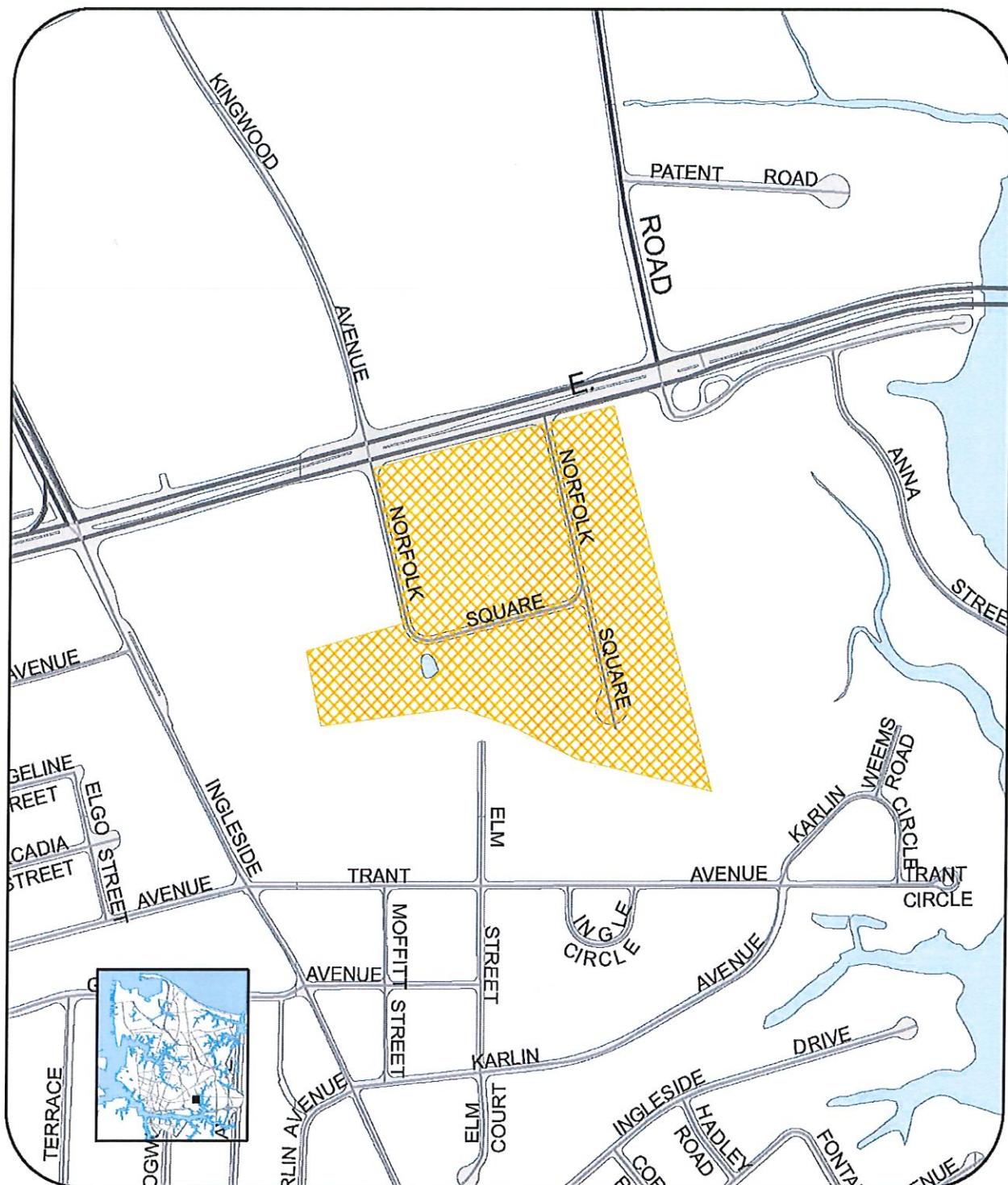
\*Based on Reported Sales

\*\*Based on \$3.00 per Room per Night

\*\*\*Note-Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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## Norfolk Square



### Legend

 Norfolk Square Financial District



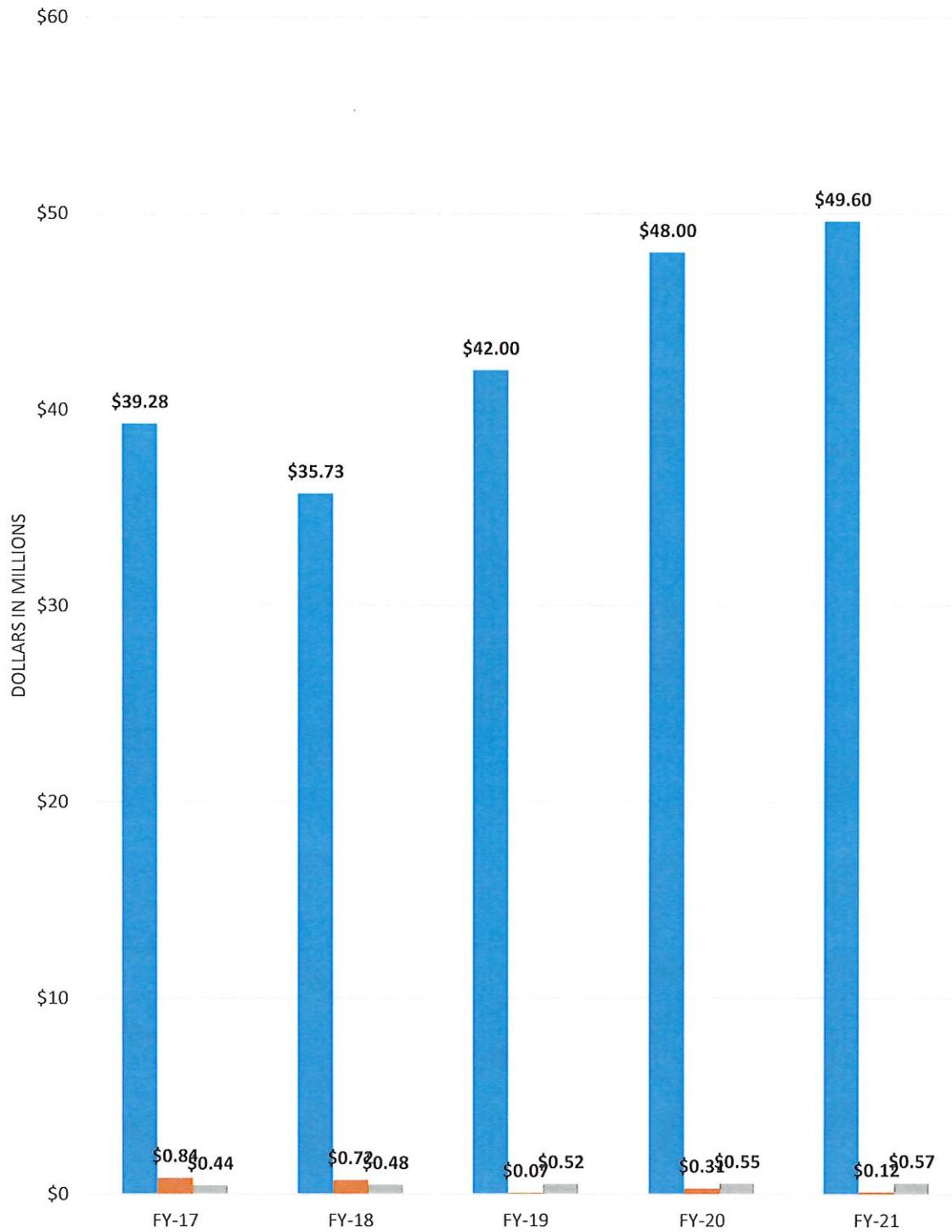
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Date: June 2016



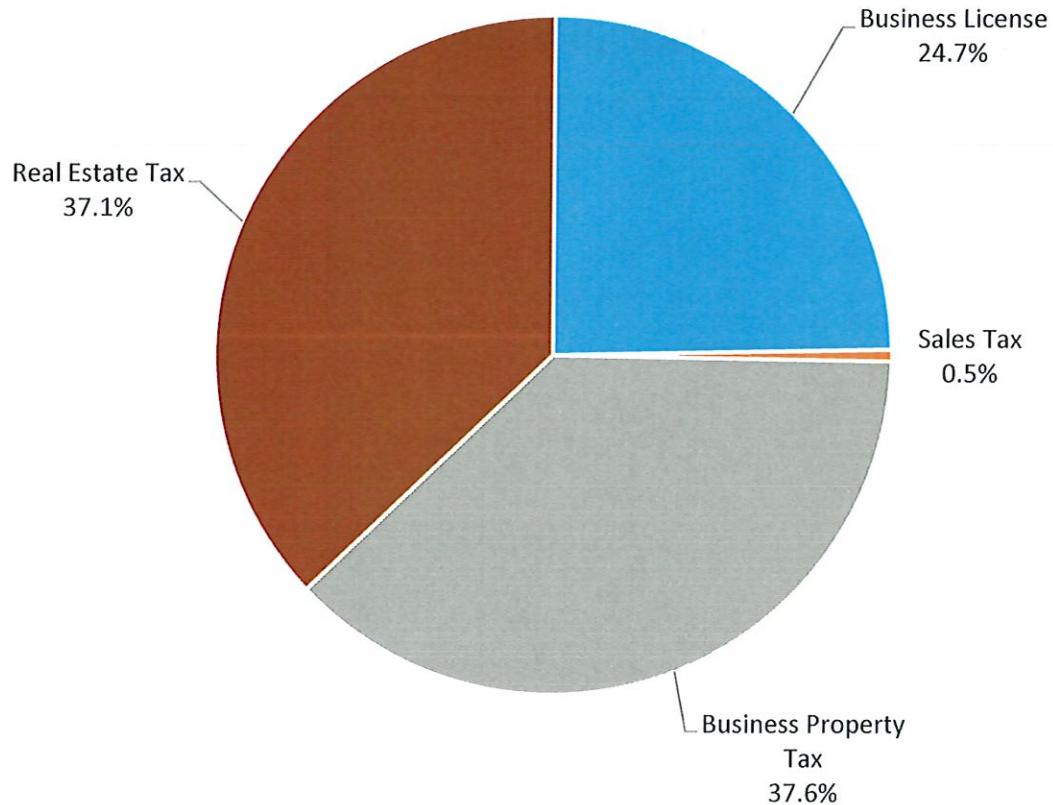
## Norfolk Square - Five Year Comparision

■ Total Sales ■ Retail Sales ■ Tax Revenue



# NORFOLK SQUARE

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2020	% Change
Total All Sales	\$48,373,370	\$49,610,101	2.56%
Total Retail Sales	\$307,524	\$121,154	-60.60%
Total Assessed Value Real Estate	\$17,467,200	\$17,731,500	1.51%
Revenue Produced From:			
Business License	\$138,293	\$144,887	4.77%
Estimated Sales Tax (1%)*	\$3,075	\$1,212	-60.60%
Business Property Tax	\$210,332	\$189,752	-9.78%
Food and Beverage Tax (6.5%)	\$0	\$0	0.00%
Lodging Tax (8%)	\$0	\$0	0.00%
Room Tax**	\$0	\$0	0.00%
Admissions Tax (10%)	\$0	\$0	0.00%
Real Estate Tax	\$207,744	\$232,162	11.75%
<b>Total Revenue***</b>	<b>\$559,444</b>	<b>\$568,013</b>	<b>1.53%</b>

\*Based on Reported Sales

\*\*Based on \$3.00 per Room per Night

\*\*\*Note-Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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## Greater Ocean View Bayview



### Legend

 Greater Ocean View  
Bayview  
Financial District

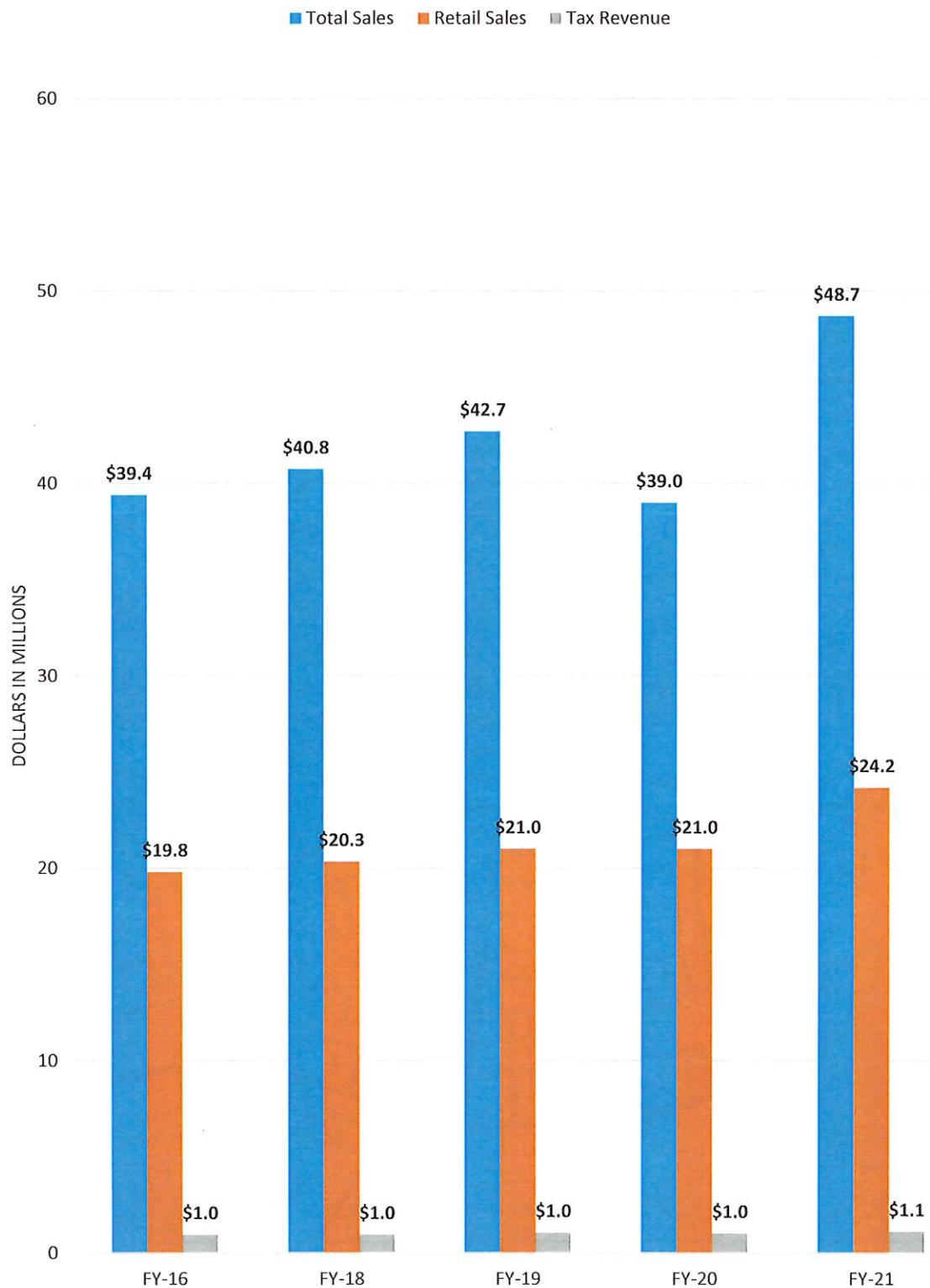


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*Date: June 2016*

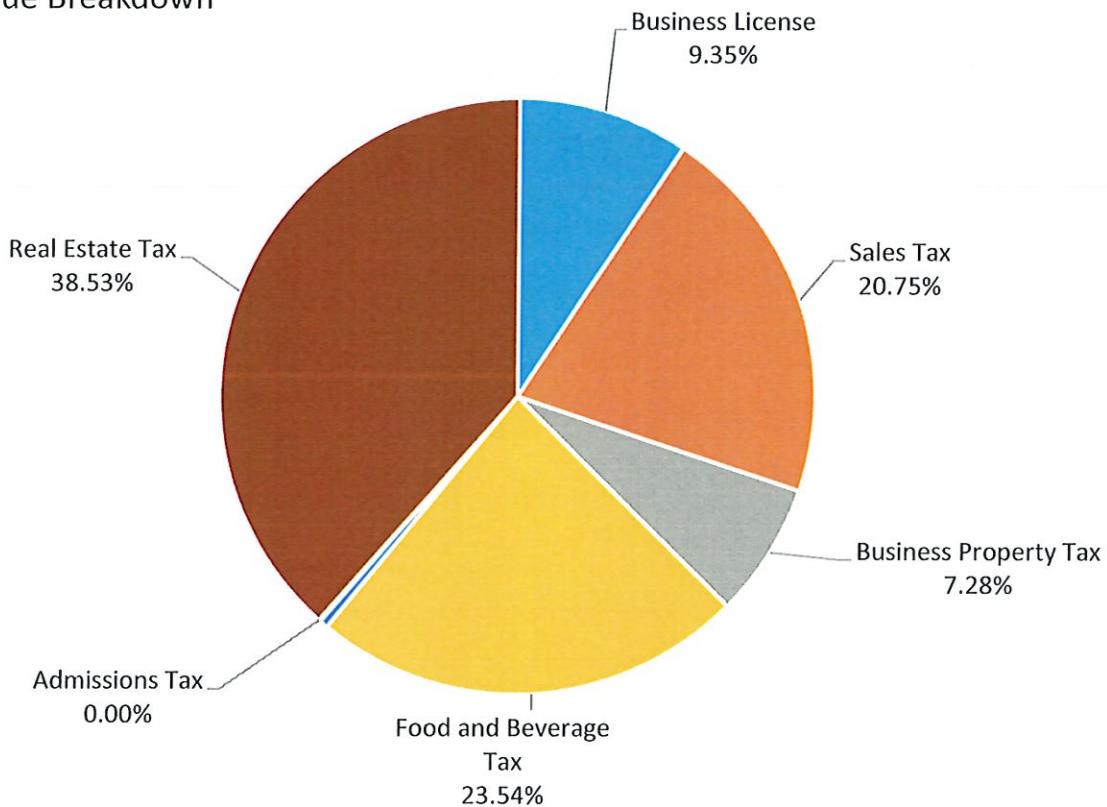


## Bayview - Five Year Comparison



# GREATER OCEAN VIEW BAYVIEW

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2020	% Change
Total All Sales	\$39,092,535	\$48,692,409	24.56%
Total Retail Sales	\$21,214,374	\$24,208,507	14.11%
Total Assessed Value Real Estate	\$32,586,500	\$34,330,900	5.35%
<b>Revenue Produced From:</b>			
Business License	\$95,608	\$105,613	10.46%
Estimated Sales Tax (1%)*	\$212,144	\$242,085	14.11%
Business Property Tax	\$74,393	\$63,818	-14.21%
Food and Beverage Tax (6.5%)	\$240,706	\$253,545	5.33%
Lodging Tax (8%)	\$4,809	\$14,162	0.00%
Room Tax**	\$837	\$1,062	0.00%
Admissions Tax (10%)	\$0	\$0	0.00%
Real Estate Tax	\$393,898	\$439,037	11.46%
<b>Total Revenue***</b>	<b>\$1,022,395</b>	<b>\$1,119,323</b>	<b>9.48%</b>

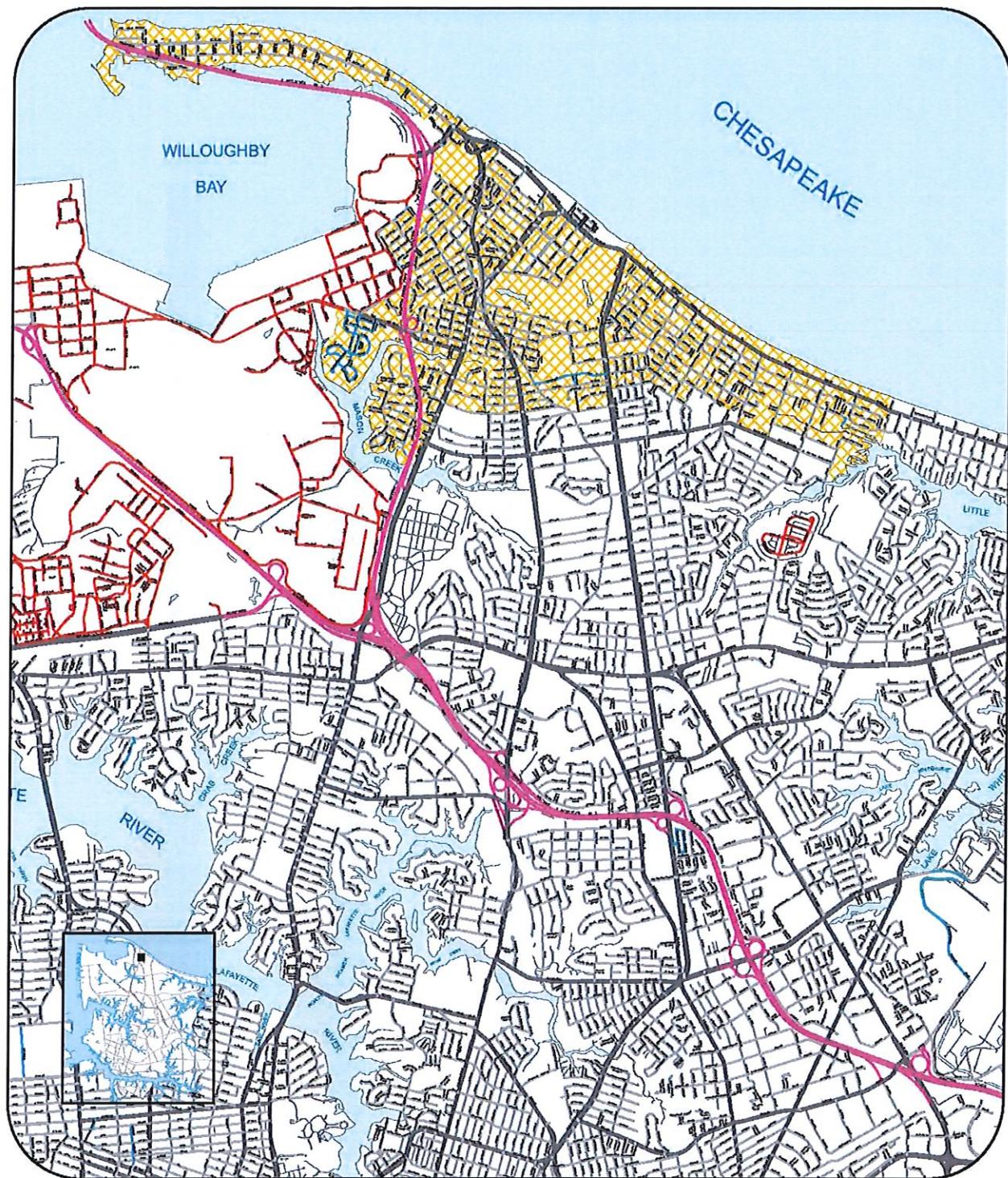
\*Based on Reported Sales

\*\*Based on \$3.00 per Room per Night

\*\*\*Note-Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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## Greater Ocean View Central



### Legend

Greater Ocean View  
Central  
Financial District

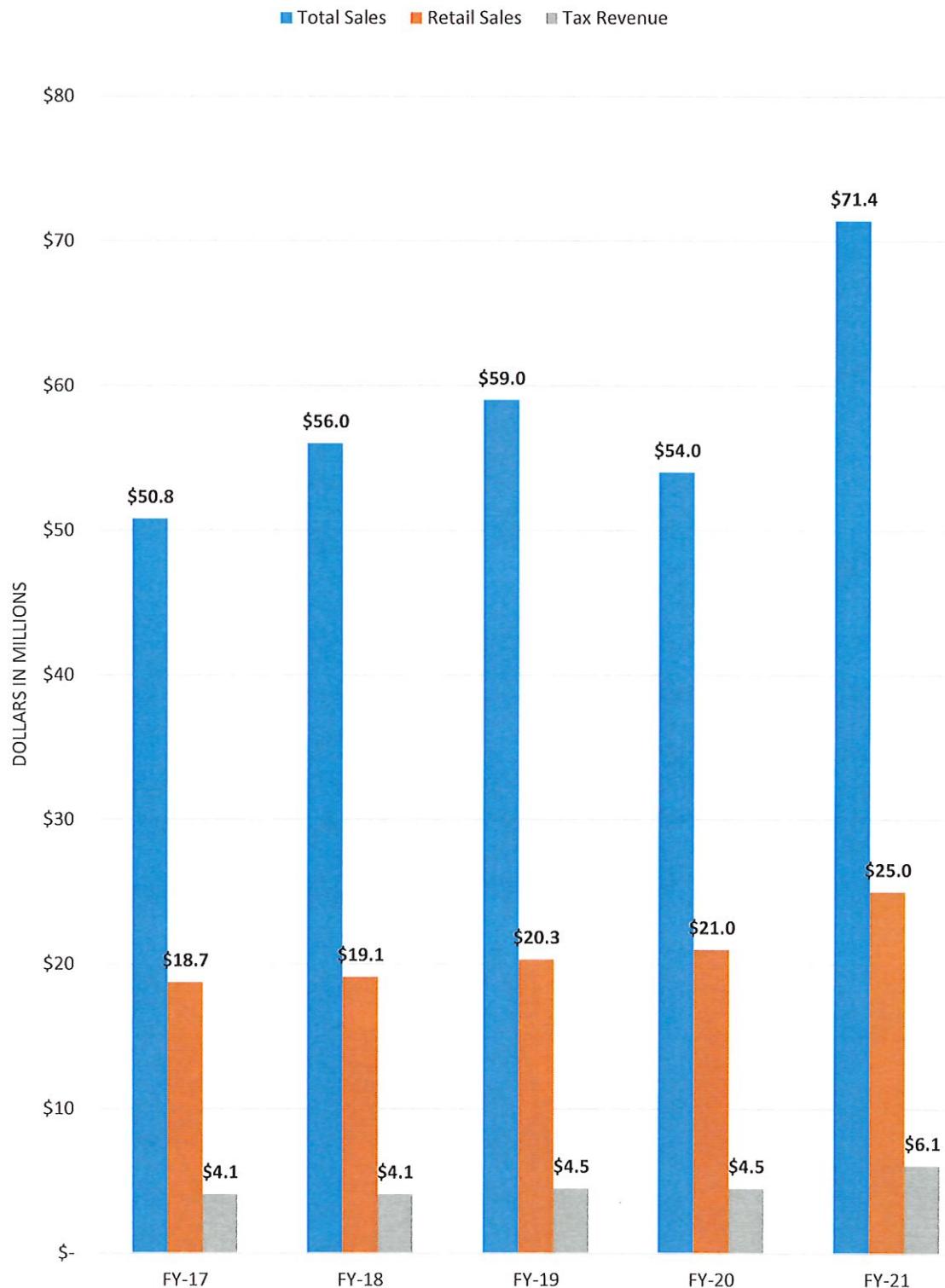


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Date: June 2016

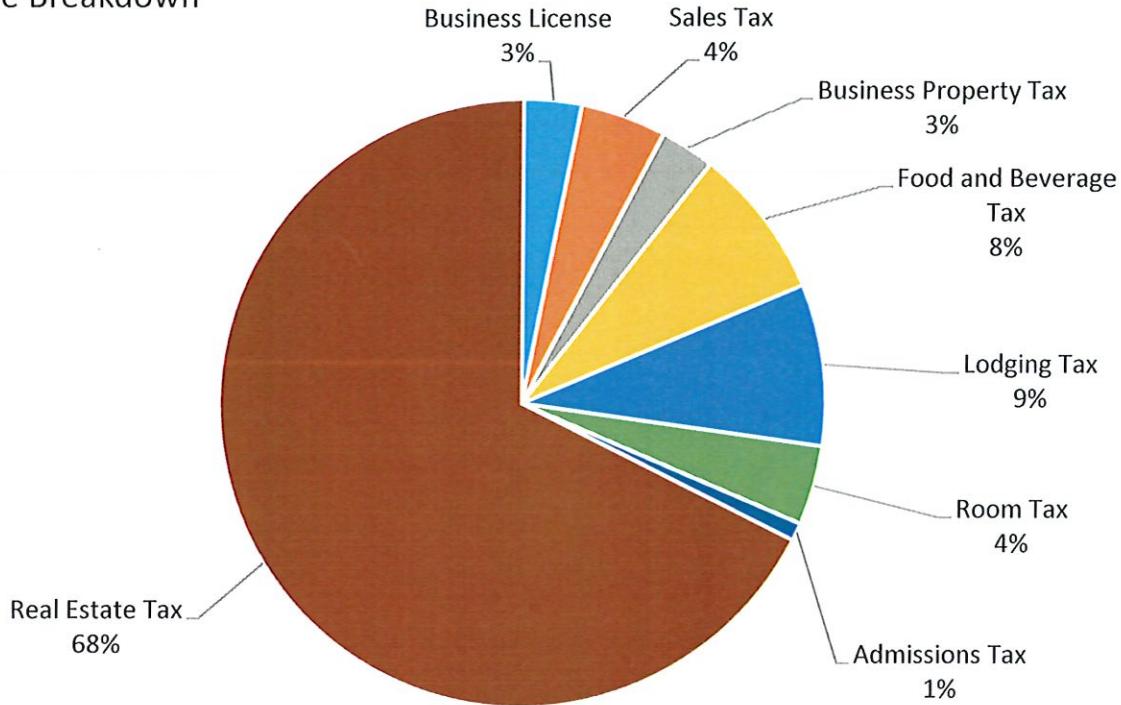


## Ocean View Central - Five Year Comparison



# GREATER OCEAN VIEW CENTRAL

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$54,154,134	\$71,407,490	31.86%
Total Retail Sales	\$20,619,846	\$24,901,486	20.76%
Total Assessed Value Real Estate	\$248,178,300	\$282,395,400	13.79%
<b>Revenue Produced From:</b>			
Business License	\$139,602	\$152,563	9.28%
Estimated Sales Tax (1%)*	\$206,198	\$249,015	20.76%
Business Property Tax	\$133,492	\$154,081	15.42%
Food and Beverage Tax (6.5%)	\$365,271	\$438,311	20.00%
Lodging Tax (8%)	\$389,841	\$1,281,741	228.79%
Room Tax**	\$191,370	\$294,305	53.79%
Admissions Tax (10%)	\$42,265	\$96,691	128.77%
Real Estate Tax	\$3,063,965	\$3,427,562	11.87%
<b>Total Revenue***</b>	<b>\$4,532,004</b>	<b>\$6,094,268</b>	<b>34.47%</b>

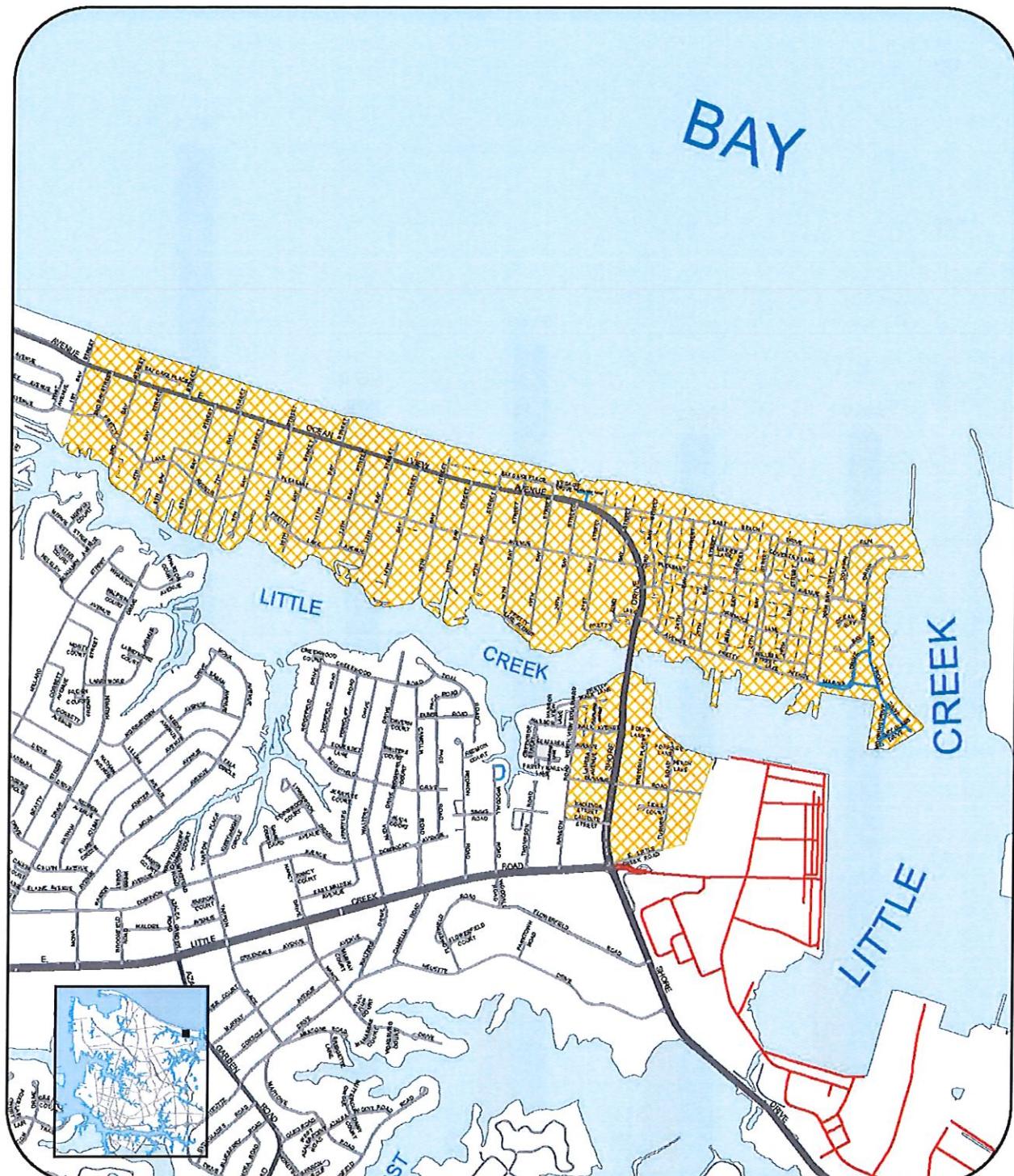
\*Based on Reported Sales

\*\*Based on \$3.00 per Room per Night

\*\*\*Note-Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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## Greater Ocean View East Beach



### Legend

Greater Ocean View  
East Beach  
Financial District



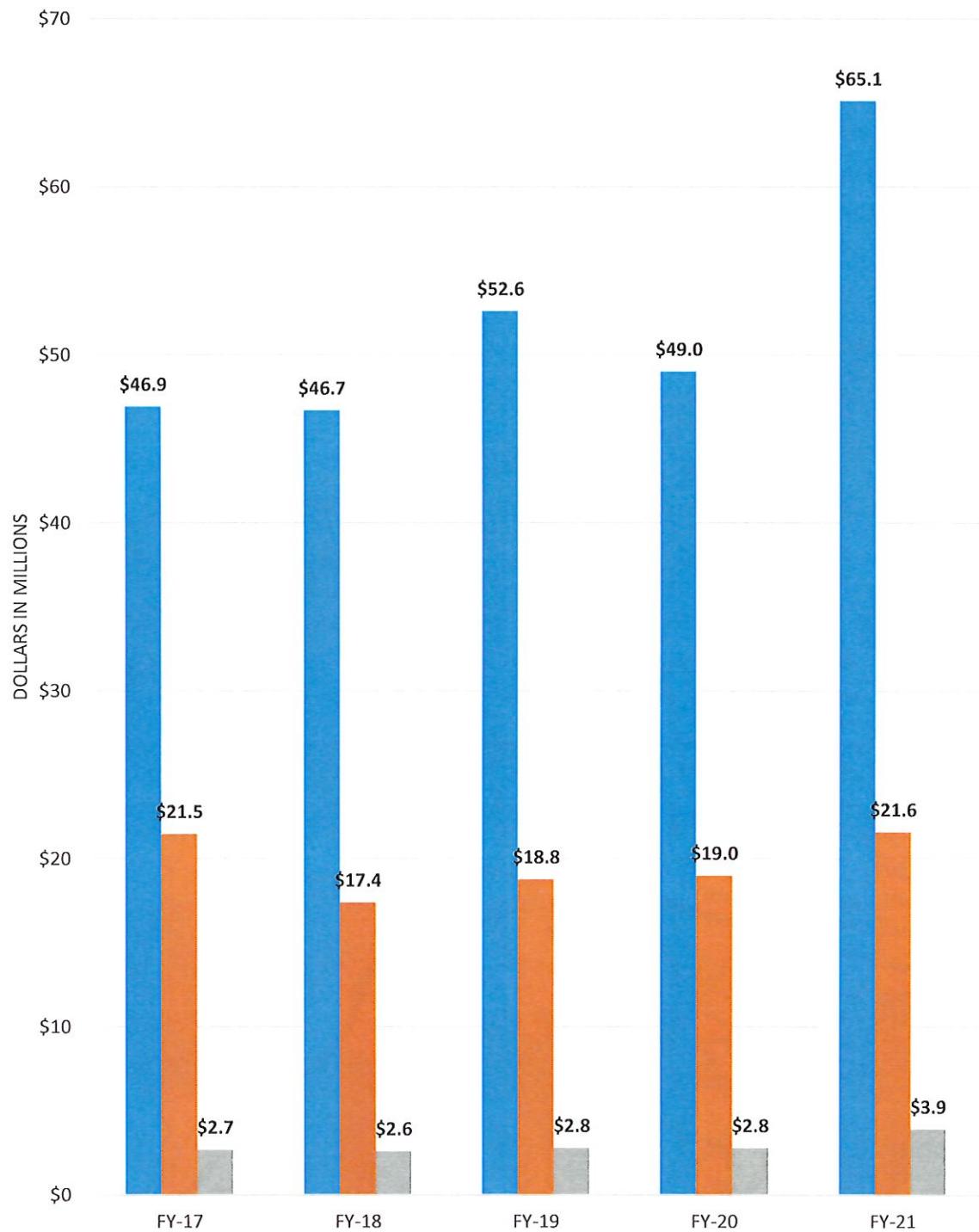
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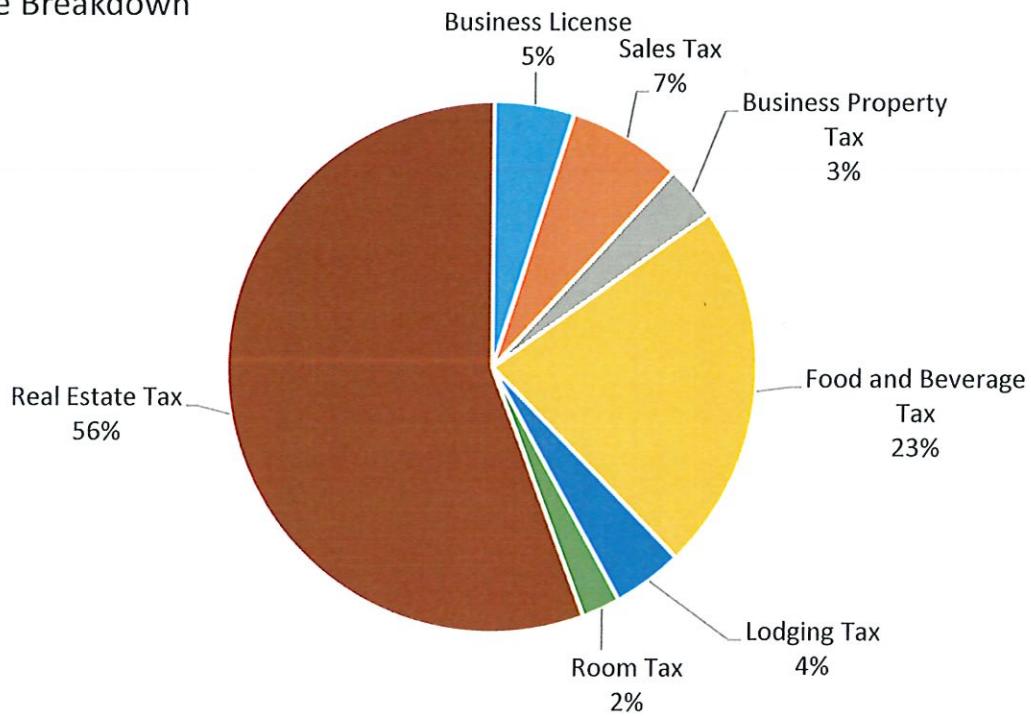
## East Beach - Five Year Comparison

■ Total Sales ■ Retail Sales ■ Tax Revenue



# GREATER OCEAN VIEW EAST BEACH

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2020	% Change
Total All Sales	\$48,815,607	\$65,165,974	33.49%
Total Retail Sales	\$19,474,688	\$21,610,711	10.97%
Total Assessed Value Real Estate	\$136,948,400	\$163,975,200	19.74%
<b>Revenue Produced From:</b>			
Business License	\$135,812	\$186,959	37.66%
Estimated Sales Tax (1%)*	\$194,747	\$216,107	10.97%
Business Property Tax	\$92,990	\$152,284	63.76%
Food and Beverage Tax (6.5%)	\$627,776	\$950,645	51.43%
Lodging Tax (8%)	\$120,420	\$318,404	164.41%
Room Tax**	\$65,301	\$61,338	-6.07%
Admissions Tax (10%)	\$0	\$0	0%
Real Estate Tax	\$1,555,332	\$2,050,321	31.83%
<b>Total Revenue***</b>	<b>\$2,792,378</b>	<b>\$3,936,058</b>	<b>40.96%</b>

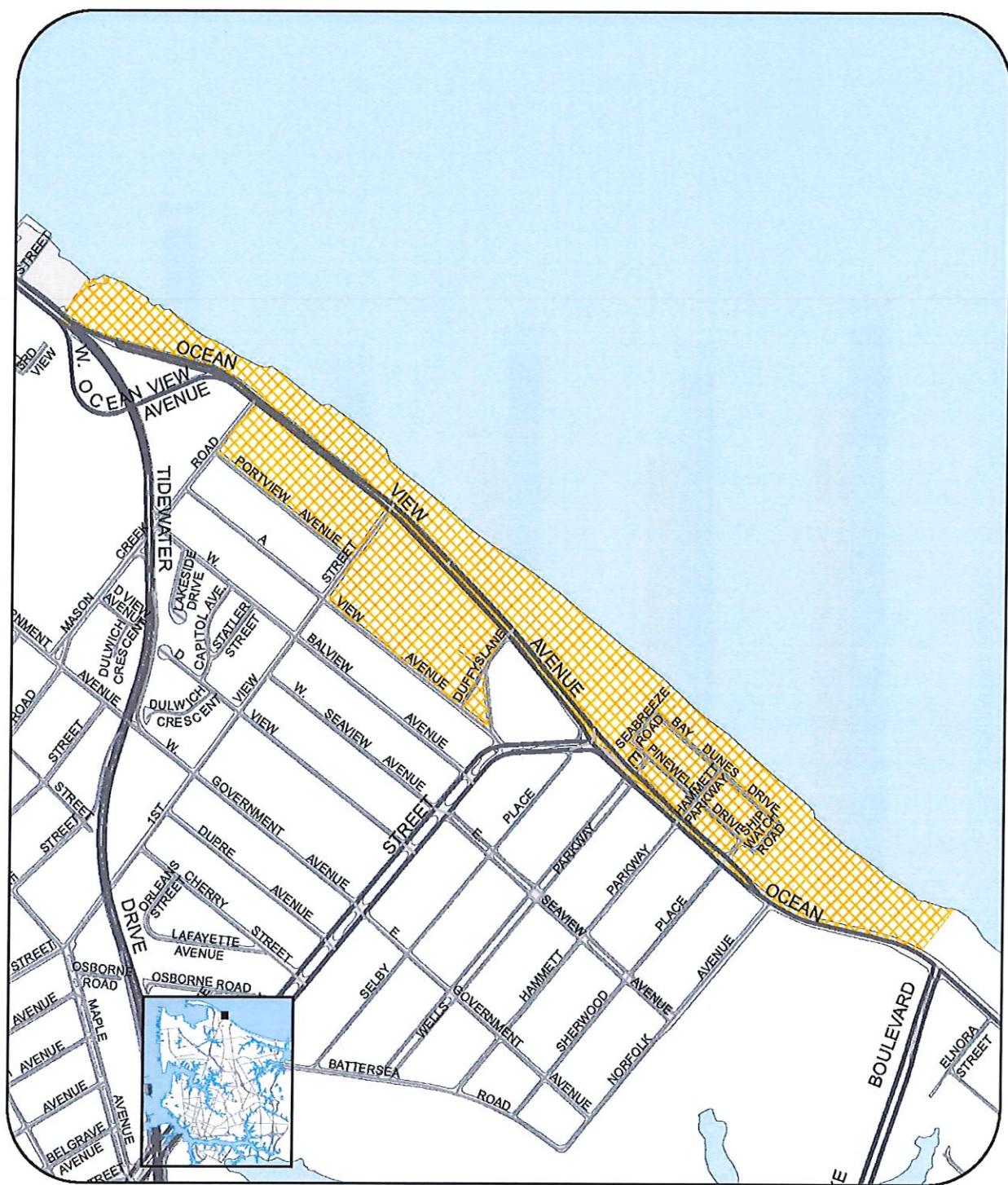
\*Based on Reported Sales

\*\*Based on \$3.00 per Room per Night

\*\*\*Note-Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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## Greater Ocean View Shopping Center



### Legend

 Greater Ocean View  
Shopping Center  
Financial District

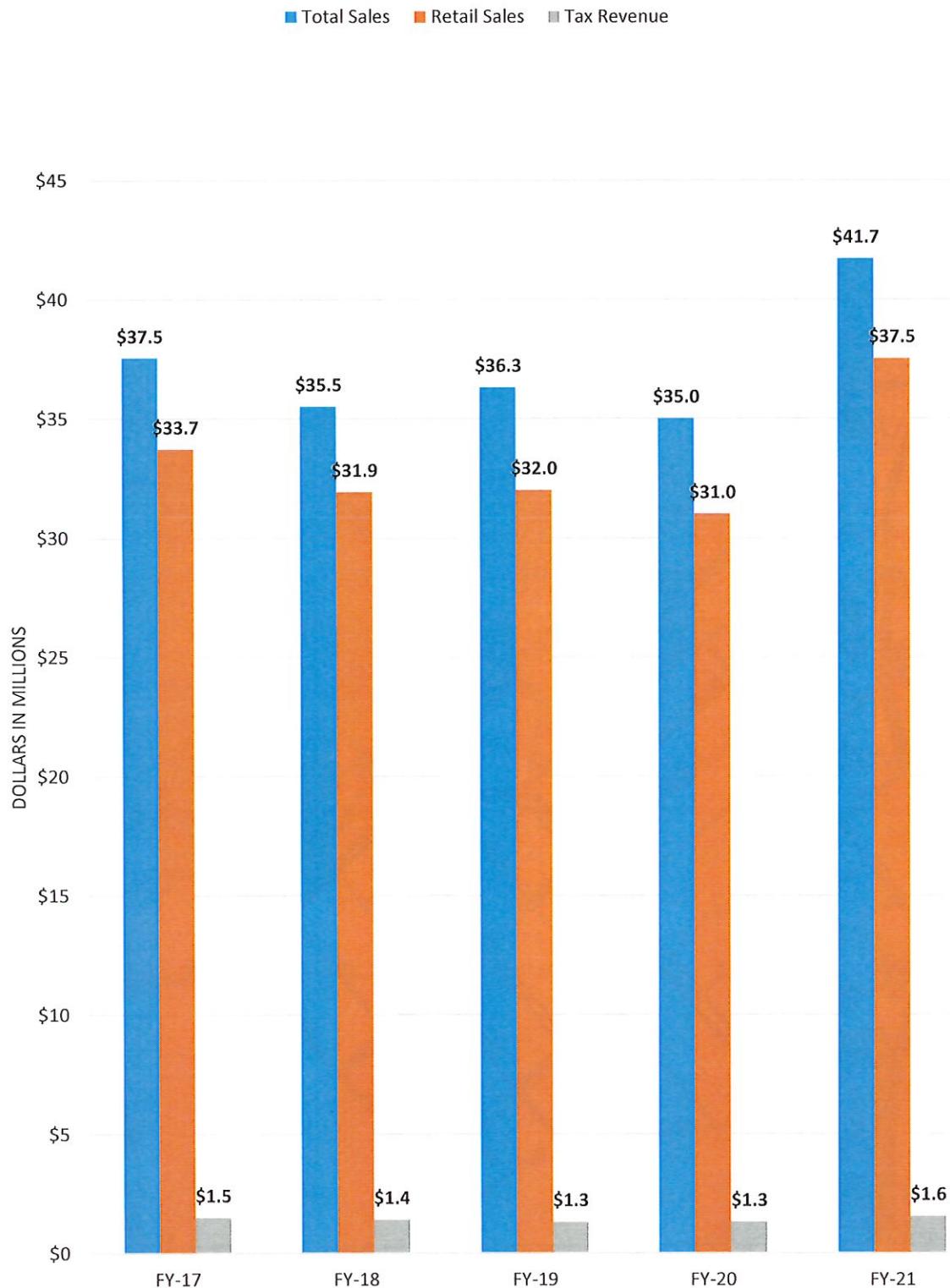


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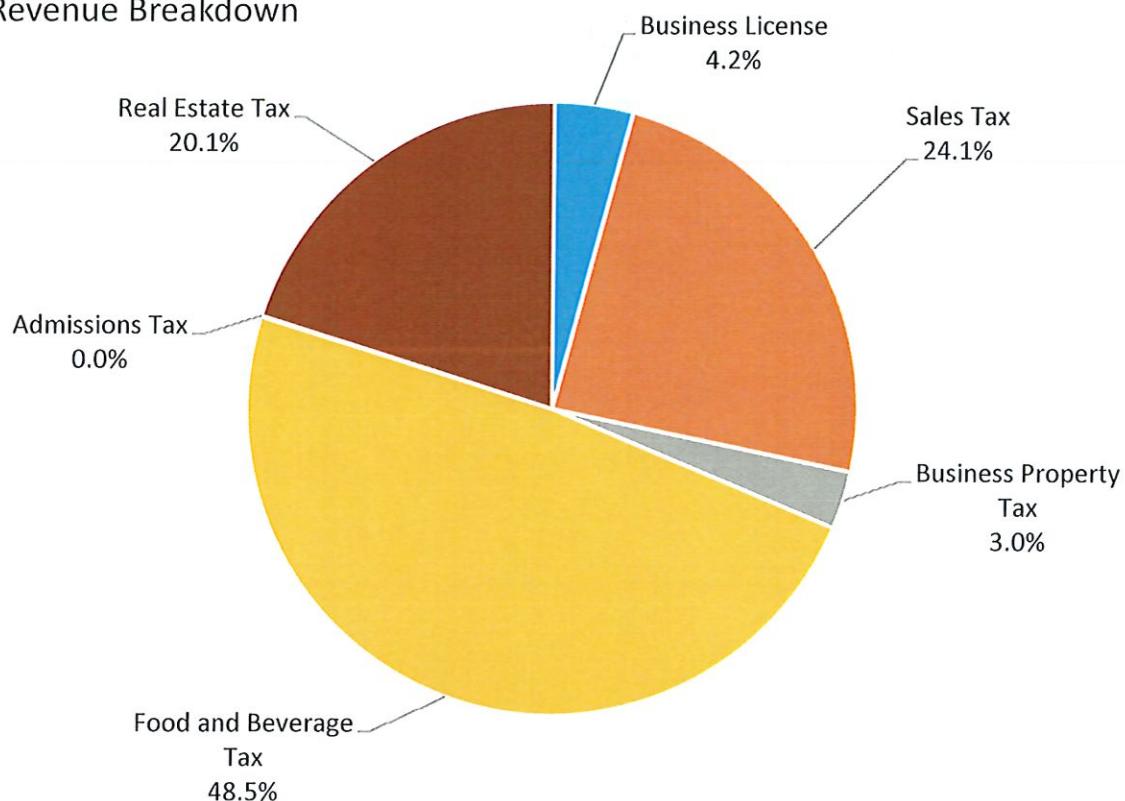


## Ocean View Shopping Center - Five Year Comparison



# GREATER OCEAN VIEW OCEAN VIEW SHOPPING CENTER

Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$35,277,154	\$41,729,853	18.29%
Total Retail Sales	\$31,656,856	\$37,524,083	18.53%
Total Assessed Value Real Estate	\$20,667,000	\$20,982,200	1.53%
<b>Revenue Produced From:</b>			
Business License	\$54,815	\$85,773	56.48%
Estimated Sales Tax (1%)*	\$316,569	\$375,241	18.53%
Business Property Tax	\$39,729	\$116,279	192.68%
Food and Beverage Tax (6.5%)	\$637,393	\$709,595	11.33%
Lodging Tax (8%)	\$723	\$0	0.00%
Room Tax**	\$72	\$0	0.00%
Admissions Tax (10%)	\$0	\$0	0.00%
Real Estate Tax	\$264,172	\$261,519	-1.00%
<b>Total Revenue***</b>	<b>\$1,313,473</b>	<b>\$1,548,406</b>	<b>17.89%</b>

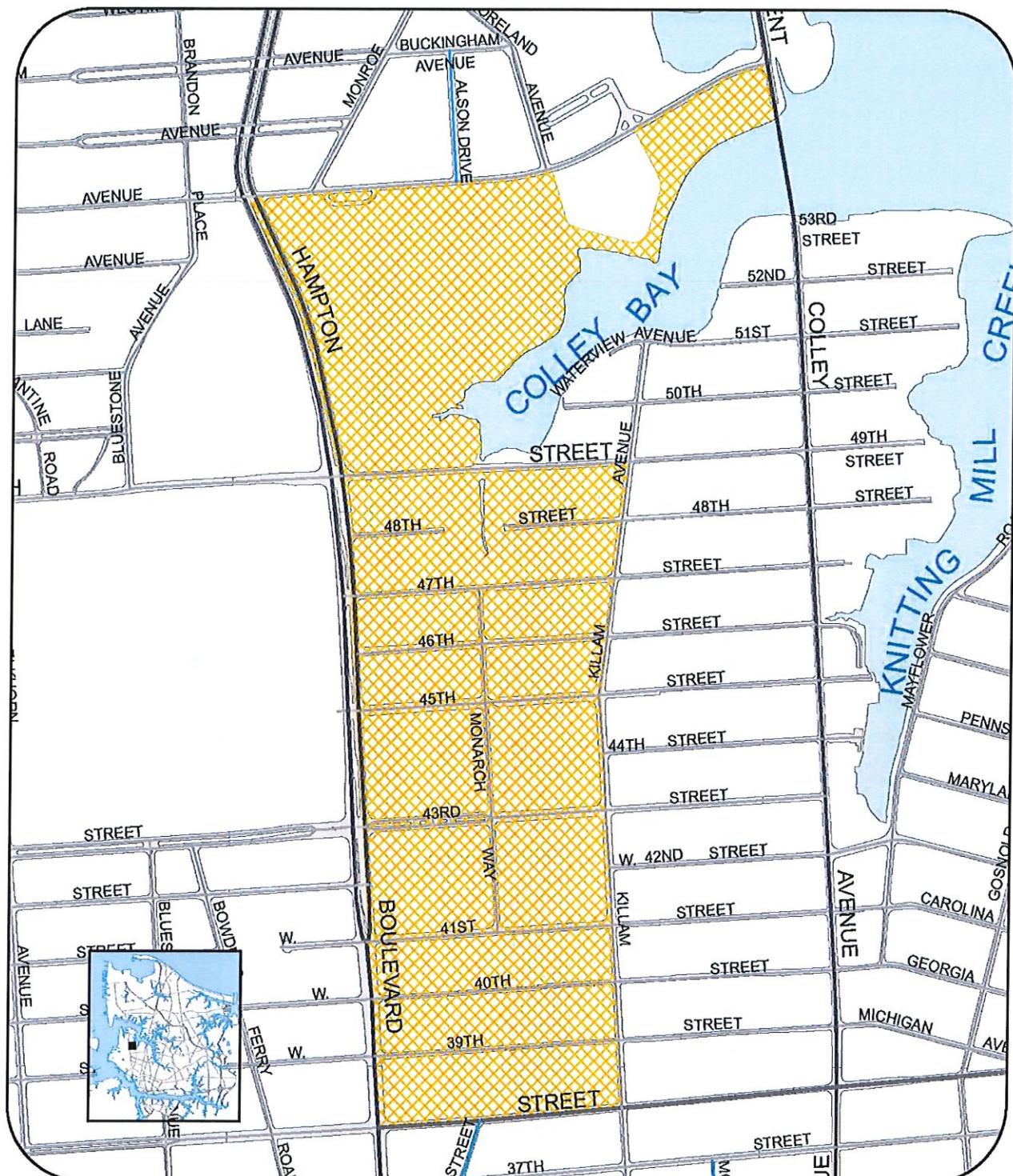
\*Based on Reported Sales

\*\*Based on \$3.00 per Room per Night

\*\*\*Note-Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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# Old Dominion University Village



## Legend

 Old Dominion University Village Financial District



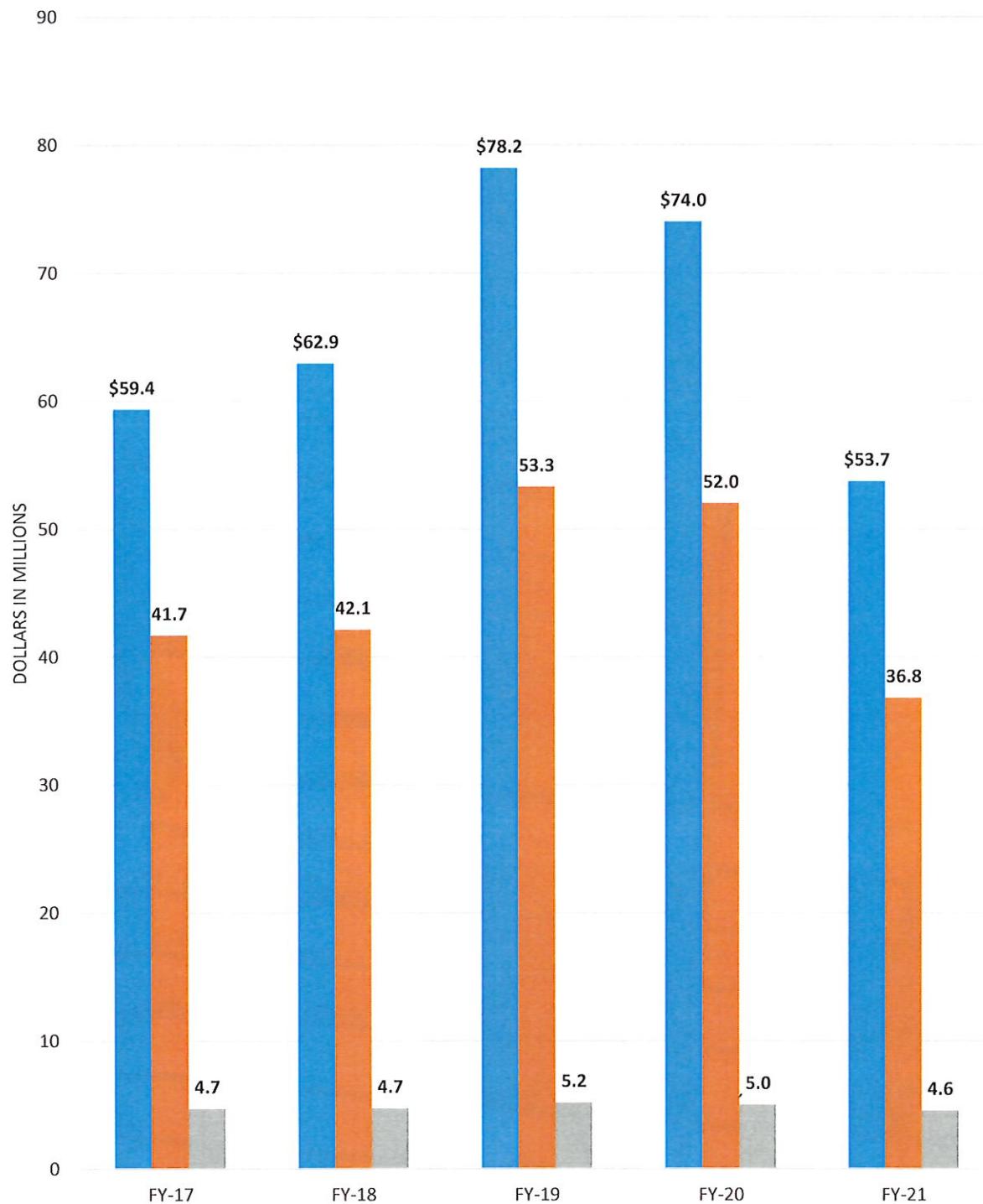
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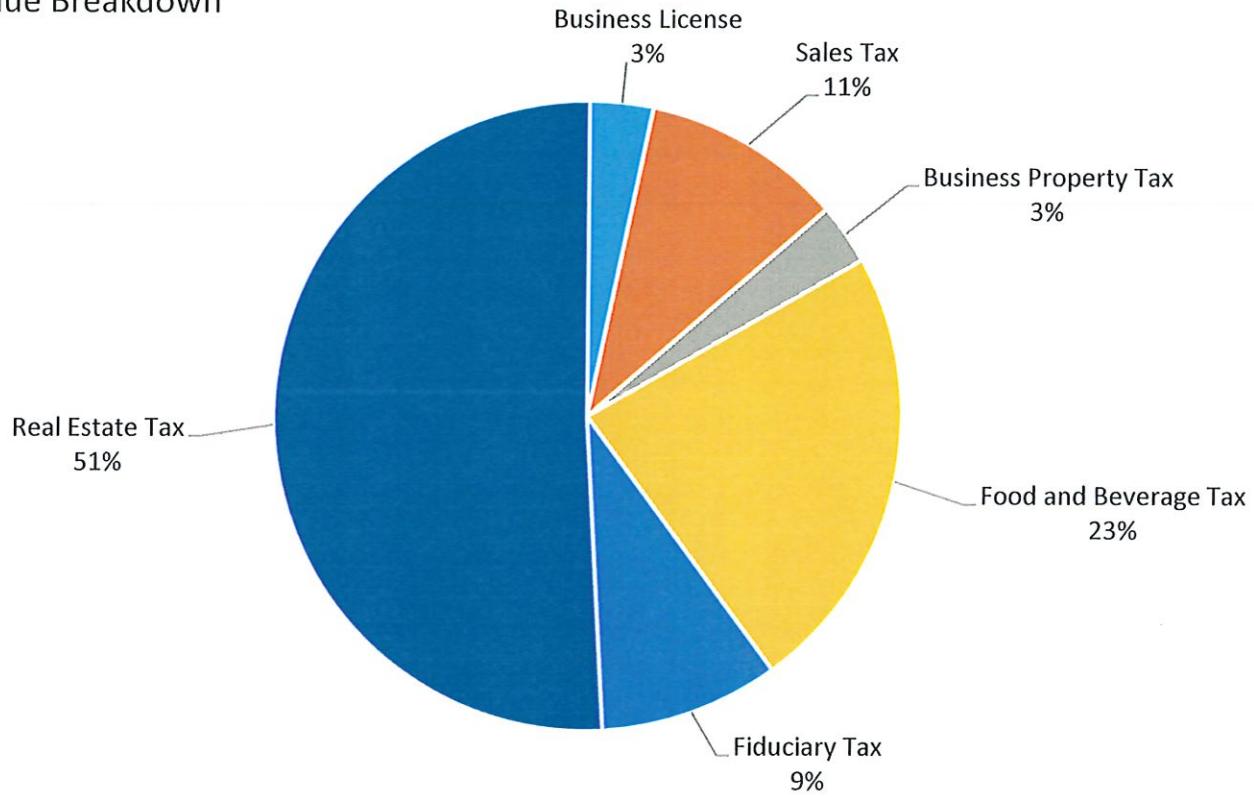
## Old Dominion Village - Five Year Comparison

■ Total Sales ■ Retail Sales ■ Tax Revenue



# OLD DOMINION UNIVERSITY VILLAGE

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$74,276,249	\$53,843,239	-27.51%
Total Retail Sales	\$51,527,675	\$36,794,781	-28.59%
Total Assessed Value Real Estate	\$214,881,700	\$216,295,500	0.66%
<b>Revenue Produced From:</b>			
Business License	\$162,664	\$132,646	-18.45%
Estimated Sales Tax (1%)*	\$515,277	\$367,948	-28.59%
Business Property Tax	\$156,285	\$175,936	12.57%
Food and Beverage Tax (6.5%)	\$1,154,817	\$983,640	-14.82%
Fiduciary Taxes** (Lodging, Room & Admissions)	\$459,905	\$349,113	-24.09%
Real Estate Tax	\$2,539,308	\$2,555,169	0.62%
<b>Total Revenue***</b>	<b>\$4,988,256</b>	<b>\$4,564,452</b>	<b>-8.50%</b>

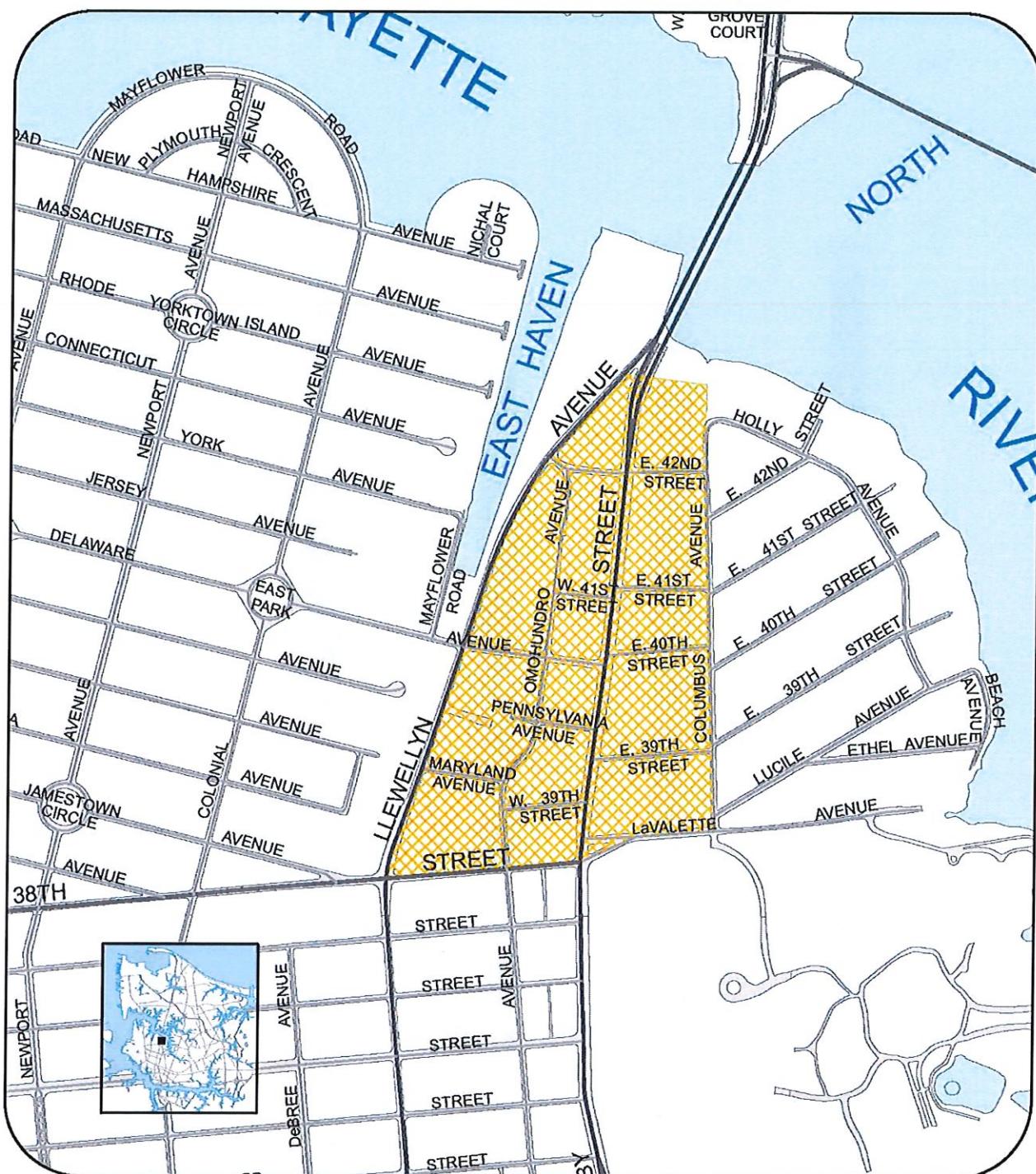
\*Based on reported Retail Sales

\*\* Lodging, Room, and Admissions Taxes are consolidated in this district as required in Virginia State Code § 58.1-3.

\*\*\* Note - Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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## Riverview Village



### Legend

 Riverview Village Financial District



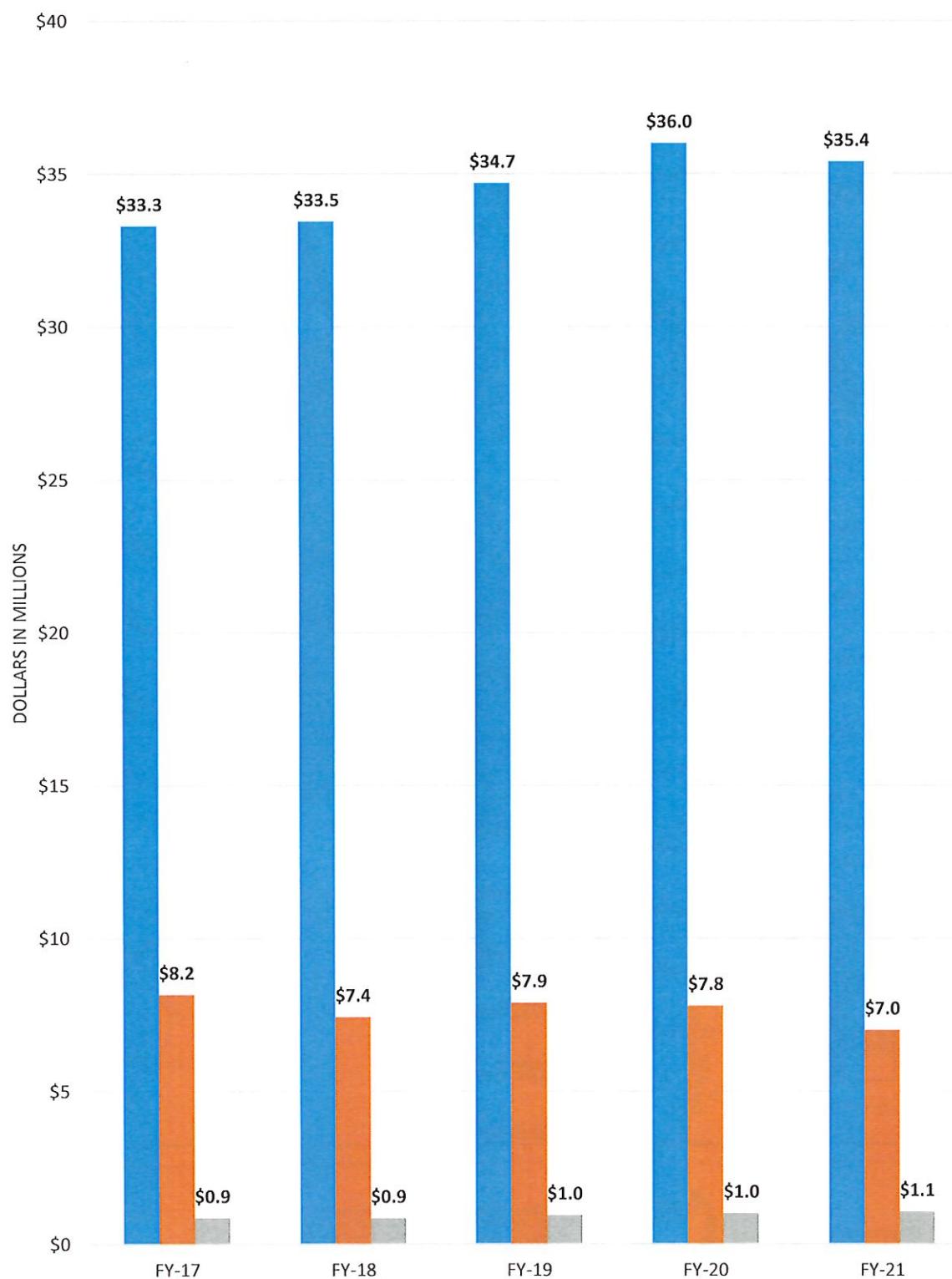
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Date: June 2016



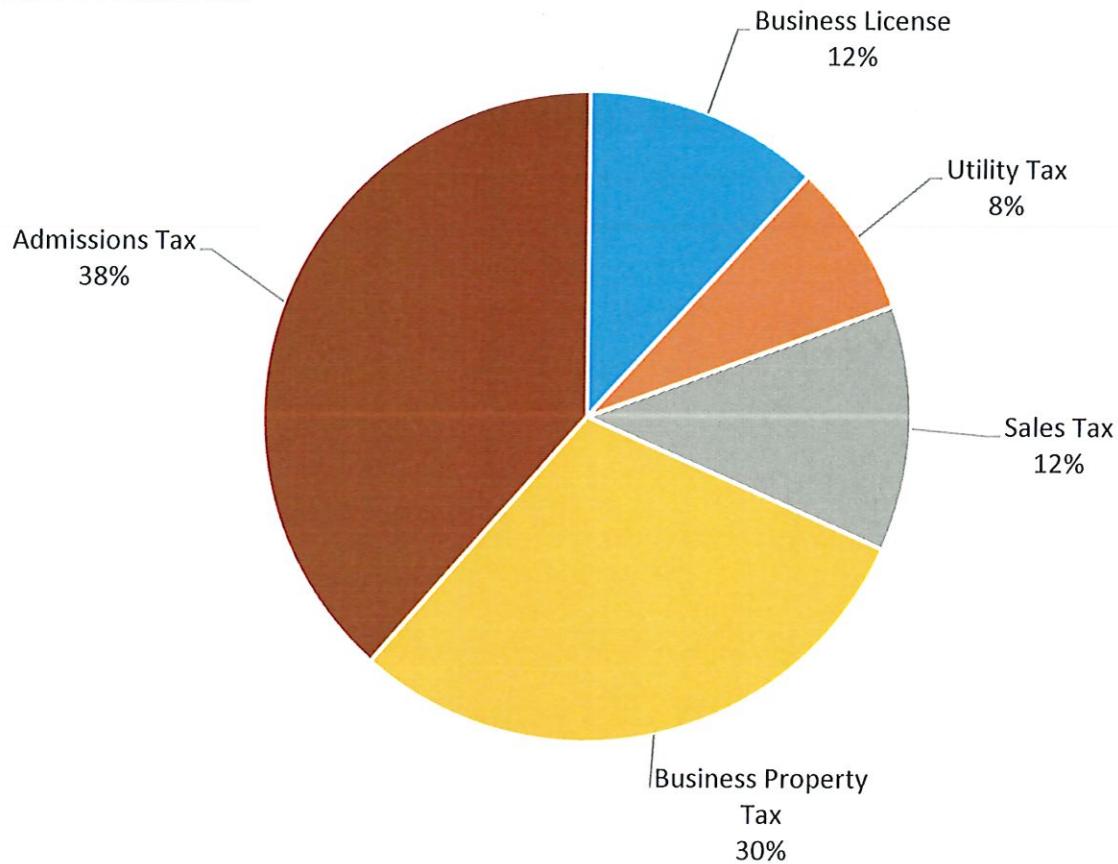
## Riverview - Five Year Comparison

■ Total Sales ■ Retail Sales ■ Tax Revenue



# RIVERVIEW VILLAGE

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2020	% Change
Total All Sales	\$35,958,709	\$35,409,142	-1.53%
Total Retail Sales	\$7,793,117	\$7,002,932	-10.14%
Total Assessed Value Real Estate	\$34,096,400	\$34,493,200	1.16%
<b>Revenue Produced From:</b>			
Business License	\$119,286	\$124,127	4.06%
Estimated Sales Tax (1%)*	\$77,931	\$70,029	-10.14%
Business Property Tax	\$123,907	\$126,467	2.07%
Food and Beverage Tax (6.5%)	\$302,321	\$337,526	11.65%
Lodging Tax (8%)	\$0	\$0	0.00%
Room Tax**	\$0	\$0	0.00%
Admissions Tax (10%)	\$0	\$0	0.00%
Real Estate Tax	\$391,413	\$405,656	3.64%
<b>Total Revenue***</b>	<b>\$1,014,858</b>	<b>\$1,063,806</b>	<b>4.82%</b>

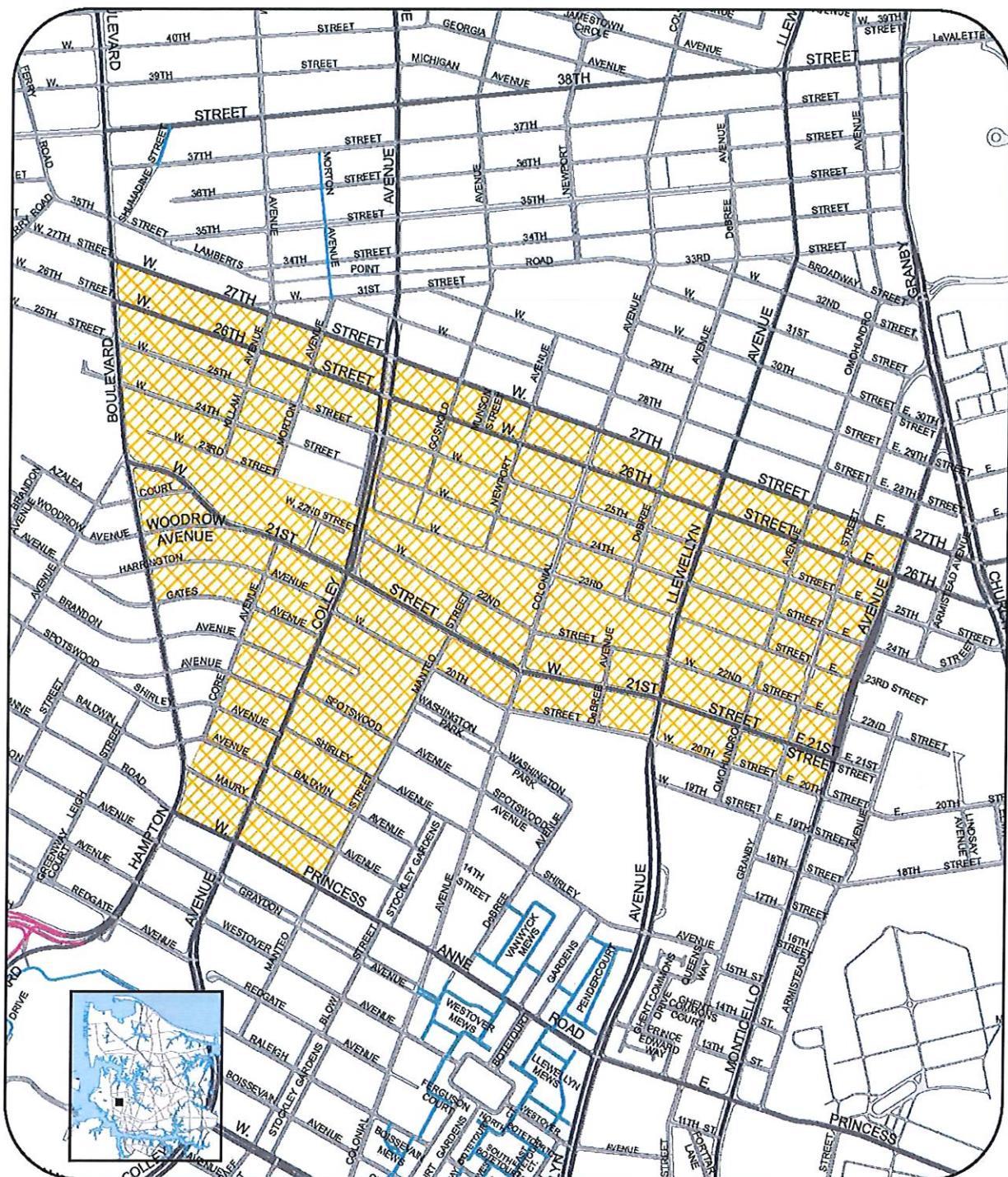
\*Based on Reported Sales

\*\*Based on \$3.00 per Room per Night

\*\*\*Note-Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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# 21ST STREET



## Legend

 21st Street Financial District



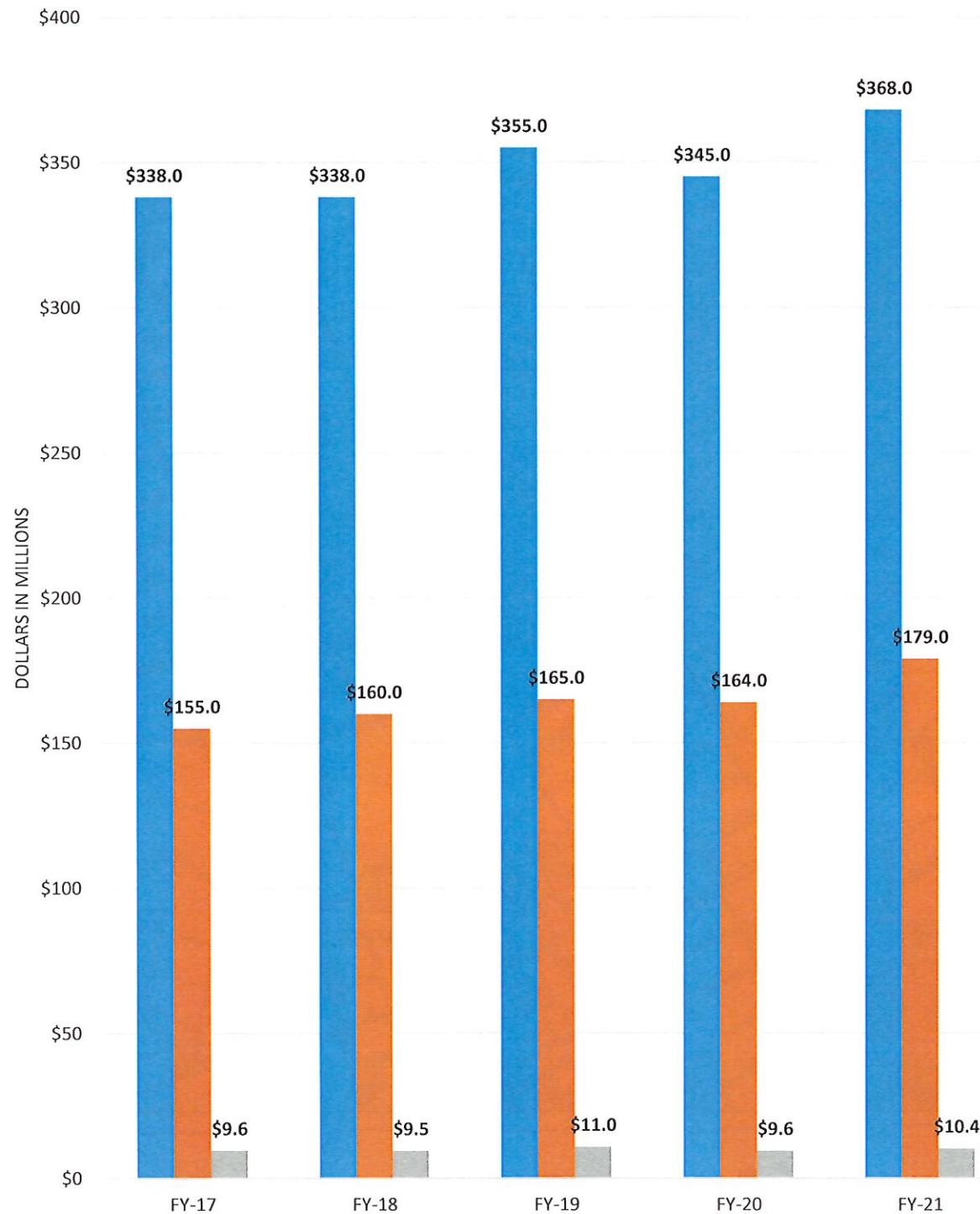
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Date: June 2016



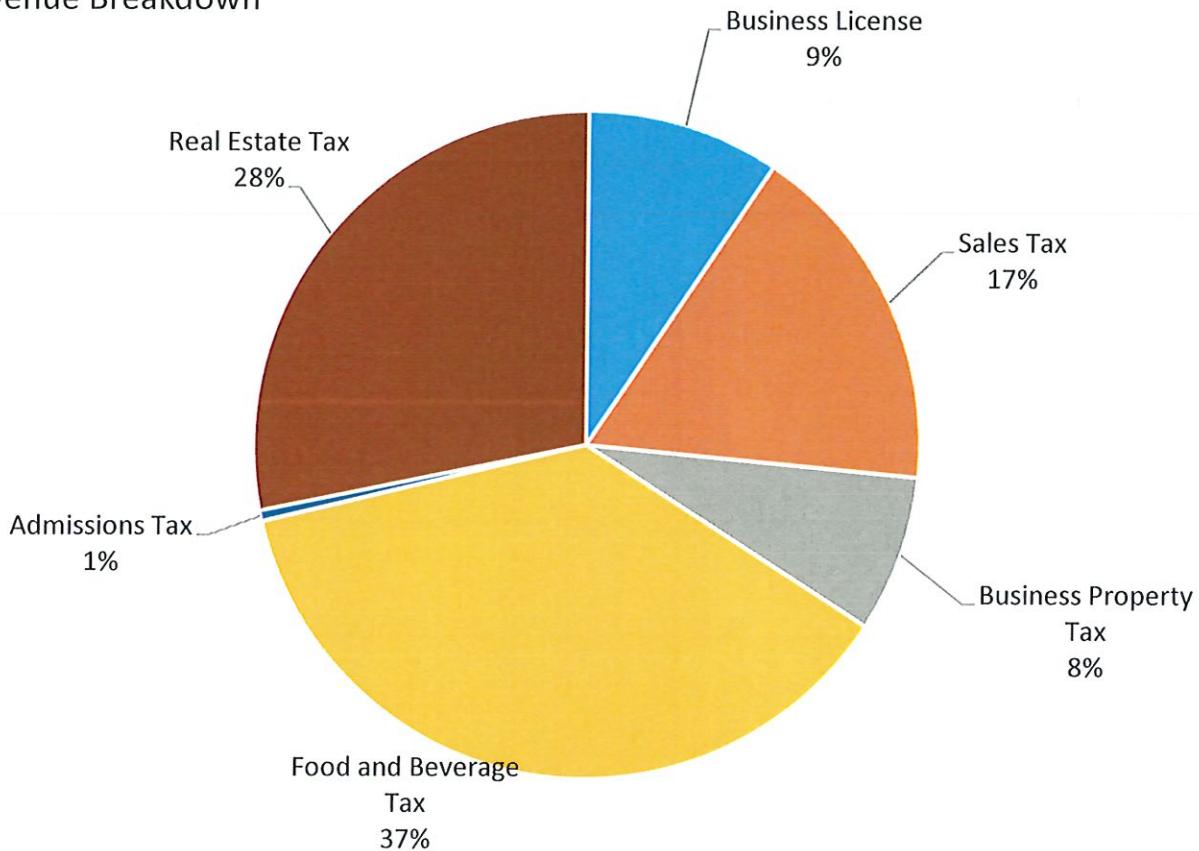
## 21st Street - Five Year Comparison

■ Total Sales ■ Retail Sales ■ Tax Revenue



# 21st STREET

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$345,556,118	\$368,771,775	6.72%
Total Retail Sales	\$164,004,385	\$179,113,656	9.21%
Total Assessed Value Real Estate	\$274,908,600	\$296,325,000	7.79%
<b>Revenue Produced From:</b>			
Business License	\$892,368	\$1,065,121	19.36%
Estimated Sales Tax (1%)*	\$1,640,044	\$1,791,137	9.21%
Business Property Tax	\$723,738	\$905,446	25.11%
Food and Beverage Tax (6.5%)	\$3,550,189	\$3,660,289	3.10%
Lodging Tax (8%)	\$0	\$0	0.00%
Room Tax**	\$0	\$0	0.00%
Admissions Tax (10%)	\$50,247	\$2,335	-95.35%
Real Estate Tax	\$2,690,677	\$2,922,381	8.61%
<b>Total Revenue***</b>	<b>\$9,547,263</b>	<b>\$10,346,709</b>	<b>8.37%</b>

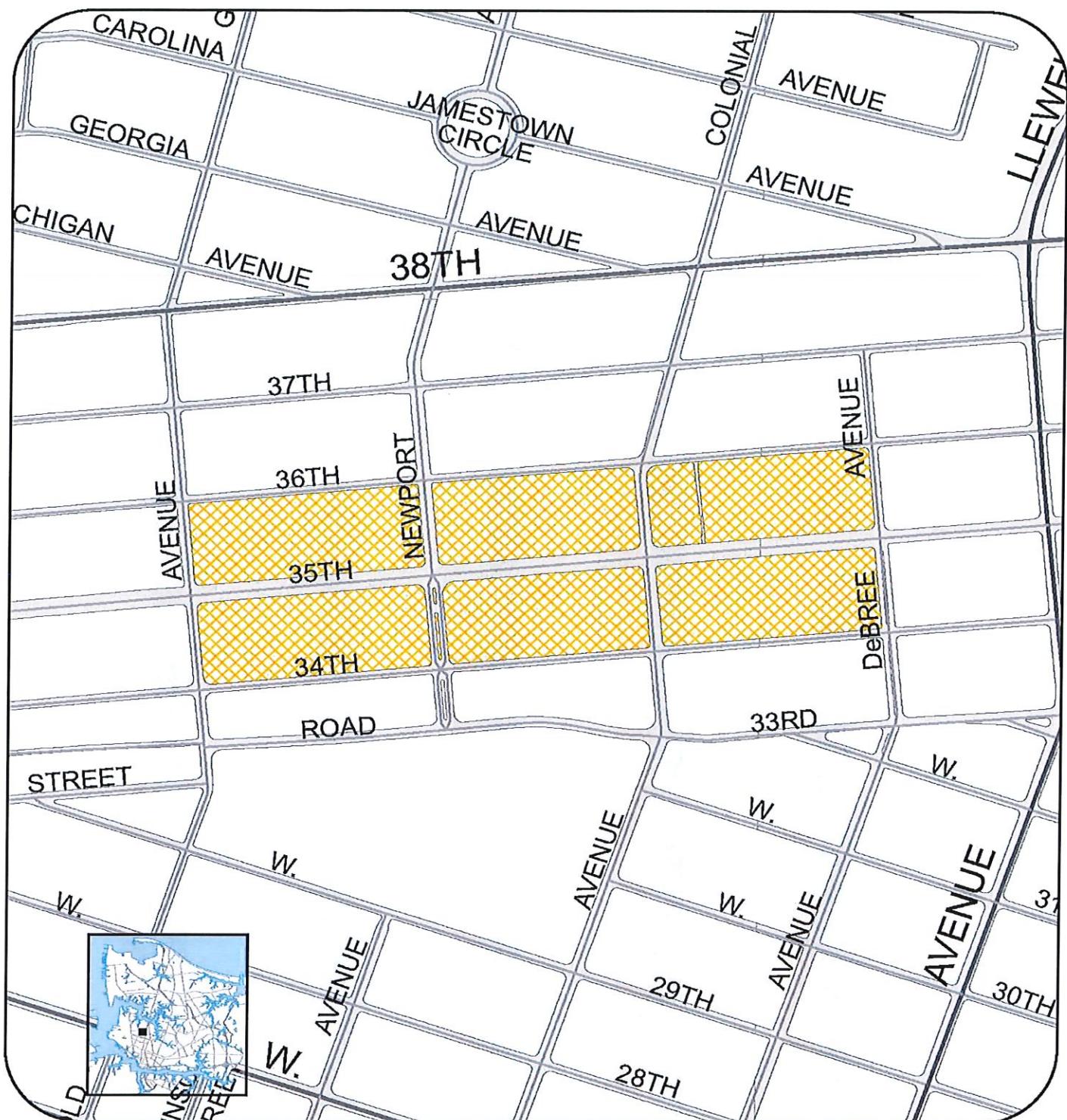
\*Based on Reported Sales

\*\*Based on \$3.00 per Room per Night

\*\*\*Note-Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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# 35TH STREET



## Legend

 35th Street Financial District

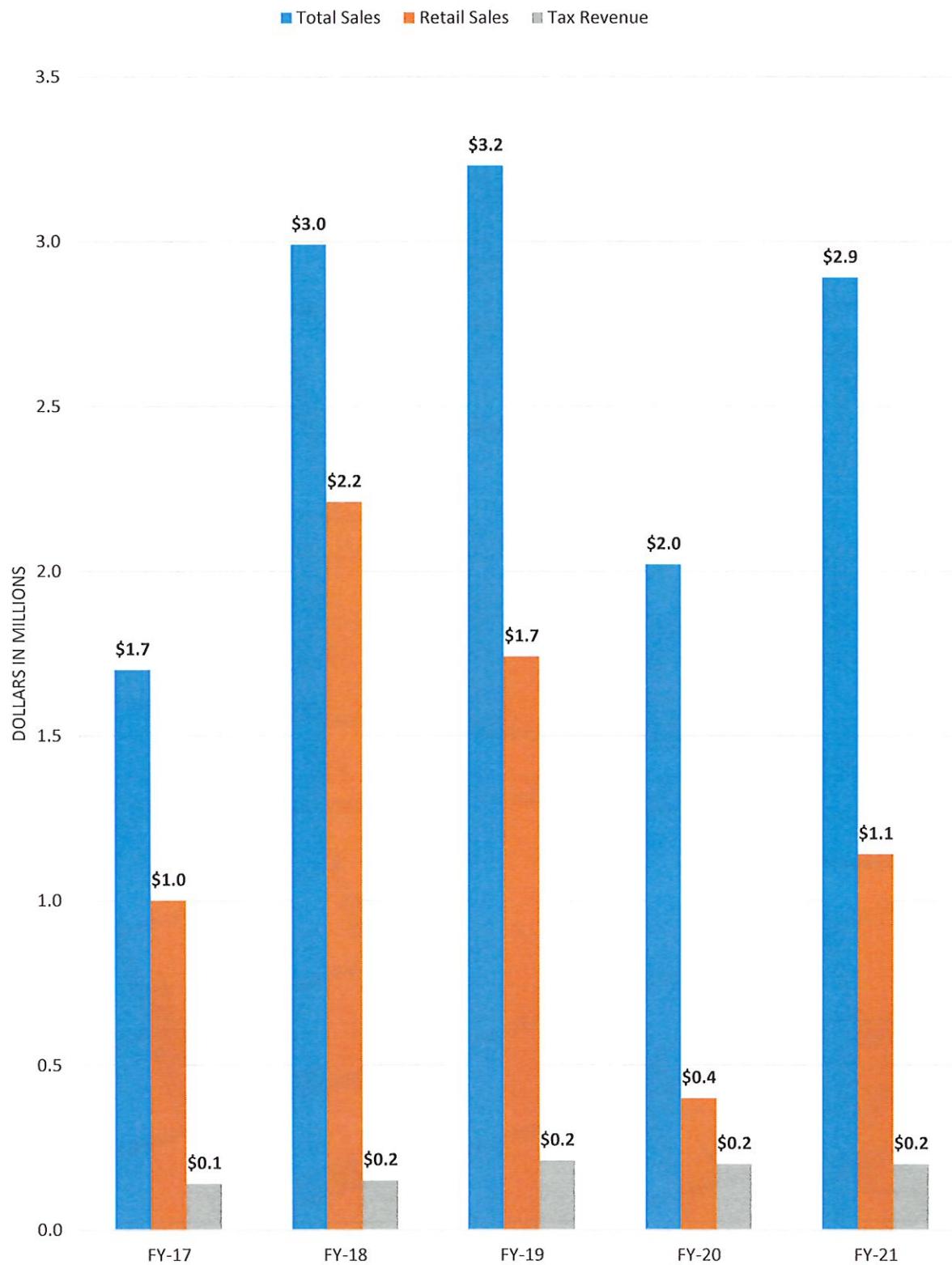


*Created by the Department of Communications and Technology, GIS Bureau. This Map is intended for graphic purposes only. Financial District boundaries provided by the Office of the Commissioner of the Revenue.*

*Date: June 2016*

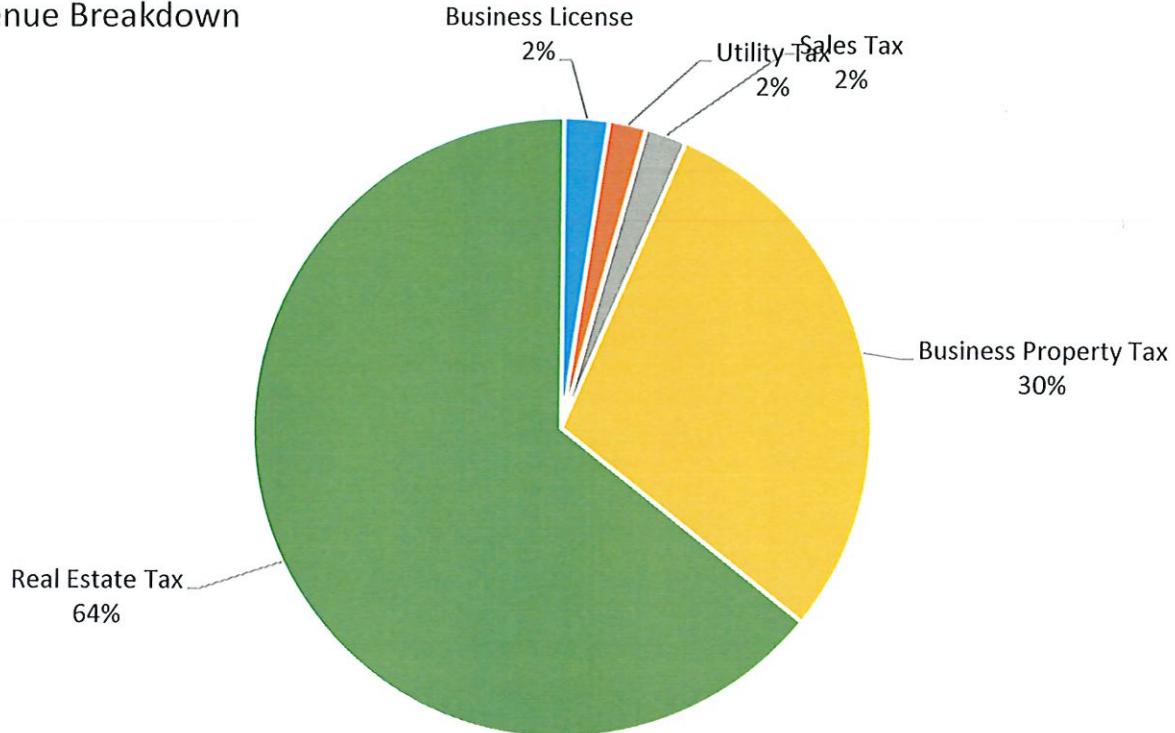


## 35th Street - Five Year Comparison



# 35TH STREET

## Revenue Breakdown



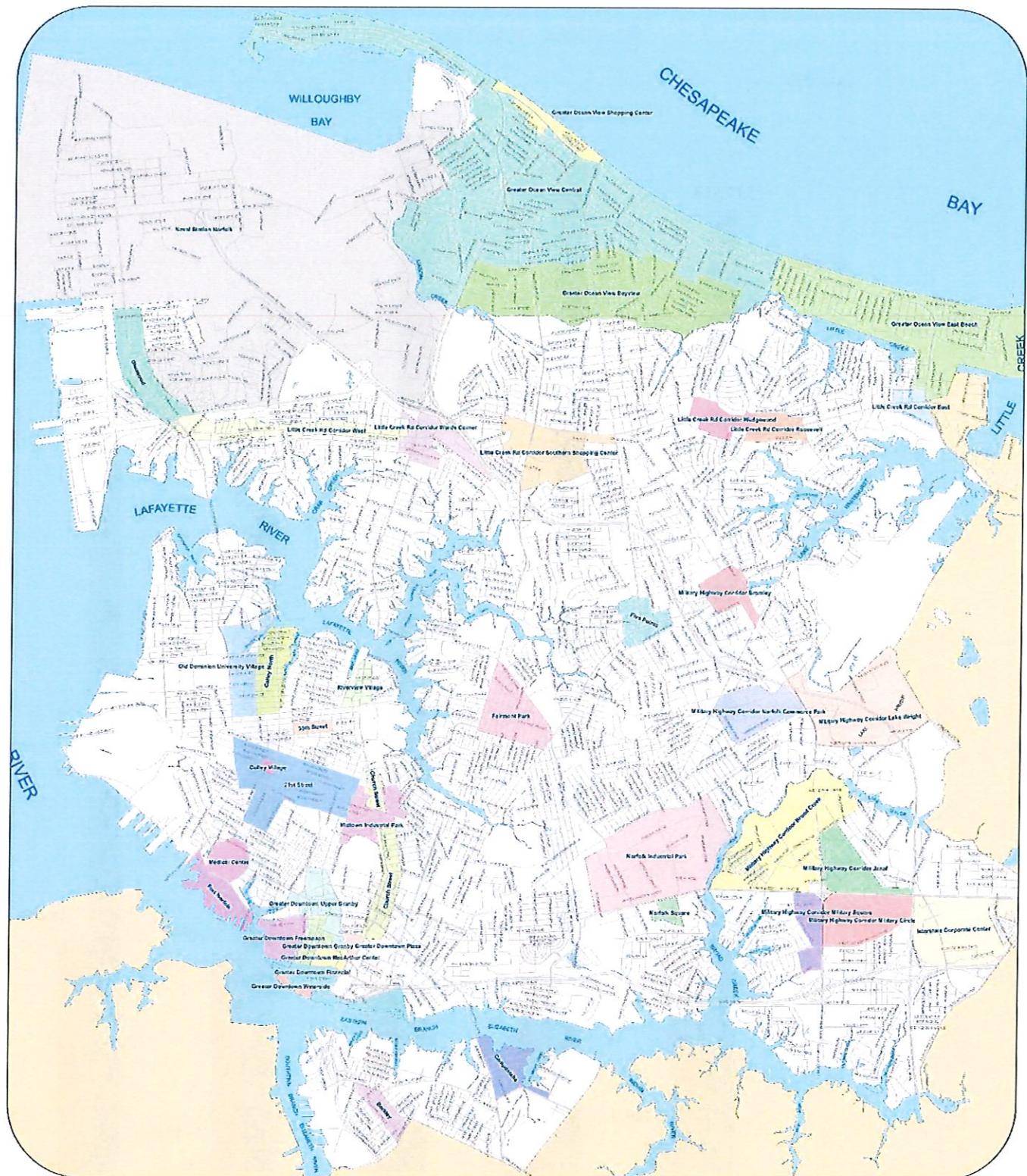
Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$2,027,140	\$2,891,488	42.64%
Total Retail Sales	\$395,256	\$1,141,972	188.92%
Total Assessed Value Real Estate	\$11,033,900	\$11,191,900	1.43%
<b>Revenue Produced From:</b>			
Business License	\$4,779	\$10,055	110.41%
Estimated Sales Tax (1%)*	\$3,953	\$11,420	188.92%
Business Property Tax	\$4,436	\$33,782	661.55%
Fiduciary Taxes**	\$60,334	\$14,074	-76.67%
(Food and Beverage, Lodging, Room & Admissions)			
Real Estate Tax	\$132,212	\$133,372	0.88%
<b>Total Revenue***</b>	<b>\$205,714</b>	<b>\$202,704</b>	<b>-1.46%</b>

\*Based on reported Retail Sales

\*\* Food and Beverage, Lodging, Room, and Admissions Taxes are consolidated in this district as required in Virginia State Code § 58.1-3.

\*\*\* Note - Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

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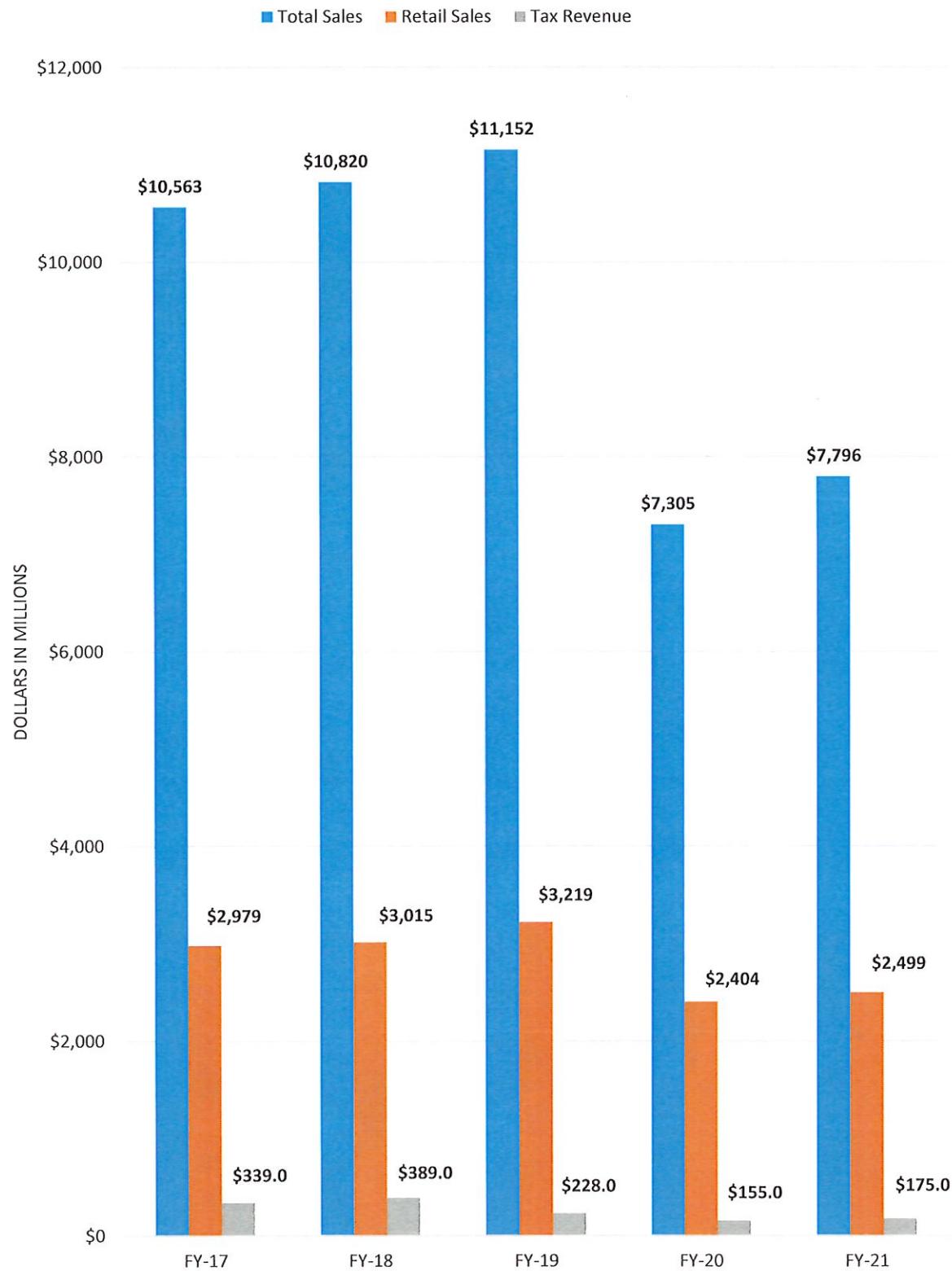
Created by the Department of Communications  
and Technology, GIS Bureau. This map is  
intended for graphic purposes only.  
Date: August 2015

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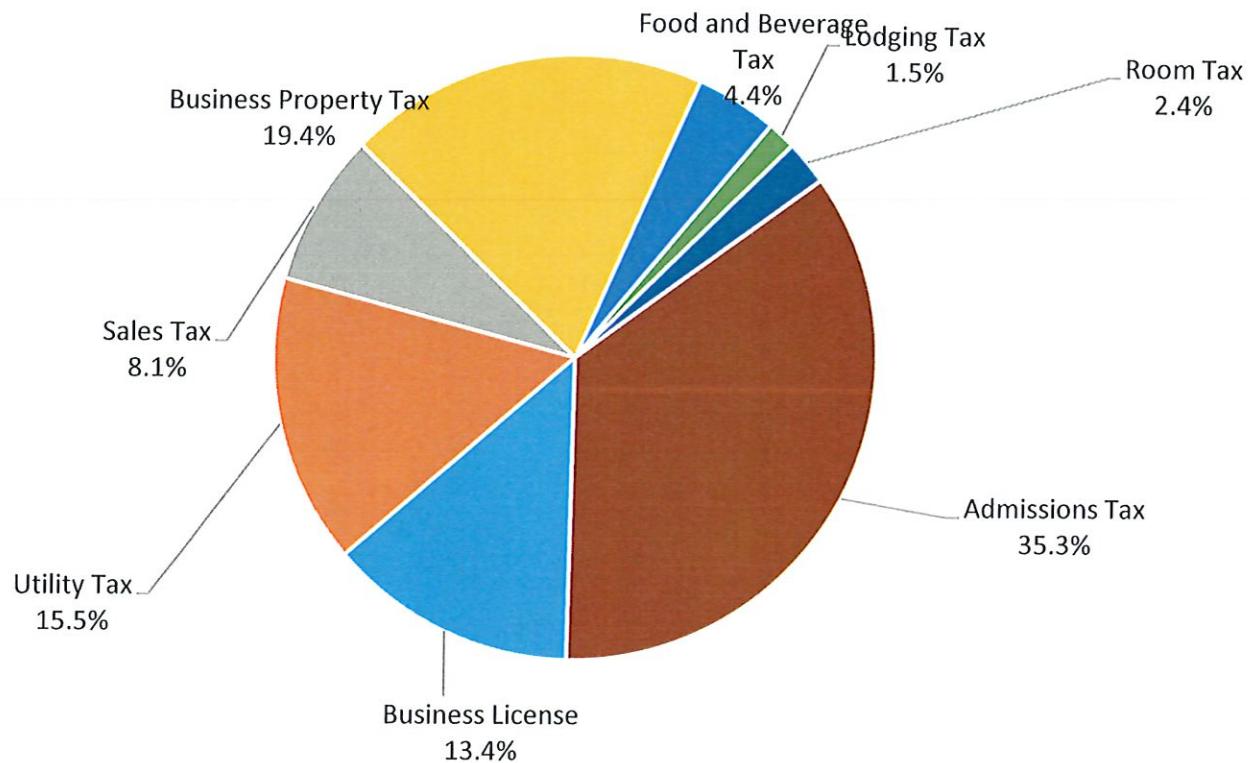
THE CITY OF  
**NORFOLK**  
COMMUNITY • LEADERSHIP

## All Norfolk - Five Year Comparison



# AGGREGATE ALL NORFOLK

## Revenue Breakdown



Sales and Assessments:	FY 2020	FY 2021	% Change
Total All Sales	\$7,305,069,754	\$7,795,909,141	6.72%
Total Retail Sales	\$2,404,080,408	\$2,498,790,926	3.94%
Total Assessed Value Real Estate	\$4,856,707,000	\$5,126,571,900	5.56%
<b>Revenue Produced From:</b>			
Business License	\$20,688,193	\$22,227,554	7.44%
Estimated Sales Tax (1%)*	\$24,040,804	\$24,987,909	3.94%
Business Property Tax	\$12,598,988	\$16,640,835	32.08%
Food and Beverage Tax (6.5%)	\$29,991,362	\$29,753,777	-0.79%
Lodging Tax (8%)	\$6,808,669	\$12,615,352	85.28%
Room Tax*	\$2,385,078	\$2,481,739	4.05%
Admissions Tax (10%)	\$3,675,306	\$564,446	-84.64%
Real Estate Tax	\$54,601,167	\$65,241,058	19.49%
<b>Total Revenue***</b>	<b>\$154,789,567</b>	<b>\$174,512,670</b>	<b>12.74%</b>

\*Based on Reported Sales

\*\*Based on \$3.00 per Room per Night

\*\*\*Note-Utility Tax has been removed from this chart, due to changes in the information received from the Utility companies.

