

From: Christina Winn
Sent: Saturday, January 12, 2019 5:50 PM EST
To: Andrew Vanhorn <avanhorn@jbgsmith.com>; Shannon Flanagan-Watson <sflanagan-watson@arlingtonva.us>
Subject: RE: TOT

Yes, we have a chart like that – we had decided not to use it, but will consider it again.

Thanks

From: Andrew Vanhorn [mailto:avanhorn@jbgsmith.com]
Sent: Saturday, January 12, 2019 10:05 AM
To: Christina Winn <Cwinn@arlingtonva.us>; Shannon Flanagan-Watson <Sflanagan-watson@arlingtonva.us>
Subject: TOT

It may be helpful to show the full TOT increase (the 100% value of \$153MM), and then show the 15% (\$23MM) as a portion of that so people see the County is still benefiting by the balance (\$130MM) of new tax collected.

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