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Sent: Saturday, January 12, 2019 10:05 AM EST

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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