

Revenue Estimating Conference Indian Gaming Revenues Executive Summary

August 9, 2018

The Revenue Estimating Conference met on August 9, 2018, to adopt new estimates for Indian Gaming revenues. The underlying net win forecast was increased each year; however, early receipt of a portion of the expected FY 2017-18 true-up payment (due in August 2018) shifted \$51.7 million from FY 2018-19 into FY 2017-18. This shift between years makes it appear that FY 2018-19 loses money relative to the prior forecast.

While the final portion of the FY 2017-18 true-up payment has not been received, total net win for FY 2017-18 is now anticipated to grow 8.9% over the prior fiscal year instead of the 5.6% rate estimated at the last Conference. Expectations for net win in FY 2018-19 and the remainder of the forecast are higher based on the most recent quarterly financial report which reflected strong activity in the second half of the year. Going forward, the Conference projects growth in net win that reflects a blended rate of population growth and total visitors to the state.

The following table compares the January 2018 and August 2018 forecasts, showing the increases in projected revenues by year.

Indian Gaming Revenues									
Millions of \$									
	Receipts			Local Distribution			Net General Revenue		
	Jan 2018	Aug 2018	Difference	Jan 2018	Aug 2018	Difference	Jan 2018	Aug 2018	Difference
2011-12	150.0	150.0	0.0	3.8	3.8	0.0	146.2	146.2	0.0
2012-13	226.1	226.1	0.0	4.5	4.5	0.0	221.6	221.6	0.0
2013-14	237.3	237.3	0.0	7.0	7.0	0.0	230.3	230.3	0.0
2014-15	255.6	255.6	0.0	7.1	7.1	0.0	248.5	248.5	0.0
2015-16	215.4	215.4	0.0	7.7	7.7	0.0	207.7	207.7	0.0
2016-17	122.3	122.3	0.0	6.3	6.3	0.0	116.0	116.0	0.0
2017-18	280.4	332.1	51.7	3.5	3.5	0.0	276.9	328.6	51.7
2018-19**	391.1	365.3	-25.8	8.7	10.3	1.6	382.4	355.0	-27.4
2019-20	328.2	345.8	17.6	12.0	11.2	-0.7	316.3	334.6	18.3
2020-21	334.1	353.3	19.2	9.9	10.4	0.5	324.2	342.9	18.7
2021-22	339.9	360.8	21.0	10.0	10.6	0.6	329.8	350.2	20.4
2022-23	345.5	368.6	23.1	10.2	10.8	0.6	335.3	357.7	22.4
2023-24	351.0	376.4	25.5	10.4	11.1	0.7	340.6	365.4	24.8
2024-25	356.3	384.2	27.9	10.5	11.3	0.8	345.7	372.9	27.2
2025-26	361.4	392.0	30.6	10.7	11.5	0.8	350.7	380.5	29.8
2026-27		400.6	400.6		11.8	11.8		388.8	388.8

Distributions may not sum to the totals due to rounding.

All future revenue share payments, including those formerly placed in reserve, have been treated as nonrecurring revenues because the continuation of these payments depends on actions by the State and the Seminole Tribe that cannot be anticipated with sufficient certainty.

Indian Gaming Revenues									
Millions of \$									
	Receipts			Local Distribution			Net General Revenue		
	Jan 2018	Aug 2018	Difference	Jan 2018	Aug 2018	Difference	Jan 2018	Aug 2018	Difference
2011-12	150.0	150.0	0.0	3.8	3.8	0.0	146.2	146.2	0.0
2012-13	226.1	226.1	0.0	4.5	4.5	0.0	221.6	221.6	0.0
2013-14	237.3	237.3	0.0	7.0	7.0	0.0	230.3	230.3	0.0
2014-15	255.6	255.6	0.0	7.1	7.1	0.0	248.5	248.5	0.0
2015-16	215.4	215.4	0.0	7.7	7.7	0.0	207.7	207.7	0.0
2016-17	122.3	122.3	0.0	6.3	6.3	0.0	116.0	116.0	0.0
2017-18	280.4	332.1	51.7	3.5	3.5	0.0	276.9	328.6	51.7
2018-19**	391.1	365.3	-25.8	8.7	10.3	1.6	382.4	355.0	-27.4
2019-20	328.2	345.8	17.6	12.0	11.2	-0.7	316.3	334.6	18.3
2020-21	334.1	353.3	19.2	9.9	10.4	0.5	324.2	342.9	18.7
2021-22	339.9	360.8	21.0	10.0	10.6	0.6	329.8	350.2	20.4
2022-23	345.5	368.6	23.1	10.2	10.8	0.6	335.3	357.7	22.4
2023-24	351.0	376.4	25.5	10.4	11.1	0.7	340.6	365.4	24.8
2024-25	356.3	384.2	27.9	10.5	11.3	0.8	345.7	372.9	27.2
2025-26	361.4	392.0	30.6	10.7	11.5	0.8	350.7	380.5	29.8
2026-27		400.6	400.6		11.8	11.8		388.8	388.8

Distributions may not sum to the totals due to rounding.

All future revenue share payments, including those formerly placed in reserve, have been treated as nonrecurring revenues because the continuation of these payments depends on actions by the State and the Seminole Tribe that cannot be anticipated with sufficient certainty.

**Indian Gaming Revenue Estimating Conference
August 2018 Forecast**

2010-11				
	Jan 18		Aug 18	
	Receipts	Local Distribution	Receipts	Local Distribution
Jul-10	0.00		0.00	
Aug-10	12.50		12.50	
Sep-10	12.50		12.50	
Oct-10	12.50		12.50	
Nov-10	12.50		12.50	
Dec-10	15.42		15.42	
Jan-11	12.50		12.50	
Feb-11	12.50		12.50	
Mar-11	12.50	0.8	12.50	0.8
Apr-11	12.50		12.50	
May-11	12.50		12.50	
Jun-11	12.50		12.50	
2010-11	140.42	0.8	140.42	0.8
Net GR		139.7		139.7

December 2010 includes a \$2.917m payment due from pre-compact activity

2011-12				
	Jan 18		Aug 18	
	Receipts	Local Distribution	Receipts	Local Distribution
Jul-11	12.50		12.50	
Aug-11	12.50		12.50	
Sep-11	12.50		12.50	
Oct-11	12.50		12.50	
Nov-11	12.50		12.50	
Dec-11	12.50		12.50	
Jan-12	12.50		12.50	
Feb-12	12.50		12.50	
Mar-12	12.50	3.8	12.50	3.8
Apr-12	12.50		12.50	
May-12	12.50		12.50	
Jun-12	12.50		12.50	
2011-12	150.00	3.8	150.00	3.8
Net GR		146.2		146.2

2012-13				
	Jan 18		Aug 18	
	Receipts	Local Distribution	Receipts	Local Distribution
Jul-12	12.50		12.50	
Aug-12	19.42		19.42	
Sep-12	19.42		19.42	
Oct-12	19.42		19.42	
Nov-12	19.42		19.42	
Dec-12	19.42		19.42	
Jan-13	19.42		19.42	
Feb-13	19.42		19.42	
Mar-13	19.42	4.5	19.42	4.5
Apr-13	19.42		19.42	
May-13	19.42		19.42	
Jun-13	19.42		19.42	
2012-13	226.08	4.5	226.08	4.5
Total Receipts				
Net GR		221.6		221.6

2013-14						
	Jan 18			Aug 18		
	Receipts	Local Distribution	True-up Payment	Receipts	Local Distribution	True-up Payment
Jul-13	19.42			19.42		
Aug-13	19.42		4.3	19.42		4.3
Sep-13	19.42			19.42		
Oct-13	19.42			19.42		
Nov-13	19.42			19.42		
Dec-13	19.42			19.42		
Jan-14	19.42			19.42		
Feb-14	19.42			19.42		
Mar-14	19.42	7.0		19.42	7.0	
Apr-14	19.42			19.42		
May-14	19.42			19.42		
Jun-14	19.42			19.42		
2013-14	233.00	7.0	4.3	233.00	7.0	4.3
Total Receipts	237.3			237.3		
Net GR		230.3			230.3	

2014-15						
	Jan 18			Aug 18		
	Receipts	Local Distribution	True-up Payment	Receipts	Local Distribution	True-up Payment
Jul-14	19.42			19.42		
Aug-14	19.50		21.7	19.50		21.7
Sep-14	19.50			19.50		
Oct-14	19.50			19.50		
Nov-14	19.50			19.50		
Dec-14	19.50	7.1		19.50	7.1	
Jan-15	19.50			19.50		
Feb-15	19.50			19.50		
Mar-15	19.50			19.50		
Apr-15	19.50			19.50		
May-15	19.50			19.50		
Jun-15	19.50			19.50		
2014-15	233.92	7.1	21.7	233.92	7.1	21.7
Total Receipts	255.61			255.61		
Net GR		248.5			248.5	

NOTE: True-up payments are based on prior year's activity.

2015-16						
	Jan 18			Aug 18		
	Receipts	Local Distribution	True-up Payment	Receipts	Local Distribution	True-up Payment
Jul-15	19.50			19.50		
Aug-15	14.28		38.8	14.28		38.8
Sep-15	14.28			14.28		
Oct-15	14.28			14.28		
Nov-15	14.28	7.7		14.28	7.7	
Dec-15	14.28			14.28		
Jan-16	14.28			14.28		
Feb-16	14.28			14.28		
Mar-16	14.28			14.28		
Apr-16	14.28			14.28		
May-16	14.28			14.28		
Jun-16	14.28			14.28		
2015-16	176.58	7.7	38.8	176.58	7.7	38.8
Total Receipts	215.42			215.42		
Net GR		207.7			207.7	

2016-17						
	Jan 18			Aug 18		
	Receipts	Local Distribution	True-up Payment	Receipts	Local Distribution	True-up Payment
Jul-16	14.30			14.30		
Aug-16	10.40		1.4	10.40		1.4
Sep-16	10.40			10.40		
Oct-16	10.40			10.40		
Nov-16	10.40			10.40		
Dec-16	10.40			10.40		
Jan-17	10.40			10.40		
Feb-17	10.40			10.40		
Mar-17	10.40			10.40		
Apr-17	7.80			7.80		
May-17	7.80	6.3		7.80	6.3	
Jun-17	7.80			7.80		
2016-17	120.90	6.3	1.4	120.90	6.3	1.4
Total Receipts	122.30			122.30		
Net GR		116.0			116.0	

2017-18						
	Jan 18			Aug 18		
	Receipts	Local Distribution	True-up Payment	Receipts	Local Distribution	True-up Payment
Jul-17	9.70			9.70		
Aug-17	19.50		56.2	19.50		56.2
Sep-17	19.50			19.50		
Oct-17	19.50			19.50		
Nov-17	19.50			19.50		
Dec-17	19.50			19.50		
Jan-18	19.50			19.50		
Feb-18	19.50			19.50		
Mar-18	19.50	3.5		19.50	3.5	
Apr-18	19.50			19.50		25.30
May-18	19.50			19.50		26.40
Jun-18	19.50			19.50		
2017-18	224.20	3.5	56.2	224.20	3.5	107.9
Total Receipts	280.40			332.10		
Net GR		276.9			328.6	

2018-19						
	Jan 18			Aug 18		
	Receipts	Local Distribution	True-up Payment	Receipts	Local Distribution	True-up Payment
Jul-18	19.50			19.50		
Aug-18	26.90		75.7	28.19		35.6
Sep-18	26.90			28.19		
Oct-18	26.90			28.19		
Nov-18	26.90			28.19		
Dec-18	26.90			28.19		
Jan-19	26.90			28.19		
Feb-19	26.90			28.19		
Mar-19	26.90	8.7		28.19	10.3	
Apr-19	26.90			28.19		
May-19	26.90			28.19		
Jun-19	26.90			28.19		
2018-19	315.41	8.7	75.7	329.62	10.3	35.6
Total Receipts	391.07			365.26		
Net GR		382.4			355.0	

2019-20						
	Jan 18			Aug 18		
	Receipts	Local Distribution	True-up Payment	Receipts	Local Distribution	True-up Payment
Jul-19	26.90			28.19		
Aug-19	27.39		0.0	28.87		0.0
Sep-19	27.39			28.87		
Oct-19	27.39			28.87		
Nov-19	27.39			28.87		
Dec-19	27.39			28.87		
Jan-20	27.39			28.87		
Feb-20	27.39			28.87		
Mar-20	27.39	12.0		28.87	11.2	
Apr-20	27.39			28.87		
May-20	27.39			28.87		
Jun-20	27.39			28.87		
2019-20	328.22	12.0	0.0	345.81	11.2	0.0
Total Receipts	328.22			345.81		
Net GR		316.3			334.6	

2020-21						
	Jan 18			Aug 18		
	Receipts	Local Distribution	True-up Payment	Receipts	Local Distribution	True-up Payment
Jul-20	27.39			28.87		
Aug-20	27.88		0.0	29.50		0.0
Sep-20	27.88			29.50		
Oct-20	27.88			29.50		
Nov-20	27.88			29.50		
Dec-20	27.88			29.50		
Jan-21	27.88			29.50		
Feb-21	27.88			29.50		
Mar-21	27.88	9.9		29.50	10.4	
Apr-21	27.88			29.50		
May-21	27.88			29.50		
Jun-21	27.88			29.50		
2020-21	334.09	9.9	0.0	353.34	10.4	0.0
Total Receipts	334.09			353.34		
Net GR		324.2			342.9	

2021-22						
	Jan 18			Aug 18		
	Receipts	Local Distribution	True-up Payment	Receipts	Local Distribution	True-up Payment
Jul-21	27.88			29.50		
Aug-21	28.36		0.0	30.12		0.0
Sep-21	28.36			30.12		
Oct-21	28.36			30.12		
Nov-21	28.36			30.12		
Dec-21	28.36			30.12		
Jan-22	28.36			30.12		
Feb-22	28.36			30.12		
Mar-22	28.36	10.0		30.12	10.6	
Apr-22	28.36			30.12		
May-22	28.36			30.12		
Jun-22	28.36			30.12		
2021-22	339.86	10.0	0.0	360.82	10.6	0.0
Total Receipts	339.86			360.82		
Net GR		329.8			350.2	

2022-23						
	Jan 18			Aug 18		
	Receipts	Local Distribution	True-up Payment	Receipts	Local Distribution	True-up Payment
Jul-22	28.36			30.12		
Aug-22	28.83		0.0	30.77		0.0
Sep-22	28.83			30.77		
Oct-22	28.83			30.77		
Nov-22	28.83			30.77		
Dec-22	28.83			30.77		
Jan-23	28.83			30.77		
Feb-23	28.83			30.77		
Mar-23	28.83	10.2		30.77	10.8	
Apr-23	28.83			30.77		
May-23	28.83			30.77		
Jun-23	28.83			30.77		
2022-23	345.48	10.2	0.0	368.57	10.8	0.0
Total Receipts	345.48			368.57		
Net GR		335.3			357.7	

2023-24						
	Jan 18			Aug 18		
	Receipts	Local Distribution	True-up Payment	Receipts	Local Distribution	True-up Payment
Jul-23	28.83			30.77		
Aug-23	29.29		0.0	31.42		0.0
Sep-23	29.29			31.42		
Oct-23	29.29			31.42		
Nov-23	29.29			31.42		
Dec-23	29.29			31.42		
Jan-24	29.29			31.42		
Feb-24	29.29			31.42		
Mar-24	29.29	10.4		31.42	11.1	
Apr-24	29.29			31.42		
May-24	29.29			31.42		
Jun-24	29.29			31.42		
2023-24	350.97	10.4	0.0	376.43	11.1	0.0
Total Receipts	350.97			376.43		
Net GR		340.6			365.4	

2024-25						
	Jan 18			Aug 18		
	Receipts	Local Distribution	True-up Payment	Receipts	Local Distribution	True-up Payment
Jul-24	29.29			31.42		
Aug-24	29.73		0.0	32.07		0.0
Sep-24	29.73			32.07		
Oct-24	29.73			32.07		
Nov-24	29.73			32.07		
Dec-24	29.73			32.07		
Jan-25	29.73			32.07		
Feb-25	29.73			32.07		
Mar-25	29.73	10.5		32.07	11.3	
Apr-25	29.73			32.07		
May-25	29.73			32.07		
Jun-25	29.73			32.07		
2024-25	356.29	10.5	0.0	384.18	11.3	0.0
Total Receipts	356.29			384.18		
Net GR		345.7			372.9	

2025-26						
	Jan 18			Aug 18		
	Receipts	Local Distribution	True-up Payment	Receipts	Local Distribution	True-up Payment
Jul-25	29.73			32.07		
Aug-25	30.15		0.0	32.72		0.0
Sep-25	30.15			32.72		
Oct-25	30.15			32.72		
Nov-25	30.15			32.72		
Dec-25	30.15			32.72		
Jan-26	30.15			32.72		
Feb-26	30.15			32.72		
Mar-26	30.15	10.7		32.72	11.5	
Apr-26	30.15			32.72		
May-26	30.15			32.72		
Jun-26	30.15			32.72		
2025-26	361.39	10.7	0.0	392.03	11.5	0.0
Total Receipts	361.39			392.03		
Net GR		350.7			380.5	

2026-27						
	Jan 18			Aug 18		
	Receipts	Local Distribution	True-up Payment	Receipts	Local Distribution	True-up Payment
Jul-26				32.72		
Aug-26				33.44		0.0
Sep-26				33.44		
Oct-26				33.44		
Nov-26				33.44		
Dec-26				33.44		
Jan-27				33.44		
Feb-27				33.44		
Mar-27				33.44	11.8	
Apr-27				33.44		
May-27				33.44		
Jun-27				33.44		
2026-27	0.00	0.0	0.0	400.61	11.8	0.0
Total Receipts	0.00			400.61		
Net GR		0.0			388.8	

Indian Gaming Revenues										
Fiscal Year	Net Win	% change	Revenue loss from table games	Remaining Net Win	Net Revenues	Revenues Collected	Minimum Payment	True-up Payment	Received Current FY	Received FY + 1
2010-11										
2011-12										
2012-13	1,977.6			1,977.6	237.3	226.1	233.0	4.3	0.0	4.3
2013-14	2,098.0	6.09%		2,098.0	254.7	237.3	233.0	21.7	0.0	21.7
2014-15	2,218.9	5.77%		2,218.9	272.8	255.6	234.0	38.8	0.0	38.8
2015-16	2,325.6	4.81%	(907.2)	1,418.4	170.2	215.4		1.4	0.0	1.4
2016-17	2,334.3	0.38%	(1,347.0)	987.3	118.5	122.3		56.2	0.0	56.2
2017-18	2,542.2	8.91%	0.0	2,542.2	321.3	332.1		87.3	51.7	35.6
2018-19	2,655.4	4.45%	0.0	2,655.4	338.3	365.3				
2019-20	2,709.9	2.05%	0.0	2,709.9	346.5	345.8				
2020-21	2,759.7	1.84%	0.0	2,759.7	354.0	353.3				
2021-22	2,809.6	1.81%	0.0	2,809.6	361.4	360.8				
2022-23	2,861.5	1.85%	0.0	2,861.5	369.2	368.6				
2023-24	2,913.9	1.83%	0.0	2,913.9	377.1	376.4				
2024-25	2,965.5	1.77%	0.0	2,965.5	384.8	384.2				
2025-26	3,015.4	1.68%	0.0	3,015.4	392.7	392.0				
2026-27	3,064.7	1.64%	0.0	3,064.7	401.3	400.6				

NOTE: Revenues collected are lagged by one month

Assumptions: Beginning in November 2015 and running through July 2017, revenue sharing associated with table games was not included in the forecast. For FY 2015-16 and 2016-17, this resulted in:
 A loss of Broward County Revenues
 A loss of table game revenues for non-Broward facilities
 True-up payments generated from activity in any Fiscal Year are received in the following Fiscal Year.

Revenue Sharing Percentages
 12% of net win up to \$2 billion
 15% of net win between \$2 billion and \$3 billion
 17.5% of net win between \$3 billion and \$3.5 billion
 20% of net win between \$3.5 billion and \$4 billion
 22.5% of net win between \$4 billion and \$4.5 billion
 25% of net win over \$4.5 billion