

Revenue Estimating Conference Indian Gaming Revenues Executive Summary

January 25, 2018

The Revenue Estimating Conference met on January 25, 2018, to adopt new estimates for Indian Gaming revenues. The forecast was increased in each year due to positive adjustments made to net win growth and an assumed change in the revenue sharing payment methodology.

Total net win for FY 2016-17 was stronger than previously expected, growing +0.38% over the prior fiscal year instead of declining by -0.85% as anticipated at the last conference. Growth rates for net win in FY 2017-18 and 2018-19 were positively adjusted based on the newest quarterly financial reports. Going forward, the Conference continues to project growth in net win that reflects forecasted population growth.

The forecast also assumes that the Tribe will change its revenue sharing payment methodology beginning in FY 2018-19 to make the payment for each month equal to one-twelfth of the projected annual total for the year. This has the practical effect of eliminating from the forecast the large annual true-ups traditionally made in August after the end of each year while proportionally increasing each of the twelve monthly payments during the year; effectively, this is a payment speed-up. The table below shows the portion of the total difference from the August 2017 Conference results coming from the increase to the underlying forecast and the portion of the difference coming from the structural payment change.

Indian Gaming Revenues --- Gain Diasgregated into Component Pieces									
Millions of \$									
	Receipts			Local Distribution			Net General Revenue		
	Forecast Increase	Payment Change	Total Difference	Forecast Increase	Payment Change	Total Difference	Forecast Increase	Payment Change	Total Difference
2017-18	4.4	0.0	4.4	0.0	0.0	0.0	4.4	0.0	4.4
2018-19	21.0	81.4	102.4	0.1	0.0	0.1	20.9	81.4	102.3
2019-20	30.4	5.4	35.8	0.6	2.7	3.3	29.7	2.8	32.5
2020-21	32.4	5.4	37.7	0.9	0.2	1.1	31.4	5.2	36.6
2021-22	34.3	5.3	39.6	1.0	0.2	1.1	33.3	5.1	38.4
2022-23	36.1	5.1	41.3	1.0	0.2	1.2	35.1	5.0	40.1
2023-24	37.7	5.0	42.7	1.1	0.2	1.3	36.6	4.9	41.5
2024-25	39.1	4.9	44.0	1.1	0.2	1.3	38.0	4.7	42.7
2025-26	40.4	4.7	45.0	1.2	0.2	1.3	39.2	4.5	43.7

*Displayed amounts may not sum to the total due to rounding.

The following table compares the January 2018 and August 2017 forecasts, showing the increases in projected revenues by year.

Indian Gaming Revenues									
Millions of \$									
	Receipts			Local Distribution			Net General Revenue		
	Aug 2017	Jan 2018	Difference	Aug 2017	Jan 2018	Difference	Aug 2017	Jan 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	276.0	280.4	4.4	3.5	3.5	0.0	272.5	276.9	4.4
2018-19**	288.6	391.1	102.4	8.6	8.7	0.1	280.1	382.4	102.3
2019-20	292.5	328.2	35.8	8.7	12.0	3.3	283.8	316.3	32.5
2020-21	296.3	334.1	37.7	8.8	9.9	1.1	287.6	324.2	36.6
2021-22	300.3	339.9	39.6	8.9	10.0	1.1	291.4	329.8	38.4
2022-23	304.2	345.5	41.3	9.0	10.2	1.2	295.2	335.3	40.1
2023-24	308.2	351.0	42.7	9.1	10.4	1.3	299.1	340.6	41.5
2024-25	312.3	356.3	44.0	9.2	10.5	1.3	303.0	345.7	42.7
2025-26	316.4	361.4	45.0	9.4	10.7	1.3	307.0	350.7	43.7

Distributions may not sum to the totals due to rounding.

The Revenue Estimating Conference met in August 2017 where it took two actions that affected the treatment of past and future receipts. First, based on the Settlement Agreement and Stipulation entered into between the Seminole Tribe of Florida and the State of Florida in July 2017, the payments associated with banked card games that the state had held in reserve (\$233.8 million) since November 2015 were released. Of the total, \$226.8 million belonged exclusively to the State; the remainder will be distributed to local governments pursuant to s. 285.710, Florida Statutes. Second, 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		
	Aug 2017	Jan 2018	Difference	Aug 2017	Jan 2018	Difference	Aug 2017	Jan 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	276.0	280.4	4.4	3.5	3.5	0.0	272.5	276.9	4.4
2018-19**	288.6	391.1	102.4	8.6	8.7	0.1	280.1	382.4	102.3
2019-20	292.5	328.2	35.8	8.7	12.0	3.3	283.8	316.3	32.5
2020-21	296.3	334.1	37.7	8.8	9.9	1.1	287.6	324.2	36.6
2021-22	300.3	339.9	39.6	8.9	10.0	1.1	291.4	329.8	38.4
2022-23	304.2	345.5	41.3	9.0	10.2	1.2	295.2	335.3	40.1
2023-24	308.2	351.0	42.7	9.1	10.4	1.3	299.1	340.6	41.5
2024-25	312.3	356.3	44.0	9.2	10.5	1.3	303.0	345.7	42.7
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** The forecast assumes that the Tribe will change its revenue sharing payment methodology beginning in FY 2018-19 to make the payment for each month equal to one-twelfth of the projected annual total for the year. This has the practical effect of eliminating from the forecast the large annual true-ups traditionally made in August after the end of each year while proportionally increasing each of the twelve monthly payments during the year; effectively, this is a payment speed-up. The table below shows the portion of the total difference from the August 2017 Conference results coming from the increase to the underlying forecast and the portion of the difference coming from the structural payment change.

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Millions of \$									
	Receipts			Local Distribution			Net General Revenue		
	Forecast Increase	Payment Change	Total Difference	Forecast Increase	Payment Change	Total Difference	Forecast Increase	Payment Change	Total Difference
2017-18	4.4	0.0	4.4	0.0	0.0	0.0	4.4	0.0	4.4
2018-19	21.0	81.4	102.4	0.1	0.0	0.1	20.9	81.4	102.3
2019-20	30.4	5.4	35.8	0.6	2.7	3.3	29.7	2.8	32.5
2020-21	32.4	5.4	37.7	0.9	0.2	1.1	31.4	5.2	36.6
2021-22	34.3	5.3	39.6	1.0	0.2	1.1	33.3	5.1	38.4
2022-23	36.1	5.1	41.3	1.0	0.2	1.2	35.1	5.0	40.1
2023-24	37.7	5.0	42.7	1.1	0.2	1.3	36.6	4.9	41.5
2024-25	39.1	4.9	44.0	1.1	0.2	1.3	38.0	4.7	42.7
2025-26	40.4	4.7	45.0	1.2	0.2	1.3	39.2	4.5	43.7

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

2010-11				
	Aug 17		Jan 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				
	Aug 17		Jan 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				
	Aug 17		Jan 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						
	Aug 17			Jan 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						
	Aug 17			Jan 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	

2015-16						
	Aug 17			Jan 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	

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

2016-17						
	Aug 17			Jan 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						
	Aug 17			Jan 18		
	Receipts	Local Distribution	True-up Payment	Receipts	Local Distribution	True-up Payment
Jul-17	9.70			9.70		
Aug-17	19.50		51.8	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		
May-18	19.50			19.50		
Jun-18	19.50			19.50		
2017-18	224.20	3.5	51.8	224.20	3.5	56.2
Total Receipts	276.00			280.40		
Net GR		272.5			276.9	

2018-19						
	Aug 17			Jan 18		
	Receipts	Local Distribution	True-up Payment	Receipts	Local Distribution	True-up Payment
Jul-18	19.50			19.50		
Aug-18	19.50		54.6	26.90		75.7
Sep-18	19.50			26.90		
Oct-18	19.50			26.90		
Nov-18	19.50			26.90		
Dec-18	19.50			26.90		
Jan-19	19.50			26.90		
Feb-19	19.50			26.90		
Mar-19	19.50	8.6		26.90	8.7	
Apr-19	19.50			26.90		
May-19	19.50			26.90		
Jun-19	19.50			26.90		
2018-19	234.00	8.6	54.6	315.41	8.7	75.7
Total Receipts	288.63			391.07		
Net GR		280.1			382.4	

2019-20						
	Aug 17			Jan 18		
	Receipts	Local Distribution	True-up Payment	Receipts	Local Distribution	True-up Payment
Jul-19	19.50			26.90		
Aug-19	19.50		58.5	27.39		0.0
Sep-19	19.50			27.39		
Oct-19	19.50			27.39		
Nov-19	19.50			27.39		
Dec-19	19.50			27.39		
Jan-20	19.50			27.39		
Feb-20	19.50			27.39		
Mar-20	19.50	8.7		27.39	12.0	
Apr-20	19.50			27.39		
May-20	19.50			27.39		
Jun-20	19.50			27.39		
2019-20	234.00	8.7	58.5	328.22	12.0	0.0
Total Receipts	292.47			328.22		
Net GR		283.8			316.3	

2020-21						
	Aug 17			Jan 18		
	Receipts	Local Distribution	True-up Payment	Receipts	Local Distribution	True-up Payment
Jul-20	19.50			27.39		
Aug-20	19.50		62.3	27.88		0.0
Sep-20	19.50			27.88		
Oct-20	19.50			27.88		
Nov-20	19.50			27.88		
Dec-20	19.50			27.88		
Jan-21	19.50			27.88		
Feb-21	19.50			27.88		
Mar-21	19.50	8.8		27.88	9.9	
Apr-21	19.50			27.88		
May-21	19.50			27.88		
Jun-21	19.50			27.88		
2020-21	234.00	8.8	62.3	334.09	9.9	0.0
Total Receipts	296.34			334.09		
Net GR		287.6			324.2	

2021-22						
	Aug 17			Jan 18		
	Receipts	Local Distribution	True-up Payment	Receipts	Local Distribution	True-up Payment
Jul-21	19.50			27.88		
Aug-21	19.50		66.3	28.36		0.0
Sep-21	19.50			28.36		
Oct-21	19.50			28.36		
Nov-21	19.50			28.36		
Dec-21	19.50			28.36		
Jan-22	19.50			28.36		
Feb-22	19.50			28.36		
Mar-22	19.50	8.9		28.36	10.0	
Apr-22	19.50			28.36		
May-22	19.50			28.36		
Jun-22	19.50			28.36		
2021-22	234.00	8.9	66.3	339.86	10.0	0.0
Total Receipts	300.26			339.86		
Net GR		291.4			329.8	

2022-23						
	Aug 17			Jan 18		
	Receipts	Local Distribution	True-up Payment	Receipts	Local Distribution	True-up Payment
Jul-22	19.50			28.36		
Aug-22	19.50		70.2	28.83		0.0
Sep-22	19.50			28.83		
Oct-22	19.50			28.83		
Nov-22	19.50			28.83		
Dec-22	19.50			28.83		
Jan-23	19.50			28.83		
Feb-23	19.50			28.83		
Mar-23	19.50	9.0		28.83	10.2	
Apr-23	19.50			28.83		
May-23	19.50			28.83		
Jun-23	19.50			28.83		
2022-23	234.00	9.0	70.2	345.48	10.2	0.0
Total Receipts	304.23			345.48		
Net GR		295.2			335.3	

2023-24						
	Aug 17			Jan 18		
	Receipts	Local Distribution	True-up Payment	Receipts	Local Distribution	True-up Payment
Jul-22	19.50			28.83		
Aug-22	19.50		74.2	29.29		0.0
Sep-22	19.50			29.29		
Oct-22	19.50			29.29		
Nov-22	19.50			29.29		
Dec-22	19.50			29.29		
Jan-23	19.50			29.29		
Feb-23	19.50			29.29		
Mar-23	19.50	9.1		29.29	10.4	
Apr-23	19.50			29.29		
May-23	19.50			29.29		
Jun-23	19.50			29.29		
2023-24	234.00	9.1	74.2	350.97	10.4	0.0
Total Receipts	308.23			350.97		
Net GR		299.1			340.6	

2024-25						
	Aug 17			Jan 18		
	Receipts	Local Distribution	True-up Payment	Receipts	Local Distribution	True-up Payment
Jul-22	19.50			29.29		
Aug-22	19.50		78.3	29.73		0.0
Sep-22	19.50			29.73		
Oct-22	19.50			29.73		
Nov-22	19.50			29.73		
Dec-22	19.50			29.73		
Jan-23	19.50			29.73		
Feb-23	19.50			29.73		
Mar-23	19.50	9.2		29.73	10.5	
Apr-23	19.50			29.73		
May-23	19.50			29.73		
Jun-23	19.50			29.73		
2024-25	234.00	9.2	78.3	356.29	10.5	0.0
Total Receipts	312.28			356.29		
Net GR		303.0			345.7	

2025-26						
	Aug 17			Jan 18		
	Receipts	Local Distribution	True-up Payment	Receipts	Local Distribution	True-up Payment
Jul-22	19.50			29.73		
Aug-22	19.50		82.4	30.15		0.0
Sep-22	19.50			30.15		
Oct-22	19.50			30.15		
Nov-22	19.50			30.15		
Dec-22	19.50			30.15		
Jan-23	19.50			30.15		
Feb-23	19.50			30.15		
Mar-23	19.50	9.4		30.15	10.7	
Apr-23	19.50			30.15		
May-23	19.50			30.15		
Jun-23	19.50			30.15		
2025-26	234.00	9.4	82.4	361.39	10.7	0.0
Total Receipts	316.38			361.39		
Net GR		307.0			350.7	

Indian Gaming Revenues									
Fiscal Year	Net Win	% change	Loss From		Remaining Net Win	Net Revenues	Revenues Collected	Minimum Payment	True-up Payment
			Broward 49.06%	other table games 8.64%					
2010-11									
2011-12									
2012-13	1,977.6				1,977.6	237.3	226.1	233.0	4.3
2013-14	2,098.0	6.09%			2,098.0	254.7	237.3	233.0	21.7
2014-15	2,218.9	5.77%			2,218.9	272.8	255.6	234.0	38.8
2015-16	2,325.6	4.81%			1,418.4	170.2	215.4		1.4
2016-17	2,334.3	0.38%	(1,145.3)	(201.7)	987.3	118.5	122.3		56.2
2017-18	2,464.4	5.57%	0.0	0.0	2,464.4	309.7	280.4		75.7
2018-19	2,552.1	3.56%	0.0	0.0	2,552.1	322.8	391.1		
2019-20	2,591.4	1.54%	0.0	0.0	2,591.4	328.7	328.2		
2020-21	2,630.5	1.51%	0.0	0.0	2,630.5	334.6	334.1		
2021-22	2,668.9	1.46%	0.0	0.0	2,668.9	340.3	339.9		
2022-23	2,706.3	1.40%	0.0	0.0	2,706.3	345.9	345.5		
2023-24	2,742.8	1.35%	0.0	0.0	2,742.8	351.4	351.0		
2024-25	2,778.2	1.29%	0.0	0.0	2,778.2	356.7	356.3		
2025-26	2,812.1	1.22%	0.0	0.0	2,812.1	361.8	361.4		

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 2016-17, this resulted in:

- A loss of Broward County Revenues (49.06% of net win, source: financial reports for the quarter ending June 30, 2017)
- A loss of table game revenues for non-Broward facilities (8.64% of net win, source: financial reports for the quarter ending June 30, 2017)

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