

**Revenue Estimating Conference**  
**Pari-Mutuel Revenues**  
**Executive Summary**  
**August 8, 2023**

For the first time, the Revenue Estimating Conference discretely addressed pari-mutuel revenues on August 8, 2023. Previously, pari-mutuel revenues were reviewed as part of the General Revenue Conference. Beginning with this forecast cycle, pari-mutuel revenues will be addressed prior to that conference, with only the General Revenue share (one-half of cardroom gross receipts) carried forward. In total, \$28.5 million was collected in FY 2022-23, of which \$10.8 million benefitted General Revenue. This was \$0.4 or 3.8% higher than the estimate.

Note that a new Conference package has been developed. In addition to cardroom gross receipts, the following revenues will be forecast: table fees, daily license fees, occupational license fees (including fingerprint fees) and other pari-mutuel taxes. The table below now accounts for all revenues (other than slots) associated with activities at licensed pari-mutuel facilities.

**Revenue Estimating Conference**  
**Pari-Mutuel Wagering**  
**All Facilities**

| Actuals          | Revenue                       |        |            |        |                    |        |  |        | Distributions         |        |                             |        |                                 |        |                           |
|------------------|-------------------------------|--------|------------|--------|--------------------|--------|--|--------|-----------------------|--------|-----------------------------|--------|---------------------------------|--------|---------------------------|
|                  | Total Cardroom Gross Receipts | % chg. | Table Fees | % chg. | Daily License Fees | % chg. | Occupational Licenses, Fees (Including Fingerprint Fees) | % chg. | Other Pari-Mutuel Tax | % chg. | General Revenue (Cardrooms) | % chg. | Pari-Mutuel Wagering Trust Fund | % chg. | Pari-Mutuel Related Total |
|                  | 2012-13                       | 13.3   | 0.8        |        | 2.1                |        | 0.8  |        | 8.1                   |        | 6.6                         |        | 18.5                            |        | 25.1                      |
| 2013-14          | 13.7                          | 2.7%   | 0.7        | -11.3% | 2.6                | 25.3%  | 0.7  | -13.1% | 9.5                   | 16.3%  | 6.8                         | 2.7%   | 20.3                            | 9.9%   | 27.1                      |
| 2014-15          | 13.6                          | -0.7%  | 0.7        | -6.1%  | 2.2                | -14.1% | 0.9  | 35.6%  | 8.7                   | -7.8%  | 6.8                         | -0.7%  | 19.4                            | -4.6%  | 26.2                      |
| 2015-16          | 14.6                          | 7.6%   | 0.9        | 23.9%  | 2.1                | -4.3%  | 0.9  | -6.5%  | 7.9                   | -10.0% | 7.3                         | 7.6%   | 19.0                            | -1.8%  | 26.3                      |
| 2016-17          | 15.6                          | 7.0%   | 0.8        | -6.2%  | 2.0                | -4.7%  | 0.7  | -18.9% | 6.9                   | -12.1% | 7.8                         | 7.0%   | 18.3                            | -4.0%  | 26.1                      |
| 2017-18          | 16.7                          | 7.1%   | 0.8        | -2.0%  | 1.9                | -4.2%  | 0.9  | 27.4%  | 6.4                   | -7.0%  | 8.4                         | 7.1%   | 18.4                            | 0.9%   | 26.8                      |
| 2018-19          | 17.2                          | 3.2%   | 0.8        | 4.0%   | 1.8                | -5.3%  | 0.8  | -10.4% | 6.2                   | -3.5%  | 8.6                         | 3.2%   | 18.3                            | -0.7%  | 26.9                      |
| 2019-20          | 13.7                          | -20.3% | 0.8        | -3.4%  | 1.5                | -21.1% | 0.7  | -19.1% | 4.3                   | -31.1% | 6.9                         | -20.3% | 14.1                            | -23.2% | 20.9                      |
| 2020-21          | 14.4                          | 5.2%   | 0.8        | -1.8%  | 1.4                | -6.9%  | 0.7  | 2.6%   | 4.5                   | 5.7%   | 7.2                         | 5.2%   | 14.6                            | 3.6%   | 21.8                      |
| 2021-22          | 19.3                          | 33.9%  | 0.8        | 6.0%   | 1.0                | -23.5% | 0.7  | -3.6%  | 4.8                   | 6.3%   | 9.6                         | 33.6%  | 17.0                            | 16.7%  | 26.6                      |
| 2022-23          | 21.5                          | 11.2%  | 0.9        | 8.6%   | 0.9                | -13.1% | 0.5  | -24.1% | 4.7                   | -2.2%  | 10.8                        | 11.5%  | 17.8                            | 4.5%   | 28.5                      |
| 2023-24 Forecast | 22.2                          | 3.3%   | 0.9        | 0.0%   | 0.1                | -88.9% | 0.5  | 0.0%   | 0.8                   | -83.0% | 11.1                        | 3.3%   | 13.4                            | -24.5% | 24.5                      |
| 2024-25 Forecast | 22.6                          | 1.8%   | 0.9        | 0.0%   | 0.1                | 0.0%   | 0.6  | 20.0%  | 0.8                   | 0.0%   | 11.3                        | 1.8%   | 13.7                            | 2.2%   | 25.0                      |
| 2025-26 Forecast | 23.0                          | 1.8%   | 0.9        | 0.0%   | 0.1                | 0.0%   | 0.5  | -16.7% | 0.7                   | -12.5% | 11.5                        | 1.8%   | 13.7                            | 0.0%   | 25.2                      |
| 2026-27 Forecast | 23.6                          | 2.6%   | 0.9        | 0.0%   | 0.1                | 0.0%   | 0.5  | 0.0%   | 0.7                   | 0.0%   | 11.8                        | 2.6%   | 14.0                            | 2.2%   | 25.8                      |
| 2027-28 Forecast | 24.0                          | 1.7%   | 0.9        | 0.0%   | 0.1                | 0.0%   | 0.6  | 20.0%  | 0.7                   | 0.0%   | 12.0                        | 1.7%   | 14.3                            | 2.1%   | 26.3                      |
| 2028-29 Forecast | 24.4                          | 1.7%   | 0.9        | 0.0%   | 0.1                | 0.0%   | 0.5  | -16.7% | 0.6                   | -14.3% | 12.2                        | 1.7%   | 14.3                            | 0.0%   | 26.5                      |

**Revenue Estimating Conference**  
**Pari-Mutuel Wagering**  
**Aug 2023**  
**All Facilities**

| Actuals | Revenue                       |        |            |        |                    |        |  |        | Distributions         |        |                             |        |                                 |        |                           |
|---------|-------------------------------|--------|------------|--------|--------------------|--------|--|--------|-----------------------|--------|-----------------------------|--------|---------------------------------|--------|---------------------------|
|         | Total Cardroom Gross Receipts | % chg. | Table Fees | % chg. | Daily License Fees | % chg. | Occupational Licenses, Fees (Including Fingerprint Fees) | % chg. | Other Pari-Mutuel Tax | % chg. | General Revenue (Cardrooms) | % chg. | Pari-Mutuel Wagering Trust Fund | % chg. | Pari-Mutuel Related Total |
|         |                               |        |            |        |                    |        |  |        |                       |        |                             |        |                                 |        |                           |
| 2012-13 | 13.3                          |        | 0.8        |        | 2.1                |        | 0.8  |        | 8.1                   |        | 6.6                         |        | 18.5                            |        | 25.1                      |
| 2013-14 | 13.7                          | 2.7%   | 0.7        | -11.3% | 2.6                | 25.3%  | 0.7  | -13.1% | 9.5                   | 16.3%  | 6.8                         | 2.7%   | 20.3                            | 9.9%   | 27.1                      |
| 2014-15 | 13.6                          | -0.7%  | 0.7        | -6.1%  | 2.2                | -14.1% | 0.9  | 35.6%  | 8.7                   | -7.8%  | 6.8                         | -0.7%  | 19.4                            | -4.6%  | 26.2                      |
| 2015-16 | 14.6                          | 7.6%   | 0.9        | 23.9%  | 2.1                | -4.3%  | 0.9  | -6.5%  | 7.9                   | -10.0% | 7.3                         | 7.6%   | 19.0                            | -1.8%  | 26.3                      |
| 2016-17 | 15.6                          | 7.0%   | 0.8        | -6.2%  | 2.0                | -4.7%  | 0.7  | -18.9% | 6.9                   | -12.1% | 7.8                         | 7.0%   | 18.3                            | -4.0%  | 26.1                      |
| 2017-18 | 16.7                          | 7.1%   | 0.8        | -2.0%  | 1.9                | -4.2%  | 0.9  | 27.4%  | 6.4                   | -7.0%  | 8.4                         | 7.1%   | 18.4                            | 0.9%   | 26.8                      |
| 2018-19 | 17.2                          | 3.2%   | 0.8        | 4.0%   | 1.8                | -5.3%  | 0.8  | -10.4% | 6.2                   | -3.5%  | 8.6                         | 3.2%   | 18.3                            | -0.7%  | 26.9                      |
| 2019-20 | 13.7                          | -20.3% | 0.8        | -3.4%  | 1.5                | -21.1% | 0.7  | -19.1% | 4.3                   | -31.1% | 6.9                         | -20.3% | 14.1                            | -23.2% | 20.9                      |
| 2020-21 | 14.4                          | 5.2%   | 0.8        | -1.8%  | 1.4                | -6.9%  | 0.7  | 2.6%   | 4.5                   | 5.7%   | 7.2                         | 5.2%   | 14.6                            | 3.6%   | 21.8                      |
| 2021-22 | 19.3                          | 33.9%  | 0.8        | 6.0%   | 1.0                | -23.5% | 0.7  | -3.6%  | 4.8                   | 6.3%   | 9.6                         | 33.6%  | 17.0                            | 16.7%  | 26.6                      |
| 2022-23 | 21.5                          | 11.2%  | 0.9        | 8.6%   | 0.9                | -13.1% | 0.5  | -24.1% | 4.7                   | -2.2%  | 10.8                        | 11.5%  | 17.8                            | 4.5%   | 28.5                      |

| Forecast     | Revenue                       |        |            |        |                    |        |  |        | Distributions         |        |                             |        |                                 |        |                           |
|--------------|-------------------------------|--------|------------|--------|--------------------|--------|--|--------|-----------------------|--------|-----------------------------|--------|---------------------------------|--------|---------------------------|
|              | Total Cardroom Gross Receipts | % chg. | Table Fees | % chg. | Daily License Fees | % chg. | Occupational Licenses, Fees (Including Fingerprint Fees) | % chg. | Other Pari-Mutuel Tax | % chg. | General Revenue (Cardrooms) | % chg. | Pari-Mutuel Wagering Trust Fund | % chg. | Pari-Mutuel Related Total |
|              |                               |        |            |        |                    |        |  |        |                       |        |                             |        |                                 |        |                           |
| 2023-24 OLD  | 21.2                          | -1.4%  | #N/A       | #N/A   | #N/A               | #N/A   | #N/A   | #N/A   | #N/A                  | #N/A   | 10.6                        | -1.4%  | #N/A                            | #N/A   | #N/A                      |
| 2023-24 EDR  | 22.2                          | 3.3%   | 0.9        | 0.0%   | 0.1                | -88.9% | 0.5  | 0.0%   | 0.8                   | -83.0% | 11.1                        | 3.3%   | 13.4                            | -24.5% | 24.5                      |
| 2023-24 EOG  | 22.2                          | 3.3%   | 0.9        | 0.0%   | 0.1                | -88.9% | 0.5  | 0.0%   | 0.8                   | -83.0% | 11.1                        | 3.3%   | 13.4                            | -24.5% | 24.5                      |
| 2023-24 FGCC | 22.2                          | 3.3%   | 0.9        | 0.0%   | 0.1                | -88.9% | 0.5  | 0.0%   | 0.8                   | -83.0% | 11.1                        | 3.3%   | 13.4                            | -24.5% | 24.5                      |
| 2023-24 NEW  | 22.2                          | 3.3%   | 0.9        | 0.0%   | 0.1                | -88.9% | 0.5  | 0.0%   | 0.8                   | -83.0% | 11.1                        | 3.3%   | 13.4                            | -24.5% | 24.5                      |
| 2024-25 OLD  | 21.6                          | 1.9%   | #N/A       | #N/A   | #N/A               | #N/A   | #N/A   | #N/A   | #N/A                  | #N/A   | 10.8                        | 1.9%   | #N/A                            | #N/A   | #N/A                      |
| 2024-25 EDR  | 22.6                          | 1.8%   | 0.9        | 0.0%   | 0.1                | 0.0%   | 0.6  | 20.0%  | 0.8                   | 0.0%   | 11.3                        | 1.8%   | 13.7                            | 2.2%   | 25.0                      |
| 2024-25 EOG  | 22.6                          | 1.8%   | 0.9        | 0.0%   | 0.1                | 0.0%   | 0.6  | 20.0%  | 0.8                   | 0.0%   | 11.3                        | 1.8%   | 13.7                            | 2.2%   | 25.0                      |
| 2024-25 FGCC | 22.6                          | 1.8%   | 0.9        | 0.0%   | 0.1                | 0.0%   | 0.6  | 20.0%  | 0.8                   | 0.0%   | 11.3                        | 1.8%   | 13.7                            | 2.2%   | 25.0                      |
| 2024-25 NEW  | 22.6                          | 1.8%   | 0.9        | 0.0%   | 0.1                | 0.0%   | 0.6  | 20.0%  | 0.8                   | 0.0%   | 11.3                        | 1.8%   | 13.7                            | 2.2%   | 25.0                      |
| 2025-26 OLD  | 22.0                          | 1.9%   | #N/A       | #N/A   | #N/A               | #N/A   | #N/A   | #N/A   | #N/A                  | #N/A   | 11.0                        | 1.9%   | #N/A                            | #N/A   | #N/A                      |
| 2025-26 EDR  | 23.0                          | 1.8%   | 0.9        | 0.0%   | 0.1                | 0.0%   | 0.5  | -16.7% | 0.7                   | -12.5% | 11.5                        | 1.8%   | 13.7                            | 0.0%   | 25.2                      |
| 2025-26 EOG  | 23.0                          | 1.8%   | 0.9        | 0.0%   | 0.1                | 0.0%   | 0.5  | -16.7% | 0.7                   | -12.5% | 11.5                        | 1.8%   | 13.7                            | 0.0%   | 25.2                      |
| 2025-26 FGCC | 23.0                          | 1.8%   | 0.9        | 0.0%   | 0.1                | 0.0%   | 0.5  | -16.7% | 0.7                   | -12.5% | 11.5                        | 1.8%   | 13.7                            | 0.0%   | 25.2                      |
| 2025-26 NEW  | 23.0                          | 1.8%   | 0.9        | 0.0%   | 0.1                | 0.0%   | 0.5  | -16.7% | 0.7                   | -12.5% | 11.5                        | 1.8%   | 13.7                            | 0.0%   | 25.2                      |
| 2026-27 OLD  | 22.5                          | 2.3%   | #N/A       | #N/A   | #N/A               | #N/A   | #N/A   | #N/A   | #N/A                  | #N/A   | 11.3                        | 2.3%   | #N/A                            | #N/A   | #N/A                      |
| 2026-27 EDR  | 23.6                          | 2.6%   | 0.9        | 0.0%   | 0.1                | 0.0%   | 0.5  | 0.0%   | 0.7                   | 0.0%   | 11.8                        | 2.6%   | 14.0                            | 2.2%   | 25.8                      |
| 2026-27 EOG  | 23.6                          | 2.6%   | 0.9        | 0.0%   | 0.1                | 0.0%   | 0.5  | 0.0%   | 0.7                   | 0.0%   | 11.8                        | 2.6%   | 14.0                            | 2.2%   | 25.8                      |
| 2026-27 FGCC | 23.6                          | 2.6%   | 0.9        | 0.0%   | 0.1                | 0.0%   | 0.5  | 0.0%   | 0.7                   | 0.0%   | 11.8                        | 2.6%   | 14.0                            | 2.2%   | 25.8                      |
| 2026-27 NEW  | 23.6                          | 2.6%   | 0.9        | 0.0%   | 0.1                | 0.0%   | 0.5  | 0.0%   | 0.7                   | 0.0%   | 11.8                        | 2.6%   | 14.0                            | 2.2%   | 25.8                      |
| 2027-28 OLD  | 22.9                          | 1.8%   | #N/A       | #N/A   | #N/A               | #N/A   | #N/A   | #N/A   | #N/A                  | #N/A   | 11.5                        | 1.8%   | #N/A                            | #N/A   | #N/A                      |
| 2027-28 EDR  | 24.0                          | 1.7%   | 0.9        | 0.0%   | 0.1                | 0.0%   | 0.6  | 20.0%  | 0.7                   | 0.0%   | 12.0                        | 1.7%   | 14.3                            | 2.1%   | 26.3                      |
| 2027-28 EOG  | 24.0                          | 1.7%   | 0.9        | 0.0%   | 0.1                | 0.0%   | 0.6  | 20.0%  | 0.7                   | 0.0%   | 12.0                        | 1.7%   | 14.3                            | 2.1%   | 26.3                      |
| 2027-28 FGCC | 24.0                          | 1.7%   | 0.9        | 0.0%   | 0.1                | 0.0%   | 0.6  | 20.0%  | 0.7                   | 0.0%   | 12.0                        | 1.7%   | 14.3                            | 2.1%   | 26.3                      |
| 2027-28 NEW  | 24.0                          | 1.7%   | 0.9        | 0.0%   | 0.1                | 0.0%   | 0.6  | 20.0%  | 0.7                   | 0.0%   | 12.0                        | 1.7%   | 14.3                            | 2.1%   | 26.3                      |
| 2028-29 OLD  | #N/A                          | #N/A   | #N/A       | #N/A   | #N/A               | #N/A   | #N/A   | #N/A   | #N/A                  | #N/A   | #N/A                        | #N/A   | #N/A                            | #N/A   | #N/A                      |
| 2028-29 EDR  | 24.4                          | 1.7%   | 0.9        | 0.0%   | 0.1                | 0.0%   | 0.5  | -16.7% | 0.6                   | -14.3% | 12.2                        | 1.7%   | 14.3                            | 0.0%   | 26.5                      |
| 2028-29 EOG  | 24.4                          | 1.7%   | 0.9        | 0.0%   | 0.1                | 0.0%   | 0.5  | -16.7% | 0.6                   | -14.3% | 12.2                        | 1.7%   | 14.3                            | 0.0%   | 26.5                      |
| 2028-29 FGCC | 24.4                          | 1.7%   | 0.9        | 0.0%   | 0.1                | 0.0%   | 0.5  | -16.7% | 0.6                   | -14.3% | 12.2                        | 1.7%   | 14.3                            | 0.0%   | 26.5                      |
| 2028-29 NEW  | 24.4                          | 1.7%   | 0.9        | 0.0%   | 0.1                | 0.0%   | 0.5  | -16.7% | 0.6                   | -14.3% | 12.2                        | 1.7%   | 14.3                            | 0.0%   | 26.5                      |