

# Template for Item VIII.B.4. - Projected tax revenue for 5 years

**HIGH-CASE**

NAME OF APPLICANT

Rivers Casino at Mohawk Harbor (Schenectady)

I.

## Instructions

Submit 5-year projections, starting from date of opening:

Projected Opening Date (mm/dd/yyyy):

1/1/2017

- PLEASE FILL IN LIGHT GREY SHADED CELLS. USE FORMULAS AS APPROPRIATE.
- SECTION II. TAX PROJECTION SUMMARY WILL POPULATE AUTOMATICALLY. SECTIONS TO BE COMPLETED:
  - I. Instructions
  - II. Tax Projection Summary - information under "Jurisdiction"
  - III. Incremental Business Activity Taxes
  - IV. Table and Slot Machine Fees
  - V. Incremental Real Property Tax for the Gaming Facility
  - VI. Incremental Personal Income Tax
  - VII. Community Impact Payments
  - VIII. Assumptions
- FOR LINE ITEMS MARKED "SPECIFY", PLEASE USE THE COMMENT SPACE TO THE RIGHT TO DESCRIBE IN DETAIL WHAT IS CONTAINED IN THAT LINE ITEM.
- ALL COSTS OR DEDUCTIONS SHOULD BE ENTERED AS NEGATIVE NUMBERS. SUCH ROWS BEGIN WITH THE WORD "LESS."
- IN ADDITION TO COMPLETING THIS WORKSHEET, THE APPLICANT SHALL PROVIDE (IN THE ASSUMPTIONS SECTION) A DETAILED DESCRIPTION OF ALL ASSUMPTIONS RELEVANT TO THE TAX PROJECTIONS INCLUDED HEREIN.
- IF THIRD PARTY SOFTWARE IS USED TO GENERATE INFORMATION PROVIDED IN THIS TEMPLATE (E.G., IMPLAN), THE APPLICANT SHALL IDENTIFY (IN THE ASSUMPTIONS SECTION) THE NAME OF THE SOFTWARE AND VERSION/RELEASE DATE OF SUCH SOFTWARE.
- PROVIDE ALL DOLLAR AMOUNTS IN CURRENT-YEAR (UNINFLATED) DOLLARS
- PLEASE DO NOT ADD OR DELETE ROWS OR COLUMNS.

II.

**Tax Projection Summary**

		Year 1 2017	Year 2 2018	Year 3 2019	Year 4 2020	Year 5 2021
Projected "Direct" NY State Tax Revenues from Proposed Gaming Facility						
Gaming Privilege Taxes and Table & Device Fees Pursuant to PML		\$ 81,945,520	\$ 86,825,771	\$ 90,274,482	\$ 92,516,144	\$ 94,813,848
Corporate Profits Taxes (1)		█	█	█	█	█
Sales & Use Taxes		\$ 1,055,700	\$ 1,119,042	\$ 1,163,803	\$ 1,192,898	\$ 1,222,721
Personal Income Taxes (2)		█	█	█	█	█
<b>Total "Direct" NY State Tax Revenues</b>		\$ 86,318,618	\$ 91,800,169	\$ 95,659,575	\$ 98,174,225	\$ 100,779,421
Projected "Indirect" NY State Tax Revenues from Induced Incremental Economic Activity (3)						
Corporate Profits Tax (4)		\$ 47,246	\$ 49,637	\$ 51,642	\$ 53,202	\$ 54,808
Sales & Use Taxes		\$ 227,079	\$ 238,569	\$ 248,208	\$ 255,704	\$ 263,426
Personal Income Taxes (4)		\$ 61,941	\$ 65,075	\$ 67,704	\$ 69,749	\$ 71,855
<b>Total "Indirect" NY State Tax Revenues</b>		\$ 336,266	\$ 353,281	\$ 367,554	\$ 378,654	\$ 390,089
Projected "Direct" Host Community Tax Revenues from Proposed Gaming Facility						
Total "Direct" Host County Tax Revenues	Schenectady	\$ 2,034,333	\$ 2,129,252	\$ 2,200,580	\$ 2,252,064	\$ 2,304,766
Total "Direct" Host City Tax Revenues	Schenectady	\$ 1,304,861	\$ 1,330,958	\$ 1,357,578	\$ 1,384,729	\$ 1,412,424
Total "Direct" Host City School District Tax Revenues	Schenectady	\$ 2,097,268	\$ 2,139,213	\$ 2,181,998	\$ 2,225,637	\$ 2,270,150
Projected "Indirect" Host Community Tax Revenues from Induced Incremental Economic Activity						
Total "Indirect" Host Village Tax Revenues		\$ -	\$ -	\$ -	\$ -	\$ -
Total "Indirect" Host City/Town Tax Revenues		\$ -	\$ -	\$ -	\$ -	\$ -
Total "Indirect" Host County Tax Revenues	Schenectady	\$ 384,288	\$ 403,733	\$ 420,044	\$ 432,729	\$ 445,798
Community Impact Payments (if any)						
Total Host Village Impact Payments		\$ -	\$ -	\$ -	\$ -	\$ -
Total Host City/Town Impact Payments		\$ -	\$ -	\$ -	\$ -	\$ -
Total Host County Impact Payments		\$ -	\$ -	\$ -	\$ -	\$ -

III.

**Incremental Business Activity Taxes**

		Year 1	Year 2	Year 3	Year 4	Year 5
		2017	2018	2019	2020	2021
<b>Assumptions</b>						
<b>Gaming Facility Financial Metrics</b>						
<b>Casino Department</b>						
Gross Gaming Revenues* from Slot Machines and Electronic Gaming		222,233,661	235,567,681	244,990,388	251,115,148	257,393,026
Devices	Amount (\$)	168,897,582	179,031,437	186,192,695	190,847,512	195,618,700
Gross Gaming Revenues* from House-Banked Table Games	Amount (\$)	53,336,079	56,536,243	58,797,693	60,267,635	61,774,326
Gross Gaming Revenues* from Other Gaming	Amount (\$)					
<u>Less: Complementary Sales</u>	Amount (\$)					
Total Casino Gross Revenue	Amount (\$)					
<b>Other Departments</b>						
Hotel Revenues	Amount (\$)	7,502,631	7,952,788	8,270,900	8,477,673	8,689,614
Hotel Nights (submit if required for projection of Bed Taxes)	No. of Nights					
Food & Beverage Revenues	Amount (\$)	18,889,861	20,023,253	20,824,183	21,344,788	21,878,407
Non-Alcoholic Beverage Revenues	Amount (\$)					
Alcoholic Beverage Revenues	Amount (\$)					
Retail Revenues	Amount (\$)					
Entertainment/Ticket Revenues	Amount (\$)					
Number of Taxable Ticket Sales (submit if required for projection of Entertainment/Amusement Taxes)	No. of Tickets					
Places of Amusement Admissions Revenue	Amount (\$)					
Other Revenues	Amount (\$)					
<b>Estimated Taxable Income</b>						
EBITDA	Amount (\$)	██████████	██████████	██████████	██████████	██████████
Less: Depreciation & Amortization	Amount (\$)	20,199,302	20,944,896	21,969,615	23,209,879	24,481,149
<u>Less: Deductible Interest</u>	Amount (\$)	██████████	██████████	██████████	██████████	██████████
Estimated Taxable Income	Amount (\$)	██████████	██████████	██████████	██████████	██████████
<b>"Spillover" / Induced Economic Activity</b>						
Incremental Net Taxable Sales by Other NY Businesses	Amount (\$)	5,676,982	5,964,237	6,205,192	6,392,589	6,585,645
Incremental Net Taxable Corporate Taxable Income						
Incremental Net Revenues for Other NY Businesses	Amount (\$)					
<u>Assumed Margin</u>	%	5.00%	5.00%	0.05%	5.00%	5.00%
Estimated Taxable Income for Other NY Businesses	Amount (\$)					

**Incremental Tax Projections**

Gaming Facility Business Activities  
Gaming Privilege Taxes

Gaming Privilege Tax under PML Sec. 1351 on Gross Gaming Revenues\* from Slot Machines and Electronic Gaming Devices  
Binding Supplemental Fee Pursuant to PML Sec. 1351 on Gross Gaming Revenues\* from Slot Machines and Electronic Gaming Devices  
Gaming Privilege Tax under PML Sec. 1351 on Gross Gaming Revenues\* from Table Games  
Binding Supplemental Fee Pursuant to PML Sec. 1351 on Gross Gaming Revenues\* from House-Banked Table Games  
Gaming Privilege Tax under PML Sec. 1351 on Gross Gaming Revenues\* from Other Gaming  
Binding Supplemental Fee Pursuant to PML Sec. 1351 on Gross Gaming Revenues\* from Other Gaming

Jurisdiction	Rate (%)	Tax Amount (\$)	Tax Amount (\$)	Tax Amount (\$)	Tax Amount (\$)	Tax Amount (\$)
NY State	45.00%	76,003,912	80,564,147	83,786,713	85,881,381	88,028,415
NY State						
NY State	10.00%	5,333,608	5,653,624	5,879,769	6,026,764	6,177,433
NY State						
NY State						
NY State	7.10%					
NY State						
NY State	4.000%	755,594	800,930	832,967	853,792	875,136
Schenectady	4.000%	755,594	800,930	832,967	853,792	875,136
NY State						
NY State						
NY State						
NY State						
NY State						
NY State	4.000%	300,105	318,112	330,836	339,107	347,585
Schenectady	4.000%	300,105	318,112	330,836	339,107	347,585
Schenectady	4.000%	300,105	318,112	330,836	339,107	347,585

Hotel Taxes

NY State Sales Tax (5)  
Host County Sales Tax  
Host County Lodging/Bed Tax

Entertainment/Ticket Taxes							
Host Village Entertainment/Ticket Tax							
Host City/Town Entertainment/Ticket Tax							
Host County Entertainment/Ticket Tax							
Places of Amusement Admissions Taxes							
NY State Amusement Admissions Tax	NY State 4.000%						
Host Village Amusement Admissions Tax							
Host City/Town Amusement Admissions Tax							
Host County Amusement Admissions Tax							
Other Revenue, Income and Sales Taxes							
Specify Other Host Village Business Activity:							
Specify Other Host City/Town Business Activity:							
Specify Other Host County Business Activity:							
"Spillover" / Induced Economic Activity							
Incremental Corporate Profits Taxes on Other NY Businesses	NY State 7.10%						
Incremental Retail Sales, Food, Beverage, Lodging and Amusement Admissions Taxes from Other NY Businesses							
NY State Retail Sales Tax	NY State 4.00%	227,079	238,569	248,208	255,704	263,426	
Host Village Retail Sales Tax							
Host City/Town Retail Sales Tax							
Host County Retail Sales Tax	4.00%	227,079	238,569	248,208	255,704	263,426	
Other Revenue, Income and Sales Taxes							
Specify Other Host Village Taxes:							
Specify Other Host City/Town Taxes:							
Specify Other Host County Taxes: (6)	Lodging Tax 4.00%	157,209	165,163	171,836	177,026	182,372	

\* = "Gross Gaming Revenues" in this table shall have the definition provided in PML Sec. 1301.25.

IV. Table and Slot Machine Fees		Year 1	Year 2	Year 3	Year 4	Year 5
		2017	2018	2019	2020	2021
<b>Assumptions</b>						
Number of Slot Machines and Electronic Gaming Devices		1,150	1,150	1,150	1,150	1,150
Number of Gaming Tables (House-Banked & Other Tables)		66	66	66	66	66
<b>Tax Projections</b>		<b>Amount (\$)</b>	<b>Amount (\$)</b>	<b>Amount (\$)</b>	<b>Amount (\$)</b>	<b>Amount (\$)</b>
Slot Machine Fees Pursuant to PML Sec. 1348	Rate \$500 / Device	575,000	575,000	575,000	575,000	575,000
Gaming Table Fees Pursuant to PML Sec. 1348	Rate \$500 / Table	33,000	33,000	33,000	33,000	33,000

V.

**Incremental Real Property Tax for the Gaming Facility**

Year 1 2017	Year 2 2018	Year 3 2019	Year 4 2020	Year 5 2021
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Assumptions<sup>@</sup>

Amount (\$)	Amount (\$)	Amount (\$)	Amount (\$)	Amount (\$)
4,080,657	4,162,270	4,245,516	4,330,426	4,417,034

Incremental Tax Projections	Current Ad Valorum Rate		Tax Amount (\$)	Tax Amount (\$)	Tax Amount (\$)	Tax Amount (\$)	Tax Amount (\$)
	(%)	% of Total					
Schenectady City	13.75	32.0%	1,304,861	1,330,958	1,357,578	1,384,729	1,412,424
Schenectady County	7.15	16.6%	678,528	692,098	705,940	720,059	734,460
Schenectady City School District	22.10	51.4%	2,097,268	2,139,213	2,181,998	2,225,637	2,270,150
	43.00						

<sup>@</sup> = Submit pre-opening costs in Year 1 and post-opening costs in the year Incurred. Roll forward total assessed value from year-to-year and add new costs incurred in each year.

<sup>+</sup> = Purchase Price of Land and Existing Improvements Excluded Because Already Taxed



	Tax Amount (\$) Highd on Average Annual Wage/Salary and Tips	Total Tax Revenue by Worker Type	Tax Amount (\$) Highd on Average Annual Wage/Salary and Tips	Total Tax Revenue by Worker Type	Tax Amount (\$) Highd on Average Annual Wage/Salary and Tips	Total Tax Revenue by Worker Type	Tax Amount (\$) Highd on Average Annual Wage/Salary and Tips	Total Tax Revenue by Worker Type	Tax Amount (\$) Highd on Average Annual Wage/Salary and Tips	Total Tax Revenue by Worker Type
<b>Incremental Tax Projections<sup>#</sup></b>										
Gaming Facility Workers										
General and Administrative										
Professionals, Managers, Executives and Technicians										
Clerical Workers, Compliance, Accounting, and Sales										
Human Resources										
Production and Transport Operators, Laborers and Cleaners										
Casino										
Professionals, Managers, Executives and Technicians										
Dealers and game supervisors										
Clerical Workers, Sales and Hosts										
Security and surveillance										
Cleaners										
Other										
Hotel										
Professionals, Managers, Executives and Technicians										
Clerical Workers, Sales and Marketing Staff										
Room cleaners, housekeeping supervisors										
Other										
Food and Beverage										
Professionals, Chefs, Managers, Executives and Technicians										
Clerical Workers, Sales and Service Workers										
Food preparers and servers, Hosting staff, and Cleaners										
Other										
Other (including convention, entertainment, retail, etc.)										
Professionals, Managers, Executives and Technicians										
Production and Transport Operators, Laborers and Cleaners										
Other										
"Spillover" / Induced Economic Activity										
Total Incremental Job Creation (Other than Direct Gaming Facility Employment)										
Professionals, Managers, Executives and Technicians										
Clerical Workers, Sales and Service Workers										
Production and Transport Operators, Laborers and Cleaners										
Other										

<sup>#</sup> = Apply current NY State income tax rates to the average annual wage/salary & tips for the respective job category and multiply by the FTE workers in said category; assume filing as Single or Married Filing Separately, with no exemptions or deductions.



VII. <u>Community Impact Payments</u>			Year 1	Year 2	Year 3	Year 4	Year 5
			2017	2018	2019	2020	2021
<b>Assumptions</b>			Amount (\$)	Amount (\$)	Amount (\$)	Amount (\$)	Amount (\$)
Gaming Facility Financial Metrics							
Casino Department							
Gross Gaming Revenues* from Slot Machines and Electronic Gaming Devices							
Gross Gaming Revenues* from House-Banked Table Games							
Gross Gaming Revenues* from Other Gaming							
<u>Less: Complementary Sales</u>							
Total Casino Gross Revenue							
<b>Community Impact Payments (if any)^</b>			Amount (\$)	Amount (\$)	Amount (\$)	Amount (\$)	Amount (\$)
Host Village Impact Payments							
Fixed Host Village Impact Payments							
<u>Variable Host Village Impact Payments</u>							
Total Host Village Impact Payments							
Host City/Town Impact Payments							
Fixed Host City/Town Impact Payments							
<u>Variable Host City/Town Impact Payments</u>							
Total Host City/Town Impact Payments							
Host County Impact Payments							
Fixed Host County Impact Payments							
<u>Variable Host County Impact Payments</u>							
Total Host County Impact Payments							
	High (Slot, Table, or Total GGR)	Rate (%)					

\* = "Gross Gaming Revenues" in this table shall have the definition provided in PML Sec. 1301.25.

^ = A Community Impact Payment is an amount payable, in addition to any business activity or real property taxes, under a host community, community benefit or similar agreement entered into between an Applicant, Manager or any of their affiliates and the Host Village, Host City/Town and/or Host County of its proposed Gaming Facility in connection with or as a condition of such government's endorsement, approval or recommendation of the proposed Gaming Facility. Community Impact Payments include direct payments to governments as well as contractually required contributions to charitable organizations. Community Impact Payments may be required, among other mechanisms, as lump sums at certain times or upon certain conditions, as periodic fixed amounts while the Gaming Facility operates or in amounts calculated as a measure of Gaming Facility financial performance such as gross gaming revenues. Submit community impact payments due in the pre-opening period under Year 1.

**VIII. Assumptions/Notes**

(1) The structure of the Applicant is a Limited Liability Corporation; therefore Corporate Profits tax is not applicable. However, to be conservative we have utilized the 7.1% tax rate for this analysis. The NY State personal income tax brackets, which cap out at 8.82%, would likely result in a rate closer to 8%. For example, a filing of \$2 million calculates to an effective rate of 7.76%.

(2) From IMPLAN, utilizing the staffing and payroll inputs as described in the Economic Impact Analysis, Exhibit VIII.B.4

(3) We assume Induced Incremental Economic Activity means the impacts of induced visitation in the form of casino visitors spending money in the local economy off site, not the indirect/induced household income impacts from spending by the casino/hotel and by casino/hotel employees as calculated using IMPLAN as per Exhibit VIII.B.4

(4) As computed for hotel and food beverage/retail sales shown in row 83 using "Industry Change" function in IMPLAN and the same multipliers and methodology as per Exhibit VIII.B.4. Row 83 is based on a capture of gaming visits of 1% for hotel stays at an ADR starting at [redacted] consistent with current local trends and 5% for F&B/retail spend at an average starting at \$12 and growing by 2% per year.

(5) Note, the 5.875% New York State Lodging Tax contained in the Template applies to the New York City local rate.

Lodging/bed taxes are imposed and collected by the local jurisdiction on top of sales taxes. Sales taxes total 8% in Schenectady County, 4% to the State and 4% to the County.

Schenectady County collects a 4% lodging/bed tax on hotel room revenue in addition to the sales tax. There is no State lodging/bed tax.

(6) Based on induced incremental hotel revenues at non-casino hotels in Schenectady consistent with the hotel market assessment by REVPAR.