New York Gaming Facility Location Board Response to Request for Applications to Develop and Operate a Gaming Facility in New York State

TIOGA DOWNS RACETRACK, LLC

Exhibit VIII.B.4.

In addition to the attached templates, please see Exhibit VIII.A.3.

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

HIGH-CASE

NAME OF APPLICANT

Tioga Downs Racetrack, LLC

. <u>Instructions</u>

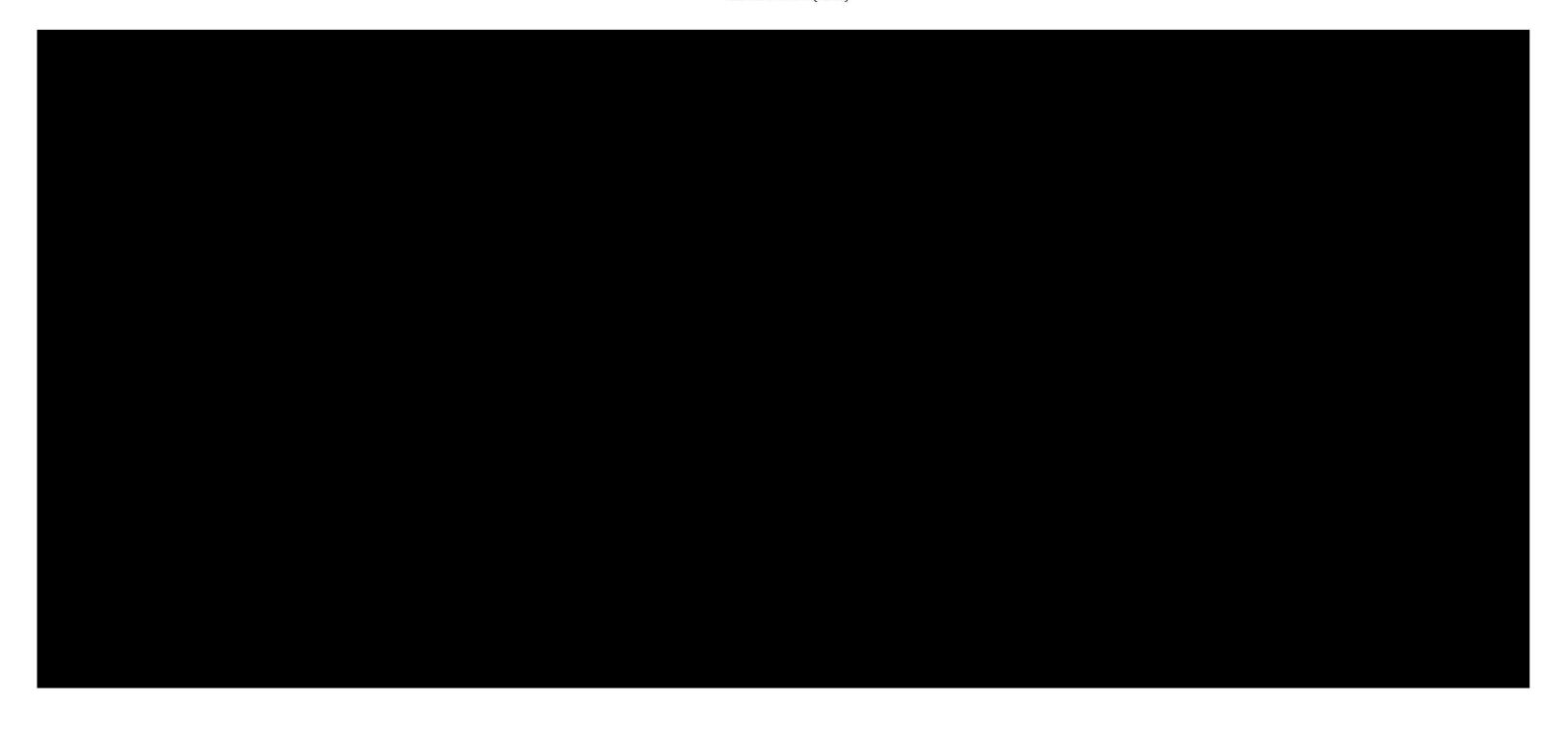
Submit 5-year projections, starting from date of opening:

Projected Opening Date (mm/dd/yyyy):

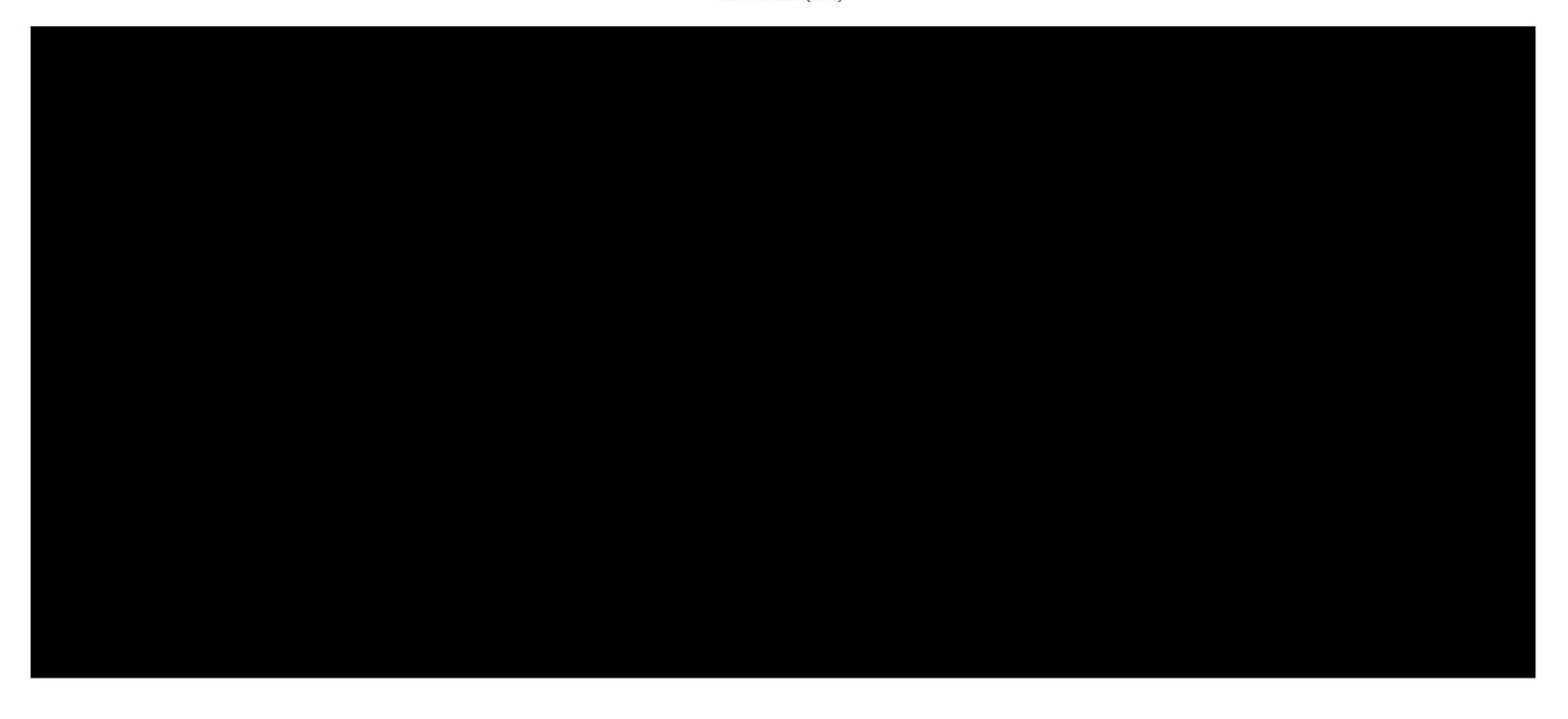
7/1/2015

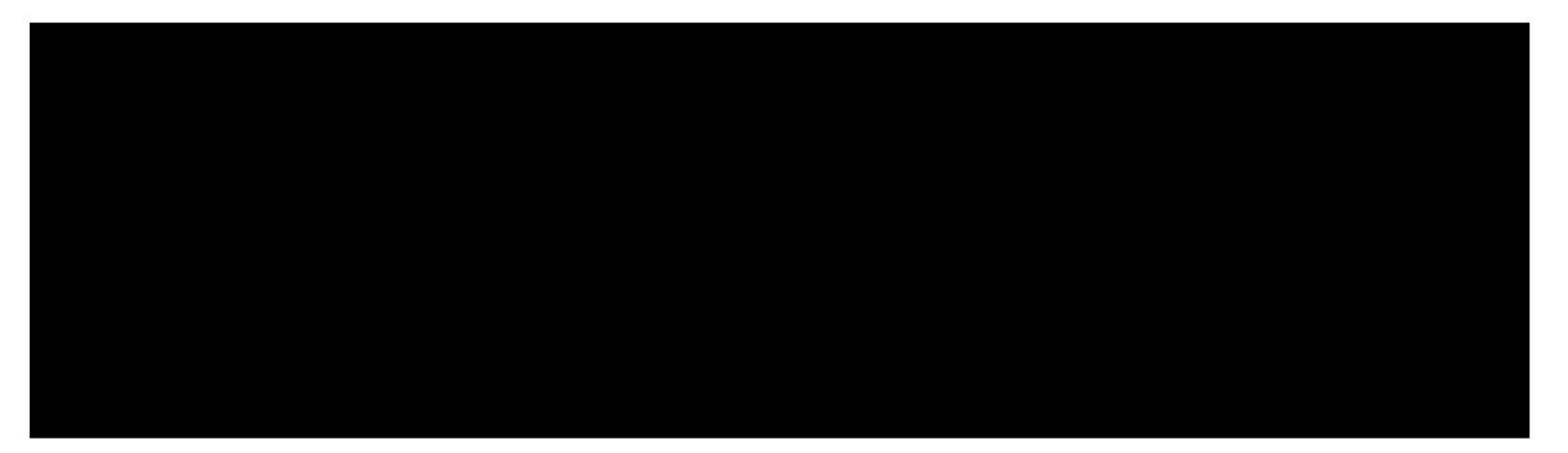
- · PLEASE FILL IN LIGHT GREY SHADED CELLS. USE FORMULAS AS APPROPRIATE.
- · SECTION II. TAX PROJECTION SUMMARY WILL POPULATE AUTOMATICALLY. SECTIONS TO BE COMPLETED:
 - I. Instructions
 - II. Tax Projection Summary information under "Jurisdiction"
 - III. Incremental Business Activity Taxes
 - IV. Table 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.

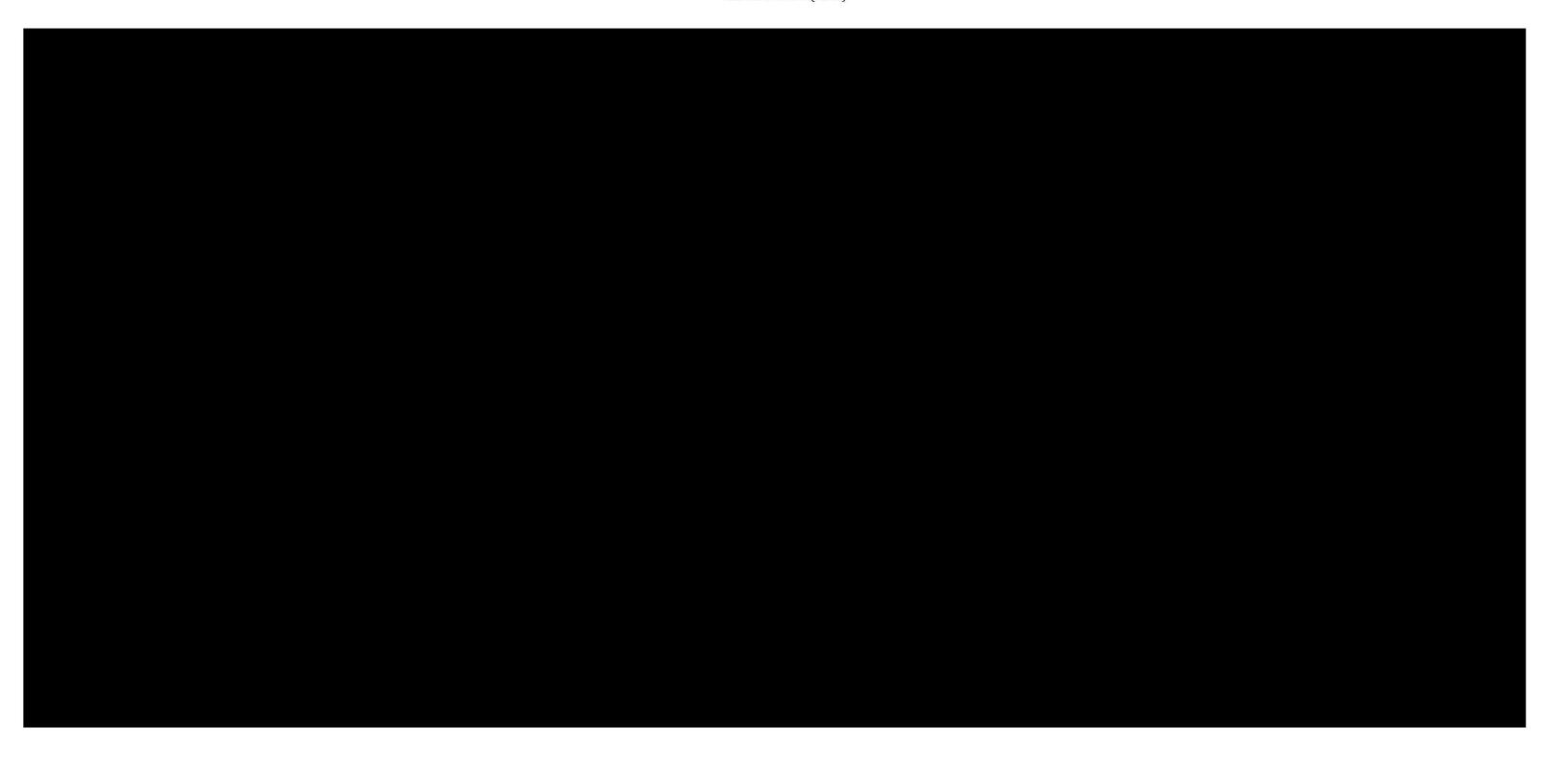
| Tax Projection Summary | | | Year 1 | | Year 2 | | Year 3 | | Year 4 | | Year 5 |
|--|--------------|----|---------------|----|---------------|----|----------------|----|----------------|----|----------------|
| | | _ | 2015 | | 2016 | | 2017 | | 2018 | | 2019 |
| | | | | | | | | | | | |
| Projected "Direct" NY State Tax Revenues from Proposed Gaming Facility | | | | | | | | | | | |
| Gaming Privilege Taxes and Table & Device Fees Pursuant to PML | | \$ | 38,826,889.99 | \$ | 33,877,799.73 | \$ | 34,211,327.73 | \$ | 34,702,134.93 | \$ | 35,200,159.36 |
| Corporate Profits Tax | | \$ | 246,226.00 | \$ | 319,252.00 | \$ | 325,322.00 | \$ | 227,016.00 | \$ | 188,369.00 |
| Sales & Use Taxes | | \$ | 67,589.00 | \$ | 429,663.00 | \$ | 438,342.00 | \$ | 450,951.00 | \$ | 467,722.00 |
| Personal Income Taxes | | \$ | 1,202,048.64 | \$ | 1,885,987.19 | \$ | 1,938,284.51 | \$ | 1,967,039.54 | \$ | 1,969,898.11 |
| Total "Direct" NY State Tax Revenues | | \$ | 40,342,753.63 | \$ | 36,512,701.92 | \$ | 36,913,276.24 | \$ | 37,347,141.47 | \$ | 37,826,148.47 |
| Projected "Indirect" NY State Tax Revenues from Induced Incremental Econor | nic | | | | | | | | | | |
| Activity | | | | | | | | | | | |
| Corporate Profits Tax | | \$ | 291,724.80 | \$ | 458,944.00 | \$ | 467,123.20 | \$ | 474,393.60 | \$ | 476,211.20 |
| Sales & Use Taxes | | \$ | (588,880.00) | \$ | (715,420.00) | \$ | (728,340.00) | \$ | (738,060.00) | \$ | (771,680.00) |
| Personal Income Taxes | | \$ | 249,218.64 | \$ | 537,044.19 | \$ | 558,233.51 | \$ | 552,096.54 | \$ | 521,297.11 |
| Total "Indirect" NY State Tax Revenues | | \$ | (47,936.56) | \$ | 280,568.19 | \$ | 297,016.71 | \$ | 288,430.14 | \$ | 225,828.31 |
| | Jurisdiction | | | | | | | | | | |
| Projected "Direct" Host Community Tax Revenues from Proposed Gaming | | | | | | | | | | | |
| Facility | | | | | | | | | | | |
| Total "Direct" Host Village Tax Revenues | N/A | \$ | = | \$ | ÷. | \$ | - | \$ | × | \$ | - |
| Total "Direct" Host City/Town Tax Revenues | Nichols | \$ | 165,733.00 | \$ | 248,599.00 | \$ | 331,465.00 | \$ | 414,331.00 | \$ | 497,198.00 |
| Total "Direct" Host County Tax Revenues | Tioga | \$ | 546,016.00 | \$ | 993,460.00 | \$ | 1,175,640.00 | \$ | 1,360,598.00 | \$ | 1,548,503.00 |
| Projected "Indirect" Host Community Tax Revenues from Induced Incrementa | I | | | | | | | | | | |
| Economic Activity | | | | | | | | | | | |
| Total "Indirect" Host Village Tax Revenues | N/A | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |
| Total "Indirect" Host City/Town Tax Revenues | Nichols | \$ | , = , | \$ | | \$ | | \$ | - | \$ | - |
| Total "Indirect" Host County Tax Revenues | Tioga | \$ | (820,143.49) | \$ | (985,054.42) | \$ | (1,005,248.41) | \$ | (1,023,788.79) | \$ | (1,067,741.33) |
| | | | | | | | | | | | |
| Community Impact Payments (if any) | | | | | | | | | | | |
| Total Host Village Impact Payments | N/A | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |
| Total Host City/Town Impact Payments | Nichols | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |
| Total Host County Impact Payments | Tioga | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |















VIII. Assumptions

It is important to note that the numbers in this template do not match those in the economic impact report. The reason for the disparity is that the methodology for the project does not match the methodology imposed by this template. Thus we chose to follow the letter of the template to the best of our ability while noting this caveat. Please refer to the economic impact study for the methodology and results of our analysis.

Taxable sales are the sum of various household consumption changes estimated in our economic impact model. These categories are broadly motor vehichles and parts; furnishings and durable household equipment; recreational goods and vehicles; other durable goods; clothing and footwear; fuels, lubricants, and motor vehicles fluids; and other nondurable goods.

Spillover jobs are in jobs counts rather than FTEs. Average wages are also per job therefore the total wage bill is consistent. These jobs are also by industry rather than occupation and are grouped thusly: Professional and Technical Services combined with Management of Companies and Enterprises; Administrative and Support Services, Waste Management, Retail Trade, and Wholesale Trade; Manufacturing combined with Transportation; and, lastly, all others.

Incremental net revenues are for private, non-farm sectors only.

TIOGA DOWNS RACETRACK, LLC Exhibit VIII.B.4. (cont.)

| Because there is not a section to input county-level taxable sales separately |
|--|
| from state-level totals, this number was calculated outside of this template and |
| inserted here. The methodology matches that of the state-level calculation. The |
| aggregate Tioga Region in our model was scaled down to approximate Tioga |
| County by the share of employees at Tioga Downs who reside in Tioga County. |
| This measure would approximate how much of the payroll, and thus |
| consumption, stays in the county. |
| The personal income tax was calculated by applying the current NY tax brackets |
| to the wage rates outside of this template with the results entered here. |
| |
| |
| |
| |
| |
| |
| |
| |
| |

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

AVERAGE-CASE

NAME OF APPLICANT
Tioga Downs Racetrack, LLC

Instructions

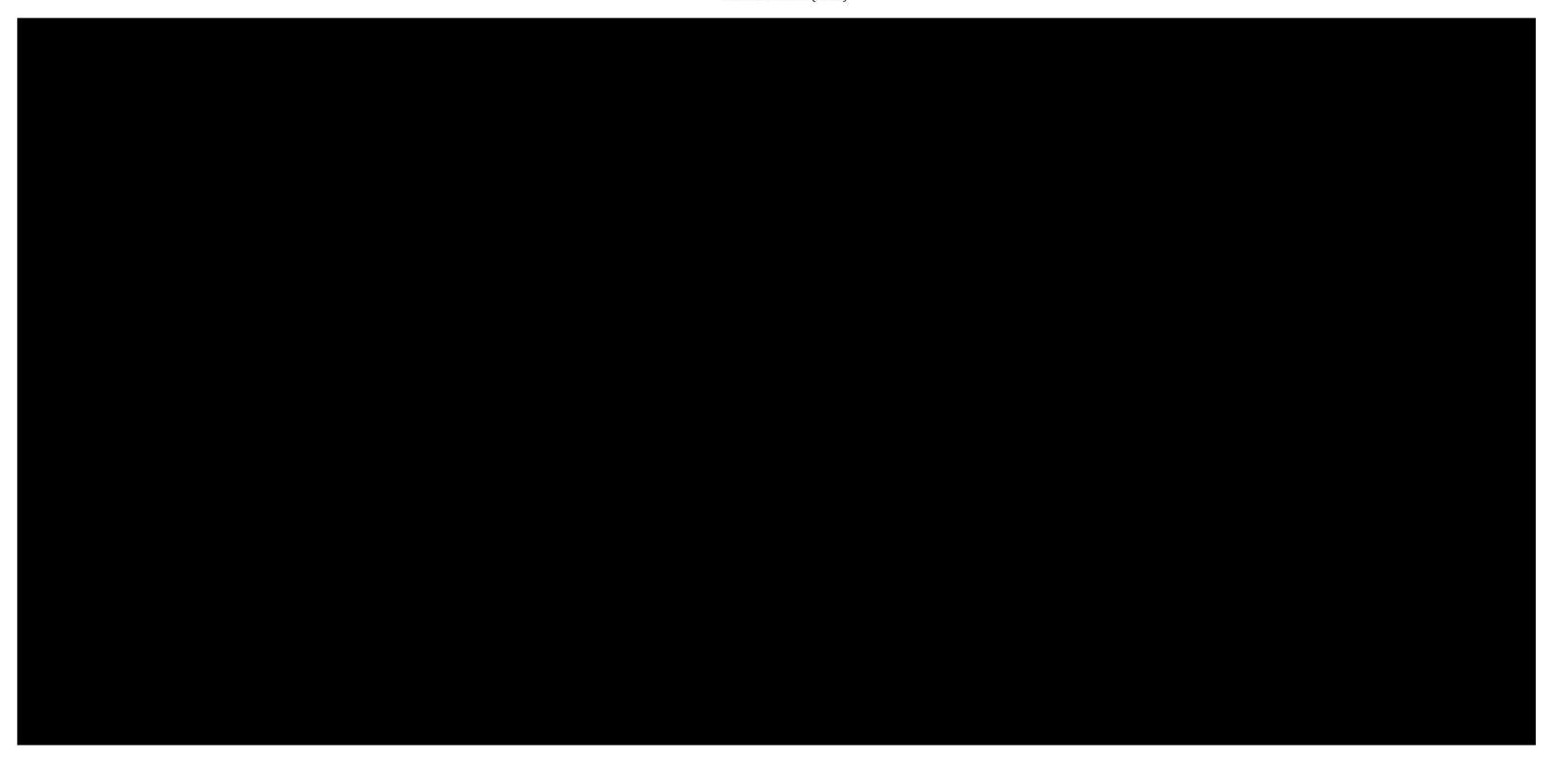
Submit 5-year projections, starting from date of opening:

Projected Opening Date (mm/dd/yyyy):

7/1/2015

- · 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.
- \cdot 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.

| Tax Projection Summary | | | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
|---|----------------|----|----------------|--------------------|--------------------|--------------------|--------------------|
| | | _ | 2015 | 2016 | 2017 | 2018 | 2019 |
| Projected "Direct" NY State Tax Revenues from Proposed Gaming | ; Facility | | | | | | |
| Gaming Privilege Taxes and Table & Device Fees Pursuant to R | | \$ | 38,826,890 | \$ 30,967,942 | \$ 31,272,371 | \$ 31,719,794 | \$ 32,173,790 |
| Corporate Profits Tax | | \$ | 242,200 | \$ 6,835 | \$ (46,589) | \$ (92,042) | \$ (134,713) |
| Sales & Use Taxes | | \$ | 67,589 | \$ 429,663 | \$ 438,342 | \$ 450,951 | \$ 467,722 |
| Personal Income Taxes | | \$ | 1,182,916 | \$ 1,780,893 | \$ 1,828,548 | \$ 1,847,731 | \$ 1,867,008 |
| Total "Direct" NY State Tax Revenues | | \$ | 40,131,974 | \$ 32,751,117 | \$ 33,042,139 | \$ 33,491,854 | \$ 33,956,716 |
| Projected "Indirect" NY State Tax Revenues from Induced Increm- | ental Economic | | | | | | |
| Activity | | | | | | | |
| Corporate Profits Tax | | \$ | 291,725.00 | \$ 426,227.00 | \$ 434,406.00 | \$ 438,950.00 | \$ 442,586.00 |
| Sales & Use Taxes | | \$ | (588,880.00) | \$ (672,040.00) | \$ (683,160.00) | \$ (697,620.00) | \$ (721,220.00) |
| Personal Income Taxes | | \$ | 249,218.64 | \$ 497,379.73 | \$ 515,303.01 | \$ 500,998.73 | \$ 488,055.74 |
| Total "Indirect" NY State Tax Revenues | | \$ | (47,936.36) | \$ 251,566.73 | \$ 266,549.01 | \$ 242,328.73 | \$ 209,421.74 |
| | Jurisdiction | | | | | | |
| Projected "Direct" Host Community Tax Revenues from Proposed | Gaming | | | | | | |
| Facility | | | | | | | |
| Total "Direct" Host Village Tax Revenues | N/A | \$ | - | \$ - | \$ - | \$ - | \$ - |
| Total "Direct" Host City/Town Tax Revenues | Nichols | \$ | 165,733.00 | \$ 248,599.00 | \$ 331,465.00 | \$ 414,331.00 | \$ 497,198.00 |
| Total "Direct" Host County Tax Revenues | Tioga | \$ | 522,012.00 | \$ 963,455.00 | \$ 1,145,335.00 | \$ 1,329,990.00 | \$ 1,517,589.00 |
| Projected "Indirect" Host Community Tax Revenues from Induced | l Incremental | | | | | | |
| Economic Activity | | | | | | | |
| Total "Indirect" Host Village Tax Revenues | N/A | \$ | - | \$ - | \$ = | \$ - | \$ - |
| Total "Indirect" Host City/Town Tax Revenues | Nichols | \$ | - | \$ - | \$ = | \$ - | \$ - |
| Total "Indirect" Host County Tax Revenues | Tioga | \$ | (820,143.49) | \$ (925,228.56) | \$ (943,026.02) | \$ (965,694.18) | \$ (999,238.13) |
| Community Impact Payments (if any) | | | | | | | |
| Total Host Village Impact Payments | N/A | \$ | L | \$ - | \$ - | \$ ÷ | \$ - |
| Total Host City/Town Impact Payments | Nichols | \$ | = | \$ ú. | \$ H | \$ - | \$ - |
| Total Host County Impact Payments | Tioga | \$ | i a | \$ = | \$ H | \$ = | \$ = |





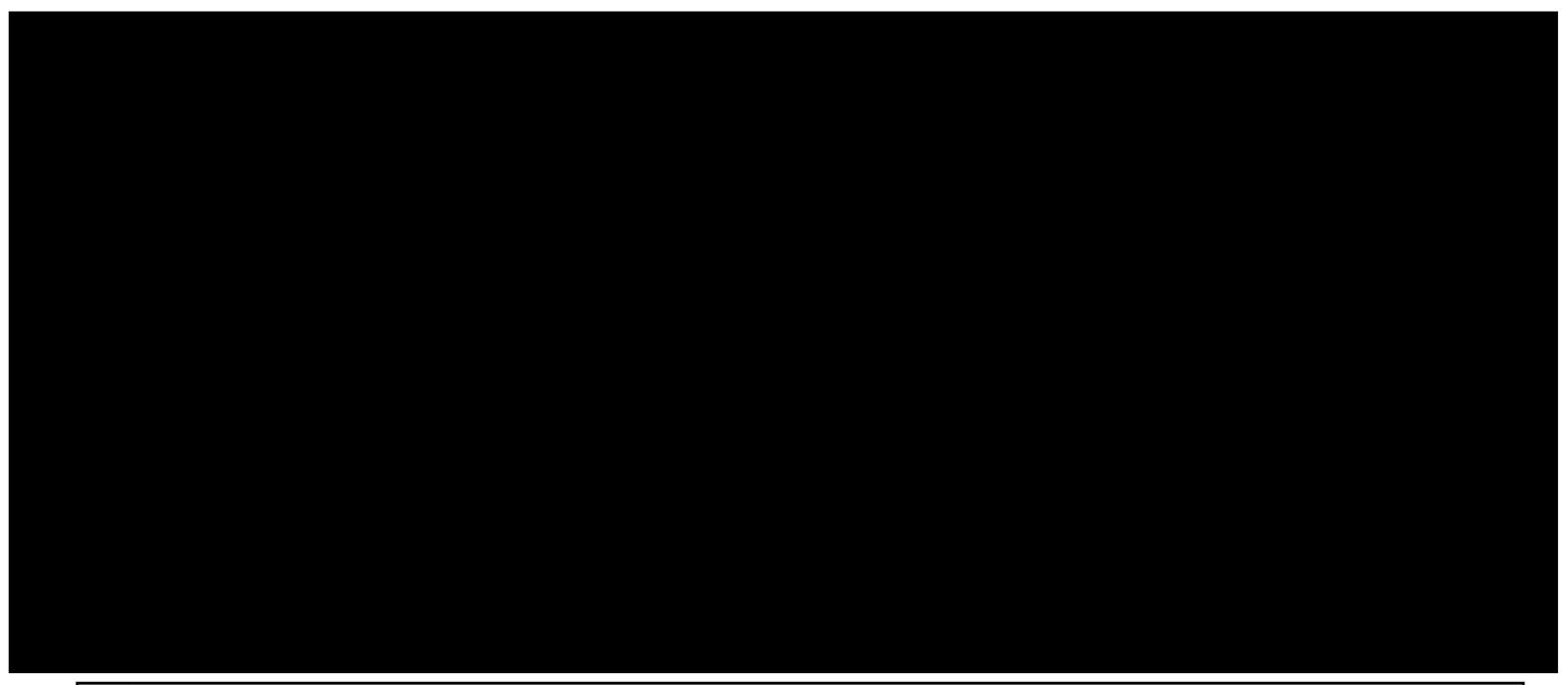


TIOGA DOWNS RACETRACK, LLC Exhibit VIII.B.4. (cont.)









VIII. Assumptions

It is important to note that the numbers in this template do not match those in the economic impact report. The reason for the disparity is that the methodology for the project does not match the methodology imposed by this template. Thus we chose to follow the letter of the template to the best of our ability while noting this caveat. Please refer to the economic impact study for the methodology and results of our analysis.

TIOGA DOWNS RACETRACK, LLC Exhibit VIII.B.4. (cont.)

Taxable sales are the sum of various household consumption changes estimated in our economic impact model. These categories are broadly motor vehichles and parts; furnishings and durable household equipment; recreational goods and vehicles; other durable goods; clothing and footwear; fuels, lubricants, and motor vehicles fluids; and other nondurable goods.

Spillover jobs are in jobs counts rather than FTEs. Average wages are also per job therefore the total wage bill is consistent. These jobs are also by industry rather than occupation and are grouped thusly: Professional and Technical Services combined with Management of Companies and Enterprises; Administrative and Support Services, Waste Management, Retail Trade, and Wholesale Trade; Manufacturing combined with Transportation; and, lastly, all others.

Incremental net revenues are for private, non-farm sectors only.

Because there is not a section to input county-level taxable sales separately from state-level totals, this number was calculated outside of this template and inserted here. The methodology matches that of the state-level calculation. The aggregate Tioga Region in our model was scaled down to approximate Tioga County by the share of employees at Tioga Downs who reside in Tioga County. This measure would approximate how much of the payroll, and thus consumption, stays in the county.

The personal income tax was calculated by applying the current NY tax brackets to the wage rates outside of this template with the results entered here.

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

LOW-CASE

| NAME OF APPLICANT Tioga Downs Racetrack, LLC | |
|--|--|
|--|--|

Instructions

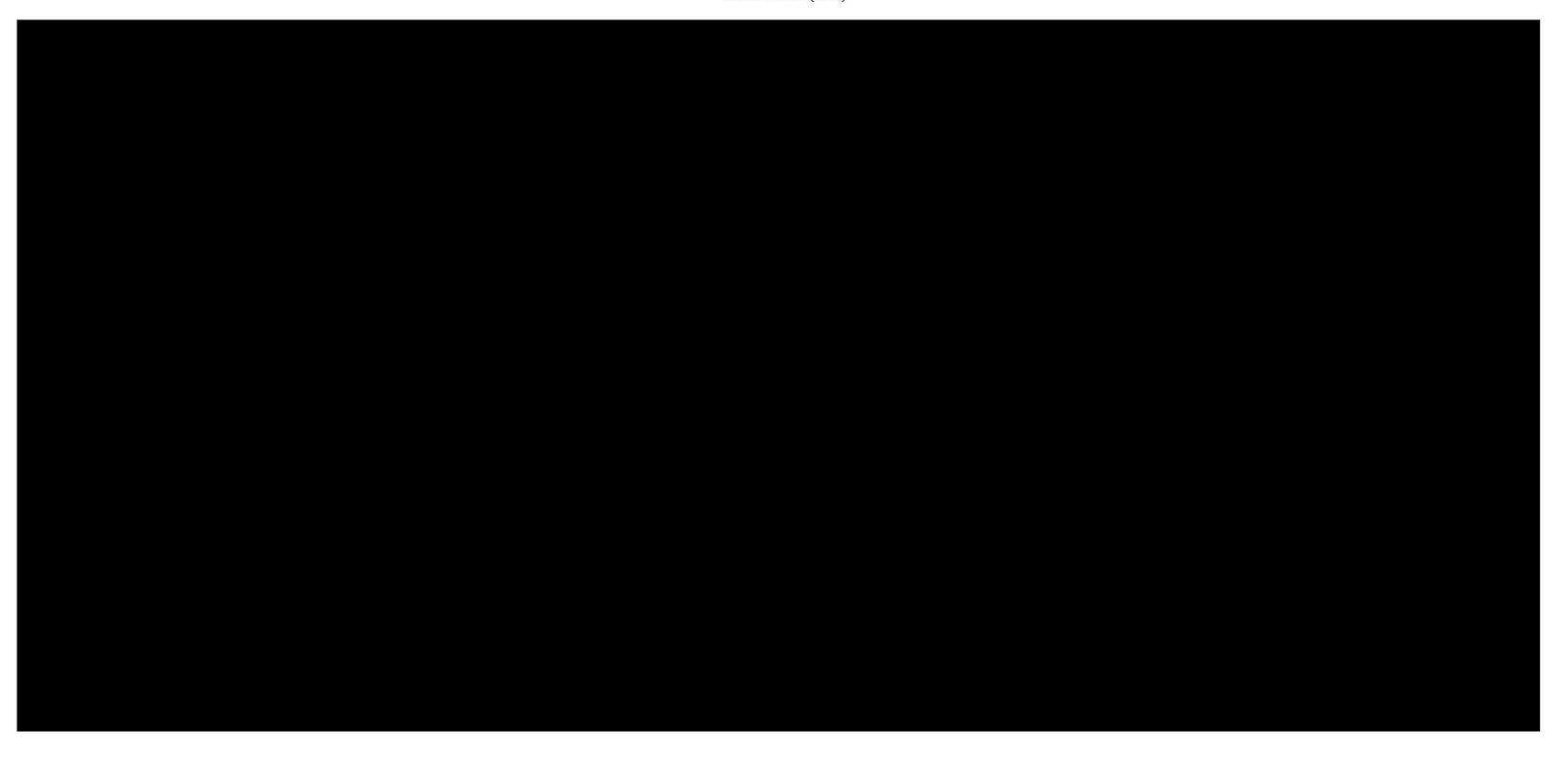
Submit 5-year projections, starting from date of opening:

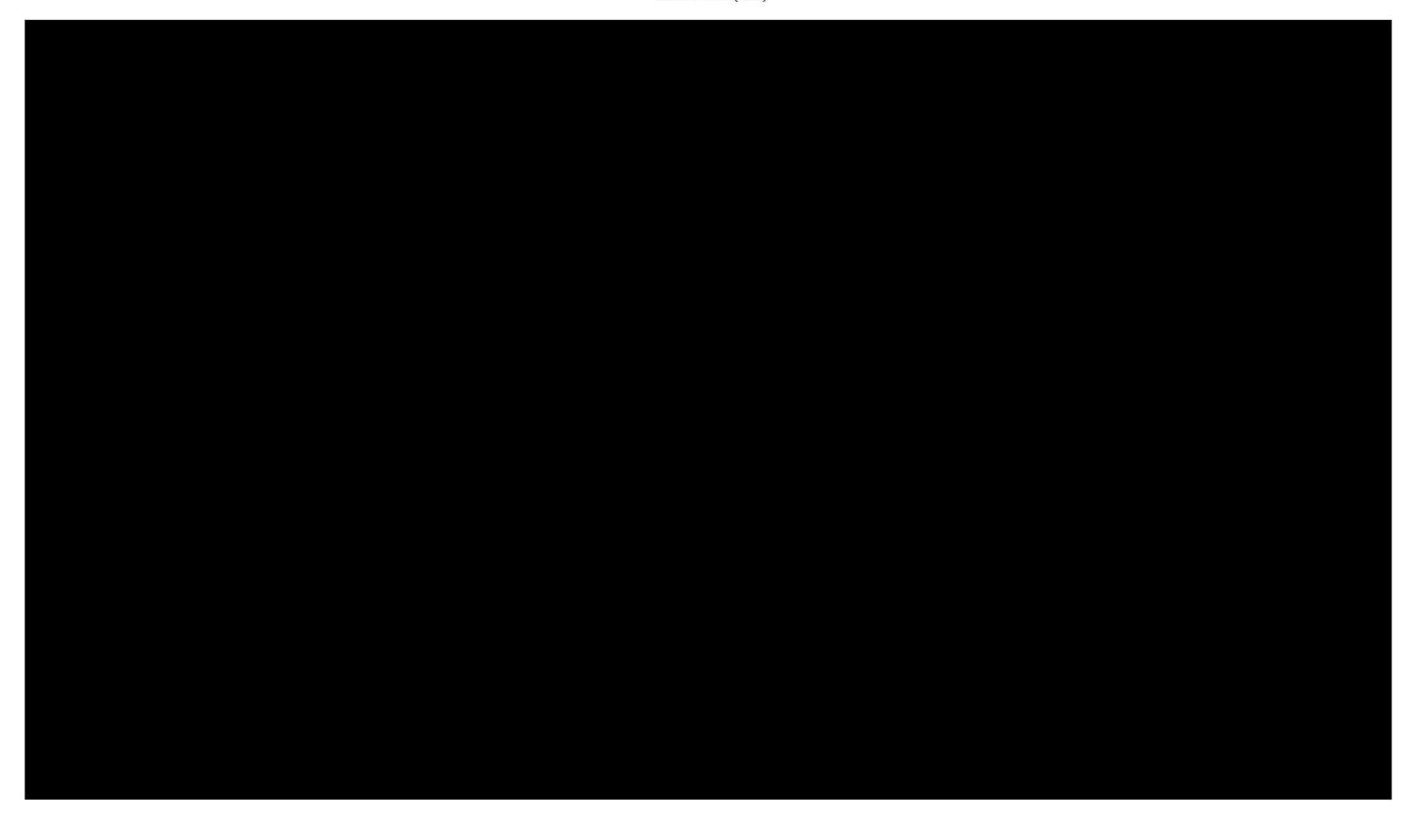
Projected Opening Date (mm/dd/yyyy):

7/1/2015

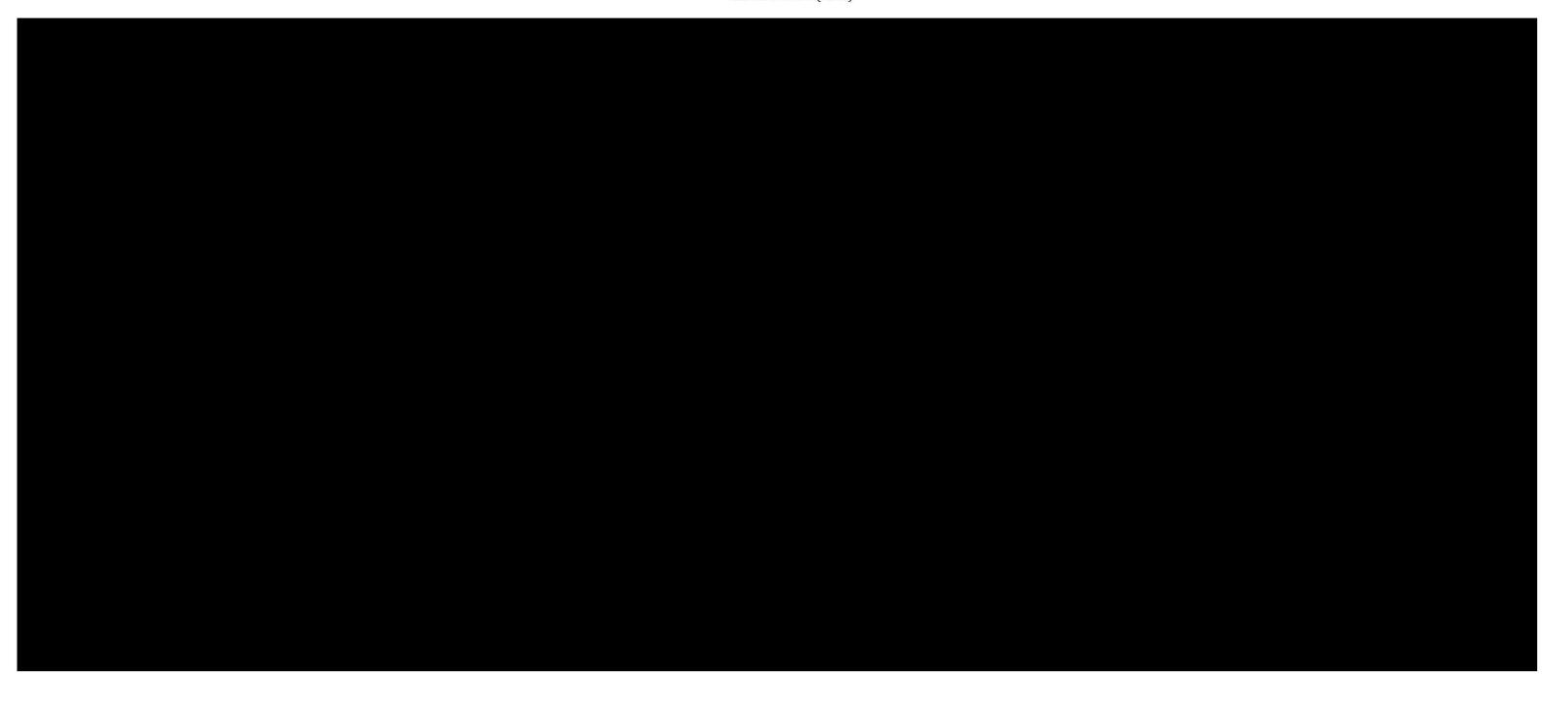
- · PLEASE FILL IN LIGHT GREY SHADED CELLS. USE FORMULAS AS APPROPRIATE.
- · SECTION II. TAX PROJECTION SUMMARY WILL POPULATE AUTOMATICALLY. SECTIONS TO BE COMPLETED:
 - I Instruction
 - II. Tax Projection Summary information under "Jurisdiction"
 - III. Incremental Business Activity Taxes
 - IV. Table 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.
- \cdot 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.

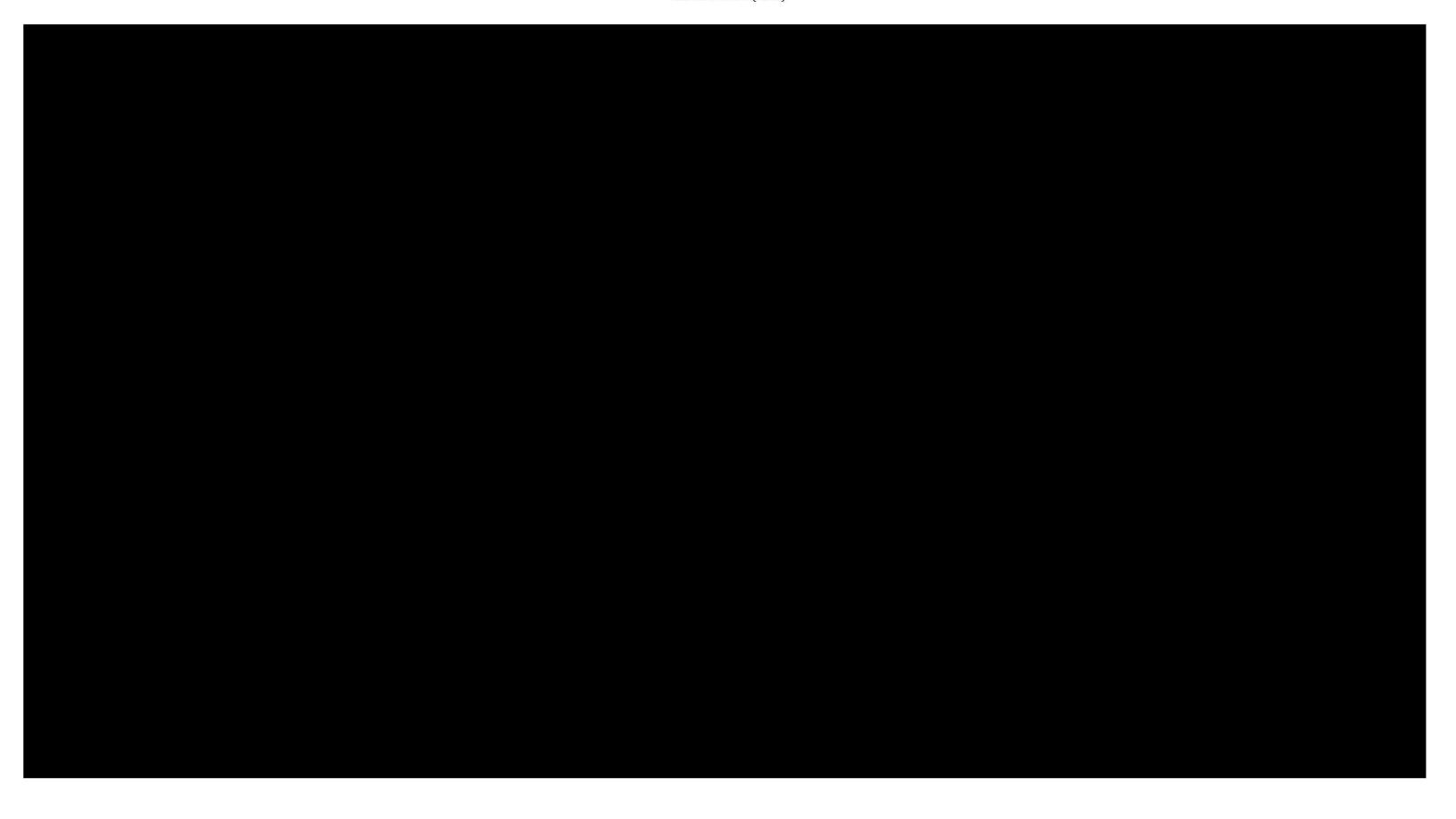
| Tax Projection Summary | | | Year 1 | | Year 2 | | Year 3 | | Year 4 | | Year 5 |
|--|----------------|----|-----------------|----|--------------|----|--------------|----|--------------|------|----------------|
| | | | 2015 | | 2016 | | 2017 | | 2018 | | 2019 |
| | | | | | | | | | | | |
| Projected "Direct" NY State Tax Revenues from Proposed Gaming | | | | | | 4 | | | | | |
| Gaming Privilege Taxes and Table & Device Fees Pursuant to | PML | \$ | 39,272,818 | \$ | 28,048,061 | \$ | 28,323,291 | \$ | 28,727,228 | \$ | 29,137,094 |
| Corporate Profits Tax | | \$ | 242,200 | \$ | (146,806) | \$ | (200,028) | \$ | (246,345) | \$ | (289,873) |
| Sales & Use Taxes | | \$ | 67 <i>,</i> 589 | \$ | 429,663 | \$ | 438,342 | \$ | 450,951 | \$ | 467,722 |
| Personal Income Taxes | | \$ | 1,097,739 | \$ | 1,596,562 | \$ | 1,634,754 | \$ | 1,662,410 | \$ | 1,677,044 |
| Total "Direct" NY State Tax Revenues | | \$ | 40,680,346 | \$ | 29,927,479 | \$ | 30,196,360 | \$ | 30,594,245 | \$ | 30,991,987 |
| Projected "Indirect" NY State Tax Revenues from Induced Increm | ental Economic | | | | | | | | | | |
| Activity | | | | | | | | | | | |
| Corporate Profits Tax | | \$ | 291,725.00 | \$ | 458,944.00 | \$ | 467,123.00 | \$ | 474,394.00 | \$ | 476,211.00 |
| Sales & Use Taxes | | \$ | (588,880.00) | \$ | (715,420.00) | \$ | (728,340.00) | \$ | (738,060.00) | \$ | (771,680.00) |
| Personal Income Taxes | | \$ | 249,218.64 | \$ | 450,151.71 | \$ | 461,637.32 | \$ | 459,700.23 | \$ | 445,291.01 |
| Total "Indirect" NY State Tax Revenues | | \$ | (47,936.36) | \$ | 193,675.71 | \$ | 200,420.32 | \$ | 196,034.23 | \$ | 149,822.01 |
| | Jurisdiction | | | | | | | | | | |
| Projected "Direct" Host Community Tax Revenues from Proposed | d Gaming | | | | | | | | | | |
| Facility | | | | | | | | | | | |
| Total "Direct" Host Village Tax Revenues | N/A | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |
| Total "Direct" Host City/Town Tax Revenues | Nichols | \$ | 165,733.00 | \$ | 248,599.00 | \$ | 331,465.00 | \$ | 414,331.00 | \$ | 497,198.00 |
| Total "Direct" Host County Tax Revenues | Tioga | \$ | 522,012.00 | \$ | 963,455.00 | \$ | 1,145,335.00 | \$ | 1,329,990.00 | \$ | 1,517,589.00 |
| Projected "Indirect" Host Community Tax Revenues from Induce | d Incremental | | | | | | | | | | |
| Economic Activity | | | | | | | | | | | |
| Total "Indirect" Host Village Tax Revenues | N/A | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |
| Total "Indirect" Host City/Town Tax Revenues | Nichols | \$ | <u> </u> | \$ | | \$ | - | \$ | 9 | \$ | |
| Total "Indirect" Host County Tax Revenues | Tioga | \$ | (820,143.49) | \$ | (952,123.08) | \$ | (971,157.11) | \$ | (988,677.23) | \$ / | (1,031,650.60) |
| Community Impact Payments (if any) | | | | | | | | | | | |
| Total Host Village Impact Payments | N/A | Ś | - | \$ | | \$ | <u> </u> | \$ | - | Ś | - |
| Total Host City/Town Impact Payments | Nichols | Ś | - | Ś | _ | Ś | _ | Ś | _ | Ś | - |
| Total Host County Impact Payments | Tioga | Ś | _ | ć | _ | ć | _ | ć | _ | ς ς | - |













VIII. <u>Assumptions</u>

It is important to note that the numbers in this template do not match those in the economic impact report. The reason for the disparity is that the methodology for the project does not match the methodology imposed by this template. Thus we chose to follow the letter of the template to the best of our ability while noting this caveat. Please refer to the economic impact study for the methodology and results of our analysis.

Taxable sales are the sum of various household consumption changes estimated in our economic impact model. These categories are broadly motor vehichles and parts; furnishings and durable household equipment; recreational goods and vehicles; other durable goods; clothing and footwear; fuels, lubricants, and motor vehicles fluids; and other nondurable goods.

TIOGA DOWNS RACETRACK, LLC Exhibit VIII.B.4. (cont.)

Spillover jobs are in jobs counts rather than FTEs. Average wages are also per job therefore the total wage bill is consistent. These jobs are also by industry rather than occupation and are grouped thusly: Professional and Technical Services combined with Management of Companies and Enterprises; Administrative and Support Services, Waste Management, Retail Trade, and Wholesale Trade; Manufacturing combined with Transportation; and, lastly, all others.

Incremental net revenues are for private, non-farm sectors only.

Because there is not a section to input county-level taxable sales separately from state-level totals, this number was calculated outside of this template and inserted here. The methodology matches that of the state-level calculation. The aggregate Tioga Region in our model was scaled down to approximate Tioga County by the share of employees at Tioga Downs who reside in Tioga County. This measure would approximate how much of the payroll, and thus consumption, stays in the county.

The personal income tax was calculated by applying the current NY tax brackets to the wage rates outside of this template with the results entered here.