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AGENDA  
KANSAS LOTTERY GAMING FACILITY REVIEW BOARD  
10 am, Friday, April 24, 2009  
Eisenhower State Office Building, Auditorium B  
700 SW Harrison, Topeka, Kansas

- A. CALL TO ORDER
- B. APPROVAL OF THE AGENDA
- C. BOARD ITEMS
  - 1. Discussion, consideration and possible action on a Review Board meeting schedule  
  
Staff Presentation: Jay Hall, Review Board liaison  
Attached: Staff Agenda Memorandum
  - 2. Discussion, consideration and possible action on Review Board performance and financial matrixes  
  
Staff Presentation: Jay Hall, Review Board liaison  
Attached: Staff Agenda Memorandum
- D. EXECUTIVE SESSION – Attorney-client communication
- E. OTHER MOTIONS
- F. STAFF REPORTS
  - 1. Executive Director
  - 2. Assistant Attorney General
  - 3. Review Board liaison
  - 4.. Director of Administration
- F. ADJOURNMENT

*Kansas Lottery Gaming Facility Review Board*

**STAFF AGENDA MEMORANDUM**

DATE OF MEETING: April 24, 2009

AGENDA ITEM: Discussion, consideration and possible action of a Review Board meeting schedule

PRESENTER: Jay Hall, Review Board liaison, KRGC

ISSUE SUMMARY: During the first application round, the Review Board used a four-meeting schedule to consider each zone's submissions.

**Meeting 1:** Gaming zone visit

- Applicant proposal presentations, with questions from the board
- Kansas Lottery Commission presentation, with questions from the board
- Public comments

**Meeting 2:** Topeka

- Review Board experts' presentations
- Applicant responses

**Meeting 3:** Conference call

- Follow-up questions to applicants, applicants' experts, board consultants, staff

**Meeting 4:** Topeka

- Follow-up reports, if any, from applicants, applicants' experts, board experts, staff
- Applicants final statements
- Background and security fitness reports
- Vote

Staff recommends that the Review Board discuss this format and determine whether this or some other schedule be used for this round of application review.

BOARD ACTION REQUESTED/REQUIRED: Adopt a meeting format.

*Kansas Lottery Gaming Facility Review Board*

**STAFF AGENDA MEMORANDUM**

DATE OF MEETING: April 24, 2009

AGENDA ITEM: Discussion, consideration and possible action on Review Board performance and financial matrixes

PRESENTER: Jay Hall, Review Board Liaison

ISSUE SUMMARY: During the initial review process, the Review Board sent performance and financial matrixes to each applicant to complete with information about the applicant's proposal. These matrixes were used by the board, staff and consultants to provide a reliable means of comparison.

Staff is presenting the matrixes used during the initial process for Board consideration, amendment, if desired, and approval.

BOARD ACTION REQUIRED/REQUESTED: Amend and/or approve the proposed evaluation matrixes.

## Instructions to Proposers

- 1 Proposers are required, at the minimum, to submit information requested in the accompanying Worksheets, in the format provided. The Pro Forma worksheet follows the general format of the Nevada Gaming Abstracts and NGC-17 Filings for the State of Nevada.
- 2 Proposers are allowed to supplement the mandatory submissions with additional information and references to their original submissions to th Lottery Commission.
- 3 Proposals shall provide projected information for 5 complete calendar years following opening, starting from the projected calendar date of opening.
- 4 All data and information provided shall be supported with material assumptions upon which the projections are based, as well as any documentary evidence, publications or studies that could support the assumptions
- 5 When consolidated and totalled, the respective values in the various Worksheets should be internally consistent.
- 6 Instructions and notes which are specific to the worksheets are contained within the relevant worksheets themselves

<b>Glossary of Terms</b>	
<b>Terms</b>	<b>Definition</b>
Resident Gaming Visitors	This refers to residents within a 100-mile radius of the Lottery Gaming Facility (LGF) who visit the LGF and gamble. This represents the proposer's view of the total number of resident gambling visitors will have over the period under consideration
Resident Non-Gaming Visitors	This refers to residents within a 100-mile radius of the site who visit the LGF and do not gamble. This represents the proposer's view of the total number of resident non-gambling visitors will have over the period under consideration
Tourist Gaming Visitors	This refers to visitors who reside outside a 100-mile radius of the LGF who visit the LGF and gamble. This represents the proposer's view of the total number of tourist gambling visitors over the period under consideration
Tourist Non-Gaming Visitors	This refers to visitors who reside outside a 100-mile radius of the LGF who visit the LGF and do not gamble. This represents the proposer's view of the total number of tourist non-gambling visitors over the period under consideration
Visit per Resident Ratio	The number of times a resident visits the LGF on a per year basis
Additional length of stay	The additional number of days that a tourist visitor stays in the region (within a 100-mile radius) because of the LGF
Market Penetration Rate	Percentage of total adult resident population that is likely to visit the LGF (on a head-count basis)
Per Diem Gaming Resident	The expenditure of a Gaming Resident visitor on a per day basis
Per Diem Non-Gaming Resident	The expenditure of a Non-Gaming Resident visitor on a per day basis
Per Diem Gaming Tourist	The expenditure of a Gaming Tourist visitor on a per day basis
Per Diem Non-Gaming Tourist	The expenditure of a Non-Gaming Tourist visitor on a per day basis
Leisure Hotel Guest	A hotel guest whose primary motivation for staying at the hotel is leisure, vacation, or holiday
Business Hotel Guest	A hotel guest whose primary motivation for staying at the hotel is business, convention, or other commercial pursuits

<b>TIMELINE OF PROJECT</b>	<b>DATE</b>	<b>COMMENTS OR DESCRIPTIONS</b>
Estimated date of awarding of License		
Estimated date for approval of all building plans and variances		
Estimated date for Ground-breaking		
If project is to be phased, please describe the phases		
Completion date for Phase 1		
Completion date for Phase 2		
If project is going to involve a temporary gaming facility, please note estimated date of opening of the temporary and the permanent facility		
Estimated Opening Date for temporary facility		
Estimated Opening Date for permanent facility		

DESCRIPTION OF CASINO AND OTHER PHYSICAL FACILITIES					
			Units of Measure	COMMENTS	
<b>CASINO</b>					
Square footage			#		
Number of slot machines			#		
Number of table games			#		
Types of table games offered:					
	Blackjack		#		
	Craps		#		
	Roulette		#		
	Pai Gow Poker		#		
	Other games		#		
Other gaming offerings (specify):					
<b>HOTEL</b>					
Total square footage of public areas			#		
Number of standard rooms			#		
Number of premium rooms			#		
Square footage of standard room			#		
Square footage of premium room (average)			#		
				DESCRIPTION	
Amenities in standard rooms (specify):					
Additional amenities in premium rooms (specify):					
Additional amenities in public areas (specify):					

<b>RESTAURANTS</b>						
Number of restaurants and eating outlets			#			
<b>Specify theme, avg daily covers, and avg spend per cover of each restaurant:</b>			<b>SEATING CAPACITY</b>	<b>THEME</b>	<b>Covers</b>	<b>Avg Spend per cover</b>
Restaurant #1			#			
Restaurant #2			#			
Restaurant #3			#			
Restaurant #4			#			
Restaurant #5			#			
Restaurant #6			#			
Restaurant #7			#			
<b>BARS AND LOUNGES</b>						
Number of bars and lounges			#			
<b>Specify theme &amp; size of each bar</b>			<b>SQUARE FOOTAGE</b>	<b>THEME</b>		
Bar #1			#			
Bar #2			#			
Bar #3			#			
Bar #4			#			
Bar #5			#			
Bar #6			#			
Bar #7			#			

<b>ENTERTAINMENT VENUES</b>						
Number of Entertainment Venues			#			
<b>Describe and note size of each venue</b>			<b>SQUARE FOOTAGE</b>	<b>DESCRIPTION</b>		
Venue #1			#			
Venue #2			#			
Venue #3			#			
Venue #4			#			
Venue #5			#			
<b>EVENT VENUES</b>						
Number of Event Venues			#			
<b>Describe and note size of each venue</b>			<b>SQUARE FOOTAGE</b>	<b>DESCRIPTION</b>		
Venue #1			#			
Venue #2			#			
Venue #3			#			
Venue #4			#			
<b>CONVENTION FACILITIES</b>						
Square footage of Convention Space			#			
Square footage of Pre Function & Back of House Space			#			
Number of Break-out Rooms			#	<b>Assume the maximum number of possible break-out rooms</b>		
<b>Capacity of Break-out rooms</b>		<b>School-room seating</b>	<b>Theater seating</b>			
Room #1		#	#			
Room #2		#	#			
Room #3		#	#			
Room #4		#	#			
Room #5		#	#			
Room #6		#	#			
Room #7		#	#			

<b>SPORTS AND RECREATION FACILITIES</b>					
<b>Description of Sports/Recreation Offerings</b>		<b>SQUARE FOOTAGE</b>	<b>DESCRIPTION</b>		
Offering #1		#			
Offering #2		#			
Offering #3		#			
Offering #4		#			
Offering #5		#			
<b>RETAIL OUTLETS</b>					
<b>Description and size of Retail Outlets</b>		<b>SQUARE FOOTAGE</b>	<b>DESCRIPTION</b>		
Outlet #1		#			
Outlet #2		#			
Outlet #3		#			
Outlet #4		#			
Outlet #5		#			
<b>PARKING FACILITIES</b>					
<b>Number of surface parking spaces</b>		#			
<b>Total paved square footage for surface parking</b>		#	<b>Include ingress and egress coverage</b>		
<b>Number of enclosed parking spaces</b>		#			
<b>Total square footage for enclosed parking</b>		#	<b>Include all square footage within parking structures</b>		
<b>Number of valet parking spaces</b>		#			
<b>Number of employee parking spaces</b>		#			
<b>Number of parking spaces for Recreational Vehicles</b>		#			

VISITATION AND SPENDING PATTERNS DURING OPERATIONS PHASE OF LOTTERY GAMING FACILITY									
Company's Name									
Please submit 5-year projections, starting from the date of opening									
	Unit of Measure								
PROJECTED DATE OF OPENING:	DD/MM/YYYY								
		2009	2010	2011	2012	2013	2014	2015	
<b>RESIDENTS</b>									
Resident population (within 100 miles)									
Number of adult residents	#								
Residential gaming penetration rate *	%								* Indicates only resident gaming customers
Market penetration rate**	%								** Includes all residents
Visits per gaming resident per year	#								
Total resident gaming visits per year	#								
Resident non-gaming visits per year***	#								*** Resident non-gaming visitors
Total Residential visits per year	#								
Residential gaming spend per visit	\$								
Residential gamer non-gaming spend per diem	\$								
Per diem gaming resident									
Per diem non-gaming resident									
Total Residential Gaming Spend per annum	\$								
Total Residential Non-Gaming Spend per annum	\$								

<b>Company's Name</b>										
Please submit 5-year projections, starting from the date of opening										
	<b>Unit of Measure</b>									
<b>PROJECTED DATE OF OPENING:</b>	<b>DD/MM/YYYY</b>									
		2009	2010	2011	2012	2013	2014	2015		
<b>TOURISTS (residence more than 100 miles away)</b>										
Tourist gaming visits per year*	#								* Indicates gaming customers	
Tourist non-gaming visits per year**	#								** Customers who do not game	
Total Tourist visits per year	#									
Tourist gaming spend per diem	\$									
Tourist gamer non-gaming spend per diem	\$									
Tourist non-gamer spend per diem	\$									
Total Tourist Gaming Spend per annum	\$									
Total Tourist Non-Gaming Spend per annum	\$									
<b>TOTAL VISITATION PER YEAR</b>	<b>#</b>									
<b>TOTAL GAMING SPEND PER YEAR</b>	<b>\$</b>									
<b>TOTAL NON-GAMING SPEND PER YEAR</b>	<b>\$</b>									

<b>Company's Name</b>										
Please submit 5-year projections, starting from the date of opening										
	<b>Unit of Measure</b>									
<b>PROJECTED DATE OF OPENING:</b>	<b>DD/MM/YYYY</b>									
		2009	2010	2011	2012	2013	2014	2015		
<b>Tourist Visitors</b>										
<b>Total number of tourists</b>										
Leisure tourists	#									
Business/conference tourists	#									
Leisure tourists - Please specify top five source markets										
Other Kansas	#									
Oklahoma	#									
Nebraska	#									
Colorado	#									
Missouri	#									
Other	#									
Business/Conference Tourists - Please specify top five source markets										
Other Kansas	#									
Oklahoma	#									
Nebraska	#									
Colorado	#									
Missouri	#									
Other	#									

<b>Company's Name</b>																				
<b>Please submit 5-year projections, starting from the date of opening</b>																				
	<b>Unit of Measure</b>																			
<b>PROJECTED DATE OF OPENING:</b>	<b>DD/MM/YYYY</b>																			
		2009	2010	2011	2012	2013	2014	2015												
<b>HOTEL GUESTS</b>																				
Number of hotel rooms	#																			
Occupancy rate	%																			
Visitors per room	#																			
Total hotel guests per year	#																			
Average room rate	\$																			
Percentage of hotel guests who are residents (within 100 miles)	%																			
Percentage of hotel guests who are tourists	%																			
Total hotel revenues per year	\$																			
Total gaming spend by hotel guests per year	\$																			
Total non-gaming non-hotel spend by hotel guests per year	\$																			
<b>TOTAL SPEND BY HOTEL GUESTS PER YEAR</b>	<b>\$</b>																			

<b>Company's Name</b>										
Please submit 5-year projections, starting from the date of opening										
	<b>Unit of Measure</b>									
<b>PROJECTED DATE OF OPENING:</b>	<b>DD/MM/YYYY</b>									
		2009	2010	2011	2012	2013	2014	2015		
<b>LEISURE HOTEL GUESTS</b>										
Visitors per room	#									
Total leisure guests per year	#									
Average room rate	\$									
Percentage of leisure guests who are residents	%									
Percentage of leisure guests who are tourists	%									
Total leisure hotel revenues per year	\$									
Total gaming spend by leisure guests per year	\$									
Total other non-gaming leisure spend by leisure guests per year	\$								Separate from Leisure Hotel Spend	
<b>TOTAL SPEND BY LEISURE HOTEL GUESTS PER YEAR</b>	<b>\$</b>									
<b>BUSINESS HOTEL GUESTS</b>										
Visitors per room	#									
Total business hotel guests per year	#									
Average room rate	\$									
Percentage of business hotel guests who are residents	%									
Percentage of business hotel guests who are tourists	%									
Total business hotel revenues per year	\$									
Total gaming spend by business hotel guests per year	\$									
Total other non-gaming spend by business hotel guests per year	\$								Separate from Business Hotel Spend	
<b>TOTAL SPEND BY BUSINESS HOTEL GUESTS PER YEAR</b>	<b>\$</b>									

CHANGES IN SPENDING PATTERNS DUE TO LOTTERY GAMING FACILITY DURING OPERATIONS PHASE									
<b>Company's Name</b>									
<i>Please submit 5-year projections, starting from the date of opening</i>		Unit of Measure							
<b>PROJECTED DATE OF OPENING:</b>		<b>DD/MM/YYYY</b>							
			2009	2010	2011	2012	2013	2014	2015
<b>Annual Spending by Residents at the Lottery Gaming Facility</b>									Note: Resident visitors here includes both Leisure and Business Resident visitors
<b>Total spending by residents per year (Note: distinguish between residents who gamble (Resident Gaming Visitors) and residents who do not gamble (Resident Non-Gaming Visitors))</b>									
<b>Resident Gaming Visitors</b>									
Accommodation	\$								
Food & Beverage	\$								
Retail	\$								
Gaming	\$								
Tickets to events, concerts, shows	\$								
Other spending	\$								
<b>TOTAL spending by gaming visitors (residents)</b>	<b>\$</b>		-	-	-	-	-	-	-
<b>Resident Non-Gaming Visitors</b>									
Accommodation	\$								
Food & Beverage	\$								
Retail	\$								
Tickets to events, concerts, shows	\$								
Ticketed attractions	\$								
Other spending	\$								
<b>TOTAL spending by non gaming visitors (residents)</b>	<b>\$</b>								
<b>Total Spending by Residents</b>									
Gaming	\$								
Non Gaming	\$								
<b>TOTAL SPENDING BY RESIDENTS AT LOTTERY GAMING FACILITY</b>	<b>\$</b>								

Company's Name									
Please submit 5-year projections, starting from the date of opening		Unit of Measure							
<b>PROJECTED DATE OF OPENING:</b>		<b>DD/MM/YYYY</b>							
			2009	2010	2011	2012	2013	2014	2015
<b>SOURCES OF EXPENDITURES AT LOTTERY GAMING FACILITY: For the following questions, provide your best estimates, based on your economic models</b>									
Percent of Spend that would have occurred within the region*	%								* What percent of residents' total spend would have taken place within the 100-mile radius if the LGF facility did not exist
Percent of Spend that would have taken place outside the region**	%								**Without an LGF, what percent would have been spent outside the 100-mile radius
Percent of Spend that comes from new income generated in the region***	%								***Percent of total spending by residents that comes from income generated by the LGF and its multiplier effects
	No.								
	No.								
<b>Tourist Gaming Visitors</b>									
Accommodation	\$								
Food & Beverage	\$								
Retail	\$								
Gaming	\$								
Tickets to events, concerts, shows	\$								
Other spending	\$								
TOTAL spending by gaming visitors (tourists)	\$								
<b>Tourist Non-Gaming Visitors</b>									
Accommodation	\$								
Food & Beverage	\$								
Retail	\$								
Gaming	\$								
Tickets to events, concerts, shows	\$								
Other spending	\$								
TOTAL spending by non-gaming visitors (tourists)	\$		-	-	-	-	-	-	-
<b>TOTAL SPENDING BY TOURISTS AT LOTTERY GAMING FACILITY</b>									
									Note: Tourist visitors here includes both Leisure and Business Tourist visitors

Company's Name									
<i>Please submit 5-year projections, starting from the date of opening</i>		Unit of Measure							
<b>PROJECTED DATE OF OPENING:</b>		<b>DD/MM/YYYY</b>							
			2009	2010	2011	2012	2013	2014	2015
<b>SOURCES OF EXPENDITURES AT LOTTERY GAMING FACILITY: For the following questions, provide your best estimates, based on your economic models</b>									
What proportion of Tourist visitors would not have visited the region if the Lottery Gaming Facility did not exist?	%								
What proportion of Tourist visitor spending would not have occurred within the region if the Lottery Gaming Facility did not exist?	%								
Please provide your estimate of induced spending by resident visitors to the LGF (import substitution)	\$								
Please provide your estimate of direct spending by tourist visitors to the LGF (newly injected spending)	\$								
Please provide your estimate of induced spending by tourist visitors to the LGF (newly injected spending to the region but not at the LGF)	\$								
Please provide your estimate of an appropriate expenditure multiplier for the region	#								
<b>TOTAL DIRECT, INDIRECT,, AND INDUCED INCREASES IN SPENDING IN THE REGION, PER YEAR (SPEND)</b>	\$								
<b>ESTIMATED AGGREGATE PERSONAL INCOME IN THE REGION (API)</b>	\$								
<b>RATIO OF SPEND/API</b>	#								

<b>Company's Name</b>									
<i>Please submit 5-year projections, starting from the date of opening</i>	Unit of Measure								
<b>PROJECTED DATE OF OPENING:</b>	<b>DD/MM/YYYY</b>								
		2009	2010	2011	2012	2013	2014	2015	
<b>Instructions to Proposers</b>									
The intent of this section is to provide a foundation to estimate the amount of new direct spending (from import substitution by residents and newly injected spending by tourists), and then to estimate the indirect increases in expenditure brought about in the region via a regional expenditure multiplier process									
INDUCED SPENDING BY RESIDENTS is incremental spending that results from residents who are in the region because of the LGF (rather than visiting other regions) and the additional expenditures they make in the region as a result. <u>(This does not include substitution or "cannibalization" of spending that would have shifted from other businesses in the region to the LGF.)</u>									
INDUCED SPENDING is incremental spending that results from tourists who stay longer in the region because of the LGF and the additional expenditures they make in the region, <u>not at the LGF</u> , as a result of their longer stays.									

<b>EMPLOYMENT INFORMATION DURING OPERATIONS' PHASE OF LOTTERY GAMING FACILITY</b>									
<b>Company's Name</b>									
<i>Please submit 5-year projections, starting from the date of opening</i>	Unit of Measure								
<b>PROJECTED DATE OF OPENING:</b>	DD/MM/YYYY								
		2009	2010	2011	2012	2013	2014	2015	
<b>No. of FTE Workers employed within the Lottery Gaming Facility</b>	#								
<b>General and Administrative</b>									
Professionals, Managers, Executives and Technicians	#								
Clerical Workers, Sales and Service Workers	#								
Production and Transport Operators, Laborers and Cleaners	#								
<b>Casino</b>									
Professionals, Managers, Executives and Technicians	#								
Dealers and game supervisors	#								
Clerical Workers, Sales and Hosts	#								
Security and surveillance	#								
Cleaners	#								
Other	#								
<b>Hotel</b>									
Professionals, Managers, Executives and Technicians	#								
Clerical Workers, Sales and Marketing Staff	#								
Room cleaners, housekeeping supervisors	#								
Other	#								

























































