

AGENDA
KANSAS LOTTERY GAMING FACILITY REVIEW BOARD
9 am, Wednesday, September 16, 2009
Raymond Frye Complex, Auditorium A
320 North Jefferson, Wellington, Kansas

- A. CALL TO ORDER
- B. APPROVAL OF THE AGENDA
- C. BOARD ITEMS
 - 1. Regarding the proposed management contract between Chisholm Creek Casino Resort LLC and the Kansas Lottery Commission for the south central gaming zone
 - a. Presentation by Kansas Lottery Commission (30 minutes)
 - b. Presentation by Chisholm Creek Casino Resort LLC (75 minutes)
 - c. Presentation by Sumner County Commission, the endorsing authority for the proposal (15 minutes)

The board reserves the right to question each entity without any time limitation.

- D. PUBLIC COMMENTS (90 minutes)

Persons interested in making comments to the board may do so during this time. Those speaking must provide their name, address and, if affiliated with a specific group, identify that group. They also will be asked on behalf of which proposal or proposals they wish to speak or if they are making general comments. Each person will have two minutes to address the board.
- E. OTHER MOTIONS
- F. STAFF REPORTS
 - 1. Executive Director
 - 2. Director of Administration
- G. ADJOURNMENT

**EXECUTIVE SUMMARY FOR
Chisholm Creek Casino Resort
GAMING ZONE: South Central**

- 1. NAME OF FACILITY:** Chisholm Creek Casino Resort
- 2. NAME OF MANAGER:** Chisholm Creek Casino Resort LLC
- 3. PRINCIPALS/OWNERS/PARENT COMPANY:** 50% owned by Kansas Gaming Holdings LLC (which consists of subsidiaries of Och-Ziff Real Estate Acquisitions, LP and Foxwoods Development Company, LLC); 33% Clairvest Group, Inc.; and, 17% Lakes Entertainment, Inc.
- 4. CLASS III GAMING EXPERIENCE:** Both Lakes Development and Foxwoods Development will share managerial and/or consulting duties. The Mashantucket Pequot Tribal Nation has operated Class III gaming in Connecticut for 17 years, and owns and operates Foxwoods Resort Casino and the MGM Grand at Foxwoods (collectively the largest gaming facility in North America). Lakes Entertainment is a public gaming company that has been involved in Class III casino gaming since 1990 (first as Grand Casinos, and then as Lakes Entertainment through a spin-off from Grand Casinos). Lakes Development and its management staff have developed and operated 11 company-owned and Tribal casinos in Mississippi, Michigan, Louisiana, Nevada, Minnesota, Oklahoma, and California.
- 5. LOCATION OF CASINO (City or County and general description of location):** Located on 146 acres in Sumner County just southwest of the intersection of I-35 (Kansas Turnpike) and Highway 53 at Exit 33, bounded by Highway 81 to the west.
- 6. INVESTMENT IN INFRASTRUCTURE (NOT INCL. PRIVILEGE FEE):** A minimum of \$225 million (see number 7 regarding “phased-in development”).
- 7. DESCRIPTION AND TIMING OF PHASED-IN DEVELOPMENT(S), IF ANY:** It is intended that Phase I would open within 20 months of the Effective Date, with an approximate investment in infrastructure of \$153 million. After the opening of Phase I, construction of Phase II would continue when commercially reasonable with the entire \$225 million statutory minimum investment in infrastructure spent no later than 12 years after the effective date of the contract with the State; however, Chisholm Creek has also committed to attempt to contract with a third-party developer to build a hotel on the site of the gaming enterprise. Additional future phases would be constructed as the market warrants. See “Exhibit C” of the contract with the State for additional details, which exhibit is attached hereto.
- 8. RESOLUTION OF ENDORSEMENT OBTAINED?** Yes, from the Board of County Commissioners of Sumner County (including a “reaffirmation” of that endorsement as set forth in a subsequent Memorandum of Understanding)
- 9. PLANNING AND ZONING APPROVED?** Yes
- 10. THEME OF FACILITY, IF ANY:** Prairie style contemporary

- 11. NUMBER OF SLOT MACHINES:** Approximately 1,300-1,500 slot machines and 30 table games in Phase I of the project
- 12. AVERAGE NET MACHINE INCOME PER DAY ESTIMATED BY APPLICANT:** \$221 per machine per day in Phase I (with 1,500 machines) and \$218 per machine per day in Phase II on a stabilized basis (with up to 2,000 machines)
- 13. NUMBER OF TABLE GAMES AND TOTAL POSITIONS:** 30 table games totaling approximately 200 table game positions in Phase I
- 14. AVERAGE NET TABLE INCOME PER POSITION PER DAY ESTIMATED BY APPLICANT:** \$163 per position per day
- 15. ANCILLARY FACILITIES/AMENITIES:** (“Phase II” only represent potential amenities)
- Third-party 150-200 room hotel is possible, but not guaranteed, in Phase I
 - Buffet (Phase I)
 - Steakhouse (Phase I)
 - Deli (Phase I)
 - Sports bar/lounge (Phase I)
 - Two Service bars (Phase I)
 - Retail venue (Phase II)
 - Multipurpose entertainment and meeting venue (Phase II)
 - Live performance venue (Phase I and Phase II)
 - On-site radio broadcast studio (Phase II)
 - Public emergency services facility (Phase I and Phase II)
 - Dedicated turnpike exit into the facility (Phase II)
- 16. ESTIMATED NUMBER OF TOURISTS* PER YEAR:** Approximately 11.4% of all guests would originate from more than 100 miles away (estimated at 285,397 in the first year of operation of Phase II)
- *players living 100 or more miles away from facility
- 17. ESTIMATED EMPLOYEES (FTE’s at gaming enterprise itself):** Approximately 409 employees in Phase I increasing to approximately 941 employees in Phase II
- 18. PROJECTED DATE TO OPEN FACILITY:** It is intended that Phase I would open within 20 months of the Effective Date. After opening of Phase I, construction of Phase II would continue when commercially reasonable, but with the entire statutory minimum investment in infrastructure made within 12 years of the effective date of the contract with the State.
- 19. DO YOU PLAN TO OPEN A TEMPORARY FACILITY, AND IF SO, WHEN?** No. All major facility components will be permanent. In order to open Phase I as quickly as possible, certain infrastructure components of Phase I may be temporary and replaced with permanent improvements in Phase II.

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 the 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

Glossary of Terms	
Terms	Definition
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 100mile 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

TIMELINE OF PROJECT		
Proposed Casino Name:		Proposed Casino Address or Location:
Chisholm Creek Casino Resort		Southwest corner of KTA I 35 and SR 53 on US 81 near Mulvane, Kansas
Disclaimer: Certain statements made in this matrix are based on certain assumptions, which are based on current information. Such statements are subject to revision if such assumptions are materially different from actual results.		
	DATE	COMMENTS OR DESCRIPTIONS
Estimated date of awarding of License	1/4/2010	
Estimated date for approval of all building plans and variances	7/19/2010	
Estimated date for Ground-breaking	8/31/2010	
If project is to be phased, please describe the phases		Phase 1 will consist of a casino, with 1,300 slot machines (with room for 1,500), 30 table games, 3 restaurants. Future development will be dependent upon the market place.
Completion date for Phase 1	9/1/2011	
Completion date for Phase 2	TBD	
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	N/A	
Estimated Opening Date for permanent facility	9/1/2011	

Chisholm Creek Casino Resort					
DESCRIPTION OF CASINO AND OTHER PHYSICAL FACILITIES					
		Quantity	Units of Measure	COMMENTS	
CASINO					
				Includes all gaming areas, cage, support for gaming and gaming bars	
Square footage	Approximate	57,475	SF		
Number of slot machines	Approximate	1,300	slots		
Number of table games	Approximate	30	tables		
Types of table games offered:					
	Blackjack	12	tables		
	Craps	2	tables		
	Roulette	2	tables		
	Mini-Baccarat	4			
	Other	10		Other games include carnival games such as 3 card poker	
Other gaming offerings (specify):					
HOTEL					
Total square footage of public areas			Square Feet		
Number of standard rooms			Rooms		
Number of premium rooms			Rooms		
Square footage of standard room			Square Feet		
Square footage of premium room (average)			Square Feet		
DESCRIPTION					
Amenities in standard rooms (specify):					
Additional amenities in premium rooms (specify):					
Additional amenities in public areas (specify):					

Chisholm Creek Casino Resort						
RESTAURANTS						
Number of restaurants and eating outlets		3	Phase 1			Stabilized 2013
Specify theme, avg daily covers, and avg spend per cover of each restaurant:		Approximate SQUARE FOOTAGE (FOH & BOH)	SEATING CAPACITY	THEME	Covers	Avg Spend per cover
Restaurant #1	Buffet	16,030	250	high energy venue with action stations, woodfire grill, salads, home cooking and dessert bar	459,034	\$ 15.00
Restaurant #2	Steakhouse	3,200	50	casual steakhouse	36,500	\$ 42.44
Restaurant #3	Deli	2,500	30	24/7 serving sandwiches, all day breakfast and quick-grab snacks	250,340	\$ 8.22
Restaurant #4		#	#			
Restaurant #5		#	#			
Restaurant #6		#	#			
Restaurant #7		#	#			
BARS AND LOUNGES						
Number of bars and lounges			#			
Specify theme & size of each bar		SQUARE FOOTAGE	SEATING CAPACITY	THEME		
Bar #1		#	#			
Bar #2		#	#			
Bar #3		#	#			
Bar #4		#	#			
Bar #5		#	#			
Bar #6		#	#			
Bar #7		#	#			

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

Chisholm Creek Casino Resort				
SPORTS AND RECREATION FACILITIES				
Description of Sports/Recreation Offerings	CUSTOMER CAPACITY	SQUARE FOOTAGE	DESCRIPTION	
Offering #1	#	#		
Offering #2	#	#		
Offering #3	#	#		
Offering #4	#	#		
Offering #5	#	#		
RETAIL OUTLETS				
Description and size of Retail Outlets		SQUARE FOOTAGE	DESCRIPTION	
Outlet #1	Casino Retail	1,200	Retail outlet for sundries, logo and gift items.	
Outlet #2		#		
Outlet #3		#		
Outlet #4		#		
Outlet #5		#		
PARKING FACILITIES	Phase 1		Spaces	
Number of surface parking spaces	Overall	1,925		
Total paved square footage for surface parking		950,000	Include ingress and egress coverage	
Number of enclosed parking spaces		-		
Total square footage for enclosed parking		-	Include all square footage within parking structures	
Number of valet parking spaces		250		
Number of employee parking spaces		400		
Number of parking spaces for Recreational Vehicles		25		

VISITATION AND SPENDING PATTERNS DURING OPERATIONS' PHASE OF LOTTERY GAMING FACILITY									
Chisholm Creek Casino Resort									
Please submit 5-year projections, starting from the date of opening									
	Unit of Measure								
PROJECTED DATE OF OPENING:	September, 2011								
		2009	2010	2011	2012	2013	2014	2015	
RESIDENTS									
Resident population (within 100 miles)									
Number of adult residents (over 21 100 Mile Concentric Ring)				881,521	883,528	885,494	887,510	889,531	
Number of adult residents (over 21 100 Market Area)				994,962	997,093	999,255	1,001,500	1,003,779	* 100 mile local market area defined using the 100 mile concentric ring and modified for unique submarkets defined to account for highway access, competition and demographics.
Residential gaming penetration rate *	%			16.6%	49.9%	50.0%	50.1%	50.1%	* Indicates only resident gaming customers within 100 miles
Market penetration rate**	%			29.2%	29.3%	29.3%	29.3%	29.3%	** Includes all residents
Visits per gaming resident per year	#			1.91	5.75	5.76	5.78	5.79	
Total resident gaming visits per year	#			555,327	1,677,901	1,686,192	1,694,581	1,703,107	2011 Partial Year
Resident non-gaming visits per year***	#			55,533	167,790	168,619	169,458	170,311	*** Resident non-gaming visitors , 2011 Partial Year
Total Residential visits per year	#			610,860	1,845,691	1,854,811	1,864,039	1,873,418	
Residential gaming spend per visit	\$			\$ 62	\$ 63	\$ 65	\$ 67	\$ 69	
Residential gamer non-gaming spend per diem	\$			\$ 6	\$ 6	\$ 7	\$ 7	\$ 7	
Per diem gaming resident				\$ 69	\$ 69	\$ 71	\$ 73	\$ 76	
Per diem non-gaming resident				\$ 6	\$ 6	\$ 7	\$ 7	\$ 7	
Total Residential Gaming Spend per annum	\$			\$ 34,503,174	\$ 105,288,663	\$ 108,978,060	\$ 112,800,686	\$ 116,763,754	
Total Residential Non-Gaming Spend per annum	\$			\$ 3,931,151	\$ 11,996,107	\$ 12,416,245	\$ 12,851,559	\$ 13,302,944	

Chisholm Creek Casino Resort										
Please submit 5-year projections, starting from the date of opening										
PROJECTED DATE OF OPENING: <u>September, 2011</u>										
Unit of Measure										
		2009	2010	2011	2012	2013	2014	2015		
TOURISTS (residence more than 100 miles away)										
Tourist gaming visits per year*	#			59,463	179,664	180,552	181,450	182,363	* Indicates gaming customers	
Tourist non-gaming visits per year**	#			11,892	35,933	36,110	36,290	36,473	** Customers who do not game	
Total Tourist visits per year	#			71,355	215,597	216,662	217,740	218,836		
Tourist gaming spend per diem	\$			\$ 65	\$ 65	\$ 67	\$ 69	\$ 71		
Tourist gamer non-gaming spend per diem	\$			\$ 8	\$ 8	\$ 8	\$ 8	\$ 8		
Tourist non-gamer spend per diem	\$			\$ 8	\$ 8	\$ 8	\$ 8	\$ 8		
Total Tourist Gaming Spend per annum	\$			\$ 3,850,020	\$ 11,748,771	\$ 12,161,027	\$ 12,588,188	\$ 13,031,063		
Total Tourist Non-Gaming Spend per annum	\$			\$ 540,645	\$ 1,649,792	\$ 1,707,575	\$ 1,767,440	\$ 1,829,518		
TOTAL VISITATION PER YEAR	#			682,215	2,061,288	2,071,473	2,081,779	2,092,254		
TOTAL GAMING SPEND PER YEAR	\$			\$ 38,353,194	\$ 117,037,434	\$ 121,139,087	\$ 125,388,874	\$ 129,794,817		
TOTAL NON-GAMING SPEND PER YEAR	\$			\$ 4,471,795	\$ 13,645,899	\$ 14,123,820	\$ 14,618,999	\$ 15,132,463		
Tourist Visitors										
Total number of tourists										
Leisure tourists	#			67,787	204,817	205,829	206,853	207,894		
Business/conference tourists	#			3,568	10,780	10,833	10,887	10,942		
Leisure tourists - Please specify top five source markets										
Other Kansas	#			25,759	77,831	78,215	78,604	79,000		
Oklahoma	#			21,014	63,493	63,807	64,124	64,447		
Missouri	#			5,423	16,385	16,466	16,548	16,632		
Texas	#			3,389	10,241	10,291	10,343	10,395		
Nebraska	#			2,034	6,145	6,175	6,206	6,237		
Other	#			10,168	30,723	30,874	31,028	31,184		
Business/Conference Tourists - Please specify top five source markets										
Other Kansas	#			1,463	4,420	4,442	4,464	4,486		
Oklahoma	#			1,035	3,126	3,142	3,157	3,173		
Missouri	#			250	755	758	762	766		
Texas	#			178	539	542	544	547		
Nebraska	#			107	323	325	327	328		
Other	#			535	1,617	1,625	1,633	1,641		

Chisholm Creek Casino Resort										
Please submit 5-year projections, starting from the date of opening										
PROJECTED DATE OF OPENING:		Unit of Measure								
		September, 2011								
		2009	2010	2011	2012	2013	2014	2015		
HOTEL GUESTS										
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	\$									
TOTAL SPEND BY HOTEL GUESTS PER YEAR	\$									
LEISURE HOTEL GUESTS										
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
TOTAL SPEND BY LEISURE HOTEL GUESTS PER YEAR	\$									
BUSINESS HOTEL GUESTS										
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
TOTAL SPEND BY BUSINESS HOTEL GUESTS PER YEAR										

CHANGES IN SPENDING PATTERNS DUE TO LOTTERY GAMING FACILITY DURING OPERATIONS PHASE										
Chisholm Creek Casino Resort										
<i>Please submit 5-year projections, starting from the date of opening</i>	Unit of Measure									
PROJECTED DATE OF OPENING:	September, 2011									
		2009	2010	2011	2012	2013	2014	2015		
Annual Spending by Residents at the Lottery Gaming Facility									Note: Resident visitors here includes both Leisure and Business Resident visitors	
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))										
Resident Gaming Visitors										
Accommodation	\$			-	-	-	-	-		
Food & Beverage	\$			3,176,707	9,694,095	10,034,252	10,386,711	10,752,131		
Retail	\$			333,130	1,015,818	1,053,692	1,092,982	1,133,838		
Gaming	\$			34,503,174	105,288,663	108,978,060	112,800,686	116,763,754		
Tickets to events, concerts, shows	\$									
Other spending	\$			63,934	195,640	199,552	203,544	207,614		
TOTAL spending by gaming visitors (residents)	\$			-	-	38,076,945	116,194,215	120,265,557	124,483,922	128,857,338
Resident Non-Gaming Visitors										
Accommodation	\$			-	-	-	-	-		
Food & Beverage	\$			317,672	969,409	1,003,424	1,038,670	1,075,215		
Retail	\$			33,313	101,582	105,369	109,298	113,384		
Tickets to events, concerts, shows	\$									
Ticketed attractions	\$									
Other spending	\$			6,393	19,564	19,955	20,354	20,761		
TOTAL spending by non gaming visitors (residents)	\$			-	-	357,379	1,090,555	1,128,748	1,168,323	1,209,361
Total Spending by Residents										
Gaming	\$			-	-	34,503,174	105,288,663	108,978,060	112,800,686	116,763,754
Non Gaming	\$			-	-	3,931,151	11,996,107	12,416,245	12,851,559	13,302,944
TOTAL SPENDING BY RESIDENTS AT LOTTERY GAMING FACILITY	\$			-	-	38,434,324	117,284,770	121,394,305	125,652,245	130,066,698

Chisholm Creek Casino Resort									
<i>Please submit 5-year projections, starting from the date of opening</i>	Unit of Measure								
PROJECTED DATE OF OPENING:	September, 2011								
		2009	2010	2011	2012	2013	2014	2015	
SOURCES OF EXPENDITURES AT LOTTERY GAMING FACILITY: For the following questions, provide your best estimates, based on your economic models									
Percent of Spend that would have occurred within the region*	%			71.6%	71.6%	71.6%	71.6%	71.6%	* 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**	%			8.6%	8.6%	8.6%	8.6%	8.6%	**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***	%			19.9%	19.9%	19.9%	19.9%	19.9%	***Percent of total spending by residents that comes from income generated by the LGF and its multiplier effects. Indirect & Induced
	No.								
	No.								
Tourist Gaming Visitors									
Accommodation	\$			-	-	-	-	-	
Food & Beverage	\$			400,484	1,222,101	1,264,989	1,309,418	1,355,483	
Retail	\$			41,997	128,061	132,836	137,789	142,939	
Gaming	\$			3,850,020	11,748,771	12,161,027	12,588,188	13,031,063	
Tickets to events, concerts, shows	\$								
Other spending	\$			8,060	24,664	25,157	25,660	26,173	
TOTAL spending by gaming visitors (tourists)	\$	-	-	4,300,561	13,123,597	13,584,009	14,061,054	14,555,659	
Tourist Non-Gaming Visitors									
Accommodation	\$			-	-	-	-	-	
Food & Beverage	\$			80,093	244,422	252,995	261,884	271,100	
Retail	\$			8,399	25,612	26,567	27,558	28,588	
Gaming	\$								
Tickets to events, concerts, shows	\$								
Other spending	\$			1,612	4,933	5,031	5,132	5,235	
TOTAL spending by non-gaming visitors (tourists)	\$	-	-	90,104	274,967	284,593	294,573	304,922	
TOTAL SPENDING BY TOURISTS AT LOTTERY GAMING FACILITY									
		-	-	4,390,664	13,398,563	13,868,602	14,355,628	14,860,581	

Chisholm Creek Casino Resort									
Please submit 5-year projections, starting from the date of opening		Unit of Measure							
PROJECTED DATE OF OPENING:		September, 2011							
			2009	2010	2011	2012	2013	2014	2015
SOURCES OF EXPENDITURES AT LOTTERY GAMING FACILITY: For the following questions, provide your best estimates, based on your economic models									
What proportion of Tourist visitors would not have visited the region if the Lottery Gaming Facility did not exist?	%		75.00%	75.00%	75.00%	75.00%	75.00%	75.00%	
What proportion of Tourist visitor spending would not have occurred within the region if the Lottery Gaming Facility did not exist?	%		80.00%	80.00%	80.00%	80.00%	80.00%	80.00%	
Please provide your estimate of induced spending by resident visitors to the LGF (import substitution)	\$		\$4,116,491	\$12,561,782	\$13,002,084	\$13,458,293	\$13,931,292		Resident spending (100 miles) that would've occurred outside the local market. Resident market 100 miles includes spending in Northern Oklahoma.
Please provide your estimate of direct spending by tourist visitors to the LGF (newly injected spending)	\$		\$3,512,532	\$10,718,851	\$11,094,881	\$11,484,502	\$11,888,465		
Please provide your estimate of induced spending by tourist visitors to the LGF (newly injected spending to the region but not at the LGF)	\$		\$1,427,100	\$4,441,298	\$4,597,134	\$4,758,608	\$4,926,037		
Please provide your estimate of an appropriate expenditure multiplier for the region:	#		1.29	1.29	1.29	1.29	1.29		Multiplier based on Sumner County IMPLAN data. State wide multiplier impact would be 1.71.
TOTAL DIRECT TOURIST, INDUCED TOURIST and INDUCED RESIDENT SPENDING	\$		\$9,056,123	\$27,721,931	\$28,694,100	\$29,701,403	\$30,745,794		
Total spending by residents that comes from income generated by the LGF and its multiplier effects. Indirect			\$9,528,815	\$29,077,781	\$30,096,636	\$31,152,284	\$32,246,735		Added by applicant to get to total new spending in the region. Includes multiplier effect
TOTAL DIRECT, INDIRECT, AND INDUCED INCREASES IN SPENDING IN THE REGION, PER YEAR (SPEND) Including Multiplier Effect			\$21,226,210	\$64,884,979	\$67,159,541	\$69,516,278	\$71,959,724		
ESTIMATED AGGREGATE PERSONAL INCOME IN THE REGION (API)	\$		\$28,660,000,000	\$29,251,000,000	\$29,842,000,000	\$30,433,000,000	\$31,024,000,000		
RATIO OF SPEND/API	#		0.0007	0.0022	0.0023	0.0023	0.0023		

Chisholm Creek Casino Resort								
<i>Please submit 5-year projections, starting from the date of opening</i>	Unit of Measure							
PROJECTED DATE OF OPENING:	September, 2011							
		2009	2010	2011	2012	2013	2014	2015
Instructions to Proposers								
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.								

EMPLOYMENT INFORMATION DURING OPERATIONS' PHASE OF LOTTERY GAMING FACILITY									
Chisholm Creek Casino Resort									
<i>Please submit 5-year projections, starting from the date of opening</i>	Unit of Measure								
PROJECTED DATE OF OPENING:	September, 2011								Total Employees
		2009	2010	2011	2012	2013	2014	2015	2013
				Partial Yr					
No. of FTE Workers employed within the Lottery Gaming Facility	#								
		Full Time Equivalents							
General and Administrative									
Professionals, Managers, Executives and Technicians	#	-	-	32	32	32	32	32	32
Clerical Workers, Sales and Service Workers	#	-	-	35	35	35	35	35	35
Production and Transport Operators, Laborers and Cleaners	#	-	-	-	-	-	-	-	-
Casino									
Professionals, Managers, Executives and Technicians	#	-	-	74	74	74	74	74	74
Dealers and game supervisors	#	-	-	162	162	163	164	165	212
Clerical Workers, Sales and Hosts	#	-	-	44	44	44	44	44	52
Security and surveillance	#	-	-	74	74	74	74	74	88
Cleaners	#	-	-	65	65	65	65	65	81
Other	#	-	-	113	112	113	113	113	125
Hotel									
Professionals, Managers, Executives and Technicians	#	-	-	-	-	-	-	-	-
Clerical Workers, Sales and Marketing Staff	#	-	-	-	-	-	-	-	-
Room cleaners, housekeeping supervisors	#	-	-	-	-	-	-	-	-
Other	#	-	-	-	-	-	-	-	-

Chisholm Creek Casino Resort											
<i>Please submit 5-year projections, starting from the date of opening</i>	Unit of Measure										
PROJECTED DATE OF OPENING:	September, 2011									Total Employees	
		2009	2010	2011	2012	2013	2014	2015		2013	
				Partial Yr							
No. of FTE Workers employed within the Lottery Gaming Facility	#										
		Full Time Equivalents									
Food and Beverage											
Professionals, Chefs, Managers, Executives and Technicians	#	-	-	21	21	21	21	21		21	
Clerical Workers, Sales and Service Workers	#	-	-	2	2	2	2	2		2	
Food preparers and servers, Hosting staff, and Cleaners	#	-	-	146	146	147	148	148		174	
Other	#	-	-	70	70	70	70	70		85	
Other (including convention, entertainment, retail, etc.)											
Professionals, Managers, Executives and Technicians	#	-	-	1	1	1	1	1		1	
Clerical Workers, Compliance, Accounting, and Sales	#	-	-	4	4	4	4	4		4	
Human Resources	#	-	-	-	-	-	-	-		-	
Other	#	-	-	-	-	-	-	-		-	
Others (please specify)											
Professionals, Managers, Executives and Technicians	#	-	-	2	2	2	2	2		2	
Clerical Workers, Sales and Service Workers	#	-	-	-	-	-	-	-		-	
Production and Transport Operators, Laborers and Cleaners	#	-	-	29	29	29	29	29		34	
TOTAL FTE EMPLOYED BY THE LGF	#	-	-	874	874	876	878	880		1,022	
FTE=full time equivalent											

PAYROLL INFORMATION DURING OPERATIONS' PHASE OF LOTTERY GAMING FACILITY									
Chisholm Creek Casino Resort									
<i>Please submit 5-year projections, starting from the date of opening</i>	Unit of Measure								
PROJECTED DATE OF OPENING:	September, 2011								
		2009	2010	2011	2012	2013	2014	2015	
Total Payroll of Workers employed within the Lottery Gaming Facility, including cost of paid benefits such as health insurance, unemployment insurance, worker's compensation, retirement.									
General and Administrative									
Professionals, Managers, Executives and Technicians		-	-	831,382	2,583,123	2,660,617	2,740,435	2,822,648	
Clerical Workers, Sales and Service Workers		-	-	486,680	1,512,126	1,557,490	1,604,215	1,652,341	
Production and Transport Operators, Laborers and Cleaners									
Casino									
Professionals, Managers, Executives and Technicians		-	-	1,520,023	4,722,750	4,864,433	5,010,366	5,160,677	
Dealers and game supervisors		-	-	2,307,821	7,170,456	7,385,570	7,607,137	7,835,351	
Clerical Workers, Sales and Hosts		-	-	560,342	1,740,996	1,793,226	1,847,023	1,902,434	
Security and surveillance		-	-	945,407	2,937,404	3,025,526	3,116,291	3,209,780	
Cleaners		-	-	572,369	1,778,365	1,831,716	1,886,667	1,943,267	
Other		-	-	1,405,517	4,366,975	4,497,984	4,632,924	4,771,912	

PAYROLL INFORMATION DURING OPERATIONS' PHASE OF LOTTERY GAMING FACILITY									
Chisholm Creek Casino Resort									
<i>Please submit 5-year projections, starting from the date of opening</i>	Unit of Measure								
PROJECTED DATE OF OPENING:	September, 2011								
		2009	2010	2011	2012	2013	2014	2015	
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		-	-	443,557	1,338,003	1,358,073	1,401,532	1,449,184	
Clerical Workers, Sales and Service Workers		-	-	33,152	100,003	101,503	104,751	108,312	
Food preparers and servers, Hosting staff, and Cleaners		-	-	1,250,250	3,890,513	4,046,134	4,175,610	4,317,581	
Other		-	-	659,928	1,990,692	2,020,552	2,085,210	2,156,107	
Other (including convention, entertainment, retail, etc.)									
Professionals, Managers, Executives and Technicians		-	-	23,319	72,453	74,626	76,865	79,171	
Clerical Workers, Compliance, Accounting, and Sales		-	-	41,007	127,410	131,232	135,169	139,224	
Human Resources		-	-	-	-	-	-	-	
Other		-	-	-	-	-	-	-	
Others									
Professionals, Managers, Executives and Technicians		-	-	46,638	144,906	149,253	153,730	158,342	
Clerical Workers, Sales and Service Workers		-	-	-	-	-	-	-	
Production and Transport Operators, Laborers and Cleaners		-	-	257,315	799,484	823,468	848,172	873,618	
TOTAL PAYROLL (INCLUDING BENEFITS) FOR THE LGF		-	-	11,384,706	35,275,658	36,321,403	37,426,097	38,579,949	

Chisholm Creek Casino Resort							
Consolidated Pro-Forma Income and Expenditure Statement for the LGF							
<i>Amounts in thousands of dollars</i>							
<i>Please submit 5-year projections, starting from the date of opening</i>							
PROJECTED DATE OF OPENING:		Unit of Measure					
		September, 2011					
	2009	2010	2011	2012	2013	2014	2015
DEPARTMENTAL INCOME STATEMENTS							
CASINO DEPARTMENT							
REVENUE							
Pit Revenue (including keno, bingo)			\$3,570,319	\$10,895,077	\$11,276,902	\$11,672,516	\$12,082,668
Electronic gaming machines			34,782,875	106,142,357	109,862,185	113,716,357	117,712,149
Poker and other non-banked card games			-	-	-	-	-
TOTAL REVENUE	-	-	38,353,194	117,037,434	121,139,087	125,388,874	129,794,817
DEPARTMENTAL EXPENSES							
Bad debt expenses							
Promotional Credit			2,454,604	7,490,396	7,752,902	8,024,888	8,306,868
Complementary expenses	-	-	1,265,831	4,583,375	5,079,415	5,263,619	5,454,826
Gaming taxes and licenses			9,692,619	29,577,700	30,614,270	31,688,276	32,801,746
Preferred guest expenses							
Payroll taxes			556,600	1,729,369	1,781,250	1,834,687	1,889,728
Payroll - Employee Benefits			1,213,015	3,768,868	3,881,934	3,998,392	4,118,344
Payroll - Officers							
Payroll - Other Employees			5,541,864	17,218,709	17,735,271	18,267,329	18,815,348
Other Departmental Expenses							
Preferred guest expenses			-	-	-	-	-
Payroll taxes							
TOTAL EXPENSES	-	-	20,724,533	64,368,417	66,845,041	69,077,191	71,386,861
TOTAL CASINO INCOME	-	-	17,628,661	52,669,017	54,294,046	56,311,683	58,407,956

