

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

<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 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

<b>TIMELINE OF PROJECT</b>		
<b>Proposed Casino Name:</b>		Proposed Casino Address or Location:
<b>Chisholm Creek Casino Resort</b>		<b>Southwest corner of KTA I 35 and SR 53 on US 81 near Mulvane, Kansas</b>
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.		
	<b>DATE</b>	<b>COMMENTS OR DESCRIPTIONS</b>
<b>Estimated date of awarding of License</b>	1/4/2010	
<b>Estimated date for approval of all building plans and variances</b>	7/19/2010	
<b>Estimated date for Ground-breaking</b>	8/31/2010	
<b>If project is to be phased, please describe the phases</b>		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.
<b>Completion date for Phase 1</b>	9/1/2011	
<b>Completion date for Phase 2</b>	TBD	
<b>If project is going to involve a temporary gaming facility, please note estimated date of opening of the temporary and the permanent facility</b>		
<b>Estimated Opening Date for temporary facility</b>	N/A	
<b>Estimated Opening Date for permanent facility</b>	9/1/2011	

Chisholm Creek Casino Resort					
DESCRIPTION OF CASINO AND OTHER PHYSICAL FACILITIES					
		Quantity	Units of Measure	COMMENTS	
<b>CASINO</b>					
				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):					
<b>HOTEL</b>					
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		
<b>DESCRIPTION</b>					
Amenities in standard rooms (specify):					
Additional amenities in premium rooms (specify):					
Additional amenities in public areas (specify):					

Chisholm Creek Casino Resort						
<b>RESTAURANTS</b>						
Number of restaurants and eating outlets		3		Phase 1		Stabilized 2013
<b>Specify theme, avg daily covers, and avg spend per cover of each restaurant:</b>		<b>Approximate SQUARE FOOTAGE (FOH &amp; BOH)</b>	<b>SEATING CAPACITY</b>	<b>THEME</b>	<b>Covers</b>	<b>Avg Spend per cover</b>
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		#	#			
<b>BARS AND LOUNGES</b>						
Number of bars and lounges			#			
<b>Specify theme &amp; size of each bar</b>		<b>SQUARE FOOTAGE</b>	<b>SEATING CAPACITY</b>	<b>THEME</b>		
Bar #1		#	#			
Bar #2		#	#			
Bar #3		#	#			
Bar #4		#	#			
Bar #5		#	#			
Bar #6		#	#			
Bar #7		#	#			

Chisholm Creek Casino Resort				
<b>ENTERTAINMENT VENUES</b>				
Number of Entertainment Venues				
<b>Describe and note size of each venue</b>	<b>SQUARE FOOTAGE</b>	<b>SEATING CAPACITY</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>SEATING CAPACITY</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	#	#		

Chisholm Creek Casino Resort				
<b>SPORTS AND RECREATION FACILITIES</b>				
<b>Description of Sports/Recreation Offerings</b>	<b>CUSTOMER CAPACITY</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	Casino Retail	1,200	Retail outlet for sundries, logo and gift items.	
Outlet #2		#		
Outlet #3		#		
Outlet #4		#		
Outlet #5		#		
<b>PARKING FACILITIES</b>	Phase 1		Spaces	
<b>Number of surface parking spaces</b>	Overall	1,925		
<b>Total paved square footage for surface parking</b>		950,000	Include ingress and egress coverage	
<b>Number of enclosed parking spaces</b>		-		
<b>Total square footage for enclosed parking</b>		-	Include all square footage within parking structures	
<b>Number of valet parking spaces</b>		250		
<b>Number of employee parking spaces</b>		400		
<b>Number of parking spaces for Recreational Vehicles</b>		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	
<b>RESIDENTS</b>									
<b>Resident population (within 100 miles)</b>									
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										
<b>PROJECTED DATE OF OPENING:</b> <u>September, 2011</u>										
<b>Unit of Measure</b>										
		2009	2010	2011	2012	2013	2014	2015		
<b>TOURISTS (residence more than 100 miles away)</b>										
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		
<b>TOTAL VISITATION PER YEAR</b>	#			<b>682,215</b>	<b>2,061,288</b>	<b>2,071,473</b>	<b>2,081,779</b>	<b>2,092,254</b>		
<b>TOTAL GAMING SPEND PER YEAR</b>	\$			<b>\$ 38,353,194</b>	<b>\$ 117,037,434</b>	<b>\$ 121,139,087</b>	<b>\$ 125,388,874</b>	<b>\$ 129,794,817</b>		
<b>TOTAL NON-GAMING SPEND PER YEAR</b>	\$			<b>\$ 4,471,795</b>	<b>\$ 13,645,899</b>	<b>\$ 14,123,820</b>	<b>\$ 14,618,999</b>	<b>\$ 15,132,463</b>		
<b>Tourist Visitors</b>										
<b>Total number of tourists</b>										
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										
<b>PROJECTED DATE OF OPENING:</b>		<b>Unit of Measure</b>								
		September, 2011								
		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>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>										

CHANGES IN SPENDING PATTERNS DUE TO LOTTERY GAMING FACILITY DURING OPERATIONS PHASE										
<b>Chisholm Creek Casino Resort</b>										
<i>Please submit 5-year projections, starting from the date of opening</i>	Unit of Measure									
<b>PROJECTED DATE OF OPENING:</b>	September, 2011									
		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	\$			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		
<b>TOTAL spending by gaming visitors (residents)</b>	\$			-	-	38,076,945	116,194,215	120,265,557	124,483,922	128,857,338
<b>Resident Non-Gaming Visitors</b>										
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		
<b>TOTAL spending by non gaming visitors (residents)</b>	\$			-	-	357,379	1,090,555	1,128,748	1,168,323	1,209,361
<b>Total Spending by Residents</b>										
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
<b>TOTAL SPENDING BY RESIDENTS AT LOTTERY GAMING FACILITY</b>	\$			-	-	38,434,324	117,284,770	121,394,305	125,652,245	130,066,698

<b>Chisholm Creek Casino Resort</b>									
<i>Please submit 5-year projections, starting from the date of opening</i>	Unit of Measure								
<b>PROJECTED DATE OF OPENING:</b>	September, 2011								
		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*	%			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.								
<b>Tourist Gaming Visitors</b>									
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	
<b>Tourist Non-Gaming Visitors</b>									
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	
<b>TOTAL SPENDING BY TOURISTS AT LOTTERY GAMING FACILITY</b>									
		-	-	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								
<b>PROJECTED DATE OF OPENING:</b>	September, 2011								
		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?	%			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%	
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.
<b>TOTAL DIRECT TOURIST, INDUCED TOURIST and INDUCED RESIDENT SPENDING</b>	\$			\$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
<b>TOTAL DIRECT, INDIRECT, AND INDUCED INCREASES IN SPENDING IN THE REGION, PER YEAR (SPEND) Including Multiplier Effect</b>				\$21,226,210	\$64,884,979	\$67,159,541	\$69,516,278	\$71,959,724	
<b>ESTIMATED AGGREGATE PERSONAL INCOME IN THE REGION (API)</b>	\$			\$28,660,000,000	\$29,251,000,000	\$29,842,000,000	\$30,433,000,000	\$31,024,000,000	
<b>RATIO OF SPEND/API</b>	#			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							
<b>PROJECTED DATE OF OPENING:</b>	September, 2011							
		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>Chisholm Creek Casino Resort</b>										
<i>Please submit 5-year projections, starting from the date of opening</i>	Unit of Measure									
<b>PROJECTED DATE OF OPENING:</b>	September, 2011									Total Employees
		2009	2010	2011	2012	2013	2014	2015		2013
				Partial Yr						
<b>No. of FTE Workers employed within the Lottery Gaming Facility</b>	#									
		<b>Full Time Equivalents</b>								
<b>General and Administrative</b>										
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	#	-	-	-	-	-	-	-		-
<b>Casino</b>										
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
<b>Hotel</b>										
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									
<b>PROJECTED DATE OF OPENING:</b>	September, 2011									Total Employees
		2009	2010	2011	2012	2013	2014	2015		2013
				Partial Yr						
<b>No. of FTE Workers employed within the Lottery Gaming Facility</b>	#									
		<b>Full Time Equivalents</b>								
<b>Food and Beverage</b>										
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
<b>Other (including convention, entertainment, retail, etc.)</b>										
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	#	-	-	-	-	-	-	-		-
<b>Others (please specify)</b>										
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
<b>TOTAL FTE EMPLOYED BY THE LGF</b>	#	-	-	874	874	876	878	880		1,022
<b>FTE=full time equivalent</b>										

<b>PAYROLL INFORMATION DURING OPERATIONS' PHASE OF LOTTERY GAMING FACILITY</b>									
<b>Chisholm Creek Casino Resort</b>									
<i>Please submit 5-year projections, starting from the date of opening</i>	Unit of Measure								
<b>PROJECTED DATE OF OPENING:</b>	September, 2011								
		2009	2010	2011	2012	2013	2014	2015	
<b>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.</b>									
<b>General and Administrative</b>									
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									
<b>Casino</b>									
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									
<b>Chisholm Creek Casino Resort</b>									
<i>Please submit 5-year projections, starting from the date of opening</i>	Unit of Measure								
<b>PROJECTED DATE OF OPENING:</b>	September, 2011								
		2009	2010	2011	2012	2013	2014	2015	
<b>Hotel</b>									
Professionals, Managers, Executives and Technicians		-	-	-	-	-	-	-	
Clerical Workers, Sales and Marketing Staff		-	-	-	-	-	-	-	
Room cleaners, housekeeping supervisors		-	-	-	-	-	-	-	
Other		-	-	-	-	-	-	-	
<b>Food and Beverage</b>									
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	
<b>Other (including convention, entertainment, retail, etc.)</b>									
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		-	-	-	-	-	-	-	
<b>Others</b>									
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	
<b>TOTAL PAYROLL (INCLUDING BENEFITS) FOR THE LGF</b>		-	-	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>							
<b>PROJECTED DATE OF OPENING:</b>	Unit of Measure September, 2011						
	2009	2010	2011	2012	2013	2014	2015
<b>HOTEL DEPARTMENT</b>							
<b>REVENUE</b>							
Room Sales			-	-	-	-	-
Complementary rooms							
<b>TOTAL REVENUE</b>	-	-	-	-	-	-	-
<b>DEPARTMENTAL EXPENSES</b>							
Bad debt expenses							
Complementary expenses							
Payroll taxes			-	-	-	-	-
Payroll - Employee Benefits			-	-	-	-	-
Payroll - Officers							
Payroll - Other Employees			-	-	-	-	-
Other Departmental Expenses			-	-	-	-	-
Payroll taxes							
<b>TOTAL EXPENSES</b>	-	-	-	-	-	-	-
<b>TOTAL HOTEL INCOME</b>	-	-	-	-	-	-	-
<b>FOOD DEPARTMENT</b>							
<b>REVENUE</b>							
Food Sales			2,315,947	6,329,886	6,218,182	6,432,232	6,653,980
Complementary Food Sales			944,499	3,814,518	4,274,531	4,421,103	4,572,924
<b>TOTAL REVENUE</b>	-	-	3,260,447	10,144,405	10,492,713	10,853,334	11,226,904
Cost of sales			1,304,179	4,057,762	4,197,085	4,341,334	4,490,762
<b>GROSS MARGIN</b>	-	-	1,956,268	6,086,643	6,295,628	6,512,001	6,736,142
<b>DEPARTMENTAL EXPENSES</b>							
Bad debt expenses							
Complimentary expenses							
Payroll taxes			150,544	461,631	474,690	489,880	506,536
Payroll - Employee Benefits			399,042	1,223,634	1,258,249	1,298,513	1,342,662
Payroll - Officers							
Payroll - Other Employees			1,359,924	4,170,104	4,288,071	4,425,290	4,575,749
Other Departmental Expenses			76,682	177,223	234,058	266,676	286,147
Payroll taxes							
<b>TOTAL EXPENSES</b>	-	-	1,986,192	6,032,592	6,255,068	6,480,357	6,711,094
<b>TOTAL FOOD INCOME</b>	-	-	(29,924)	54,051	40,560	31,643	25,048

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>								
<b>PROJECTED DATE OF OPENING:</b>		Unit of Measure						
		September, 2011						
	2009	2010	2011	2012	2013	2014	2015	
<b>BEVERAGE DEPARTMENT</b>								
<b>REVENUE</b>								
Beverage Sales			530,072	1,649,640	1,707,525	1,767,502	1,829,685	
Complementary Beverage Sales			184,437	335,981	355,422	375,847	397,340	Non-alcoholic
<b>TOTAL REVENUE</b>	-	-	714,509	1,985,621	2,062,947	2,143,348	2,227,026	
Cost of sales			171,482	476,549	495,107	514,404	534,486	
<b>GROSS MARGIN</b>	-	-	543,027	1,509,072	1,567,840	1,628,945	1,692,540	
<b>DEPARTMENTAL EXPENSES</b>								
Bad debt expenses								
Complimentary expenses			-	-	-	-	-	
Payroll taxes			37,636	115,408	118,672	122,470	126,634	
Payroll - Employee Benefits			99,761	305,908	314,562	324,628	335,665	
Payroll - Officers								
Payroll - Other Employees			339,981	1,042,526	1,072,018	1,106,322	1,143,937	
Other Departmental Expenses			35,725	99,281	103,147	107,167	111,351	
Payroll taxes								
<b>TOTAL EXPENSES</b>	-	-	513,103	1,563,123	1,608,400	1,660,588	1,717,588	
<b>TOTAL BEVERAGE INCOME</b>	-	-	29,924	(54,051)	(40,560)	(31,643)	(25,048)	
<b>CONVENTION DEPARTMENT</b>								
<b>REVENUE</b>								
Total Sales								
Complementary Sales								
<b>TOTAL REVENUE</b>	-	-	-	-	-	-	-	
Cost of sales								
<b>GROSS MARGIN</b>	-	-	-	-	-	-	-	
<b>DEPARTMENTAL EXPENSES</b>								
Bad debt expenses								
Complimentary expenses								
Payroll taxes								
Payroll - Employee Benefits								
Payroll - Officers								
Payroll - Other Employees								
Other Departmental Expenses								
Payroll taxes								
<b>TOTAL EXPENSES</b>	-	-	-	-	-	-	-	
<b>TOTAL CONVENTION INCOME</b>	-	-	-	-	-	-	-	

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>							
<b>PROJECTED DATE OF OPENING:</b>		Unit of Measure					
		September, 2011					
	2009	2010	2011	2012	2013	2014	2015
<b>ENTERTAINMENT DEPARTMENT</b>							
<b>REVENUE</b>							
Total Sales							
Complementary Sales							
<b>TOTAL REVENUE</b>	-	-	-	-	-	-	-
Cost of sales							
<b>GROSS MARGIN</b>	-	-	-	-	-	-	-
<b>DEPARTMENTAL EXPENSES</b>							
Bad debt expenses							
Complimentary expenses							
Payroll taxes							
Payroll - Employee Benefits							
Payroll - Officers							
Payroll - Other Employees							
Other Departmental Expenses							
Payroll taxes							
<b>TOTAL EXPENSES</b>	-	-	-	-	-	-	-
<b>TOTAL ENTERTAINMENT INCOME</b>	-	-	-	-	-	-	-
<b>RETAIL</b>							
<b>REVENUE</b>							
Total Sales			270,946	826,197	857,002	888,957	922,187
Complementary Sales			145,894	444,876	461,462	478,669	496,562
<b>TOTAL REVENUE</b>	-	-	416,840	1,271,073	1,318,464	1,367,627	1,418,749
Cost of sales			187,578	571,983	593,309	615,432	638,437
<b>GROSS MARGIN</b>	-	-	229,262	699,090	725,155	752,195	780,312
<b>DEPARTMENTAL EXPENSES</b>							
Bad debt expenses							
Complimentary expenses							
Payroll taxes			11,229	34,890	35,937	37,015	38,126
Payroll - Employee Benefits			4,934	15,331	15,791	16,264	16,752
Payroll - Officers							
Payroll - Other Employees			48,162	149,642	154,131	158,755	163,518
Other Departmental Expenses			8,337	25,421	26,369	27,353	28,375
<b>TOTAL EXPENSES</b>	-	-	72,663	225,284	232,228	239,387	246,771
<b>TOTAL RETAIL INCOME</b>	-	-	156,599	473,806	492,927	512,808	533,542

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>									
<b>PROJECTED DATE OF OPENING:</b>									
Unit of Measure		September, 2011							
		2009	2010	2011	2012	2013	2014	2015	
<b>OTHER DEPARTMENTAL INCOME</b>									
<b>REVENUE</b>									
Total Sales				80,000	244,800	249,696	254,690	259,784	ATM Commissions
Complementary Sales									
<b>TOTAL REVENUE</b>		-	-	80,000	244,800	249,696	254,690	259,784	
Cost of sales									
<b>GROSS MARGIN</b>		-	-	80,000	244,800	249,696	254,690	259,784	
<b>DEPARTMENTAL EXPENSES</b>									
Bad debt expenses									
Complimentary expenses									
Payroll taxes									
Payroll - Employee Benefits									
Payroll - Officers									
Payroll - Other Employees									
Other Departmental Expenses				37,864	112,258	110,574	99,093	88,611	ATM, Check Cashing Fees,
Payroll taxes									
<b>TOTAL EXPENSES</b>		-	-	37,864	112,258	110,574	99,093	88,611	
<b>TOTAL OTHER DEPARTMENTAL INCOME</b>		-	-	42,136	132,542	139,122	155,597	171,172	

CONSTRUCTION PHASE INFORMATION DURING OPERATIONS PHASE OF LOTTERY GAMING FACILITY										
<b>Chisholm Creek Casino Resort</b>										
<i>Please submit 5-year projections, starting from the date of opening</i>										
<b>PROJECTED DATE OF OPENING:</b>	September, 2011									
		2009	2010	2011						
<b>Development Investment</b>										
<b>Fixed asset investment</b>										
Buildings		30,000	21,525,669	27,676,331						
Land and land improvements		-	5,755,000	-						
Public sector infrastructure		-	3,540,000	2,360,000						
Rolling stock										
Furniture, Fixtures and Equipment		-	2,808,250	13,672,750						
Floor and Wall Treatments	Included in building									
Gaming equipment		-	1,562,500	29,943,500						
Pre-Opening Expense		38,533	589,797	5,301,670						
Project Overhead		350,000	7,454,666	2,391,334						
					Total					
<b>TOTAL INVESTMENT</b>		<b>418,533</b>	<b>43,235,882</b>	<b>81,345,585</b>	<b>125,000,000</b>					
Source of Funds for Investment										
Source 100% Cash										
Percent each year from:										
Construction Loan										
Debt										
Working Capital from Parent Company										
Sale of Equity										
Other (please explain) - Cash										
Athe following figures on a Quarterly basis										
		Inception to 2009-IV	2010-I	2010-II	2010-III	2010-IV	2011-I	2011-II	2011-III	2011-IV
<b>Development Employment Data</b>										
<b>Construction Employment</b>										
Average hourly Wage per employee, excluding benefits			\$ 22.20	\$ 22.20	\$ 22.20	\$ 22.20	\$ 22.20	\$ 22.20	\$ 22.20	\$ 22.20
Total construction payroll			-	-	3,079,908	6,195,070	6,883,030	5,507,600	1,170,773	-
Average Hourly Benefits per employee			\$ 7.47	\$ 7.47	\$ 7.47	\$ 7.47	\$ 7.47	\$ 7.47		
Other expenses per employee per hour			\$ 2.78	\$ 2.78	\$ 2.78	\$ 2.78	\$ 2.78	\$ 2.78		
Cost of materials from region	Construction	22,828	988,113	1,224,113	2,882,895	4,841,281	5,457,658	3,281,176	647,326	-
	FF&E	-	157,345	-	296,187	85,125	904,429	816,688	1,066,305	-
Cost of materials from outside of region	Construction	7,172	310,458	369,458	1,797,724	3,376,648	3,771,312	2,746,223	571,234	-
	FF&E	-	680,905	-	2,782,813	368,375	11,479,298	4,735,039	24,614,490	-
Other Development Expenses (includes Land)		388,533	11,263,485	200,678	866,060	1,469,240	2,534,703	2,869,227	2,289,075	-



Chisholm Creek Casino Resort										
PUBLIC SECTOR IMPACTS OF LGF										
			<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	
<b>Operating Costs</b>										
<u>School System</u>										
# of Additional K-12 students	#		4.00	13.00	40.00	20.00	20.00	20.00	20.00	Approximately 2 people per household for each new employee of which 31% of non-employee household members are school age.
Estimated number of additional K-12 teachers	#		1	1	2	1	1	1	1	
K-12 support staff	#									
Estimated cost of capital construction	#									
Estimated cost of additional rolling stock	\$									
<u>Law Enforcement</u>										
Estimated # of add't personnel										
Uniform	#		0	-	4	4	4	4	4	
Non-Uniform	#		0	-	1	1	1	1	1	
Estimated salary/benefits										
Uniform	\$		0	-	232,000	238,960	246,129	253,513	261,118	
Non-Uniform	\$		0	-	38,000	39,140	40,314	41,524	42,769	
Estimated add't non-salary expense (services/supplies)	\$		0	-	15,000	15,000	15,000	15,000	15,000	
Estimated add't rolling stock expense	\$		0	-	107,280	2,280	2,280	2,280	2,280	
Estimated add't capital outlay expense (computers, equipment)	\$		0	-	6,000	6,300	6,615	6,946	7,293	

Chisholm Creek Casino Resort										
PUBLIC SECTOR IMPACTS OF LGF										
			<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	
<b>Fire Protection &amp; Ambulance Combined**</b>										
Estimated # of add't personnel										
Uniform	#	0	-	6	12	12	12	12	12	
Non-Uniform	#	0		1	2	2	2	2	2	
Estimated salary/benefits										
Uniform	\$	0	-	278,100	572,886	590,073	607,775	626,008		
Non-Uniform	\$	0		51,500	103,000	103,000	103,000	103,000		
Estimated add't non-salary expense (services/supplies)	\$	0	-	59,328	121,659	124,753	127,939	131,221		
Estimated add't rolling stock expense	\$	0	-	500,000	10,000	11,000	12,100	13,310		
Estimated add't capital outlay expense (computers, equipment)	\$	0	-	6,592	13,518	13,861	14,215	14,580		
<b>Ambulance Service** (See above: Fire Protection &amp; Ambulance Combined)</b>										
Estimated # of add't personnel										
Uniform	#									
Non-Uniform	#									
Estimated salary/benefits										
Uniform	\$			(See Fire Protection & Ambulance Combined)						
Non-Uniform	\$									
Estimated add't non-salary expense (services/supplies)	\$									
Estimated add't rolling stock expense	\$									
Estimated add't capital outlay expense (computers, equipment)	\$									

Chisholm Creek Casino Resort										
PUBLIC SECTOR IMPACTS OF LGF										
			2009	2010	2011	2012	2013	2014	2015	
<b>Public Sector Revenue</b>										
Change in Ad Valorem Tax (Property Tax)										
State		\$								Attributable to this project and its consequences
County		\$			1,375,650	2,351,299	2,351,299	2,351,299	2,351,299	
City		\$								
Additional Sales and Use Tax										
State	5.3%	\$	-	-	261,919	800,766	828,816	857,880	888,016	Liquor tax 10% on cash beverage
County	1.0%	\$	-	-	39,417	119,963	124,163	128,515	133,028	Excludes cash beverage, included above
City	0.00%	\$	-	-	-	-	-	-	-	
LGF Gaming Revenue										
Exp. Lottery Act Revenue Fund	22.0%	\$	-	-	7,897,690	24,100,348	24,944,961	25,820,077	26,727,349	
Problem Gambling Fund	2.0%	\$			717,972	2,190,941	2,267,724	2,347,280	2,429,759	
Cities/count	2.0%	\$			717,972	2,190,941	2,267,724	2,347,280	2,429,759	
Sedgewick County	1.0%	\$			358,986	1,095,470	1,133,862	1,173,640	1,214,879	
					9,692,619	29,577,700	30,614,270	31,688,276	32,801,746	
Additional Lodging Tax	0.0%	\$	-	-	-	-	-	-	-	
Additional State Income Tax		\$	-	-	20,000	20,000	20,000	20,000	20,000	Franchise tax
Building Fees		\$		175,000						
K-12 State Aid		\$		0						
Developer Cash Contribution		\$		0						
Developer In-Kind Contribution		\$		0						

<b>PLEASE ANSWER THE FOLLOWING QUESTIONS IN NARRATIVE FORM:</b>
<b>1. Are any of the food and beverage outlets going to be leased or franchised to an outside vendor? If yes, what will be the revenue sharing, or "commission" structure.</b>
We anticipate all food and beverage outlets will be owned by the gaming operation. There is interest on the part of other operators to locate at or near the facility; however, no agreements have been reached.
<b>2. Please describe specific details of the pre-opening marketing budget and the general strategy associated with how this money will be spent.</b>
The pre-opening marketing budget is \$1.05 million. This budget is intended to accomplish the goal of finding the best possible employees and keeping the general population informed about the project. The plan calls for a schedule of launching a web site before opening, hosting a ground breaking and beginning employment advertising before opening. Ongoing releases to the press will keep potential customers, tourism industry insiders and the general public informed. A campaign of online, direct and new media efforts to targeted known gamblers will begin shortly before opening to help quickly build the database along with a traditional broadcast campaign to build the brand.
<b>3. Please describe the initial post-opening marketing spending plans, and your philosophy to drive visitation.</b>
Our philosophy is to develop, build and open a first class destination casino. We deliver a great gamble, great food and great service to encourage frequent and repeat visits from our guests. We will focus initially on the casual gambler from the Wichita market, the traveler on I-35 and the high value gambler in a 100-150 mile radius. We encourage visitors to join the loyalty club. We execute, evaluate and adjust. We constantly monitor slot and table game performance along with all other amenities to ensure the right mix is being provided. We continually focus on operational performance to ensure efficiency and monitor the customer base to ensure the most profitable guests are staying active. Attract and generate trial by using mass media such as television, radio and newspaper to promote awareness and to establish a brand identity. Attract transient guests with outdoor advertising along the I-35 corridor. Attract known gamblers in the region with targeted online and direct marketing. Retain and grow frequency by using in-house marketing efforts to enroll visitors into the casino's loyalty club. Use aggressive direct mail and data mining techniques to ensure the most profitable players return. Use drawings and promotions to bolster repeat visits. Continually train and enforce process improvement to ensure the best possible guest service. Recover and reactivate by using surveys and on-floor hosts to recognize areas of service improvement and correct immediately. Use database analysis to evaluate customer trends and modify marketing plans accordingly.
<b>4. Please describe how you will use your non-gaming amenities to maximize gaming revenue.</b>
-Having multiple restaurant options allows the property to position itself to more than one type of consumer. The variety better allows the property to appeal to a wider audience who can say "this is my kind of place"
-Discounts and specials in the restaurants used as incentive to entice players to join the loyalty club
-Through comps and points to loyalty club members, restaurants are used as a reward to increase the length of stay and consolidate visits to the facility versus occasional trips to Oklahoma and elsewhere
-Quick service dining outlets are designed to keep serious players in action
-Small, VIP parties in the steakhouse are used to build and maintain loyalty with high average daily theoretical players

<b>PLEASE NOTE WHAT YOU CONSIDER TO BE THE TEN MOST IMPORTANT FEATURES OF YOUR PROPOSAL.</b>
<b>What factors of your proposal are most distinctive in making it more attractive to Kansas and its residents than a "generic" gaming facility that could be developed within this zone?</b>
<b>Please provide descriptions of ten (or fewer) features in 250 words or less for each.</b>
1. The proposed facility will be designed, built and managed by an existing team of over 30 field-experienced executives who have worked together over the past 15 years and created a proven track record of success in Minnesota, Michigan, California, Mississippi, Louisiana, and Oklahoma.
2. The architecture will make use of the "Prairie Style" genre that is historically European Arts & Crafts with use of heavy timber & stone that is indigenous to the area. The theme of the facility will integrate into the surroundings.
3. The facility's gaming floor will open with approximately 1,300 electronic games with the ability to expand to 1,500 electronic games.
4. Three restaurant choices on site at the facility will give visitors a wide variety of dining options.
5. Ample land will allow for abundant surface parking and room for future expansion.
6. All Lakes managed facilities are known for their customer service, friendly atmosphere and their food and beverage offering. This tradition will continue at Chisholm Creek Casino Resort.
7. The Lakes Team has specialized in the design, construction, marketing, hiring, training, and daily operations of emerging market casinos such as the proposed project.
8. Lakes Entertainment, Inc., the proposed manager, is a publicly traded company under regulation of the SEC which will provide complete transparency to the State, local governments and citizens of the State of Kansas.
9. The facility's partners have the financial backing to ensure the project is completed as proposed.
10. The proposed facility is located with easy access to I-35 minimizing traffic impact on local roads and maximizing the access from tourists and interstate travelers.

