

REVENUE

02 REVENUE

| | ACTUAL FY 2009 | ACTUAL FY 2010 | BUDGETED FY 2011 | REQUESTED FY 2012 | GOVERNOR'S RECOMMENDED FY 2012 | RECOMMENDED INC/(DEC) FY 2012 |
|----------------------------|----------------------|----------------------|----------------------|----------------------|--------------------------------------|-------------------------------------|
| FUNDING SOURCE: | | | | | | |
| General Funds | \$ 1,229,956 | \$ 1,124,134 | \$ 1,142,611 | \$ 1,080,303 | \$ 954,692 | (\$ 187,919) |
| Federal Funds | 546,000 | 0 | 0 | 0 | 0 | 0 |
| Other Funds | 62,856,507 | 60,711,068 | 61,381,552 | 59,126,786 | 58,911,149 | (2,470,403) |
| Total | \$ 64,632,462 | \$ 61,835,201 | \$ 62,524,163 | \$ 60,207,089 | \$ 59,865,841 | (\$ 2,658,322) |
| EXPENDITURE DETAIL: | | | | | | |
| Personal Services | \$ 12,516,665 | \$ 12,403,677 | \$ 13,232,233 | \$ 13,139,976 | \$ 12,901,024 | (\$ 331,209) |
| Operating Expenses | 52,115,798 | 49,431,525 | 49,291,930 | 47,067,113 | 46,964,817 | (2,327,113) |
| Total | \$ 64,632,462 | \$ 61,835,201 | \$ 62,524,163 | \$ 60,207,089 | \$ 59,865,841 | (\$ 2,658,322) |
| Staffing Level FTE: | 243.6 | 245.1 | 252.6 | 250.1 | 245.5 | (7.1) |

REVENUE

0210 Secretariat

| | ACTUAL FY 2009 | ACTUAL FY 2010 | BUDGETED FY 2011 | REQUESTED FY 2012 | GOVERNOR'S RECOMMENDED FY 2012 | RECOMMENDED INC/(DEC) FY 2012 |
|----------------------------|---------------------|---------------------|---------------------|----------------------|--------------------------------------|-------------------------------------|
| FUNDING SOURCE: | | | | | | |
| General Funds | \$ 298,395 | \$ 127,644 | \$ 165,371 | \$ 160,047 | \$ 0 | (\$ 165,371) |
| Federal Funds | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Funds | 3,400,402 | 3,196,326 | 3,524,981 | 3,392,255 | 3,486,231 | (38,750) |
| Total | \$ 3,698,797 | \$ 3,323,970 | \$ 3,690,352 | \$ 3,552,302 | \$ 3,486,231 | (\$ 204,121) |
| EXPENDITURE DETAIL: | | | | | | |
| Personal Services | \$ 2,121,227 | \$ 1,995,025 | \$ 2,219,800 | \$ 2,189,800 | \$ 2,164,560 | (\$ 55,240) |
| Operating Expenses | 1,577,570 | 1,328,945 | 1,470,552 | 1,362,502 | 1,321,671 | (148,881) |
| Total | \$ 3,698,797 | \$ 3,323,970 | \$ 3,690,352 | \$ 3,552,302 | \$ 3,486,231 | (\$ 204,121) |
| Staffing Level FTE: | 37.5 | 36.0 | 37.5 | 36.5 | 36.5 | (1.0) |

| | ACTUAL FY 2009 | ACTUAL FY 2010 | ESTIMATED FY 2011 | ESTIMATED FY 2012 |
|---------------------------------------|----------------------|----------------------|----------------------|----------------------|
| REVENUES | | | | |
| Internet and Phone Filing Collections | 597,597,310 | 620,679,947 | 643,500,000 | 669,000,000 |
| Remittance Center Collections: | | | | |
| Department Collections | 777,558,851 | 768,021,927 | 760,000,000 | 752,000,000 |
| Other State Agency Collections | 108,441,864 | 110,578,691 | 110,000,000 | 110,000,000 |
| Appraiser Certification: | | | | |
| New Application Fees | 4,630 | 12,430 | 8,000 | 8,000 |
| Renewal Fees | 84,455 | 82,300 | 80,000 | 80,000 |
| Investment Council Interest | 10,273 | 12,190 | 10,000 | 10,000 |
| Reciprocity Fees | 5,075 | 4,300 | 4,000 | 4,000 |
| Temporary Fees | 9,600 | 8,700 | 8,500 | 8,500 |
| Upgrade/Review Fees | 300 | 3,225 | 1,000 | 1,000 |
| Penalty/Discipline Fees | 4,000 | 3,600 | 3,000 | 3,000 |
| Course Fees | 5,250 | 6,750 | 5,000 | 5,000 |
| Penalty/Renewals | 875 | 1,675 | 1,000 | 1,000 |
| Supervisor/Trainee Applications | 4,650 | 2,850 | 500 | 500 |
| Supervisor Renewal | | 2,500 | 3,200 | 3,200 |
| Total | 1,483,727,133 | 1,499,421,085 | 1,513,624,200 | 1,531,124,200 |

PERFORMANCE INDICATORS

| | | | | |
|--|--------------|--------------|--------------|--------------|
| Collections: | | | | |
| Centralized Collections | \$11,509,500 | \$17,187,753 | \$15,500,000 | \$15,500,000 |
| Legal Staff: | | | | |
| Department Cases Opened | 619 | 567 | 600 | 580 |
| ISB Investigations | 88 | 127 | 120 | 120 |
| Remittance Center: | | | | |
| Department Documents Processed | 468,495 | 457,016 | 450,000 | 442,000 |
| Other Department Documents Processed | 51,541 | 52,119 | 52,000 | 52,000 |
| E-Newsletters | 52,983 | 57,010 | 59,000 | 60,000 |
| Business Education (Held/Attended): | | | | |
| Small Business Workshops | 10/252 | 9/224 | 9/240 | 9/240 |
| Contractors' Excise Tax Seminars | 4/50 | 7/72 | 6/60 | 6/60 |
| Sales Tax Seminars | 4/83 | 7/132 | 6/100 | 6/100 |
| Tri-State Contractors' Excise Tax Seminars | 2/54 | 3/60 | 3/60 | 3/60 |
| Tri-State Sales Tax Seminars | 2/64 | 4/126 | 3/95 | 3/95 |
| Border States Contractors' Excise Tax | 5/63 | 3/30 | 3/35 | 3/35 |
| Border States Sales Tax Seminars | 5/115 | 3/47 | 3/50 | 3/50 |
| Special Interest Group Presentations | 38/1,197 | 22/317 | 25/400 | 25/400 |
| Appraisers--New/Renewed Licenses | 17/372 | 18/354 | 18/354 | 18/354 |
| Complaints Received (Appraisers) | 14 | 14 | 14 | 14 |
| Upgrade/New Application Reviews | 3/2 | 26/0 | 10/2 | 10/2 |
| Reciprocity/Temporary | 11/64 | 11/58 | 11/58 | 11/58 |

REVENUE

0220 Business Tax

| | ACTUAL FY 2009 | ACTUAL FY 2010 | BUDGETED FY 2011 | REQUESTED FY 2012 | GOVERNOR'S RECOMMENDED FY 2012 | RECOMMENDED INC/(DEC) FY 2012 |
|----------------------------|---------------------|---------------------|---------------------|----------------------|--------------------------------------|-------------------------------------|
| FUNDING SOURCE: | | | | | | |
| General Funds | \$ 0 | \$ 0 | \$ 0 | \$ 0 | \$ 0 | \$ 0 |
| Federal Funds | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Funds | 3,415,978 | 3,289,853 | 3,633,759 | 3,412,650 | 3,335,279 | (298,480) |
| Total | \$ 3,415,978 | \$ 3,289,853 | \$ 3,633,759 | \$ 3,412,650 | \$ 3,335,279 | (\$ 298,480) |
| EXPENDITURE DETAIL: | | | | | | |
| Personal Services | \$ 2,362,634 | \$ 2,439,353 | \$ 2,524,259 | \$ 2,510,533 | \$ 2,458,727 | (\$ 65,532) |
| Operating Expenses | 1,053,344 | 850,500 | 1,109,500 | 902,117 | 876,552 | (232,948) |
| Total | \$ 3,415,978 | \$ 3,289,853 | \$ 3,633,759 | \$ 3,412,650 | \$ 3,335,279 | (\$ 298,480) |
| Staffing Level FTE: | 47.6 | 49.0 | 50.0 | 49.5 | 48.0 | (2.0) |

| | ACTUAL FY 2009 | ACTUAL FY 2010 | ESTIMATED FY 2011 | ESTIMATED FY 2012 |
|---|----------------------|----------------------|----------------------|----------------------|
| REVENUES | | | | |
| Other Agency Collections | 9,116,738 | 12,344,545 | 12,500,000 | 12,500,000 |
| Collections: | | | | |
| State Sales Tax | 667,932,827 | 651,585,682 | 665,000,000 | 680,000,000 |
| Streamlined Sales Tax Collections * | 1,185,279 | 1,157,870 | 1,158,000 | 1,158,000 |
| Excise Tax | 71,384,919 | 70,477,345 | 71,000,000 | 71,000,000 |
| Telecom Excise Tax | 11,719,746 | 12,724,445 | 12,750,000 | 12,850,000 |
| City/Reservation Taxes | 285,293,435 | 283,357,460 | 285,000,000 | 287,000,000 |
| Reserved for Construction Project Refunds | 23,316,260 | 29,416,523 | 17,500,000 | 17,500,000 |
| Total | 1,069,949,204 | 1,061,063,870 | 1,064,908,000 | 1,082,008,000 |

*Revenues from Streamlined voluntary sellers deposited into the tax relief fund.

| PERFORMANCE INDICATORS | | | | |
|---|-------------|-------------|-------------|-------------|
| Cities/Tribes with Sales/Use Tax | 245 | 250 | 260 | 254 |
| Total Active Licenses | 76,367 | 78,919 | 78,000 | 80,000 |
| Delinquent/Out-of-Balance Notices | 164,853 | 158,496 | 160,000 | 160,000 |
| Licensee Reviews * | 700 | 751 | 720 | 760 |
| Balance of Active Accounts Receivable (July 1) | \$5,371,969 | \$4,998,633 | \$5,000,000 | \$5,100,000 |
| Total Paper Returns Processed | 403,781 | 391,301 | 390,000 | 390,000 |
| Internet and Phone Returns | 102,033 | 113,302 | 124,000 | 130,000 |
| Violations | 87,439 | 51,655 | 52,000 | 52,000 |
| 800 Phone Bank Calls | 34,000 | 41,000 | 40,000 | 40,000 |

* Licensee reviews are an information interview with sales and contractor's excise licensees where the Revenue Agent explains how the applicable tax applies to that specific type of business. These reviews are not a detailed audit conducted on a business, but rather are targeted at 90% of the businesses that would not normally receive specific attention because of a delinquency, or an audit.

REVENUE

0230 Motor Vehicles

| | ACTUAL FY 2009 | ACTUAL FY 2010 | BUDGETED FY 2011 | REQUESTED FY 2012 | GOVERNOR'S RECOMMENDED FY 2012 | RECOMMENDED INC/(DEC) FY 2012 |
|----------------------------|---------------------|---------------------|---------------------|----------------------|--------------------------------------|-------------------------------------|
| FUNDING SOURCE: | | | | | | |
| General Funds | \$ 0 | \$ 0 | \$ 0 | \$ 0 | \$ 0 | \$ 0 |
| Federal Funds | 546,000 | 0 | 0 | 0 | 0 | 0 |
| Other Funds | 6,524,428 | 4,701,624 | 6,910,273 | 5,318,133 | 5,173,108 | (1,737,165) |
| Total | \$ 7,070,428 | \$ 4,701,624 | \$ 6,910,273 | \$ 5,318,133 | \$ 5,173,108 | (\$ 1,737,165) |
| EXPENDITURE DETAIL: | | | | | | |
| Personal Services | \$ 2,048,029 | \$ 1,932,905 | \$ 2,038,450 | \$ 2,005,950 | \$ 1,939,078 | (\$ 99,372) |
| Operating Expenses | 5,022,399 | 2,768,720 | 4,871,823 | 3,312,183 | 3,234,030 | (1,637,793) |
| Total | \$ 7,070,428 | \$ 4,701,624 | \$ 6,910,273 | \$ 5,318,133 | \$ 5,173,108 | (\$ 1,737,165) |
| Staffing Level FTE: | 47.1 | 46.8 | 49.1 | 48.1 | 46.0 | (3.1) |

| | ACTUAL FY 2009 | ACTUAL FY 2010 | ESTIMATED FY 2011 | ESTIMATED FY 2012 |
|-------------------------------|--------------------|--------------------|----------------------|----------------------|
| REVENUES | | | | |
| Motor Vehicle Fees | 88,252,658 | 92,272,876 | 92,000,000 | 92,000,000 |
| Motor Vehicle Commercial Fees | 15,425,250 | 15,135,230 | 15,200,000 | 15,200,000 |
| Motor Fuel Taxes | 134,935,921 | 148,458,391 | 148,000,000 | 148,000,000 |
| Total | 238,613,829 | 255,866,497 | 255,200,000 | 255,200,000 |

| | ACTUAL FY 2009 | ACTUAL FY 2010 | ESTIMATED FY 2011 | ESTIMATED FY 2012 |
|--|-------------------|-------------------|----------------------|----------------------|
| PERFORMANCE INDICATORS | | | | |
| Certificates of Title Issued/Processing (Days) | 346,198/7 | 349,968/5 | 350,000/5 | 350,000/5 |
| Personal/Dealer License Plates Renewed | 12,972/3,198 | 14,856/3,268 | 14,700/3,250 | 15,000/3,300 |
| Vehicles Registered | 1,113,254 | 1,137,621 | 1,168,000 | 1,150,000 |
| Licensed Vehicle Dealers | 1,295 | 1,276 | 1,300 | 1,300 |
| IFTA Licenses | 2,870 | 2,820 | 2,800 | 2,800 |
| Suppliers/Out-of-State Suppliers | 67 | 73 | 75 | 75 |
| Importer/Exporter/Blender | 528 | 514 | 530 | 530 |
| Highway Contractors/Marketers | 569/1,251 | 598/1,261 | 600/1,300 | 600/1,300 |
| Gas Tax Refunds Processed | 4,102 | 4,369 | 4,500 | 4,500 |
| Power Units Prorated Under IRP* | 21,225 | 9,083 | 9,100 | 9,100 |
| Prorate Trailer ID Plates Issued* | 3,243 | 1,874 | 1,900 | 1,900 |
| Commercial Tonnage Stickers Sold | 37,128 | 39,100 | 40,000 | 40,000 |
| 30-Day Commercial Permits Sold | 3,445 | 3,742 | 3,800 | 3,800 |
| Harvest Permits Sold | 1,130 | 994 | 1,000 | 1,000 |
| Biodiesel Producers | | 3 | 5 | 5 |
| Ethanol Producers | | 17 | 17 | 17 |
| Ethanol Brokers | | 9 | 10 | 10 |

*FY2009 IRP Power Unit count reflects duplicate plates.

REVENUE

0240 Property and Special Taxes

| | ACTUAL FY 2009 | ACTUAL FY 2010 | BUDGETED FY 2011 | REQUESTED FY 2012 | GOVERNOR'S RECOMMENDED FY 2012 | RECOMMENDED INC/(DEC) FY 2012 |
|----------------------------|-------------------|-------------------|---------------------|----------------------|--------------------------------------|-------------------------------------|
| FUNDING SOURCE: | | | | | | |
| General Funds | \$ 931,560 | \$ 996,490 | \$ 977,240 | \$ 920,256 | \$ 954,692 | (\$ 22,548) |
| Federal Funds | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Funds | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | \$ 931,560 | \$ 996,490 | \$ 977,240 | \$ 920,256 | \$ 954,692 | (\$ 22,548) |
| EXPENDITURE DETAIL: | | | | | | |
| Personal Services | \$ 766,065 | \$ 765,998 | \$ 783,748 | \$ 783,748 | \$ 783,748 | \$ 0 |
| Operating Expenses | 165,495 | 230,492 | 193,492 | 136,508 | 170,944 | (22,548) |
| Total | \$ 931,560 | \$ 996,490 | \$ 977,240 | \$ 920,256 | \$ 954,692 | (\$ 22,548) |
| Staffing Level FTE: | 13.4 | 13.8 | 14.0 | 14.0 | 14.0 | 0.0 |

| | ACTUAL FY 2009 | ACTUAL FY 2010 | ESTIMATED FY 2011 | ESTIMATED FY 2012 |
|-----------------------------------|--------------------|--------------------|----------------------|----------------------|
| REVENUES | | | | |
| Collections: | | | | |
| Special Taxes - State Funds | 112,564,520 | 102,731,417 | 104,000,000 | 106,000,000 |
| Special Taxes - Local Governments | 24,166,534 | 17,731,720 | 18,000,000 | 18,750,000 |
| Total | 136,731,054 | 120,463,137 | 122,000,000 | 124,750,000 |

| | ACTUAL FY 2009 | ACTUAL FY 2010 | ESTIMATED FY 2011 | ESTIMATED FY 2012 |
|---|-------------------|-------------------|----------------------|----------------------|
| PERFORMANCE INDICATORS | | | | |
| Tax Refund Applications Received | 3,115 | 2,680 | 2,600 | 2,400 |
| Applications Refunded/Denied | 2,909/206 | 2,411/269 | 2,400/200 | 2,000/400 |
| Tax Refunded | \$600,982 | \$501,050 | \$490,000 | \$450,000 |
| Bank Franchise Returns | 621 | 582 | 600 | 600 |
| Bank Franchise Qtr Reports Filed | 496 | 451 | 400 | 400 |
| Cigarette Wholesaler and Distributor Licenses | 80 | 86 | 80 | 80 |
| Cigarette Retailers Registered | 2,301 | 2,286 | 2,100 | 2,100 |
| Cigarette Stamps | 39,938,811 | 39,466,200 | 39,000,000 | 39,000,000 |
| Other Tobacco Products Reports Filed | 811 | 801 | 800 | 800 |
| Retail Compliance Checks/Cigarette Seizures | 876/397 | 891/125 | 900/200 | 450/100 |
| Liquor and Beer Licenses | 5,218 | 5,260 | 5,200 | 5,200 |
| Alcohol Related Phone Calls Received | 3,752 | 3,664 | 3,800 | 3,800 |
| Levies Approved | 3,750 | 3,800 | 3,800 | 3,900 |
| Property Transfers Analyzed | 43,000 | 38,500 | 39,000 | 39,000 |

REVENUE

0250 Audits

| | ACTUAL FY 2009 | ACTUAL FY 2010 | BUDGETED FY 2011 | REQUESTED FY 2012 | GOVERNOR'S RECOMMENDED FY 2012 | RECOMMENDED INC/(DEC) FY 2012 |
|----------------------------|---------------------|---------------------|---------------------|----------------------|--------------------------------------|-------------------------------------|
| FUNDING SOURCE: | | | | | | |
| General Funds | \$ 0 | \$ 0 | \$ 0 | \$ 0 | \$ 0 | \$ 0 |
| Federal Funds | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Funds | 3,461,581 | 3,516,083 | 3,643,988 | 3,643,988 | 3,587,705 | (56,283) |
| Total | \$ 3,461,581 | \$ 3,516,083 | \$ 3,643,988 | \$ 3,643,988 | \$ 3,587,705 | (\$ 56,283) |
| EXPENDITURE DETAIL: | | | | | | |
| Personal Services | \$ 2,915,191 | \$ 2,953,047 | \$ 3,078,311 | \$ 3,078,311 | \$ 3,028,277 | (\$ 50,034) |
| Operating Expenses | 546,390 | 563,036 | 565,677 | 565,677 | 559,428 | (6,249) |
| Total | \$ 3,461,581 | \$ 3,516,083 | \$ 3,643,988 | \$ 3,643,988 | \$ 3,587,705 | (\$ 56,283) |
| Staffing Level FTE: | 53.7 | 55.0 | 56.0 | 56.0 | 55.0 | (1.0) |

| | ACTUAL FY 2009 | ACTUAL FY 2010 | ESTIMATED FY 2011 | ESTIMATED FY 2012 |
|--|-------------------|-------------------|----------------------|----------------------|
|--|-------------------|-------------------|----------------------|----------------------|

PERFORMANCE INDICATORS

Assessments/Audits:

| | | | | |
|--------------------------------------|--------------|--------------|--------------|--------------|
| Sales & Use/Excise Audits | 1,619 | 1,850 | 1,750 | 1,800 |
| Sales & Use/Excise Assessment | \$18,392,010 | \$17,498,439 | \$17,550,000 | \$17,625,000 |
| IFTA, Motor Fuel, Prorate Audts | 206 | 316 | 325 | 320 |
| IFTA, Motor Fuel, Prorate Assessment | \$313,467 | \$309,677 | \$350,000 | \$375,000 |
| Total Audits | 1,825 | 2,166 | 2,075 | 2,120 |
| Total Assessment | \$18,705,477 | \$17,808,116 | \$17,900,000 | \$18,000,000 |

Audit assessments and audit number estimates have been based on the level of experience of the audit staff. The audit staff consists of 40 Sales, Use, and Excise Tax auditors, six (6) Fuel Tax auditors and four (4) audit managers. Currently 74% of the audit staff, or 34 auditors are at the senior auditor level. The level of experience has a direct effect on the number and types of audits that can be completed. Auditors reach Senior Auditor status after four years and at that time are capable of completing large complex audits, with the potential for larger assessments.

REVENUE

028 Lottery

| | ACTUAL FY 2009 | ACTUAL FY 2010 | BUDGETED FY 2011 | REQUESTED FY 2012 | GOVERNOR'S RECOMMENDED FY 2012 | RECOMMENDED INC/(DEC) FY 2012 |
|----------------------------|----------------------|----------------------|----------------------|----------------------|--------------------------------------|-------------------------------------|
| FUNDING SOURCE: | | | | | | |
| General Funds | \$ 0 | \$ 0 | \$ 0 | \$ 0 | \$ 0 | \$ 0 |
| Federal Funds | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Funds | 35,601,088 | 35,518,799 | 33,136,568 | 32,886,568 | 32,860,430 | (276,138) |
| Total | \$ 35,601,088 | \$ 35,518,799 | \$ 33,136,568 | \$ 32,886,568 | \$ 32,860,430 | (\$ 276,138) |
| EXPENDITURE DETAIL: | | | | | | |
| Personal Services | \$ 1,455,399 | \$ 1,474,678 | \$ 1,707,113 | \$ 1,707,113 | \$ 1,662,113 | (\$ 45,000) |
| Operating Expenses | 34,145,689 | 34,044,122 | 31,429,455 | 31,179,455 | 31,198,317 | (231,138) |
| Total | \$ 35,601,088 | \$ 35,518,799 | \$ 33,136,568 | \$ 32,886,568 | \$ 32,860,430 | (\$ 276,138) |
| Staffing Level FTE: | 29.0 | 29.5 | 30.0 | 30.0 | 30.0 | 0.0 |

REVENUE

0281 Instant and On-line Operations - Info

| | ACTUAL FY 2009 | ACTUAL FY 2010 | BUDGETED FY 2011 | REQUESTED FY 2012 | GOVERNOR'S RECOMMENDED FY 2012 | RECOMMENDED INC/(DEC) FY 2012 |
|----------------------------|----------------------|----------------------|----------------------|----------------------|--------------------------------------|-------------------------------------|
| FUNDING SOURCE: | | | | | | |
| General Funds | \$ 0 | \$ 0 | \$ 0 | \$ 0 | \$ 0 | \$ 0 |
| Federal Funds | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Funds | 31,415,926 | 32,782,264 | 30,570,184 | 30,570,184 | 30,370,889 | (199,295) |
| Total | \$ 31,415,926 | \$ 32,782,264 | \$ 30,570,184 | \$ 30,570,184 | \$ 30,370,889 | (\$ 199,295) |
| EXPENDITURE DETAIL: | | | | | | |
| Personal Services | \$ 1,025,162 | \$ 1,016,744 | \$ 1,215,032 | \$ 1,215,032 | \$ 1,170,032 | (\$ 45,000) |
| Operating Expenses | 30,390,765 | 31,765,520 | 29,355,152 | 29,355,152 | 29,200,857 | (154,295) |
| Total | \$ 31,415,926 | \$ 32,782,264 | \$ 30,570,184 | \$ 30,570,184 | \$ 30,370,889 | (\$ 199,295) |
| Staffing Level FTE: | 20.1 | 20.0 | 21.0 | 21.0 | 21.0 | 0.0 |

| | ACTUAL FY 2009 | ACTUAL FY 2010 | ESTIMATED FY 2011 | ESTIMATED FY 2012 |
|---|-------------------|-------------------|----------------------|----------------------|
| REVENUES | | | | |
| Instant Proceeds--General Fund | 4,143,568 | 4,534,831 | 5,000,000 | 5,000,000 |
| On-Line Proceeds--General Fund | 1,400,000 | 1,400,000 | 1,400,000 | 1,400,000 |
| On-Line Proceeds--Capital Construction Fund | 4,495,624 | 5,728,086 | 4,800,000 | 4,800,000 |
| Total | 10,039,192 | 11,662,917 | 11,200,000 | 11,200,000 |
| PERFORMANCE INDICATORS | | | | |
| Instant Games Introduced | 25 | 24 | 26 | 26 |
| On-Line Games Offered | 6 | 5 | 5 | 5 |
| Licensed Lottery Retailers--On-Line | 480 | 579 | 600 | 600 |
| Licensed Lottery Retailers--Instant Only | 129 | 14 | 11 | 11 |
| Prizes Paid to Players | 23,542,343 | 24,970,502 | 24,950,000 | 24,950,000 |
| Retailer Commissions Paid | 2,341,033 | 2,529,437 | 2,500,000 | 2,500,000 |
| Instant Games Total Sales | 20,180,554 | 20,194,372 | 21,000,000 | 21,000,000 |
| On-Line Games Total Sales | 20,864,968 | 25,205,968 | 25,500,000 | 25,500,000 |

REVENUE

0282 Video Lottery

| | ACTUAL FY 2009 | ACTUAL FY 2010 | BUDGETED FY 2011 | REQUESTED FY 2012 | GOVERNOR'S RECOMMENDED FY 2012 | RECOMMENDED INC/(DEC) FY 2012 |
|----------------------------|---------------------|---------------------|---------------------|----------------------|--------------------------------------|-------------------------------------|
| FUNDING SOURCE: | | | | | | |
| General Funds | \$ 0 | \$ 0 | \$ 0 | \$ 0 | \$ 0 | \$ 0 |
| Federal Funds | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Funds | 4,185,162 | 2,736,535 | 2,566,384 | 2,316,384 | 2,489,541 | (76,843) |
| Total | \$ 4,185,162 | \$ 2,736,535 | \$ 2,566,384 | \$ 2,316,384 | \$ 2,489,541 | (\$ 76,843) |
| EXPENDITURE DETAIL: | | | | | | |
| Personal Services | \$ 430,237 | \$ 457,934 | \$ 492,081 | \$ 492,081 | \$ 492,081 | \$ 0 |
| Operating Expenses | 3,754,925 | 2,278,602 | 2,074,303 | 1,824,303 | 1,997,460 | (76,843) |
| Total | \$ 4,185,162 | \$ 2,736,535 | \$ 2,566,384 | \$ 2,316,384 | \$ 2,489,541 | (\$ 76,843) |
| Staffing Level FTE: | 8.9 | 9.5 | 9.0 | 9.0 | 9.0 | 0.0 |

| | ACTUAL FY 2009 | ACTUAL FY 2010 | ESTIMATED FY 2011 | ESTIMATED FY 2012 |
|---|--------------------|--------------------|----------------------|----------------------|
| REVENUES | | | | |
| License Fees to VL Operating Fund | 1,202,750 | 1,215,450 | 1,200,000 | 1,200,000 |
| Additional MFG. License Fee--General Fund | 45,000 | 45,000 | 45,000 | 45,000 |
| Video Lottery Proceeds--General Fund | | | | |
| Video Lottery Proceeds--Property Tax | 109,340,854 | 106,500,470 | 98,512,935 | 98,512,935 |
| Video Lottery Proceeds--VL Operating Fund | 1,108,872 | 1,075,729 | 995,080 | 995,080 |
| Miscellaneous Revenue | 201,316 | 212,772 | 150,000 | 150,000 |
| Total | 111,898,792 | 109,049,421 | 100,903,015 | 100,903,015 |

| | ACTUAL FY 2009 | ACTUAL FY 2010 | ESTIMATED FY 2011 | ESTIMATED FY 2012 |
|---|-------------------|-------------------|----------------------|----------------------|
| PERFORMANCE INDICATORS | | | | |
| Machines Placed (12-Month Avg.) | 8,965 | 9,156 | 9,100 | 9,100 |
| Licensed Establishments (12-Month Avg.) | 1,465 | 1,441 | 1,450 | 1,450 |
| Licensed Operators | 153 | 146 | 145 | 145 |
| Licensed Distributors | 3 | 5 | 5 | 4 |
| Licensed Manufacturers | 3 | 3 | 3 | 3 |

REVENUE

0293 Commission on Gaming - Info

| | ACTUAL FY 2009 | ACTUAL FY 2010 | BUDGETED FY 2011 | REQUESTED FY 2012 | GOVERNOR'S RECOMMENDED FY 2012 | RECOMMENDED INC/(DEC) FY 2012 |
|----------------------------|----------------------|----------------------|----------------------|----------------------|--------------------------------------|-------------------------------------|
| FUNDING SOURCE: | | | | | | |
| General Funds | \$ 0 | \$ 0 | \$ 0 | \$ 0 | \$ 0 | \$ 0 |
| Federal Funds | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Funds | 10,453,030 | 10,488,382 | 10,531,983 | 10,473,192 | 10,468,396 | (63,587) |
| Total | \$ 10,453,030 | \$ 10,488,382 | \$ 10,531,983 | \$ 10,473,192 | \$ 10,468,396 | (\$ 63,587) |
| EXPENDITURE DETAIL: | | | | | | |
| Personal Services | \$ 848,120 | \$ 842,672 | \$ 880,552 | \$ 864,521 | \$ 864,521 | (\$ 16,031) |
| Operating Expenses | 9,604,909 | 9,645,710 | 9,651,431 | 9,608,671 | 9,603,875 | (47,556) |
| Total | \$ 10,453,030 | \$ 10,488,382 | \$ 10,531,983 | \$ 10,473,192 | \$ 10,468,396 | (\$ 63,587) |
| Staffing Level FTE: | 15.3 | 15.1 | 16.0 | 16.0 | 16.0 | 0.0 |

| | ACTUAL FY 2009 | ACTUAL FY 2010 | ESTIMATED FY 2011 | ESTIMATED FY 2012 |
|--------------------|-------------------|-------------------|----------------------|----------------------|
| REVENUES | | | | |
| Gaming Fund: | | | | |
| Device Fee | 7,498,000 | 7,468,000 | 6,952,000 | 7,000,000 |
| Gross Revenue Tax | 8,007,138 | 9,005,756 | 9,000,000 | 9,000,000 |
| City Slot Tax | 53,847 | 244,551 | 259,500 | 259,500 |
| Application Fee | 109,960 | 111,601 | 110,000 | 110,000 |
| License Fee | 110,955 | 99,550 | 100,000 | 100,000 |
| Device Testing Fee | 15,484 | 11,535 | 12,000 | 12,000 |
| Penalties | 6,100 | 5,790 | 6,000 | 6,000 |
| Interest | 85,574 | 100,160 | 80,000 | 80,000 |
| Racing Revenues: | | | | |
| Dogs: | | | | |
| Commission | 33,929 | 29,085 | 29,000 | 29,000 |
| Licenses and Fines | 3,630 | 4,240 | 18,000 | 18,000 |
| Revolving Fund | 33,929 | 38,207 | 69,000 | 69,000 |
| Bred Fund | 33,929 | 31,365 | 43,000 | 43,000 |
| Horses: | | | | |
| Commission | 57,584 | 63,180 | 63,000 | 63,000 |
| Licenses and Fines | 11,725 | 19,020 | 33,000 | 33,000 |
| Revolving Fund | 46,643 | 117,759 | 278,000 | 400,000 |
| Bred Fund | 50,152 | 68,439 | 134,000 | 134,000 |
| Interest | 35,468 | 21,616 | 20,000 | 20,000 |
| Total | 16,194,047 | 17,439,854 | 17,206,500 | 17,376,500 |

PERFORMANCE INDICATORS

| | | | | |
|----------------------------|--------------|--------------|--------------|--------------|
| Licenses Issued: | | | | |
| Manufacturers/Distributors | 12 | 11 | 13 | 13 |
| Operators/Retailers | 36/197 | 28/183 | 30/190 | 30/190 |
| Support/Key Employees | 1,490 | 1,515 | 1,500 | 1,500 |
| Device Licenses | 3,749 | 3,734 | 3,476 | 3,500 |
| Gaming Distributions | \$14,662,516 | \$15,645,722 | \$15,505,000 | \$15,505,000 |