Actual Revenue FY2016 vs. Actual Revenue FY2017 DECEMBER FY2017 Comparison

| | Actual DECEMBER FY2016 | Actual DECEMBER FY2017 | DOLLAR CHANGE | PERCENT CHANGE |
|---|------------------------------|------------------------------|------------------|-------------------|
| ONGOING RECEIPTS | | | | |
| Net Sales and Use Tax (excl. cost of admin) * | 68,709,154 | 75,275,006 | 6,565,852 | 9.6% |
| Lottery | 8,180,299 | 8,229,913 | 49,614 | 0.6% |
| Net Contractor's Excise Tax | 8,857,384 | 8,660,604 | (196,779) | -2.2% |
| Insurance Company Tax | 1,193,612 | 1,603,068 | 409,456 | 34.3% |
| Unclaimed Property Receipts | (295,000) | (3,575,000) | (3,280,000) | 1111.9% |
| Licenses, Permits, and Fees | 1,076,635 | 1,150,406 | 73,771 | 6.9% |
| Tobacco Taxes | 723,806 | 2,437,770 | 1,713,963 | 236.8% |
| Trust Funds | 0 | 0 | 0 | |
| Net Transfers In (excluding one-time) | 987,855 | 1,090,252 | 102,397 | 10.4% |
| Alcohol Beverage Tax | 31,082 | (117) | (31,200) | -100.4% |
| Bank Franchise Tax | 2,445,030 | 1,098,023 | (1,347,006) | -55.1% |
| Charges for Goods and Services | 764,398 | 1,098,417 | 334,019 | 43.7% |
| Telecommunications Tax | 503,770 | 448,305 | (55,465) | -11.0% |
| Severance Taxes | (136,323) | 325 | 136,648 | -100.2% |
| Sale-Leaseback/CRP | 4,515,363 | 4,138,575 | (376,788) | |
| Investment Income and Interest ** | 6 | 57,245 | 57,238 | 890175.1% |
| Alcohol Beverage 2% Wholesale Tax | 230,272 | 178,457 | (51,815) | -22.5% |
| SUBTOTAL (ONGOING RECEIPTS) | \$ 97,787,344 | \$ 101,891,248 | 4,103,904 | 4.2% |

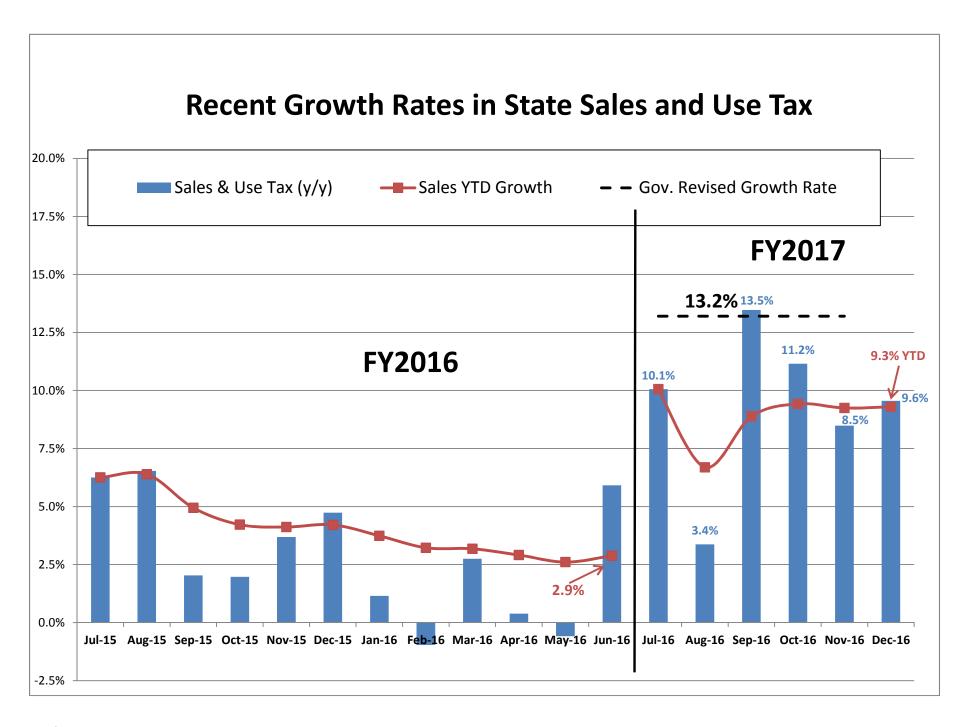
^{*} FY2017 Sales and Use Tax receipts are at a 4.5% rate, while FY2016 is at a 4.0% rate.

Actual Revenue FY2016 vs. Actual Revenue FY2017 Year-To-Date Through DECEMBER FY2017

| | Actual | Actual | | | FY2017 GROWTH |
|---|----------------|----------------|---------------|-------------|----------------|
| | YTD | YTD | DOLLAR | YTD GROWTH | NEEDED FOR |
| | FY2016 | FY2017 | CHANGE | OVER FY2016 | REVISED FY2017 |
| ONGOING RECEIPTS | | | | | |
| Net Sales and Use Tax (excl. cost of admin) * | \$ 454,791,712 | \$ 497,058,700 | 42,266,988 | 9.3% | 13.2% |
| Lottery | 51,334,051 | 52,214,335 | 880,284 | 1.7% | 2.7% |
| Net Contractor's Excise Tax | 59,344,220 | 65,780,146 | 6,435,926 | 10.8% | 7.8% |
| Insurance Company Tax | 37,902,613 | 41,271,721 | 3,369,107 | 8.9% | 4.3% |
| Unclaimed Property Receipts | 63,645,000 | 56,962,477 | (6,682,523) | -10.5% | -3.9% |
| Licenses, Permits, and Fees | 12,661,798 | 13,786,710 | 1,124,913 | 8.9% | 13.2% |
| Tobacco Taxes | 30,000,000 | 30,000,000 | 0 | 0.0% | -4.6% |
| Trust Funds | 21,710,865 | 23,212,976 | 1,502,112 | 6.9% | 6.1% |
| Net Transfers In (excluding one-time) | 11,243,897 | 11,454,879 | 210,982 | 1.9% | 3.6% |
| Alcohol Beverage Tax | 3,351,769 | 2,459,050 | (892,719) | -26.6% | -31.5% |
| Bank Franchise Tax ** | 6,624,373 | 1,586,384 | (5,037,989) | -76.1% | 8.7% |
| Charges for Goods and Services | 5,051,677 | 6,956,265 | 1,904,588 | 37.7% | 30.5% |
| Telecommunications Tax | 2,586,768 | 2,313,388 | (273,379) | -10.6% | -10.0% |
| Severance Taxes | 2,748,409 | 4,994,321 | 2,245,912 | 81.7% | -13.4% |
| Sale-Leaseback/CRP | 4,515,363 | 4,138,575 | (376,788) | | -11.3% |
| Investment Income and Interest | 5,385,156 | 6,159,051 | 773,895 | 14.4% | 12.9% |
| Alcohol Beverage 2% Wholesale Tax | 776,772 | 1,041,222 | 264,450 | 34.0% | 10.5% |
| SUBTOTAL (ONGOING RECEIPTS) | \$ 773,674,442 | \$ 821,390,200 | \$ 47,715,758 | 6.2% | 9.3% |
| ONE-TIME RECEIPTS | | | | | |
| One-time Unclaimed Property (stock sales) | 0 | 7,527,523 | 7,527,523 | | |
| Obligated Cash Carried Forward | 21,535,148 | 14,069,144 | (7,466,004) | -34.7% | |
| SUBTOTAL (ONE-TIME RECEIPTS) | \$ 21,535,148 | \$ 21,596,668 | 61,520 | 0.3% | |
| | | | | | |
| GRAND TOTAL | \$ 795,209,590 | \$ 842,986,868 | 47,777,278 | 6.0% | |

^{*} FY2017 Sales and Use Tax receipts are at a 4.5% rate, while FY2016 is at a 4.0% rate.

^{**} Decrease in Bank Franchsie tax is due to the change from quarterly estimated payments to annual payments, which started in FY2017.



Original Legislative Adopted FY2017 Estimate (Feb. 2016) vs. Actual Revenues DECEMBER FY2017 Comparison

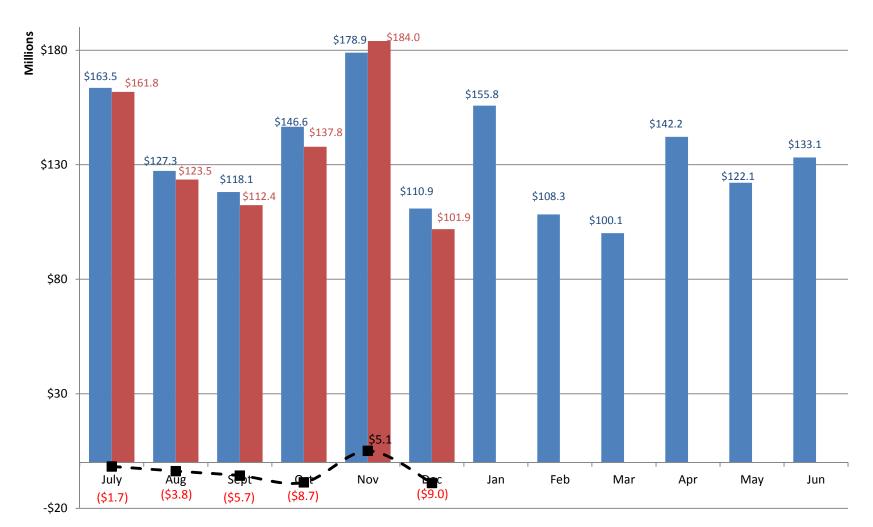
| | Leg Adopted DECEMBER FY2017 | Actual DECEMBER FY2017 | DOLLAR CHANGE | MTD % Chg. Actual/Adopt Comparison | ACHIEVED % CHG OVER FY16 |
|---|-----------------------------------|------------------------------|------------------|--|--------------------------------|
| ONGOING RECEIPTS | | | | | |
| Net Sales and Use Tax (excl. cost of admin) | 80,597,755 | 75,275,006 | (5,322,749) | -6.6% | 9.6% |
| Lottery | 8,414,071 | 8,229,913 | (184,158) | -2.2% | 0.6% |
| Net Contractor's Excise Tax | 9,422,680 | 8,660,604 | (762,076) | -8.1% | -2.2% |
| Insurance Company Tax | 1,420,257 | 1,603,068 | 182,811 | 12.9% | 34.3% |
| Unclaimed Property Receipts | (7,498) | (3,575,000) | (3,567,502) | 47576.2% | 1111.9% |
| Licenses, Permits, and Fees | 1,080,979 | 1,150,406 | 69,427 | 6.4% | 6.9% |
| Tobacco Taxes | 2,935,866 | 2,437,770 | (498,096) | -17.0% | 236.8% |
| Trust Funds | 0 | 0 | 0 | | 0.0% |
| Net Transfers In (excluding one-time) | 956,149 | 1,090,252 | 134,103 | 14.0% | 10.4% |
| Alcohol Beverage Tax | 3,256 | (117) | (3,373) | -103.6% | -100.4% |
| Bank Franchise Tax | 0 | 1,098,023 | 1,098,023 | | -55.1% |
| Charges for Goods and Services | 1,072,947 | 1,098,417 | 25,470 | 2.4% | 43.7% |
| Telecommunications Tax | 487,207 | 448,305 | (38,902) | -8.0% | -11.0% |
| Severance Taxes | 100,791 | 325 | (100,466) | -99.7% | -100.2% |
| Sale-Leaseback/CRP | 4,138,575 | 4,138,575 | 0 | | 0.0% |
| Investment Income and Interest | 0 | 57,245 | 57,245 | | 890175.1% |
| Alcohol Beverage 2% Wholesale Tax | 228,040 | 178,457 | (49,583) | -21.7% | -22.5% |
| SUBTOTAL (ONGOING RECEIPTS) | \$ 110,851,075 | \$ 101,891,248 | (8,959,826) | -8.1% | 4.2% |

Original Legislative Adopted FY2017 Estimate (Feb. 2016) vs. Actual Revenues Year-To-Date Through DECEMBER FY2017

| | Leg Adopted YTD FY2017 | Actual YTD FY2017 | DOLLAR CHANGE | YTD % Chg. Actual/Adopt Comparison | YTD ACTUAL % CHG OVER FY16 |
|---|------------------------------|-------------------------|------------------|--|----------------------------------|
| ONGOING RECEIPTS | | | | | |
| Net Sales and Use Tax (excl. cost of admin) | 525,537,689 | 497,058,700 | (28,478,989) | -5.4% | 9.3% |
| Lottery | 52,094,488 | 52,214,335 | 119,847 | 0.2% | 1.7% |
| Net Contractor's Excise Tax | 64,101,960 | 65,780,146 | 1,678,185 | 2.6% | 10.8% |
| Insurance Company Tax | 39,049,119 | 41,271,721 | 2,222,601 | 5.7% | 8.9% |
| Unclaimed Property Receipts | 61,484,144 | 56,962,477 | (4,521,667) | -7.4% | -10.5% |
| Licenses, Permits, and Fees | 14,429,380 | 13,786,710 | (642,670) | -4.5% | 8.9% |
| Tobacco Taxes | 30,000,000 | 30,000,000 | 0 | 0.0% | 0.0% |
| Trust Funds | 23,212,976 | 23,212,976 | 0 | 0.0% | 6.9% |
| Net Transfers In (excluding one-time) | 11,847,651 | 11,454,879 | (392,772) | -3.3% | 1.9% |
| Alcohol Beverage Tax | 2,059,735 | 2,459,050 | 399,315 | 19.4% | -26.6% |
| Bank Franchise Tax | 0 | 1,586,384 | 1,586,384 | | -76.1% |
| Charges for Goods and Services | 6,957,858 | 6,956,265 | (1,593) | 0.0% | 37.7% |
| Telecommunications Tax | 2,486,842 | 2,313,388 | (173,453) | -7.0% | -10.6% |
| Severance Taxes | 2,014,092 | 4,994,321 | 2,980,229 | 148.0% | 81.7% |
| Sale-Leaseback/CRP | 4,138,575 | 4,138,575 | 0 | | |
| Investment Income and Interest | 4,819,500 | 6,159,051 | 1,339,551 | 27.8% | 14.4% |
| Alcohol Beverage 2% Wholesale Tax | 978,036 | 1,041,222 | 63,186 | 6.5% | 34.0% |
| SUBTOTAL (ONGOING RECEIPTS) | \$ 845,212,044 | \$ 821,390,200 | (23,821,844) | -2.8% | 6.2% |
| ONE-TIME RECEIPTS | | | | | |
| One-time Unclaimed Property (stock sales) | 0 | 7,527,523 | 7,527,523 | 100.0% | |
| Obligated Cash Carried Forward | 0 | 14,069,144 | 14,069,144 | 100.0% | |
| SUBTOTAL (ONE-TIME RECEIPTS) | \$ 0 | \$ 21,596,668 | 21,596,668 | 100.0% | |
| | | | | | |
| GRAND TOTAL | \$ 845,212,044 | \$ 842,986,868 | \$ (2,225,176) | -0.3% | |







Through 6 months, total actual ongoing receipts were lower than the original adopted estimate by \$23.8 million.

Governor Revised FY2017 Estimate (December 2016) vs. Actual Revenues DECEMBER FY2017 Comparison

| | Gov. Revised DECEMBER FY2017 | Actual DECEMBER FY2017 | DOLLAR CHANGE | MTD % Chg. Actual/Revised Comparison | ACHIEVED % CHG OVER FY16 |
|---|------------------------------------|------------------------------|------------------|--|--------------------------------|
| ONGOING RECEIPTS | | | | | |
| Net Sales and Use Tax (excl. cost of admin) | 78,021,259 | 75,275,006 | (2,746,253) | -3.5% | 9.6% |
| Lottery | 8,528,223 | 8,229,913 | (298,310) | -3.5% | 0.6% |
| Net Contractor's Excise Tax | 8,857,384 | 8,660,604 | (196,780) | -2.2% | -2.2% |
| Insurance Company Tax | 1,515,014 | 1,603,068 | 88,054 | 5.8% | 34.3% |
| Unclaimed Property Receipts | (7,561) | (3,575,000) | (3,567,439) | 47182.1% | 1111.9% |
| Licenses, Permits, and Fees | 1,191,663 | 1,150,406 | (41,257) | -3.5% | 6.9% |
| Tobacco Taxes | 3,202,012 | 2,437,770 | (764,242) | -23.9% | 236.8% |
| Trust Funds | 0 | 0 | 0 | | 0.0% |
| Net Transfers In (excluding one-time) | 1,186,049 | 1,090,252 | (95,797) | 0.0% | 10.4% |
| Alcohol Beverage Tax | 3,081 | (117) | (3,198) | -103.8% | -100.4% |
| Bank Franchise Tax | 0 | 1,098,023 | 1,098,023 | | -55.1% |
| Charges for Goods and Services | 1,050,354 | 1,098,417 | 48,063 | 4.6% | 43.7% |
| Telecommunications Tax | 416,012 | 448,305 | 32,293 | 7.8% | -11.0% |
| Severance Taxes | 147,781 | 325 | (147,456) | -99.8% | -100.2% |
| Sale-Leaseback/CRP | 4,138,575 | 4,138,575 | 0 | | |
| Investment Income and Interest | 0 | 57,245 | 57,245 | | 890175.1% |
| Alcohol Beverage 2% Wholesale Tax | 224,177 | 178,457 | (45,720) | -20.4% | -22.5% |
| SUBTOTAL (ONGOING RECEIPTS) | \$ 108,474,023 | \$ 101,891,248 | (\$6,582,775) | -6.1% | 4.2% |

Governor Revised FY2017 Estimate (December 2016) vs. Actual Revenues Year-To-Date Through DECEMBER FY2017

| | Gov. Revised YTD FY2017 | Actual YTD FY2017 | DOLLAR CHANGE | YTD % Chg. Actual/Revised Comparison | YTD ACTUAL % CHG OVER FY16 | FY2017 GROWTH NEEDED FOR Gov. Rev. FY2017 |
|---|-------------------------------|-------------------------|------------------|--|----------------------------------|---|
| ONGOING RECEIPTS | | | | - Companio | 0121(1110 | |
| Net Sales and Use Tax | 503,345,879 | 497,058,700 | (6,287,179) | -1.2% | 9.3% | 13.2% |
| Lottery | 53,052,656 | 52,214,335 | (838,320) | -1.6% | 1.7% | 2.7% |
| Net Contractor's Excise Tax | 66,280,080 | 65,780,146 | (499,935) | -0.8% | 10.8% | 7.8% |
| Insurance Company Tax | 39,678,862 | 41,271,721 | 1,592,858 | 4.0% | 8.9% | 4.3% |
| Unclaimed Property Receipts * | 60,529,916 | 56,962,477 | (3,567,439) | -5.9% | -10.5% | -3.9% |
| Licenses, Permits, and Fees | 13,743,107 | 13,786,710 | 43,603 | 0.3% | 8.9% | 13.2% |
| Tobacco Taxes | 30,000,000 | 30,000,000 | 0 | 0.0% | 0.0% | -4.6% |
| Trust Funds | 23,212,976 | 23,212,976 | 0 | 0.0% | 6.9% | 6.1% |
| Net Transfers In (excluding one-time) | 11,947,682 | 11,454,879 | (492,803) | -4.1% | 1.9% | 3.6% |
| Alcohol Beverage Tax | 2,432,212 | 2,459,050 | 26,837 | 1.1% | -26.6% | -31.5% |
| Bank Franchise Tax | 519,401 | 1,586,384 | 1,066,984 | 205.4% | -76.1% | 8.7% |
| Charges for Goods and Services | 6,550,330 | 6,956,265 | 405,935 | 6.2% | 37.7% | 30.5% |
| Telecommunications Tax | 2,262,208 | 2,313,388 | 51,180 | 2.3% | | -10.0% |
| Severance Taxes | 2,346,081 | 4,994,321 | 2,648,240 | 112.9% | 81.7% | -13.4% |
| Sale-Leaseback/CRP | 4,138,575 | 4,138,575 | 0 | | 0.0% | -11.3% |
| Investment Income and Interest | 6,087,718 | 6,159,051 | 71,333 | 1.2% | 14.4% | 12.9% |
| Alcohol Beverage 2% Wholesale Tax | 1,045,915 | 1,041,222 | (4,693) | -0.4% | 34.0% | 10.5% |
| SUBTOTAL (ONGOING RECEIPTS) | \$ 827,173,598 | \$ 821,390,200 | (\$5,783,398) | -0.7% | 6.2% | 9.3% |
| ONE-TIME RECEIPTS | | | | | | |
| One-time Unclaimed Property (stock sales) | \$ 7,527,523 | \$ 7,527,523 | 0 | 0.0% | | |
| Obligated Cash Carried Forward | 14,069,144 | 14,069,144 | 0 | 0.0% | | |
| SUBTOTAL (ONE-TIME RECEIPTS) | \$ 21,596,668 | \$ 21,596,668 | 0 | 0.0% | | |
| GRAND TOTAL | \$ 848,770,266 | \$ 842,986,868 | (\$5,783,398) | -0.7% | | |
| GRAND TOTAL | φ 040,770,200 | φ 042,300,000 | (\$5,765,396) | -0.1 70 | | |

^{*} Decrease in unclaimed property is due to several large claim payments during December.