### Actual Revenue FY2016 vs. Actual Revenue FY2017 MAY FY2017 Comparison

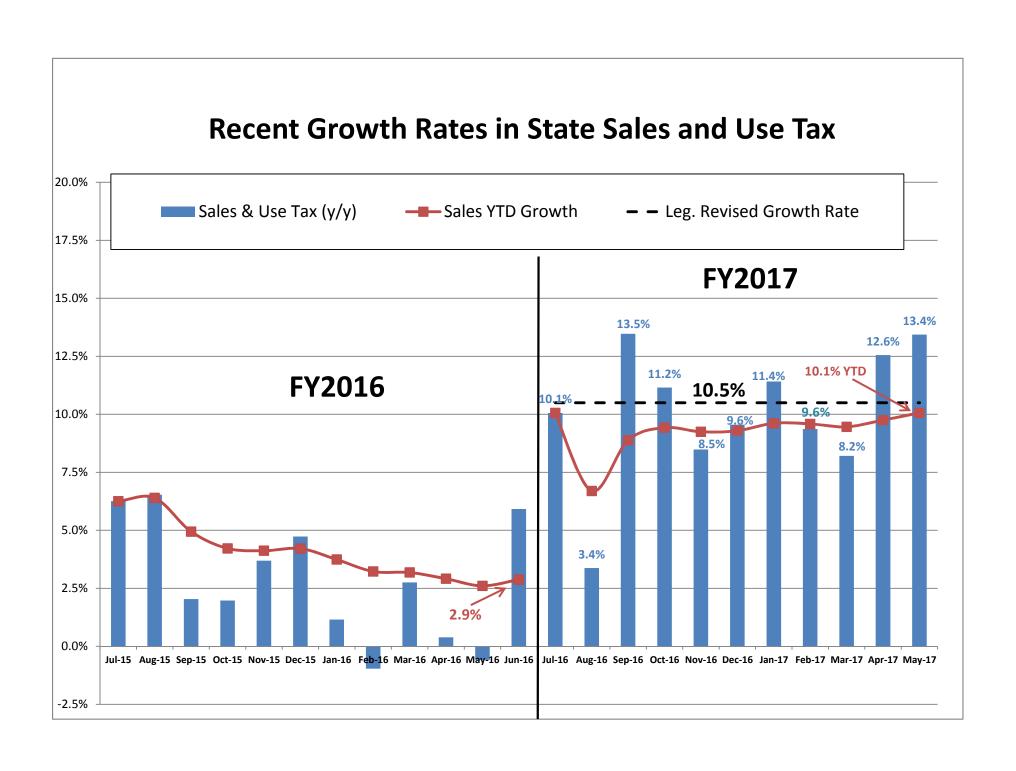
|                                               | Actual<br>MAY<br>FY2016 | Actual<br>MAY<br>FY2017 | DOLLAR<br>CHANGE | PERCENT<br>CHANGE |
|-----------------------------------------------|-------------------------|-------------------------|------------------|-------------------|
| ONGOING RECEIPTS                              |                         |                         |                  |                   |
| Net Sales and Use Tax (excl. cost of admin) * | 67,284,463              | 76,325,928              | 9,041,465        | 13.4%             |
| Lottery                                       | 8,719,833               | 8,757,568               | 37,734           | 0.4%              |
| Net Contractor's Excise Tax                   | 6,388,145               | 6,221,300               | (166,845)        | -2.6%             |
| Insurance Company Tax                         | 4,608,883               | 3,996,383               | (612,501)        | -13.3%            |
| Unclaimed Property Receipts                   | (1,495,000)             | (705,000)               | 790,000          | -52.8%            |
| Licenses, Permits, and Fees                   | 596,458                 | 888,640                 | 292,183          | 49.0%             |
| Tobacco Taxes                                 | 5,075,558               | 5,674,932               | 599,373          | 11.8%             |
| Trust Funds                                   | 11,436,003              | 11,981,721              | 545,718          |                   |
| Net Transfers In (excluding one-time)         | 3,908,361               | 2,401,084               | (1,507,277)      | -38.6%            |
| Alcohol Beverage Tax                          | 783                     | 13,251                  | 12,469           | 1593.3%           |
| Bank Franchise Tax                            | (96,438)                | 271,730                 | 368,169          | -381.8%           |
| Charges for Goods and Services                | 653,539                 | 1,343,865               | 690,326          | 105.6%            |
| Telecommunications Tax                        | 490,269                 | 456,703                 | (33,566)         | -6.8%             |
| Severance Taxes                               | 195,513                 | 303,972                 | 108,459          | 55.5%             |
| Sale-Leaseback/CRP                            | 0                       | 0                       | 0                |                   |
| Investment Income and Interest **             | 53,132                  | 64,575                  | 11,443           | 21.5%             |
| Alcohol Beverage 2% Wholesale Tax             | 1,460,109               | 158,203                 | (1,301,906)      | -89.2%            |
| SUBTOTAL (ONGOING RECEIPTS)                   | \$ 109,279,611          | \$ 118,154,855          | 8,875,244        | 8.1%              |

<sup>\*</sup> 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 MAY FY2017

|                                               | Actual           | Actual           |               |             | FY2017 GROWTH   |
|-----------------------------------------------|------------------|------------------|---------------|-------------|-----------------|
|                                               | YTD              | YTD              | DOLLAR        | YTD GROWTH  | NEEDED FOR LEG. |
| ONGOING RECEIPTS                              | FY2016           | FY2017           | CHANGE        | OVER FY2016 | REVISED FY2017  |
| Net Sales and Use Tax (excl. cost of admin) * | \$ 794,968,465   | \$ 874,961,584   | 79,993,119    | 10.1%       | 10.5%           |
| ,                                             | 95,704,661       | 97,137,603       | 1,432,942     | 1.5%        | 1.8%            |
| Lottery Net Contractor's Excise Tax           | 93,736,780       | 99,530,552       |               | 6.2%        | 7.6%            |
|                                               |                  | , ,              | 5,793,772     |             |                 |
| Insurance Company Tax                         | 86,224,840       | 84,809,393       | (1,415,447)   | -1.6%       | 6.9%            |
| Unclaimed Property Receipts                   | 56,545,000       | 46,201,147       | (10,343,853)  | -18.3%      | -11.4%          |
| Licenses, Permits, and Fees                   | 42,784,447       | 47,779,227       | 4,994,780     | 11.7%       | 10.5%           |
| Tobacco Taxes                                 | 53,427,641       | 51,130,580       | (2,297,061)   | -4.3%       | -4.7%           |
| Trust Funds                                   | 33,146,867       | 35,194,697       | 2,047,830     | 6.2%        | 6.2%            |
| Net Transfers In (excluding one-time)         | 16,605,844       | 17,500,876       | 895,031       | 5.4%        | 4.5%            |
| Alcohol Beverage Tax                          | 8,941,799        | 6,014,052        | (2,927,748)   | -32.7%      | -29.8%          |
| Bank Franchise Tax                            | 10,479,444       | 14,510,859       | 4,031,415     | 38.5%       | 1.3%            |
| Charges for Goods and Services                | 9,952,368        | 13,051,136       | 3,098,768     | 31.1%       | 32.2%           |
| Telecommunications Tax                        | 5,026,558        | 4,529,493        | (497,064)     | -9.9%       | -8.2%           |
| Severance Taxes                               | 6,131,259        | 8,968,233        | 2,836,975     | 46.3%       | 37.8%           |
| Sale-Leaseback/CRP                            | 4,515,363        | 4,138,575        | (376,788)     | -8.3%       | -11.3%          |
| Investment Income and Interest                | 5,438,433        | 6,270,779        | 832,346       | 15.3%       | 14.5%           |
| Alcohol Beverage 2% Wholesale Tax             | 2,926,565        | 1,838,970        | (1,087,595)   | -37.2%      | 13.5%           |
| SUBTOTAL (ONGOING RECEIPTS)                   | \$ 1,326,556,336 | \$ 1,413,567,756 | \$ 87,011,421 | 6.6%        | 7.5%            |
| ONE-TIME RECEIPTS                             |                  |                  |               |             |                 |
| One-time Unclaimed Property (stock sales)     | 0                | 7,618,853        | 7,618,853     |             |                 |
| Obligated Cash Carried Forward                | 21,535,148       | 14,069,144       | (7,466,004)   | -34.7%      |                 |
| SUBTOTAL (ONE-TIME RECEIPTS)                  | \$ 21,535,148    | \$ 21,687,997    | 152,849       | 0.7%        |                 |
| SOBTOTAL (ONE-TIME RECEIF 13)                 | Ψ 21,333,146     | φ 21,007,997     | 132,049       | 0.1 76      |                 |
| GRAND TOTAL                                   | \$ 1,348,091,484 | \$ 1,435,255,753 | 87,164,270    | 6.5%        |                 |

<sup>\*</sup> FY2017 Sales and Use Tax receipts are at a 4.5% rate, while FY2016 is at a 4.0% rate.



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

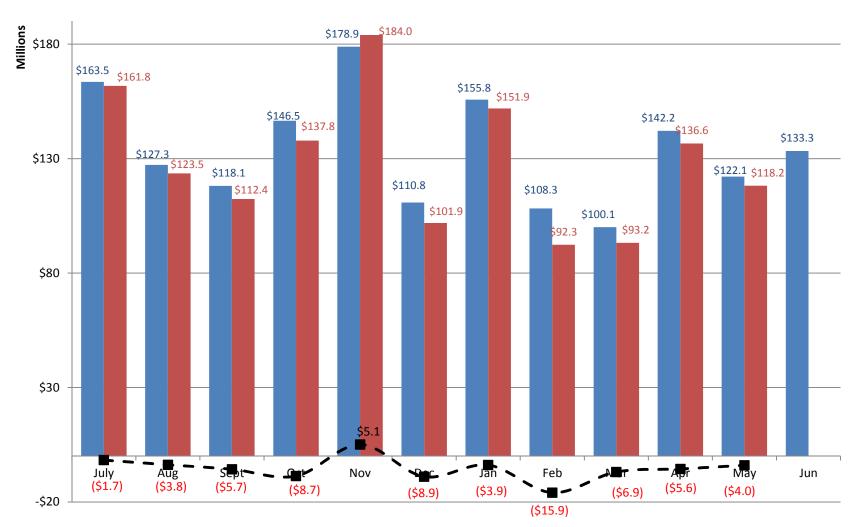
|                                             | Leg Adopted<br>MAY<br>FY2017 | Actual<br>MAY<br>FY2017 | DOLLAR<br>CHANGE | MTD % Chg.<br>Actual/Adopt<br>Comparison | ACHIEVED<br>% CHG<br>OVER FY16 |
|---------------------------------------------|------------------------------|-------------------------|------------------|------------------------------------------|--------------------------------|
| ONGOING RECEIPTS                            |                              |                         |                  |                                          |                                |
| Net Sales and Use Tax (excl. cost of admin) | 81,414,921                   | 76,325,928              | (5,088,992)      | -6.3%                                    | 13.4%                          |
| Lottery                                     | 8,852,515                    | 8,757,568               | (94,947)         | -1.1%                                    | 0.4%                           |
| Net Contractor's Excise Tax                 | 6,454,493                    | 6,221,300               | (233,193)        | -3.6%                                    | -2.6%                          |
| Insurance Company Tax                       | 4,304,787                    | 3,996,383               | (308,404)        | -7.2%                                    | -13.3%                         |
| Unclaimed Property Receipts                 | (959,807)                    | (705,000)               | 254,807          | -26.5%                                   | -52.8%                         |
| Licenses, Permits, and Fees                 | 756,751                      | 888,640                 | 131,889          | 17.4%                                    | 49.0%                          |
| Tobacco Taxes                               | 5,275,229                    | 5,674,932               | 399,703          | 7.6%                                     | 11.8%                          |
| Trust Funds                                 | 11,945,927                   | 11,981,721              | 35,794           |                                          | 0.0%                           |
| Net Transfers In (excluding one-time)       | 1,438,572                    | 2,401,084               | 962,512          | 66.9%                                    | -38.6%                         |
| Alcohol Beverage Tax                        | 1,805                        | 13,251                  | 11,446           | 634.0%                                   | 1593.3%                        |
| Bank Franchise Tax                          | 0                            | 271,730                 | 271,730          |                                          | -381.8%                        |
| Charges for Goods and Services              | 1,287,469                    | 1,343,865               | 56,396           | 4.4%                                     | 105.6%                         |
| Telecommunications Tax                      | 513,969                      | 456,703                 | (57,266)         | -11.1%                                   | -6.8%                          |
| Severance Taxes                             | 674,046                      | 303,972                 | (370,074)        | -54.9%                                   | 55.5%                          |
| Sale-Leaseback/CRP                          | 0                            | 0                       | 0                |                                          | 0.0%                           |
| Investment Income and Interest              | 0                            | 64,575                  | 64,575           |                                          | 21.5%                          |
| Alcohol Beverage 2% Wholesale Tax           | 164,231                      | 158,203                 | (6,028)          | -3.7%                                    | -89.2%                         |
| SUBTOTAL (ONGOING RECEIPTS)                 | \$ 122,124,907               | \$ 118,154,855          | (3,970,052)      | -3.3%                                    | 8.1%                           |

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

|                                             | Leg Adopted<br>YTD<br>FY2017 | Actual<br>YTD<br>FY2017 | DOLLAR<br>CHANGE | YTD % Chg.<br>Actual/Adopt<br>Comparison | YTD ACTUAL<br>% CHG<br>OVER FY16 |
|---------------------------------------------|------------------------------|-------------------------|------------------|------------------------------------------|----------------------------------|
| ONGOING RECEIPTS                            |                              |                         |                  |                                          |                                  |
| Net Sales and Use Tax (excl. cost of admin) | 930,320,162                  | 874,961,584             | (55,358,578)     | -6.0%                                    | 10.1%                            |
| Lottery                                     | 97,663,730                   | 97,137,603              | (526,127)        | -0.5%                                    | 1.5%                             |
| Net Contractor's Excise Tax                 | 99,808,474                   | 99,530,552              | (277,921)        | -0.3%                                    | 6.2%                             |
| Insurance Company Tax                       | 86,727,998                   | 84,809,393              | (1,918,605)      | -2.2%                                    | -1.6%                            |
| Unclaimed Property Receipts                 | 55,218,535                   | 46,201,147              | (9,017,387)      | -16.3%                                   | -18.3%                           |
| Licenses, Permits, and Fees                 | 50,074,569                   | 47,779,227              | (2,295,342)      | -4.6%                                    | 11.7%                            |
| Tobacco Taxes                               | 50,719,686                   | 51,130,580              | 410,894          | 0.8%                                     | -4.3%                            |
| Trust Funds                                 | 35,158,903                   | 35,194,697              | 35,794           | 0.1%                                     | 6.2%                             |
| Net Transfers In (excluding one-time)       | 16,523,609                   | 17,500,876              | 977,266          | 5.9%                                     | 5.4%                             |
| Alcohol Beverage Tax                        | 5,959,053                    | 6,014,052               | 54,999           | 0.9%                                     | -32.7%                           |
| Bank Franchise Tax                          | 11,472,803                   | 14,510,859              | 3,038,056        |                                          | 38.5%                            |
| Charges for Goods and Services              | 13,932,564                   | 13,051,136              | (881,429)        | -6.3%                                    | 31.1%                            |
| Telecommunications Tax                      | 5,106,148                    | 4,529,493               | (576,654)        | -11.3%                                   | -9.9%                            |
| Severance Taxes                             | 4,034,762                    | 8,968,233               | 4,933,471        | 122.3%                                   | 46.3%                            |
| Sale-Leaseback/CRP                          | 4,138,575                    | 4,138,575               | 0                |                                          |                                  |
| Investment Income and Interest              | 4,819,500                    | 6,270,779               | 1,451,279        | 30.1%                                    | 15.3%                            |
| Alcohol Beverage 2% Wholesale Tax           | 1,814,366                    | 1,838,970               | 24,604           | 1.4%                                     | -37.2%                           |
| SUBTOTAL (ONGOING RECEIPTS)                 | \$ 1,473,493,438             | \$ 1,413,567,756        | (59,925,681)     | -4.1%                                    | 6.6%                             |
| ONE-TIME RECEIPTS                           |                              |                         |                  |                                          |                                  |
| One-time Unclaimed Property (stock sales)   | 0                            | 7,618,853               | 7,618,853        | 100.0%                                   |                                  |
| Obligated Cash Carried Forward              | 0                            | 14,069,144              | 14,069,144       | 100.0%                                   |                                  |
| SUBTOTAL (ONE-TIME RECEIPTS)                | \$ 0                         | \$ 21,687,997           | 21,687,997       | 100.0%                                   |                                  |
| GRAND TOTAL                                 | \$ 1,473,493,438             | \$ 1,435,255,753        | \$ (38,237,685)  | -2.6%                                    |                                  |
| GRAND IOTAL                                 | φ 1,473,433,430              | φ 1,430,200,733         | φ (30,231,003)   | -2.070                                   |                                  |







Through 11 months, total actual ongoing receipts were lower than the original adopted estimate by \$59.9 million.

## Legislative Revised FY2017 Estimate (February 2017) vs. Actual Revenues MAY FY2017 Comparison

|                                             | Leg. Revised<br>MAY<br>FY2017 | Actual<br>MAY<br>FY2017 | DOLLAR<br>CHANGE | MTD % Chg.<br>Actual/Revised<br>Comparison | ACHIEVED<br>% CHG<br>OVER FY16 |
|---------------------------------------------|-------------------------------|-------------------------|------------------|--------------------------------------------|--------------------------------|
| ONGOING RECEIPTS                            |                               |                         |                  |                                            |                                |
| Net Sales and Use Tax (excl. cost of admin) | 76,729,914                    | 76,325,928              | (403,986)        | -0.5%                                      | 13.4%                          |
| Lottery                                     | 8,932,321                     | 8,757,568               | (174,753)        | -2.0%                                      | 0.4%                           |
| Net Contractor's Excise Tax                 | 6,609,711                     | 6,221,300               | (388,411)        | -5.9%                                      | -2.6%                          |
| Insurance Company Tax                       | 4,885,303                     | 3,996,383               | (888,920)        | -18.2%                                     | -13.3%                         |
| Unclaimed Property Receipts                 | (991,393)                     | (705,000)               | 286,393          | -28.9%                                     | -52.8%                         |
| Licenses, Permits, and Fees                 | 782,827                       | 888,640                 | 105,813          | 13.5%                                      | 49.0%                          |
| Tobacco Taxes                               | 5,027,384                     | 5,674,932               | 647,548          | 12.9%                                      | 11.8%                          |
| Trust Funds                                 | 11,981,721                    | 11,981,721              | (0)              |                                            | 0.0%                           |
| Net Transfers In (excluding one-time)       | 1,889,206                     | 2,401,084               | 511,878          | 0.0%                                       | -38.6%                         |
| Alcohol Beverage Tax                        | 1,792                         | 13,251                  | 11,459           | 639.5%                                     | 1593.3%                        |
| Bank Franchise Tax                          | 0                             | 271,730                 | 271,730          |                                            | -381.8%                        |
| Charges for Goods and Services              | 1,187,947                     | 1,343,865               | 155,918          | 13.1%                                      | 105.6%                         |
| Telecommunications Tax                      | 449,770                       | 456,703                 | 6,933            | 1.5%                                       | -6.8%                          |
| Severance Taxes *                           | 1,013,277                     | 303,972                 | (709,305)        | -70.0%                                     | 55.5%                          |
| Sale-Leaseback/CRP                          | 0                             | 0                       | 0                |                                            |                                |
| Investment Income and Interest              | 53,001                        | 64,575                  | 11,574           |                                            | 21.5%                          |
| Alcohol Beverage 2% Wholesale Tax           | 171,910                       | 158,203                 | (13,707)         | -8.0%                                      | -89.2%                         |
| SUBTOTAL (ONGOING RECEIPTS)                 | \$ 118,724,691                | \$ 118,154,855          | (\$569,836)      | -0.5%                                      | 8.1%                           |

<sup>\*</sup> Increase in severance taxes is due to timing of receipts

### Legislative Revised FY2017 Estimate (February 2017) vs. Actual Revenues Year-To-Date Through MAY FY2017

|                                           | Leg. Revised<br>YTD | Actual<br>YTD    | DOLLAR         | YTD % Chg. Actual/Revised | YTD ACTUAL % CHG | FY2017 GROWTH<br>NEEDED FOR |
|-------------------------------------------|---------------------|------------------|----------------|---------------------------|------------------|-----------------------------|
| ONGOING RECEIPTS                          | FY2017              | FY2017           | CHANGE         | Comparison                | OVER FY16        | Leg. Rev. FY2017            |
| Net Sales and Use Tax                     | 878,564,047         | 874,961,584      | (3,602,463)    | -0.4%                     | 10.1%            | 10.5%                       |
| Lottery                                   | 97,316,560          | 97,137,603       | (178,957)      | -0.2%                     | 1.5%             | 1.8%                        |
| Net Contractor's Excise Tax               | 101,359,688         | 99,530,552       | (1,829,136)    | -1.8%                     | 6.2%             | 7.6%                        |
| Insurance Company Tax                     | 91,959,585          | 84,809,393       | (7,150,192)    | -7.8%                     | -1.6%            | 6.9%                        |
| Unclaimed Property Receipts               | 50,092,832          | 46,201,147       | (3,891,684)    | -7.8%                     | -18.3%           | -11.4%                      |
| Licenses, Permits, and Fees               | 47,459,231          | 47,779,227       | 319,996        | 0.7%                      | 11.7%            | 10.5%                       |
| Tobacco Taxes                             | 50,756,652          | 51,130,580       | 373,928        | 0.7%                      | -4.3%            | -4.7%                       |
| Trust Funds                               | 35,194,697          | 35,194,697       | (0)            | 0.0%                      | 6.2%             | 6.2%                        |
| Net Transfers In (excluding one-time)     | 17,044,811          | 17,500,876       | 456,064        | 2.7%                      | 5.4%             | 4.5%                        |
| Alcohol Beverage Tax                      | 6,231,925           | 6,014,052        | (217,874)      | -3.5%                     | -32.7%           | -29.8%                      |
| Bank Franchise Tax                        | 10,654,588          | 14,510,859       | 3,856,271      | 36.2%                     | 38.5%            | 1.3%                        |
| Charges for Goods and Services            | 13,681,872          | 13,051,136       | (630,736)      | -4.6%                     | 31.1%            | 32.2%                       |
| Telecommunications Tax                    | 4,587,224           | 4,529,493        | (57,731)       | -1.3%                     |                  | -8.2%                       |
| Severance Taxes                           | 8,446,258           | 8,968,233        | 521,976        | 6.2%                      | 46.3%            | 37.8%                       |
| Sale-Leaseback/CRP                        | 4,138,575           | 4,138,575        | 0              | 0.0%                      | -8.3%            | -11.3%                      |
| Investment Income and Interest            | 6,228,609           | 6,270,779        | 42,170         | 0.7%                      | 15.3%            | 14.5%                       |
| Alcohol Beverage 2% Wholesale Tax         | 1,912,233           | 1,838,970        | (73,263)       | -3.8%                     | -37.2%           | 13.5%                       |
| SUBTOTAL (ONGOING RECEIPTS)               | \$ 1,425,629,389    | \$ 1,413,567,756 | (\$12,061,632) | -0.8%                     | 6.6%             | 7.5%                        |
| ONE-TIME RECEIPTS                         |                     |                  |                |                           |                  |                             |
| One-time Unclaimed Property (stock sales) | \$ 7,527,523        | \$ 7,618,853     | 91,329         | 1.2%                      |                  |                             |
| Obligated Cash Carried Forward            | 14,069,144          | 14,069,144       | 0              | 0.0%                      |                  |                             |
| SUBTOTAL (ONE-TIME RECEIPTS)              | \$ 21,596,668       | \$ 21,687,997    | 91,329         | 0.4%                      |                  |                             |
|                                           |                     |                  |                |                           |                  |                             |
| GRAND TOTAL                               | \$ 1,447,226,056    | \$ 1,435,255,753 | (\$11,970,303) | -0.8%                     |                  |                             |