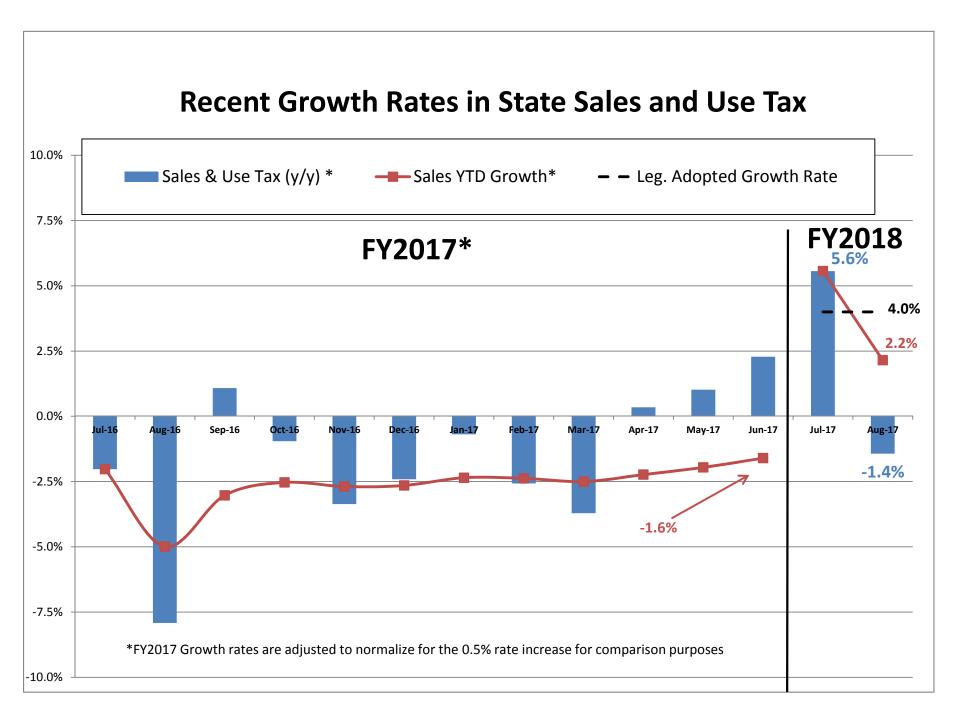
## Actual Revenue FY2017 vs. Actual Revenue FY2018 AUGUST FY2018 Comparison

|   | Actual<br>AUGUST<br>FY2017 | Actual<br>AUGUST<br>FY2018 | DOLLAR<br>CHANGE | PERCENT<br>CHANGE |
|---|----------------------------|----------------------------|------------------|-------------------|
| ONGOING RECEIPTS                            |                            |                            |                  |                   |
| Net Sales and Use Tax (excl. cost of admin) | 84,032,745                 | 82,828,211                 | (1,204,533)      | -1.4%             |
| Lottery                                     | 8,480,174                  | 8,866,831                  | 386,657          | 4.6%              |
| Net Contractor's Excise Tax                 | 11,966,896                 | 9,173,134                  | (2,793,762)      | -23.3%            |
| Insurance Company Tax                       | 4,418,773                  | 4,666,566                  | 247,793          | 5.6%              |
| Unclaimed Property Receipts                 | (449,392)                  | (800,000)                  | (350,608)        | 78.0%             |
| Licenses, Permits, and Fees                 | 642,899                    | 771,329                    | 128,430          | 20.0%             |
| Tobacco Taxes                               | 5,734,844                  | 6,057,566                  | 322,722          | 5.6%              |
| Trust Funds                                 | 0                          | 0                          | 0                |                   |
| Net Transfers In (excluding one-time)       | 1,468,969                  | 769,609                    | (699,360)        | -47.6%            |
| Alcohol Beverage Tax                        | (794,329)                  | 23,928                     | 818,257          | -103.0%           |
| Bank Franchise Tax                          | 10,763                     | 558,213                    | 547,450          | 5086.5%           |
| Charges for Goods and Services              | 997,135                    | 1,437,747                  | 440,612          | 44.2%             |
| Telecommunications Tax                      | 471,181                    | 434,576                    | (36,605)         | -7.8%             |
| Severance Taxes                             | 261,841                    | 296,778                    | 34,936           | 13.3%             |
| Sale-Leaseback/CRP                          | 0                          | 0                          | 0                |                   |
| Investment Income and Interest              | 6,049,959                  | 5,757,699                  | (292,260)        | -4.8%             |
| Alcohol Beverage 2% Wholesale Tax           | 212,210                    | 205,792                    | (6,418)          | -3.0%             |
| SUBTOTAL (ONGOING RECEIPTS)                 | \$ 123,504,668             | \$ 121,047,979             | (2,456,688)      | -2.0%             |

## Actual Revenue FY2017 vs. Actual Revenue FY2018 Year-To-Date Through AUGUST FY2018

|   | Actual         | Actual         |              |             | FY2017 GROWTH   |
|---|----------------|----------------|--------------|-------------|-----------------|
|   | YTD            | YTD            | DOLLAR       | YTD GROWTH  | NEEDED FOR LEG. |
|   | FY2017         | FY2018         | CHANGE       | OVER FY2017 | ADOPTED FY18    |
| ONGOING RECEIPTS                            |                |                |              |             |                 |
| Net Sales and Use Tax (excl. cost of admin) | \$ 172,222,862 | \$ 175,925,863 | 3,703,001    | 2.2%        | 4.0%            |
| Lottery                                     | 16,839,504     | 17,513,372     | 673,868      | 4.0%        | 3.1%            |
| Net Contractor's Excise Tax                 | 23,555,075     | 19,413,570     | (4,141,504)  | -17.6%      | 3.5%            |
| Insurance Company Tax                       | 19,327,066     | 19,608,328     | 281,262      | 1.5%        | 11.7%           |
| Unclaimed Property Receipts                 | (2,099,392)    | (2,900,000)    | (800,608)    | 38.1%       | 15.9%           |
| Licenses, Permits, and Fees                 | 1,377,595      | 1,465,187      | 87,593       | 6.4%        | -1.1%           |
| Tobacco Taxes                               | 12,957,451     | 11,868,682     | (1,088,770)  | -8.4%       | -3.1%           |
| Trust Funds                                 | 23,212,976     | 24,592,581     | 1,379,605    | 5.9%        | 5.0%            |
| Net Transfers In (excluding one-time)       | 7,745,729      | 8,689,954      | 944,225      | 12.2%       | -4.1%           |
| Alcohol Beverage Tax                        | 36,846         | 34,859         | (1,987)      | -5.4%       | 5.0%            |
| Bank Franchise Tax *                        | 27,545         | 99,005         | 71,459       | 259.4%      | -25.5%          |
| Charges for Goods and Services              | 1,836,297      | 2,449,874      | 613,577      | 33.4%       | 3.5%            |
| Telecommunications Tax                      | 471,181        | 434,576        | (36,605)     |             | 0.2%            |
| Severance Taxes                             | 1,363,087      | 1,397,777      | 34,690       | 2.5%        | -35.0%          |
| Sale-Leaseback/CRP                          | 0              | 0              | 0            |             | -100.0%         |
| Investment Income and Interest              | 6,059,242      | 5,767,776      | (291,466)    | -4.8%       | -17.6%          |
| Alcohol Beverage 2% Wholesale Tax           | 370,976        | 407,241        | 36,265       | 9.8%        | 12.6%           |
| SUBTOTAL (ONGOING RECEIPTS)                 | \$ 285,304,041 | \$ 286,768,645 | \$ 1,464,604 | 0.5%        | 3.2%            |
| ONE-TIME RECEIPTS                           |                |                |              |             |                 |
| One-time Unclaimed Property (stock sales)   | 639,392        | 0              | (639,392)    | 100.0%      |                 |
| Obligated Cash Carried Forward              | 14,069,144     | 7,943,412      | (6,125,732)  | -43.5%      |                 |
| SUBTOTAL (ONE-TIME RECEIPTS)                | \$ 14,708,536  | \$ 7,943,412   | (6,765,124)  | -46.0%      |                 |
|   |                |                |              |             |                 |
| GRAND TOTAL                                 | \$ 300,012,577 | \$ 294,712,057 | (5,300,520)  | -1.8%       |                 |



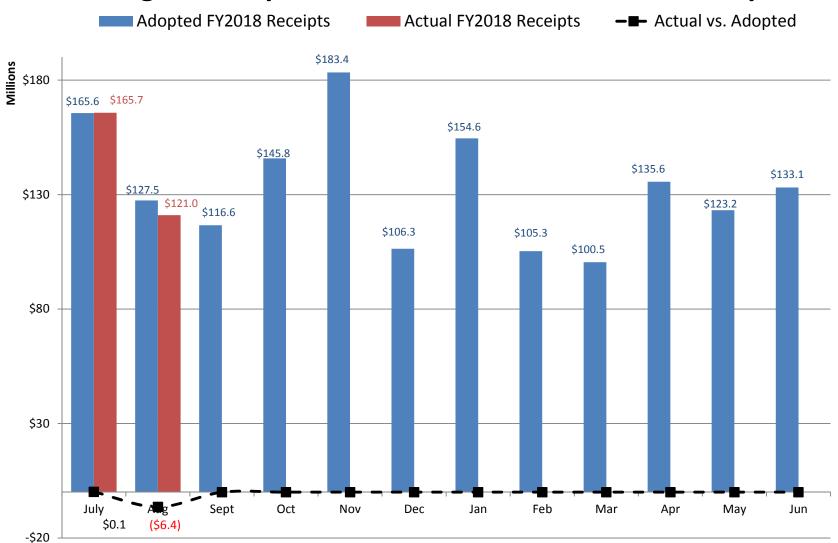
## Original Legislative Adopted FY2018 Estimate (Feb. 2017) vs. Actual Revenues AUGUST FY2018 Comparison

|   | Leg Adopted<br>AUGUST<br>FY2018 | Actual<br>AUGUST<br>FY2018 | DOLLAR<br>CHANGE | MTD % Chg.<br>Actual/Adopt<br>Comparison |  |
|---|---------------------------------|----------------------------|------------------|--|--|
| ONGOING RECEIPTS                            |                                 |                            |                  |  |  |
| Net Sales and Use Tax (excl. cost of admin) | 89,027,622                      | 82,828,211                 | (6,199,411)      | -7.0%                                    |  |
| Lottery                                     | 8,867,597                       | 8,866,831                  | (766)            | 0.0%                                     |  |
| Net Contractor's Excise Tax                 | 11,132,961                      | 9,173,134                  | (1,959,827)      | -17.6%                                   |  |
| Insurance Company Tax                       | 3,313,027                       | 4,666,566                  | 1,353,538        | 40.9%                                    |  |
| Unclaimed Property Receipts                 | (463,056)                       | (800,000)                  | (336,944)        | 72.8%                                    |  |
| Licenses, Permits, and Fees                 | 761,323                         | 771,329                    | 10,006           | 1.3%                                     |  |
| Tobacco Taxes                               | 5,696,976                       | 6,057,566                  | 360,590          | 6.3%                                     |  |
| Trust Funds                                 | 0                               | 0                          | 0                |  |  |
| Net Transfers In (excluding one-time)       | 1,721,528                       | 769,609                    | (951,919)        | -55.3%                                   |  |
| Alcohol Beverage Tax                        | 478                             | 23,928                     | 23,450           | 4904.8%                                  |  |
| Bank Franchise Tax *                        | 10,235                          | 558,213                    | 547,977          | 5353.7%                                  |  |
| Charges for Goods and Services              | 1,032,532                       | 1,437,747                  | 405,215          | 39.2%                                    |  |
| Telecommunications Tax                      | 418,893                         | 434,576                    | 15,683           | 3.7%                                     |  |
| Severance Taxes                             | 779,779                         | 296,778                    | (483,002)        | -61.9%                                   |  |
| Sale-Leaseback/CRP                          | 0                               | 0                          | 0                |  |  |
| Investment Income and Interest              | 4,987,881                       | 5,757,699                  | 769,818          | 15.4%                                    |  |
| Alcohol Beverage 2% Wholesale Tax           | 198,554                         | 205,792                    | 7,238            | 3.6%                                     |  |
| SUBTOTAL (ONGOING RECEIPTS)                 | \$ 127,486,333                  | \$ 121,047,979             | (6,438,353)      | -5.1%                                    |  |

## Original Legislative Adopted FY2018 Estimate (Feb. 2017) vs. Actual Revenues Year-To-Date Through AUGUST FY2018

|   | Leg Ad<br>YT<br>FY20 | D        |           | Actual<br>YTD<br>FY2018 |    | LLAR<br>ANGE | YTD % Chg.<br>Actual/Adopt<br>Comparison |
|---|----------------------|----------|-----------|-------------------------|----|--------------|--|
| ONGOING RECEIPTS                            |                      |          |           |                         |    |              |  |
| Net Sales and Use Tax (excl. cost of admin) | 178,8                | 304,299  |           | 175,925,863             | (2 | ,878,436)    | -1.6%                                    |
| Lottery                                     | 17,3                 | 309,555  |           | 17,513,372              |    | 203,817      | 1.2%                                     |
| Net Contractor's Excise Tax                 | 21,8                 | 339,223  |           | 19,413,570              | (2 | ,425,653)    | -11.1%                                   |
| Insurance Company Tax                       | 20,2                 | 229,097  |           | 19,608,328              |    | (620,769)    | -3.1%                                    |
| Unclaimed Property Receipts                 | (1,2                 | 295,374) |           | (2,900,000)             | (1 | ,604,626)    | 123.9%                                   |
| Licenses, Permits, and Fees                 | 1,5                  | 525,248  |           | 1,465,187               |    | (60,061)     | -3.9%                                    |
| Tobacco Taxes                               | 11,8                 | 325,504  |           | 11,868,682              |    | 43,178       | 0.4%                                     |
| Trust Funds                                 | 24,5                 | 592,581  |           | 24,592,581              |    | (0)          | 0.0%                                     |
| Net Transfers In (excluding one-time)       | 9,3                  | 338,919  |           | 8,689,954               |    | (648,965)    | -6.9%                                    |
| Alcohol Beverage Tax                        |                      | 10,695   |           | 34,859                  |    | 24,164       | 225.9%                                   |
| Bank Franchise Tax *                        |                      | 26,196   |           | 99,005                  |    | 72,809       | 277.9%                                   |
| Charges for Goods and Services              | 1,9                  | 901,485  |           | 2,449,874               |    | 548,389      | 28.8%                                    |
| Telecommunications Tax                      | 4                    | 118,893  |           | 434,576                 |    | 15,683       |  |
| Severance Taxes                             | 1,1                  | 199,153  |           | 1,397,777               |    | 198,624      | 16.6%                                    |
| Sale-Leaseback/CRP                          |                      | 0        |           | 0                       |    | 0            |  |
| Investment Income and Interest              | 4,9                  | 95,534   |           | 5,767,776               |    | 772,242      | 15.5%                                    |
| Alcohol Beverage 2% Wholesale Tax           | 3                    | 365,779  |           | 407,241                 |    | 41,462       | 11.3%                                    |
| SUBTOTAL (ONGOING RECEIPTS)                 | \$ 293,0             | 086,787  | \$        | 286,768,645             | (6 | ,318,142)    | -2.2%                                    |
| ONE-TIME RECEIPTS                           |                      |          |           |                         |    |              |  |
| Obligated Cash Carried Forward              |                      | 0        |           | 7,943,412               | 7  | ,943,412     | 100.0%                                   |
| SUBTOTAL (ONE-TIME RECEIPTS)                | \$                   | 0        | \$        | 7,943,412               | 7  | ,943,412     | 100.0%                                   |
| GRAND TOTAL                                 | ¢ 202 (              | 086,787  | •         | 204 712 057             |    | 625 270      | 0.6%                                     |
| GRAND ICIAL                                 | φ <b>293,</b> (      | 700,707  | <u>\$</u> | 294,712,057             | 1  | ,625,270     | 0.0%                                     |





Through 2 months, total actual ongoing receipts were \$6.3 million lower than the adopted estimate.