

NEW ENGLAND CASINO GAMING UPDATE, 2006



Prepared

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CENTER FOR POLICY ANALYSIS
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NEW ENGLAND CASINO GAMING: UPDATE 2006

EXECUTIVE SUMMARY

The University of Massachusetts Dartmouth Center for Policy Analysis has updated its New England patron origin and fiscal impact analysis for Foxwoods Resort Casino and Mohegan Sun Casino for the calendar year 2005. The update applies patron origin ratios from a 2004 study to calendar year 2005 financial data. The update also includes data on Lincoln Park's and Newport Grand's video lottery terminals. For the first time, the update includes data on Hollywood Slots in Bangor, Maine, while incorporating findings from the Center's 2004 gaming behavior survey.

Foxwoods Resort and Mohegan Sun:

- It is estimated that gross gaming revenues for Foxwoods were approximately \$1.16 billion in Calendar Year 2005 compared to \$1.14 billion in CY 2004 (+1.75%), while total revenues (gaming and non-gaming combined) were approximately \$1.57 billion in CY 2005 compared to \$1.54 billion in CY 2004 (+1.9%).
- It is estimated that gross gaming revenues for Mohegan Sun were \$1.21 billion Calendar Year 2005 compared to \$1.19 billion in CY 2004 (+1.7%), while total revenues (gaming and non-gaming combined) were \$1.42 billion in CY 2005 compared to \$1.31 billion in CY 2004 (+8.4%).
- It is estimated that Massachusetts residents spent approximately \$889.3 million at Connecticut's two casinos in Calendar Year 2005 compared to \$831.5 in CY 2004 (+6.5%).
- It is estimated that Rhode Island residents spent approximately \$322.5 million at Foxwoods and Mohegan Sun in Calendar Year 2005 compared to \$311.3 million in CY 2004 (+7.0%).
- Maine residents spent approximately \$35 million in CY 2005 at Foxwoods and Mohegan Sun, while residents of New Hampshire spent approximately \$72.7 million and New York residents spent approximately \$409.8 million.

Based on these figures, it is estimated that:

- Massachusetts residents indirectly contributed approximately \$122.9 to the Connecticut state treasury in CY 2005 compared to \$116.6 million in CY 2004 as a result of gaming activity at the state's two casinos.

- Rhode Island residents indirectly contributed approximately \$44.5 million to the Connecticut state treasury in CY 2005 compared to \$42.7 in CY 2004 as a result of gaming activity at the state's two casinos.
- Maine residents contributed more than \$4.8 million to the Connecticut state treasury as a result of its citizens' gaming activity in that state.
- New Hampshire residents contributed more than \$10.0 million to the Connecticut state treasury as a result of its citizens' gaming activity in that state.
- New York residents contributed more than \$58.3 million to the Connecticut state treasury as a result of its citizens' gaming activity in that state.

Lincoln Park and Newport Grand

- It is estimated that gross gaming revenues for Lincoln Park were \$332.9 million in Calendar Year 2005 compared to \$304.8 million in CY 2004 (+9.2%), while total revenues (gaming and non-gaming combined) were approximately \$362.2 million in CY 2005 compared to \$331.2 million in CY 2004 (+9.4%).
- It is estimated that gross gaming revenues for Newport Grand were \$78.0 million in Calendar Year 2005 compared to \$79.1 million in CY 2004 (-1.4%), while total revenues (gaming and non-gaming combined) were approximately \$85.4 million in CY 2005 compared to \$86.8 million in CY 2004 (-1.6%).
- It is estimated that Rhode Island residents spent approximately \$257.4 million at Lincoln Park and Newport Grand in CY 2005 compared to \$234.3 million in CY 2004 (+9.9%).
- It is estimated that Massachusetts residents spent approximately \$190.2 million at Lincoln Park and Newport Grand in CY 2005 compared to \$179.9 million in CY 2004 (+5.7%).
- Based on this estimate Massachusetts residents indirectly contributed approximately \$103.2 million to the Rhode Island state treasury in CY 2005 compared to \$97.8 million in CY 2004 as a result of gaming activity at these two establishments.

Hollywood Slots

- It is estimated that Calendar Year 2005 (two months) gross gaming revenues for Hollywood Slots in Bangor, Maine were \$4.1 million.
- It is estimated that Maine residents spent approximately \$3.9 million at Hollywood Slots, while residents of other states and Canada spent approximately \$0.2 million at Maine's slot parlor.

Other Highlights

- New England's 2 casinos and 3 slot parlors generated \$2.79 billion in gambling revenues in CY 2005 compared to \$2.72 billion in gambling revenues in CY 2004 (+2.4%). Total revenues (gaming and non-gaming) were approximately \$3.44 billion in CY 2005 compared to \$3.27 billion in CY 2004 (+5.2%).
- New England's 2 casinos and 3 racinos are currently scheduled to make about \$933 million in new construction and capital investments over the next years.

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CASINO GAMING IN NEW ENGLAND: 2005 UPDATE

1.00 PURPOSE OF THE STUDY

The University of Massachusetts Dartmouth Center for Policy Analysis has updated its New England patron origin and fiscal impact analysis for Foxwoods Resort Casino and Mohegan Sun Casino for the calendar year 2005. The update applies patron origin ratios from a 2004 study to calendar year 2005 financial data. The update also includes data on Lincoln Park's and Newport Grand's video lottery terminals. It has added data on Hollywood Slots in Bangor, Maine, while incorporating additional data from the Center's 2004 gaming behavior survey.

The purpose of the 2004 patron origin and gaming behavior studies was to determine the geographic origin, expenditure patterns, and other gaming behaviors of visitors to Foxwoods Resort in Ledyard, Connecticut; Mohegan Sun in Uncasville, Connecticut; Lincoln Park in Lincoln, Rhode Island; and Newport Grand in Newport, Rhode Island, including the percentage of casino and racino visitors who are residents of Massachusetts, Rhode Island, and other New England states.¹ The estimate of patron origins is based on a sampling of 9,672 private automobiles and 228 tour buses at Foxwoods and a sampling of 6,597 private automobiles and 243 tour buses at Mohegan Sun.²

The Center for Policy Analysis also conducted a gaming behavior survey that obtained responses from a random sample of 2,439 adults in Rhode Island and Massachusetts, which are the only two states in New England actively contemplating casino legislation for the coming year.³ The overall survey has a margin of error of 2.0%.

¹ The methodology employed in the patron origin analysis has been validated by academic peer review and published by Dense and Barrow (2003). Variations of patron origin analysis (Las Vegas Visitors & Convention Authority 2001, Meyer-Arendt 1998, Carstensen et al. 2000), including license plate counts (Whelan 1996, Ryan 1999) have been used in a number of locales to ascertain the geographic and even the demographic profile of casino visitors.

² Center for Policy Analysis, *Patron Origin Analysis: Foxwoods Resort Casino & Mohegan Sun Casino, 2004* (Prepared for the Rhode Island State Senate, May 2004).

³ For a more extensive analysis of the survey results, see, Center for Policy Analysis, *Market Analysis for a West Warwick Resort Casino* (Prepared for the Rhode Island State Senate, May 2004) and Center for Policy Analysis, *Economic & Fiscal Impact of a West Warwick Casino* (Prepared for the Rhode Island State Senate, May 2004).

The survey's reliability has also been calibrated against known public data where possible.⁴

Fiscal impact data is derived primarily from the Connecticut Division of Special Revenue, the Securities and Exchange Commission,⁵ the Rhode Island Lottery Commission, and the Maine Department of Public Safety's Gambling Control Board.

1.10 DESCRIPTION OF THE FACILITIES

1.11 CONNECTICUT

Foxwoods Resort and Mohegan Sun are currently the only two legally authorized gaming operations in New England that offer both traditional slot machines and table games for patrons' entertainment. In 1986, the Mashantucket Pequot Tribal Nation opened a high stakes bingo hall, which became the platform for launching Foxwoods Resort Casino. Foxwoods Resort Casino is located in Ledyard, Connecticut approximately 8 miles off Interstate 95 via Route 2. Foxwoods opened on February 15, 1992 and is now the largest resort casino in the world with 340,000 square feet of gaming space within a complex that covers 4.7 million square feet.

Foxwoods has six casinos that offer more than 350 table games, high stakes bingo, and over 7,300 slot machines. The table games include baccarat, blackjack, craps, keno, roulette, multiple types of poker, and a wheel of fortune. Other games include keno, a race book, and pull tabs. Foxwoods has 1,416 guest rooms and suites at its Grand Pequot Tower, Great Cedar Hotel, and Two Trees Inn and the two hotels have large indoor pools. There are 35 food and beverage outlets, including several gourmet restaurants, as well as numerous bars and cafes for casual dining. The 1,400-seat Fox Theater has become a major entertainment venue in New England that attracts rock bands, singers, championship boxing, and other entertainers. A nightclub, and dance club are also located on the premises. Foxwoods also has a 50,000 square foot ballroom and a 30,000 square foot junior ballroom. Its complex features a video game arcade, banquet hall, valet parking, Hard Rock Café, and a Grand Salon and Spa that offers

⁴ For example, reported visitations and expenditures to Lincoln Park and Newport Grand were used to generate an estimate of annual expenditures on VLTs at those facilities. The expenditures reported by survey respondents generated an estimate of total net terminal income that was within 0.03% of actual CY 2004 revenues reported by the Rhode Island Lottery Commission, see, "Mass. Academic has His Finger on Gambling Pulse," *Providence Sunday Journal*, February 20, 2005, p. F2.

⁵ Mohegan Sun financed its recent expansion (Project Sunburst) with a public bond offering to investors. This means the casino has to comply with the Sarbanes-Oxley Act of 2002, which was passed to make companies more accountable and more transparent to investors (Florin 2004b). The casino's financial data is reported to the U.S. Securities & Exchange Commission each year on Form 10-K in contrast to Foxwoods, which has financed its expansion with internal or private revenues.

beauty treatments and exercise facilities. Foxwoods recently added the Lake of Isles, which features two 18-hole upscale golf courses. In addition, the Foxwoods shopping arcade has more than 20 retail stores, boutiques, and gift shops that offer men's and women's apparel and accessories, Native American crafts, flowers, candy, children's clothing, toys, jewelry, and perfumes. Foxwoods Resort is open 365 days per year and 24 hours a day.

In CY 2004, slot revenues (win) increased by 1.7% compared to the previous year, while CY 2005 slot revenues increased by 1.2% compared to the previous year. It is estimated that annual total revenues for Foxwoods increased by 1.8% over the last year from approximately \$1.544 billion in CY 2004 to \$1.571 billion in CY 2005.

In November of 2005, Foxwoods announced another \$700 million expansion project only months after completing a 2-year \$100 million expansion that added 120,000 square feet of gaming space, a 2,100 car parking garage, 7,500 square feet of food and beverage outlets, 6,000 square feet of retail space, and two golf courses with a golf academy, 50,000 square foot club house, and gold villas. Foxwood's latest expansion project will add 2 million square feet to its existing 4.7 million square foot complex. The expansion will include 50,000 square feet of new gaming space, but a major focus of the project is the addition of new meeting facilities for corporate retreats, meetings, and conferences that will compete for the region's convention business. The expansion project will add 115,000 square feet of meeting space, another 824-room hotel tower, a 21,000 square foot spa, a 4000-seat performing arts center, and more restaurants and entertainment venues. It is expected that the Foxwood's expansion will result in approximately 2,300 new jobs being added to its current payroll of nearly 12,000 employees. The new development is scheduled for completion in the summer of 2008.⁶

Mohegan Sun opened on October 12, 1996 and is now the second largest resort casino in the nation following a successful expansion known as Project Sunburst. Mohegan Sun is located on a 240-acre site on the Mohegan Tribe's reservation adjacent to Uncasville, Connecticut. It is directly accessible from Interstate 395 and Route 2A. Mohegan Sun has nearly 300,000 square feet of gaming space in two casinos - the Casino of the Earth (179,500 sq. ft.) and the Casino of the Sky (119,000 sq. ft.). Mohegan's two gaming facilities have more than 6,200 slot machines and 305 table games that include roulette, baccarat, black jack, poker, and craps, among others. It also has an 11,000 square foot simulcasting race facility.

Mohegan Sun has 24 restaurants, cafes, coffee shops, buffets, and other food outlets, 9 lounges and bars, and 33 retail and specialty shops. Mohegan Sun also has a 1,256 room luxury hotel with 100,000 square feet of convention space and a 20,000 square foot spa. The facility includes a 10,000-seat Arena, a 410-seat lounge, and a 300-seat cabaret. There is a child care facility and video arcade. It has parking for 13,000

⁶ Anthony Cronin, "Foxwoods Expansion Raises Concerns," *New London Day*, December 3, 2005.

automobiles, valet parking, a parking area for large vehicles and tour buses, and a 20-pump gasoline station and convenience center. The facility is open 365 days per year and 24 hours a day.

In CY 2004, slot revenues (win) increased by 5.8% compared to the previous year, while CY 2005 slot revenues increased by 3.4% compared to the previous year. It is estimated that annual total revenues for Mohegan Sun increased by 5.8% over the last year from approximately \$1.339 billion in CY 2004 to \$1.416 billion in CY 2005.

Mohegan Tribal leaders are currently working on a master development plan for the casino resort that is likely to be unveiled before the end of 2006. Mohegan Sun's luxury hotel currently has a 93% occupancy rate and its slot machines are the most profitable in New England as measured by daily win per slot. The anticipated expansion of Mohegan Sun will also likely add hundreds of jobs to its current payroll of nearly 11,000 employees.

1.12 RHODE ISLAND

Lincoln Park is located in Lincoln, Rhode Island off Route 146 approximately 10 minutes north of Providence. The facility offers live greyhound racing on Monday, Wednesday, Friday, and Saturday. It offers simulcast racing everyday except Tuesday. Lincoln Park has 3,598 video lottery terminals (VLTs) in five gaming rooms. Lincoln Park has four dining venues, including the Queen of Clubs restaurant for fine dining. It offers a Diamond Club for premium customers, as well as group tours, group functions, and live entertainment. The facility is open 365 days per year from 9:00am to 1:00am.

It is estimated that total annual revenues for Lincoln Park (excluding live and simulcast racing) were approximately \$362 million in CY 2005 compared to \$328 million in CY 2004 for an annual growth rate of 10.4%. From CY 2004 to CY 2005, net terminal income (gambling revenues) increased by 9.2%, despite an 18.9% increase in the average number of VLTs. Net terminal income per VLT per day fell by 8.1% from \$336 per day in CY 2004 to \$309 per day in CY 2005 (see Appendix D).

In CY 2005, Lincoln Park was purchased from Wembley, PLC by BLB Investors for \$435 million. The purchase was predicated on an agreement with the State of Rhode Island, which authorized an increase in the number of VLTs from 3,002 to 4,752 in exchange for BLB's commitment to invest \$125 million in upgrading the aging facility. The initial phase of the project increased the amount of gaming space to add 600 VLTs, while relocating and consolidating the live racing and simulcast facilities. The next phases of the planned development will add 160,000 square feet to the existing complex, including gaming space, bars and restaurants, and a 2,000-seat multi-purpose room that will emphasize live entertainment.

Newport Grand is located in Newport, Rhode Island on Route 138 in the far south end of the state. The facility no longer offers live jai alai, but it does simulcast jai alai games year-round from Dania and Miami Florida. Newport Grand also offers thoroughbred, harness, and greyhound simulcasts everyday except Tuesday in its state-of-the-art simulcast theater. Newport Grand has 1,070 video lottery terminals. It recently opened its Club Royale to live entertainment and dancing.

It is estimated that total annual revenues for Newport Grand (excluding simulcasts) were approximately \$85 million in CY 2005 compared to \$89 million in CY 2004 for an annual growth rate of -4.5%. From CY 2004 to CY 2005, net terminal income (gambling revenues) decreased by 1.3%, despite a 2.5% increase in the average number of VLTs. Net terminal income per VLT per day fell by 3.7% from \$212 per day in CY 2004 to \$204 per day in CY 2005 (see Appendix D).

In 2005, Newport Grand reached an agreement with the State of Rhode Island that authorizes the facility to increase the number of VLTs from 1,070 to 2,101 in exchange for the owners' commitment to invest \$20 million infrastructure improvements, including the addition of a 90-room hotel.

1.13 MAINE

Hollywood Slots opened in a temporary facility at 427 Main Street in Bangor, Maine on November 4, 2005.⁷ Hollywood Slots has 475 slot machines, including video poker and one restaurant. The facility is open Monday-Saturday from 10:00am to 2:00am and on Sundays from 12:00pm to 2:00am.

It is estimated that total annual revenues for Hollywood Slots (excluding marginal non-gaming revenues) were \$4.2 million in CY 2005. On a month-to-month basis, the daily net revenue per slot increased by 11.1% in the first two months of operation from \$138 per day in November 2005 to \$153 per day in December 2005 (and this upward trend has continued into the new calendar year). When Hollywood Slots opened it was projected to gross \$1,500 per day per slot,⁸ but it actually averaged \$2,114 per day in gross revenues (handle) during its first two months of operation.

After spending \$17 million to renovate its temporary facility on Main Street, the slot parlor's owner, Penn National Gaming, Inc., plans to level two nearby hotels and

⁷ Hollywood Slots is owned and operated by Penn National Gaming, Inc., which owns fifteen facilities in thirteen jurisdictions, including Colorado, Illinois, Indiana, Iowa, Louisiana, Maine, Mississippi, Missouri, New Jersey, Ohio, Pennsylvania, West Virginia, and Ontario. In aggregate, Penn National's facilities feature over 17,500 slot machines, over 400 table games, over 2,000 hotel rooms, and approximately 575,000 square feet of gaming floor space in addition to five race tracks and six off-track wagering facilities (Penn National 2005, 20).

⁸ Original projections reported in Peters (2005).

replace them with a \$71 million building that will house up to 1,500 slot machines. The new facility is scheduled to open by the end of 2007.

1.20 METHODOLOGY

1.21 PATRON ORIGIN ANALYSIS

The patron origin analysis was conducted on five different days: Friday, April 9, 2004 from 9:00 am through Tuesday, April 13, 2004 to midnight.⁹ This time frame includes one holiday (Easter), two weekdays (Friday and Monday), and two days of the weekend (Saturday and Sunday). Sample counts of at least 1,200 automobile license plates were taken each day during the five-day observation period at both locations. This sample was distributed across the day by counting at least 175 license plates during each of four periods on each day as defined below:

- Sample 1: Morning (between 9:00 am and 11:00 am)
- Sample 2: Afternoon (between 2:00 pm and 4:00 pm)
- Sample 3: Evening (between 7:00 pm and 9:00 pm)
- Sample 4: Late Night (between 12:00 am and 2:00 am)

In calculating annual estimates of the percentage of Foxwood's and Mohegan's patrons that originate in various states, it is assumed that traffic flows and patron origins are constant, on average, on similar types of days and during similar times of the day.¹⁰ Thus, sampling counts are extrapolated on a daily basis for each day of the week during a 365-day year.¹¹ Weekdays are defined as Monday, Tuesday, Wednesday, Thursday, and Friday. Weekend days are defined as Saturday and Sunday. Holidays are defined as New Year's Day, Martin Luther King, Jr. Day, President's Day, Patriot's Day (Massachusetts state holiday), Easter, Memorial Day, Labor Day, Columbus Day, Veteran's Day, Thanksgiving Day, and Christmas Day. The purpose of the automobile and bus count was to derive an estimate of the percentage of private automobiles and tour buses originating in Massachusetts, Rhode Island, Connecticut, Vermont, New

⁹ The methodology employed in this study has been validated by academic peer review and published by Dense and Barrow (2003). Variations of patron origin analysis (Las Vegas Visitors & Convention Authority 2001, Meyer-Arendt 1998, Carstensen et al. 2000), including license plate counts (Whelan 1996, Ryan 1999) have been used in a number of locales to ascertain the geographic and even demographic profile of casino visitors. Government agencies, academic research institutes, and private consultants have reliably used license plate counts in a wide range of travel and tourism studies, e.g. Wilbur Smith Associates (2003, 1-19), Knap & Barchers (2001, 21), Boston Metropolitan Planning Organization (2004), Fehr & Peers (2003), Municipality of Metropolitan Seattle (1991).

¹⁰ A similar patron origin analysis of Foxwoods was conducted by the Center for Policy Analysis in 1995 and a second analysis was conducted of Foxwoods and Mohegan in 1999. A comparison of results across the three surveys for similar types of days and similar times of day indicates that this assumption is methodologically reliable and empirically correct.

¹¹ The year 2004 is a leap year so the calculations for this analysis used a 366-day year.

Hampshire, Maine, New York, and New Jersey. Vehicles from other states and Canada are classified as Other. It is assumed that all vehicles originate in their state of registration as determined by license plate identifications.¹²

The Center for Policy Analysis also estimated the percentage of tour buses originating in the states of Massachusetts, Rhode Island, Connecticut, Vermont, New Hampshire, Maine, New York, and New Jersey. Tour buses from other states and Canada were classified as Other. Because the majority of buses remain in the lots for an extended period of time, sample counts of the tour buses were taken on a less frequent basis to avoid double counting. At least one count per day was taken of the tour buses parked at Foxwood's Norwich, Connecticut and Lot 9 bus areas and at Mohegan Sun's Oversized Vehicle parking lot. It is assumed that all buses originate in their state of registration as determined by license plate identifications.

The Center for Policy Analysis has not yet conducted a patron origin analysis of Hollywood Slots in Bangor, Maine. However, small slot parlors typically draw the vast majority of their customers from within a 60-minute drive radius. It is estimated that ninety percent (90%) of this facility's patrons are Maine residents.¹³

1.22 GAMING BEHAVIOR SURVEY

The Center for Policy Analysis implemented a second methodology to estimate the propensity to gamble, annual visitations to casinos, and average expenditures per visit by residents of Rhode Island and Massachusetts, since nearly all visitors to Lincoln Park and Newport Grand originate in these states, while more than half (51.4%) of Foxwoods' visitations and more than a quarter (26.6%) of Mohegan's visitations originate in those two states.

¹² It is likely that some automobiles are rented by out-of-state or foreign visitors, while some visitors arriving by tour bus are also not from the vehicle's state of origin. It is estimated that about 3% of total visitations to Foxwoods and Mohegan come from outside the Northeast, but arrive with New England license plates. This does not pose a methodological problem, because the purpose of a patron origin analysis is to identify the revenue leaving a particular state (regardless of citizenship) that could be captured or recaptured if a comparable facility is constructed in that state.

¹³ An informal license plate count by an Associated Press reporter on opening day observed "a smattering of license plates from Massachusetts, New Hampshire, New York, and New Brunswick," see, Clarke Canfield, "Maine's First Slots Parlor Opens to Waiting Crowds," (Associated Press, November 4, 2005). Similarly, an informal license plate count by the *Bangor Daily News*, November 21, 2005 found that "sprinkled here and there throughout the lot were plates from Vermont, Massachusetts, Connecticut, and New Brunswick, but most of the gamblers parked in front of the slots machines inside were Mainers." According to information from Amy Kenney, manger of the marketing and public relations for Penn National Gaming, Inc., 85% to 90% of the Hollywood Slots Players Club are Main residents.

The Center for Policy Analysis conducted a gaming behavior survey that obtained responses from a random sample of 2,439 adults in Rhode Island and Massachusetts for a margin of error of plus or minus two percent (+/-2%). The advantage in collecting up-to-date primary data is that it is location specific insofar as the survey directly asks casino patrons in Rhode Island and Massachusetts about their current gambling behavior. The survey's reliability has also been calibrated against known public data where possible.¹⁴

The gaming behavior survey was conducted using a survey instrument developed independently by the Center for Policy Analysis. A total of 2,439 telephone interviews were completed from April 2, 2004 to April 15, 2004. The survey was administered to adult residents of households who live in Rhode Island and Massachusetts. The Center for Policy Analysis uses the Genesys Sampling System to generate random telephone numbers. The Genesys Sampling System is used by many major survey organizations. The system uses a list of all possible telephone numbers in the United States to randomly generate a telephone sample for a designated geographic area. The survey was conducted using a random digit dialing (RDD) sample. The RDD sample ensures an equal and known probability of selection for every residential telephone number (listed and unlisted) in the geographic frame.

The telephone interviewers were trained by senior staff at the Center for Policy Analysis in interviewing techniques. New interviewers were trained intensively before they began interviewing, including practice interviews. Senior-level staff at the Center for Policy Analysis monitored the interviewers at all times to ensure high quality data collection. Completed survey forms were reviewed twice daily by the Center's senior staff to insure that they were being completed correctly. Interviewers were de-briefed on a daily basis to insure that survey forms were completed accurately and consistently.

The Center for Policy Analysis conducted interviews between 9:00 am and 8:00 pm on weekdays and between 9:00 am and 3:00 pm on Saturdays. Interviews were also conducted from 5:00 pm to 8:00 pm on Sundays. This range of hours provides interviewers an opportunity to contact hard to reach respondents, which is a procedure crucial to producing high quality survey data. The Center's senior staff constantly monitored the progress of interview outcomes and each block of telephone numbers to prevent problem cases that could interfere with the integrity of survey procedures. The survey procedures used by the Center for Policy Analysis adhere to the highest quality academic and government research standards.

¹⁴ For example, reported visitations and expenditures to Lincoln Park and Newport Grand were used to generate an estimate of annual expenditures on VLTs at those facilities. The expenditures reported by survey respondents generated a total that was within 0.03% of actual CY 2004 revenues reported by the Rhode Island Lottery Commission. See, *Providence Sunday Journal*, February 20, 2005, p. F2.

2.00 PATRON ORIGINS

2.10 FOXWOODS RESORT & MOHEGAN SUN

2.11 Patron Origin Analysis

Using the patron origin methodology, research staff from the Center for Policy Analysis surveyed 9,672 private automobiles and 228 tour buses over a five-day period at Foxwoods and 6,597 private automobiles and 243 tour buses during the same period at Mohegan Sun. Based on these samples, it is estimated that 90 percent of both facilities' visitors arrive by private automobile, while the remaining 10 percent arrive by tour bus. In Appendices A and B, the unweighted summaries are broken down by state of origin, type of transportation (i.e., private automobile or bus), and type of day (e.g., weekday, weekend, or holiday). The unweighted percentages for patron origins are then weighted to account for the type of transportation and the type of day on the basis of the following formula:

$$\begin{aligned}\text{Adjusted State Percentage for Weekdays} &= [(\text{Car Weekday Percentage} * .667) * .90] \\ &\quad + [(\text{Bus Weekday Percentage} * .667) * .10] \\ \text{Adjusted State Percentage for Weekends} &= [(\text{Car Weekend Percentage} * .303) * .90] \\ &\quad + [(\text{Bus Weekday Percentage} * .303) * .10] \\ \text{Adjusted State Percentage for Holidays} &= [(\text{Car Weekday Percentage} * .030) * .90] \\ &\quad + [(\text{Bus Weekday Percentage} * .030) * .10]^{15}\end{aligned}$$

The weighted estimates for private automobiles and tour buses were then translated from percentages of vehicles to percentages of patrons based on field observations that visitations during weekends and holidays are approximately double that of the weekdays.¹⁶ Thus, the weighted estimates for private automobiles and tour buses were translated into percentages of patrons using the formula:

$$\text{Percent Patrons} = [(\text{Weekend}\% * 2) + (\text{Holiday}\% * 2)] + [\text{Weekday}\% / 2]$$

The total weighted estimates, including both types of transportation, indicate that Foxwood's and Mohegan's patrons originate from the following states (see Table 1):

¹⁵ The adjustment factors of .667, .303, and .030 are the percentage of weekdays, weekend days, and holidays, respectively, in the 1999 calendar year based on the definitions in the methodology. The adjustment factors of .90 and .10 are the estimated percentage of patrons arriving by car and bus.

¹⁶ This observation is confirmed by statements from both Foxwoods and Mohegan Sun officials, see, Florin (2004a), who notes that "the two casinos are busiest on weekends, though they both make extensive efforts to lure customers during the week."

Table 1

Foxwoods & Mohegan Sun: Estimated Patron Origins by State, 2004		
	Foxwoods	Mohegan
Massachusetts	36.0%	21.0%
Connecticut	26.5%	44.3%
Rhode Island	15.4%	5.6%
New Hampshire	2.6%	1.5%
Maine	1.7%	0.9%
Vermont	0.6%	0.4%
New York	10.6%	19.6%
New Jersey	4.0%	4.1%
Other	2.5%	2.7%
Total	100.0%	100.0%

Source: Center for Policy Analysis. **Note:** The statistical margin of error for the Foxwoods and Mohegan survey is +/- < 1% (plus or minus less than 1%).

These results are consistent with earlier (1995 and 1999) patron origin analyses by the Center for Policy Analysis, which used the same methodology to estimate patron origins at Foxwoods and Mohegan Sun (see Table 2 and Table 3):¹⁷

Table 2

Foxwoods Resort: Estimated Patron Origins by State			
	1995	1999	2004
Massachusetts	33.0%	36.0%	36.0%
Connecticut	29.0%	28.3%	26.5%
Rhode Island	14.3%	13.3%	15.4%
New Hampshire	N/A	3.0%	2.6%
Maine	N/A	1.5%	1.7%
Vermont	N/A	0.7%	0.6%
New York	10.8%	11.9%	10.6%
New Jersey	N/A	N/A	4.0%
Other	12.9%	5.3%	2.5%
Total	100.0%	100.0%	100.0%

Source: Center for Policy Analysis. **Note:** The statistical margin of error for all Foxwoods surveys is +/- < 1% (plus or minus less than 1%).

¹⁷ The University of Connecticut Center for Economic Analysis (Carstensen et al. 2000) conducted a patron intercept survey from September 7 to 13, 1999 with 496 respondents. The UCCEA survey found that 33% of patrons lived in Massachusetts, 27.5% in Connecticut, 17.2% in Rhode Island, 2.6% in New Hampshire, 1.8% in Maine, 0.8% in Vermont, 9.2% in New York, and 2.0% in New Jersey, and 5.5% in other states. The reliability of the findings is bolstered by the fact that two different survey methodologies have arrived at comparable results.

Table 3

Mohegan Sun: Estimated Patron Origins by State		
	1999	2004
Massachusetts	22.8%	21.0%
Connecticut	46.0%	44.3%
Rhode Island	7.8%	5.6%
New Hampshire	1.8%	1.5%
Maine	0.8%	0.9%
Vermont	0.4%	0.4%
New York	15.6%	19.6%
New Jersey	N/A	4.1%
Other	4.8%	2.7%
Total	100.0%	100.0%

Source: Center for Policy Analysis.

Note: The statistical margin of error for both Mohegan surveys is +/- < 1% (plus or minus less than 1%).

2.12 Gaming Behavior Survey

The results of the gaming behavior survey indicate that 30.9% of adult Rhode Island residents had gambled at Foxwoods in the previous 12 months, while 17.6% of adult Rhode Island residents had gambled at Mohegan Sun in the previous year (see Table 4). The fact that nearly twice as many Rhode Islanders' show a preference for Foxwoods over Mohegan is roughly comparable to the results of the patron origin analysis. It is also consistent with the general assumption that proximity to casinos is a major factor in choosing a gambling venue so that given the choice between comparable facilities, casino gamblers will normally patronize the nearest comparable casino.

The results of the gaming behavior survey also indicate that 19.0% of adult Massachusetts residents have gambled at Foxwoods in the last 12 months, while 13.0% of adult Massachusetts residents gambled at Mohegan Sun during the last year (see Table 4). The fact that Massachusetts residents are roughly 50% more likely to gamble at Foxwoods than Mohegan is again roughly comparable to the results of the patron origin analysis. The findings are again consistent with the general assumption that proximity to casinos is a major factor in choosing a gambling venue, because the majority of Massachusetts residents live in the eastern part of the state.

2.20 LINCOLN PARK & NEWPORT GRAND

The results of the gaming behavior survey indicate that 2.6% of adult Massachusetts residents have gambled at Lincoln Park in the last 12 months, while 1.4% of adult Massachusetts residents have gambled at Newport Grand during the last year. The results of the gaming behavior survey also indicate that 10.2% of adult Rhode Island

residents had gambled at Lincoln Park in the previous 12 months, while 6.1% of adult Rhode Island residents had gambled at Newport Grand during the previous year (see Table 4).¹⁸

The survey found that 86.3% of Lincoln’s patrons live within a 60-minute drive-time of the facility, while 89.9% of Newport’s patrons live within a 60-minute drive-time of the facility. Over half (51.3%) of Lincoln’s patrons live within a 30-minute drive-time of the facility, while just under half (43.3%) of Newport’s patrons live within a 30-minute drive-time of the facility.

Table 4

Propensity to Casino Gamble: Rhode Island & Massachusetts				
State	Percent Gamble at Foxwoods	Percent Gamble at Mohegan	Percent Gamble at Lincoln Park	Percent Gamble at Newport Grand
Rhode Island	30.9%	17.6%	10.2%	6.1%
Massachusetts	19.0%	13.0%	2.6%	1.4%
Source: Center for Policy Analysis (2004). Margin of error = +/- 2.9% for RI and 2.8% for MA.				

It is estimated that Rhode Island residents account for 65.4% of total expenditures at Lincoln Park, while Massachusetts residents account for 34.6% of total expenditures at Lincoln Park.

It is estimated that Rhode Island residents account for 27.2% of total expenditures at Newport Grand, while Massachusetts residents account for 72.8% of total expenditures at Newport Grand.

2.30 OTHER VISITATION & EXPENDITURE PATTERNS

2.31 Trips Per Year

The results of the gaming behavior survey indicate that Massachusetts residents who visit the available gambling venues make an average of 3.56 trips per year to Foxwoods, 2.20 trips to Mohegan Sun, 4.79 trips per year to Lincoln Park, and 7.11 trips per year to Newport Grand (see Table 6). Rhode Island residents who visit the available gambling venues make an average of 5.19 trips per year to Foxwoods, 3.23 trips to Mohegan Sun, 18.45 trips per year to Lincoln Park, and 5.68 trips per year to Newport Grand (see Table 5).¹⁹

¹⁸ Nearly all video lottery players at Lincoln Park and Newport Grand originate in Rhode Island and Massachusetts.

¹⁹ This average means that among individuals from Massachusetts who visit Foxwoods, those individuals visit the casino an average of 3.56 times per year.

These findings are consistent with the generally accepted axiom that the propensity to gamble increases with the proximity of a casino.

Table 5

Average Visits Per Year to Selected Gaming Venues by Rhode Island & Massachusetts				
	Annual	Annual	Annual	Annual
State	Visitations to Foxwoods	Visitations to Mohegan	Visitations to Lincoln Park	Visitations to Newport Grand
Rhode Island	5.19	3.23	18.45	5.68
Massachusetts	3.56	2.20	4.79	7.11

Source: Center for Policy Analysis (2004).

2.32 Number of Casino Gamblers

The percentage of adult Massachusetts and Rhode Island residents, who report visiting one of the region's four gambling venues was multiplied by the adult population of each state (US Census 2000) to derive an estimate of the total number of individuals in each state who gamble at least one time per year at each of the region's four venues (see Table 6).

Table 6

Number of Casino Gamblers Visiting Selected Gaming Venues: Rhode Island & Massachusetts				
	Number	Number	Number	Number
State	Gamblers at Foxwoods	Gamblers at Mohegan	Gamblers at Lincoln Park	Gamblers at Newport Grand
Rhode Island	231,270	131,726	76,341	45,655
Massachusetts	871,708	596,432	119,286	64,231

Source: Center for Policy Analysis (2004). U.S. Census (2000).

2.33 Number of Visitations

The number of Massachusetts and Rhode Island residents who gamble at each of the region's four gambling venues was multiplied by the average number of visits per year to derive an estimate of the total number of visits by residents of each state to each of the region's four gambling venues (see Table 7).

Table 7

Number of Annual Visitations to Selected Gaming Venues by Rhode Island & Massachusetts				
	Annual	Annual	Annual	Annual
State	Visitations to Foxwoods	Visitations to Mohegan	Visitations to Lincoln Park	Visitations to Newport Grand
Rhode Island	1,200,289	425,476	1,408,499	259,321
Massachusetts	3,103,279	1,312,149	571,381	456,683

Source: Center for Policy Analysis (2004).

2.34 Resort Casinos & Convenience Gambling

The fact that much larger percentages of Rhode Island and Massachusetts residents prefer to patronize Foxwoods and Mohegan Sun as compared to Lincoln and Newport indicates that Lincoln and Newport are not options for the majority of the two states' casino gamblers. The gaming behavior survey results indicate that 82.0% of Foxwoods patrons have not visited Lincoln Park in the last 12 months, while 88.9% of Foxwoods patrons have not visited Newport Grand in the last 12 months (see Table 8).

This finding is consistent with the notion that *destination resort casinos* and *convenience gambling venues* are distinct market niches. Despite the fact that Lincoln and Newport are closer to many of these gamblers, especially in Rhode Island and Eastern Massachusetts, the vast majority of visitations from Massachusetts and Rhode Island are by persons who rarely or never visit Lincoln or Newport.

Table 8

Percent of Foxwoods & Mohegan Patrons Who Do Not Visit Lincoln Park or Newport Grand: Rhode Island & Massachusetts Residents		
	Did Not Visit Lincoln	Did Not Visit Newport
Foxwoods Patrons	82.0%	88.9%
Mohegan Patrons	77.7%	86.8%
Source: Center for Policy Analysis (2004).		

At the same time, 81.2% of Lincoln's patrons have visited either Foxwoods or Mohegan Sun in the last twelve months, while 81.1% of Newport's patrons have visited either Foxwoods or Mohegan in the last twelve months (see Table 9). The fact that Lincoln and Newport patrons already visit Foxwoods and Mohegan Sun in such large proportions, even as Lincoln Park and Newport Grand continue to expand their gambling revenues, indicates that the venues' patrons are not substituting casino visits for convenience gambling, but making occasional trips to the casinos in addition to their local convenience visits to Lincoln and Newport. The two sets of venues co-exist in separate market niches as further documented by their simultaneous expansion over last six years. This conclusion is further reinforced by the *greater frequency* of visits to Lincoln and Newport, which is facilitated by its *convenience* for patrons (see Table 6), while those who visit the resort casinos are more likely to make non-gaming expenditures on lodging, meals, retail, and entertainment.

Table 9

Percent of Lincoln & Newport Patrons Who Visit Foxwoods and Mohegan: Rhode Island & Massachusetts Residents			
	Visited Foxwoods	Visited Mohegan	Visited Foxwoods or Mohegan
Lincoln Patrons	70.8%	53.9%	81.2%
Newport Patrons	74.4%	54.4%	81.1%
Source: Center for Policy Analysis (2004).			

For example, the gaming behavior survey asked visitors to the region's four gambling venues "On each visit to [venue] approximately how much did you spend on the following?" The following categories of expenditure were recorded separately: food, hotel or lodging, retail purchases, other entertainment (e.g., shows, dancing, concerts), and gambling (see Table 10). Table 10 documents that more than nine-tenths of those who visit the region's four gambling venues do so for the purpose of gambling, but there are significant differences in the rate at which patrons make other types of purchases at the destination resorts.

Table 10

Percent of Patrons Who Made Purchases at Selected Gambling Venues: Rhode Island & Massachusetts Residents					
	Food	Lodging	Retail	Other Entertainment	Gambling
Rhode Island					
Foxwoods	73.7%	20.4%	30.2%	30.1%	95.4%
Mohegan	76.4%	16.3%	33.2%	31.7%	93.7%
Lincoln	56.2%	0.0%	10.7%	11.6%	93.7%
Newport	47.3%	0.0%	14.9%	14.9%	95.9%
Massachusetts					
Foxwoods	74.2%	28.8%	32.3%	20.3%	95.7%
Mohegan	83.2%	29.4%	31.9%	22.5%	91.8%
Lincoln	76.4%	14.3%	11.8%	0.0%	97.1%
Newport	66.7%	11.1%	11.1%	16.7%	94.4%
Source: Center for Policy Analysis (2004).					

Rhode Island and Massachusetts residents who visit Foxwoods Resort and Mohegan Sun are much more likely to make expenditures for food, lodging, retail, and entertainment than those who visit Lincoln and Newport. This is partly due to differences in the availability of these amenities, but it is also one of the major distinctions between a resort facility and a convenience facility in terms of the resort casino's ability to attract a separate niche of patrons. Consequently, the average non-

gambling expenditures per visit are much higher for Foxwoods and Mohegan than for Lincoln and Newport (see Table 11).

Table 11

Average Expenditures per Visit at Selected Gambling Venues: Rhode Island & Massachusetts Residents					
	Food	Lodging	Retail	Other Entertainment	Gambling
Rhode Island					
Foxwoods	\$25.63	\$6.44	\$8.98	\$7.81	\$161.69
Mohegan	\$28.45	\$4.01	\$16.78	\$9.40	\$198.23
Lincoln	\$10.13	\$0.00	\$0.14	\$0.40	\$140.23
Newport	\$6.36	\$0.00	\$0.31	\$0.45	\$87.21
Massachusetts					
Foxwoods	\$32.83	\$16.03	\$9.67	\$6.02	\$170.00
Mohegan	\$43.66	\$14.78	\$7.57	\$5.32	\$200.00
Lincoln	\$19.34	\$0.53	\$0.02	\$0.00	\$168.95
Newport	\$11.17	\$0.78	\$0.13	\$0.79	\$130.56

Source: Center for Policy Analysis (2004).

3.00 ESTIMATED TOTAL EXPENDITURES BY PATRONS

3.10 FOXWOODS RESORT & MOHEGAN SUN

Native American casinos are not ordinarily required to publish financial information or other data about their operations. However, the compacts between the State of Connecticut and the Pequot and Mohegan Tribes require them to pay 25 percent of slot revenues to the state in exchange for exclusive rights to operate slot machines. The slot revenues received by the state from Foxwoods and Mohegan Sun are a state public record, while more detailed information about Mohegan Sun's revenues are reported to the U.S. Securities & Exchange Commission on Form 10-K.²⁰ In Calendar Year 2005, Foxwoods paid \$203,825,647 to the State of Connecticut compared to \$201,391,071 in CY 2004. Mohegan Sun paid \$217,193,576 to the State of Connecticut in CY 2005 compared to \$210,006,403 in CY 2004.

The percentage of slot revenues paid to the state provides a firm basis for calculating each casino's annual win on slot machines, since it is known to be 25% of the total slot win. This ratio yields slot revenues (win) for Foxwoods of \$815,302,589 in CY 2005 compared to \$805,564,280 in CY 2004. Slot revenues (win) for Mohegan Sun were \$868,774,303 in CY 2005 compared to \$840,025,608 in CY 2004. In addition, national surveys and micro-level economic impact assessments of casino activity in the United States consistently document that slot revenues account for approximately 70% of total gross gaming revenues at casinos. This ratio yields Calendar Year 2005 gross gaming revenues for Foxwoods of approximately \$1,164,252,097 compared to \$1,143,901,279 in CY 2004. Mohegan Sun's estimated gross gaming revenues are based on ratios derived from its FY 2005 SEC Form 10-K filing.²¹ Mohegan Sun's estimated gross gaming revenues for CY 2005 are \$1,205,858,733 compared to \$1,192,836,365 in CY 2004 (see Appendix C).

Finally, three previous economic impact assessments of Foxwoods Resort have been conducted by Arthur W. Wright Associates (1993), the WEFA Group (1997), and the University of Connecticut Center for Economic Analysis (2000). The 1993 and 2000 studies were commissioned by Foxwoods Resorts and the 1997 study was commissioned by the Connecticut State Lottery. The three studies include proprietary data on Foxwood's operations that make it possible to estimate the casino's non-gaming revenues from hotels, restaurants, shops, entertainment, and other attractions. Non-

²⁰ Mohegan Sun is considered a public company because it financed its recent expansion (Project Sunburst) with a public bond offering to investors. This means the casino has to comply with the Sarbanes-Oxley Act of 2002, which was passed to make companies more accountable and more transparent to investors (Florin 2004b). The casino's financial data is reported to the U.S. Securities & Exchange Commission each year on Form 10-K in contrast to Foxwoods, which has financed its expansion with internal or private revenues.

²¹ Mohegan Sun's "other gaming revenues" (e.g., table games) are 28% of gross gaming revenues.

gaming revenues for Foxwoods are calculated on the conservative assumption that they equal 26% of gross gaming revenues, even though previous studies indicate that such revenues may be as high as 35% of gross gaming revenues. Based on its FY 2005 SEC Form 10-K filing, the non-gaming revenues for Mohegan Sun are known to be 14.9% of total revenues (or 17.5% of gross gaming revenues). These ratios yield Calendar Year 2005 total revenues of approximately \$1.57 billion for Foxwoods and \$1.42 billion for Mohegan Sun.²²

If Massachusetts patrons account for an equal or average per capita share of the two facilities' annual total revenues, then it is estimated that:

- Massachusetts residents spent approximately \$889.3 million in CY 2005 at Connecticut's two Native American casinos compared to \$831.5 million in CY 2004 and \$620.0 million in CY 1998 (see Appendix A).²³
- Rhode Island residents spent approximately \$322.5 million in CY 2005 at Connecticut's two Native American casinos compared to \$311,300,000 in CY 2004 and \$226.0 million in CY 1998.
- Maine residents spent approximately \$35.0 million in CY 2005 at Connecticut's two Native American casinos, while residents of New Hampshire spent approximately \$72.7 million in CY 2005 at Connecticut's two Native American casinos.
- New York residents spent approximately \$409.8 million in CY 2005 at Connecticut's two Native American casinos.

Based on these figures, it is estimated that:

- Massachusetts residents contributed \$122.9 million to the Connecticut state treasury as a result of its citizens' gaming activity in that state.

²² These estimates are consistent with previous studies by Arthur W. Wright Associates (1993), the WEFA Group (1997), Economic Research Associates (1999), the University of Connecticut Center for Economic Analysis (2000), and public statements by Foxwoods officials (*Boston Globe*, October 21, 1995, 41).

²³ This is a highly conservative assumption, but one that is consistent with the standard average or per capita cost method most commonly used in fiscal impact analyses, see Burchell, Listokin and Dolphin (1985). However, a review of the Center for Policy Analysis methodology conducted by scholars at the John F. Kennedy School of Government concludes that "these figures are conservative in that they assume that out-of-state visitors spend the same amount of time and money at the Connecticut casinos. Evidence from Louisiana indicates that out-of-state customers spend more time at a casino than in-state residents...even more might be recaptured than these calculations would indicate" (Taylor et al. 2002, 7).

- Rhode Island residents contributed more than \$44.5 million to the Connecticut state treasury as a result of its citizens' gaming activity in that state.
- Maine residents contributed more than \$4.8 million to the Connecticut state treasury as a result of its citizens' gaming activity in that state.
- New Hampshire residents contributed more than \$10.0 million to the Connecticut state treasury as a result of its citizens' gaming activity in that state.
- New York residents contributed more than \$58.3 million to the Connecticut state treasury as a result of its citizens' gaming activity in that state.

3.20 LINCOLN PARK & NEWPORT GRAND

The total net terminal income at Lincoln Park for Calendar Year 2005 was \$332.9 million and the total net terminal income at Newport Grand was \$78.0 million. The total estimated gambling and non-gambling annual expenditures at Lincoln and Newport by Rhode Island residents is \$257.4 million. The total estimated annual expenditures at Lincoln and Newport by Massachusetts residents is \$190.2 million (see Table 12):

- Massachusetts residents contributed approximately \$103.2 million to the Rhode Island state treasury as a result of its citizens' gaming activity in that state.
- Rhode Island residents contributed approximately \$143.4 million to the Rhode Island state treasury as a result of its citizens' gaming activity in that state.

Table 12²⁴

Total Estimated Expenditures at Lincoln Park & Newport Grand, CY 2005								
	Lincoln			Newport				
State	Lincoln NTI	Lincoln Non-Gaming	Lincoln Sub-Total	Newport NTI	Newport Non-Gaming	Newport Sub-Total	TOTAL NTI	TOTAL
Rhode Island	\$217,717,616	\$16,764,256	\$234,481,873	\$21,219,194	\$1,718,755	\$22,937,949	\$238,936,810	\$257,419,822
Massachusetts	\$115,183,938	\$12,555,049	\$127,738,987	\$56,792,549	\$5,622,462	\$62,415,011	\$171,976,487	\$190,153,998
Total	\$332,901,554	\$29,319,306	\$362,220,860	\$78,011,743	\$7,341,217	\$85,352,960	\$410,913,297	\$447,573,820

²⁴ The gaming behavior survey projected an estimated total net terminal income at Lincoln Park and Newport Grand of \$383.9 million for Calendar Year 2004, while the actual reported NTI was \$383.8 million (-0.03%). This difference is well within the survey's +/- 2% margin of error and suggests a high degree of reliability for the survey's finding.

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APPENDICES

Center for Policy Analysis
University of Massachusetts Dartmouth

APPENDIX A

	Slot Win	Other Gaming	NonGaming	Total	Contribution to CT
FOXWOODS	\$815,302,589	\$348,949,508	\$408,652,486	\$1,572,904,583	\$203,825,647
MA	\$293,508,932	\$125,621,823	\$147,114,895	\$566,245,650	\$73,377,233
RI	\$108,435,244	\$46,410,285	\$54,350,781	\$209,196,310	\$27,108,811
CT	\$230,730,633	\$98,752,711	\$115,648,654	\$445,131,997	\$57,682,658
NH	\$24,459,078	\$10,468,485	\$12,259,575	\$47,187,137	\$6,114,769
ME	\$12,229,539	\$5,234,243	\$6,129,787	\$23,593,569	\$3,057,385
VT	\$5,707,118	\$2,442,647	\$2,860,567	\$11,010,332	\$1,426,780
NY	\$97,836,311	\$41,873,941	\$49,038,298	\$188,748,550	\$24,459,078
OTHER	\$43,211,037	\$18,494,324	\$21,658,582	\$83,363,943	\$10,802,759
MOHEGAN SUN	\$868,774,303	\$337,084,430	\$211,025,278	\$1,416,884,011	\$217,193,576
MA	\$198,080,541	\$76,855,250	\$48,113,763	\$323,049,555	\$49,520,135
RI	\$69,501,944	\$26,966,754	\$16,882,022	\$113,350,721	\$17,375,486
CT	\$399,636,179	\$155,058,838	\$97,071,628	\$651,766,645	\$99,909,045
NH	\$15,637,937	\$6,067,520	\$3,798,455	\$25,503,912	\$3,909,484
ME	\$6,950,194	\$2,696,675	\$1,688,202	\$11,335,072	\$1,737,549
VT	\$3,475,097	\$1,348,338	\$844,101	\$5,667,536	\$868,774
NY	\$135,528,791	\$52,585,171	\$32,919,943	\$221,033,906	\$33,882,198
OTHER	\$39,963,618	\$15,505,884	\$9,707,163	\$65,176,665	\$9,990,904
TOTAL CT	\$1,684,076,892	\$686,033,938	\$619,677,764	\$2,989,788,594	\$421,019,223
MA	\$491,589,473	\$202,477,073	\$195,228,658	\$889,295,204	\$122,897,368
RI	\$177,937,189	\$73,377,039	\$71,232,803	\$322,547,030	\$44,484,297
CT	\$630,366,812	\$253,811,549	\$212,720,281	\$1,096,898,642	\$157,591,703
NH	\$40,097,015	\$16,536,005	\$16,058,030	\$72,691,050	\$10,024,254
ME	\$19,179,733	\$7,930,918	\$7,817,990	\$34,928,641	\$4,794,933
VT	\$9,182,215	\$3,790,984	\$3,704,669	\$16,677,868	\$2,295,554
NY	\$233,365,102	\$94,459,112	\$81,958,242	\$409,782,456	\$58,341,275
OTHER	\$83,174,655	\$34,000,208	\$31,365,745	\$148,540,607	\$20,793,664
	NTI	Other Gaming	NonGaming	Total	Contribution to RI
LINCOLN PARK	\$332,901,554		\$29,319,305	\$362,220,859	\$199,740,932
MA	\$115,183,938		\$12,555,049	\$127,738,987	\$28,795,985
RI	\$217,717,616		\$16,764,256	\$234,481,872	\$54,429,404
CT					
NH					
ME					
VT					
NY					
OTHER					
NEWPORT GRAND	\$78,011,743		\$7,341,217	\$85,352,960	\$46,807,046
MA	\$56,792,549		\$5,622,462	\$62,415,011	\$14,198,137
RI	\$21,219,194		\$1,718,755	\$22,937,949	\$5,304,799
CT					
NH					
ME					
VT					
NY					
OTHER					
TOTAL RI	\$410,913,297	\$0	\$36,660,522	\$447,573,819	\$246,547,978
MA	\$171,976,487	\$0	\$18,177,511	\$190,153,998	\$103,185,892
RI	\$238,936,810	\$0	\$18,483,011	\$257,419,821	\$143,362,086
CT	\$0	\$0	\$0	\$0	\$0
NH	\$0	\$0	\$0	\$0	\$0
ME	\$0	\$0	\$0	\$0	\$0
VT	\$0	\$0	\$0	\$0	\$0
NY	\$0	\$0	\$0	\$0	\$0
OTHER	\$0	\$0	\$0	\$0	\$0
	Slot Win	Other Gaming	NonGaming	Total	Contribution to ME
HOLLYWOOD (ME)	\$4,155,653		N/A	\$4,155,653	\$1,662,261
ME	\$3,947,870		N/A	\$3,947,870	\$986,968

APPENDIX B - PER CAPITA SPENDING BY STATE: FOXWOODS & MOHEGAN ONLY

	Foxwoods	Mohegan	Total	Pop. 21 +	Per Capita
MA	\$475,951,536	\$196,409,555	\$672,361,091	4,587,935	\$ 147
RI	\$174,207,960	\$72,614,953	\$246,822,912	748,445	\$ 330
CT	\$600,922,202	\$241,800,026	\$842,722,228	2,439,461	\$ 345
NH	\$34,229,482	\$14,128,954	\$48,358,436	875,763	\$ 55
ME	\$21,679,113	\$8,965,902	\$30,645,014	924,108	\$ 33
VT	\$8,366,913	\$3,442,035	\$11,808,948	433,348	\$ 27

APPENDIX C - PER CAPITA SPENDING BY STATE: ALL CASINOS & RACINOS

	Foxwoods	Mohegan	Total	Lincoln & Newport	Hollywood Slots	New Total	Pop. 21 +	Per Capita
MA	\$475,951,536	\$196,409,555	\$672,361,091	\$171,976,487		\$844,337,578	4,587,935	\$ 184
RI	\$174,207,960	\$72,614,953	\$246,822,912	\$238,936,810		\$485,759,722	748,445	\$ 649
CT	\$600,922,202	\$241,800,026	\$842,722,228			\$842,722,228	2,439,461	\$ 345
NH	\$34,229,482	\$14,128,954	\$48,358,436			\$48,358,436	875,763	\$ 55
ME	\$21,679,113	\$8,965,902	\$30,645,014		\$3,740,088	\$34,385,102	924,108	\$ 37
VT	\$8,366,913	\$3,442,035	\$11,808,948			\$11,808,948	433,348	\$ 27

Appendix D - Daily Win per Slot, CY 2000 to CY 2005

	Foxwoods	Mohegan	Lincoln	Newport	Hollywood
2000	\$ 366	\$ 509	\$ 287	\$ 168	-
2001	356	418	323	188	-
2002	338	331	378	227	-
2003	336	364	335	212	-
2004	326	378	336	212	-
2005	312	392	309	204	143