



RHODE ISLAND

Executive Office of Commerce

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Providence, Rhode Island 02908

Memo re: Senate Finance PawSox hearings

To: Senate Finance Chairman William J. Conley, Jr.

Cc: Senate Finance Committee, Senate Fiscal Office

Subject: Introduction to the attached revenue projection model

The model used to calculate the incremental tax revenues came from Brailsford & Dunleavy. Turnstile attendance (individuals who attend games) is the main factor for economic activity and driver for potential streams of revenues generated from the ballpark and visitors. This model takes the incremental change based off the high peak turnstile attendance of 226,000 in 2016. Fluctuations will impact revenues and its bond payment coverage.

Incremental Tax Revenues

Discount Rate	4.0%
Years	30

	1	2	3	4	5	6	7	8	9	10	1-10
	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	cagr
STATE TAXES vs. DEBT SERVICE											
Ballpark and Team Taxes											
Visitor sales tax	434,419	439,691	444,887	450,117	455,382	460,644	465,915	471,187	476,458	481,729	2.19%
Ballpark sales tax	315,726	320,066	324,382	328,747	333,162	337,516	341,851	346,165	350,451	354,726	2.26%
Premium Tickets Sold (\$1 ticket surcharge)	100,000	98,810	97,620	96,447	95,291	94,135	92,979	91,823	90,667	89,511	-
Income tax (non-baseball jobs)	-	-	-	-	-	-	-	-	-	-	-
Income tax (baseball related)	-	-	-	-	-	-	-	-	-	-	2.92%
Total State Ballpark and Team Taxes	850,145	858,566	866,889	875,311	883,834	892,356	900,879	909,401	917,923	926,445	2.33%
State Mixed Use Dev. Taxes - Retail On-site	875,000	892,500	910,000	927,500	945,000	962,500	980,000	997,500	1,015,000	1,032,500	1.93%
Total State "But For" Project Tax Revenues	1,725,145	1,751,066	1,777,239	1,803,868	1,830,562	1,857,256	1,883,951	1,910,646	1,937,341	1,964,035	2.00%
growth		1.5%	1.5%	1.5%	1.5%	2.3%	2.3%	2.3%	2.3%	2.3%	1.96%

On-Site Mixed Use Development Assumptions	
Retail sf	50,000
Revenues per sf	\$ 250.00
Total revenues	12,500,000

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Incremental Tax Revenues

	1	2	3	4	5	6	7	8	9	10
	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029
	cagr									
Ballpark Assumptions										
Baseball Turnstile Attendance										
# of games	68	68	68	68	68	68	68	68	68	68
Turnstile	5,882	5,812	5,742	5,673	5,605	5,605	5,605	5,605	5,605	5,605
Total	399,976	395,216	390,456	385,764	381,140	381,140	381,140	381,140	381,140	381,140
Paid Attendance (Premium Tickets Sold)	100,000	98,810	97,620	96,447	95,291	95,291	95,291	95,291	95,291	95,291
Ticket Surcharge	100,000	98,810	97,620	96,447	95,291	95,291	95,291	95,291	95,291	95,291
Choose:										
1 Gross										
2 Incremental										
Button:	2		Incremental							
2016 Incremental Turnstile										
Other Event Incremental Turnstile (Assumption)	173,976	169,216	164,456	159,764	155,140	155,140	155,140	155,140	155,140	155,140
Total	127,655	127,655	127,655	127,655	127,655	127,655	127,655	127,655	127,655	127,655
Turnstile Distribution										
Day trippers	76,549	74,455	72,361	70,296	68,262	68,262	68,262	68,262	68,262	68,262
Out of market day trippers	86,988	84,608	82,228	79,882	77,570	77,570	77,570	77,570	77,570	77,570
Overnight stays	10,439	10,153	9,867	9,586	9,308	9,308	9,308	9,308	9,308	9,308
Total	173,976	169,216	164,456	159,764	155,140	155,140	155,140	155,140	155,140	155,140
Other Event Turnstile	127,655	127,655	127,655	127,655	127,655	127,655	127,655	127,655	127,655	127,655
Turnstile Distribution										
Day trippers	108,507	108,507	108,507	108,507	108,507	108,507	108,507	108,507	108,507	108,507
Out of market day trippers	12,766	12,766	12,766	12,766	12,766	12,766	12,766	12,766	12,766	12,766
Overnight stays	6,383	6,383	6,383	6,383	6,383	6,383	6,383	6,383	6,383	6,383
Total	127,655	127,655	127,655	127,655	127,655	127,655	127,655	127,655	127,655	127,655
Total Ballpark Attendees										
Day trippers	185,056	182,962	180,867	178,803	176,768	176,768	176,768	176,768	176,768	176,768
Out of market day trippers	98,754	97,374	94,994	92,648	90,336	90,336	90,336	90,336	90,336	90,336
Overnight stays	16,821	16,536	16,250	15,969	15,691	15,691	15,691	15,691	15,691	15,691
Total	300,631	296,871	292,111	287,419	282,795	282,795	282,795	282,795	282,795	282,795
Per Caps										
F&B	12.38	12.75	13.14	13.53	13.94	14.36	14.79	15.23	15.69	16.16
Merchandise	2.57	2.65	2.73	2.81	2.89	2.98	3.07	3.16	3.26	3.35
Total	14.95	15.40	15.86	16.34	16.83	17.33	17.85	18.39	18.94	19.51

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Incremental Tax Revenues

	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	1-10 cagr
Visitor Spending Assumptions											
In-Market Visitors											
Lodging											
F&B	\$ 1,516,619	1,544,438	1,572,562	1,601,250	1,630,521	1,679,436	1,729,820	1,781,714	1,835,166	1,890,220	
Retail	\$ 1,011,079	1,029,626	1,048,374	1,067,500	1,087,014	1,119,624	1,153,213	1,187,809	1,223,444	1,260,147	
Transportation	\$ 404,432	411,850	419,350	427,000	434,806	447,850	461,285	475,124	489,377	504,059	
Total	2,932,130	2,985,914	3,040,286	3,095,750	3,152,340	3,246,910	3,344,318	3,444,647	3,547,987	3,654,426	
growth		1.83%	1.82%	1.82%	1.83%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
Out of Market Day Trippers											
Lodging											
F&B	\$ 1,744,053	1,753,516	1,761,976	1,770,015	1,777,620	1,830,949	1,885,877	1,942,454	2,000,727	2,060,749	
Retail	\$ 708,522	712,366	715,803	719,069	722,158	743,823	766,138	789,122	812,795	837,179	
Transportation	\$ 436,013	438,379	440,494	442,504	444,405	457,737	471,469	485,613	500,182	515,187	
Total	2,888,589	2,904,260	2,918,273	2,931,588	2,941,184	3,032,509	3,123,484	3,217,189	3,313,705	3,413,116	
growth		0.54%	0.48%	0.46%	0.43%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
Overnight Stays											
Lodging	\$ 93.33	1,737,035	1,758,244	1,779,618	1,801,159	1,855,194	1,910,850	1,968,175	2,027,221	2,088,037	
F&B	\$ 37.00	688,610	697,018	705,491	714,031	735,452	757,515	780,241	803,648	827,758	
Retail	\$ 8.50	158,239	160,126	162,072	164,034	168,955	174,024	179,245	184,622	190,161	
Transportation	\$ 5.00	93,055	94,192	95,337	96,491	99,385	102,367	105,438	108,601	111,859	
Total	2,643,815	2,676,895	2,709,580	2,742,518	2,775,715	2,858,987	2,944,756	3,033,099	3,124,092	3,217,815	
growth		1.25%	1.22%	1.22%	1.21%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
Total Visitor Spending											
Lodging											
F&B	\$ 1,715,569	1,737,035	1,758,244	1,779,618	1,801,159	1,855,194	1,910,850	1,968,175	2,027,221	2,088,037	
Retail	\$ 3,940,773	3,986,564	4,031,556	4,076,757	4,122,172	4,245,837	4,373,212	4,504,409	4,639,541	4,778,727	
Transportation	\$ 1,875,841	1,900,186	1,924,303	1,948,641	1,973,206	2,032,402	2,093,375	2,156,176	2,220,861	2,287,487	
Total	932,351	943,285	954,035	964,841	975,701	1,004,972	1,035,122	1,066,175	1,098,160	1,131,105	
growth	8,464,534	8,567,069	8,668,138	8,769,856	8,872,239	9,138,406	9,412,558	9,694,935	9,985,783	10,285,357	
		1.21%	1.18%	1.17%	1.17%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
Visitor Spending in Rhode Island											
Lodging											
F&B	\$ 70.00%	1,215,824	1,230,771	1,245,732	1,260,812	1,298,636	1,337,595	1,377,723	1,419,054	1,461,626	
Retail	\$ 70.00%	2,758,541	2,790,595	2,822,089	2,853,730	2,972,086	3,061,248	3,153,086	3,247,679	3,345,109	
Transportation	\$ 80.00%	1,500,672	1,520,148	1,539,442	1,558,913	1,578,565	1,617,400	1,724,941	1,776,689	1,829,990	
Total	\$ 80.00%	745,881	754,628	763,228	771,872	803,972	828,097	852,940	878,528	904,884	
growth		6,281,295	6,355,531	6,430,247	6,505,458	6,700,622	6,901,640	7,108,690	7,321,950	7,541,609	
		1.21%	1.18%	1.18%	1.17%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%

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