

2020 1st & 2nd Quarter Financial Report

Presentation to the General Council

September 24, 2020

for the period of January 1 - June 30, 2020

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| DEBT | Start Year | Original Amount | Maturity Date | Balances as of | |
|---|------------|--------------------|---------------|-------------------|-------------------|
| | | | | Q1 3/31/2020 | Q2 6/30/2020 |
| SHORT TERM (5 yrs or less for payoff) | | | | | |
| Education Facility Margin Loan | 2019 | 8,000,000 | 2019 | 7,029,903 | - |
| Mission Market Margin Loan | 2019 | 500,000 | 2023 | 500,000 | 500,000 |
| John Deere Capital Lease | 2014 | 38,861 | 2021 | 12,423 | 12,376 |
| Total | | 8,538,861 | | 7,542,326 | 512,376 |
| LONG TERM (longer than 5 yrs for payoff) | | | | | |
| Northwest Farm Credit (Cayuse NHV) | 2018 | 8,000,000 | 2028 | 7,466,227 | 7,370,187 |
| Northwest Farm Credit Refi USDA Consolidation | 2019 | 6,200,000 | 2028 | 5,644,979 | 5,514,067 |
| Northwest Farm Credit (USFS) | 2011 | 3,500,000 | 2032 | 2,202,917 | 2,151,830 |
| Northwest Farm Credit (L & C Ventures Property) | 2019 | 577,500 | 2039 | 577,500 | 577,500 |
| Wildhorse Expansion Margin Loan (deferred) | 2019 | 12,000,000 | 2028 | 1,000,000 | 1,000,000 |
| Northwest Farm Credit (Wheelhouse) | 2020 | 3,109,420 | 2035 | - | 3,109,420 |
| Wells Fargo Third Amended (Hamley's) | 2019 | 2,550,000 | 2024 | 2,550,000 | 2,550,000 |
| Wells Fargo Third Amended (Const. Revolver) | 2019 | 88,950,000 | 2024 | 10,160,861 | 18,160,861 |
| Wells Fargo Third Amended (TEDB Loans) | 2019 | 8,500,000 | 2029 | 8,500,000 | 8,500,000 |
| Bank of America - Cayuse Technologies | 2007 | 7,400,000 | 2033 | 5,134,706 | 5,068,372 |
| Banner Bank - NGC Tax Exempt Note | 2019 | 15,334,500 | 2034 | 14,857,124 | 14,727,969 |
| Banner Bank - Yellowhawk Tax Exempt Note | 2019 | 9,500,000 | 2034 | 9,020,276 | 8,899,432 |
| Banner Bank - Education Facility Note | 2020 | 7,100,000 | 2035 | - | 7,030,651 |
| Northwest Farm Credit (Bafus) | 2015 | 989,800 | 2035 | 851,279 | 842,408 |
| Coyote Business Park | 2009 | 900,000 | 2037 | 735,267 | 735,267 |
| Total | | 174,611,220 | | 68,701,136 | 86,237,964 |
| GROSS OUTSTANDING DEBT | | 183,150,081 | | 76,243,462 | 86,750,340 |



- Capital Replacement** To provide a permanent source of revenue to support major repairs and improvements to community facilities and infrastructure in the future.

- Funeral Assistance** To provide an assured source of revenue to make burial benefits available upon the death of a Tribal member, assuring financial

- Scholarship** To assure the availability of resources to assist members with higher and vocational education costs, supporting the CTUIR goal

- Self Sufficiency** To provide a permanent source of revenue to help finance essential governmental services in the future.

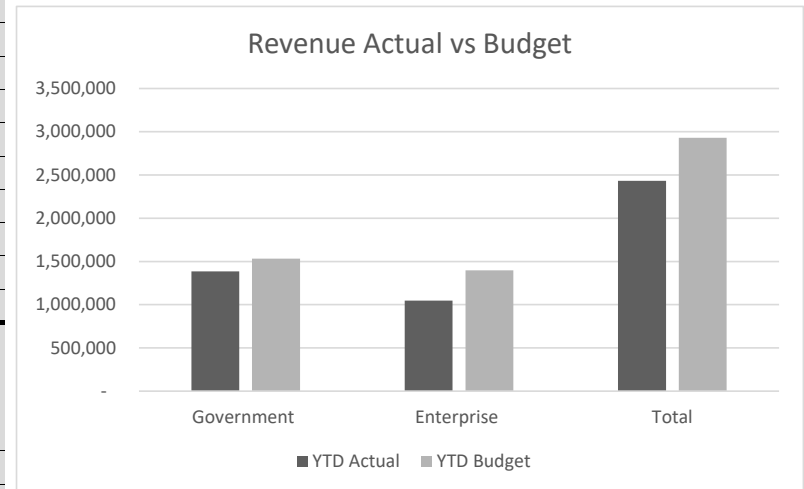
- Senior Pension** To assure a permanent source of revenue to finance senior pension payments payments.

| Age | Payment | Current | Monthly |
|-----------------|---------|---------|-------------------------|
| Ages 65-69 | \$150 | 135 | \$20,250 |
| Ages 70-74 | \$175 | 81 | \$14,175 |
| Ages 75-79 | \$200 | 44 | \$8,800 |
| Ages 80-84 | \$225 | 24 | \$5,400 |
| Ages 85+ | \$250 | 30 | <u>\$7,500</u> |
| Total per Month | | | \$56,125 |
| Total per Year | | | <u><u>\$673,500</u></u> |

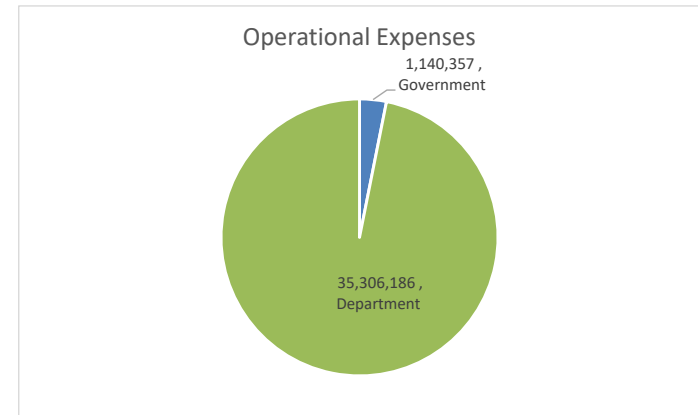
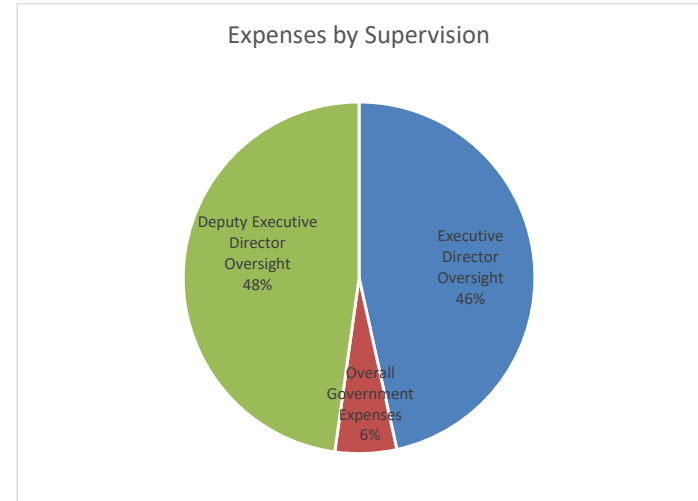
BOT approved tiered increase based on age during the 2018 Budget and was adopted as part of Resolution 17-077 effective January 1, 2018. \$673,500 per year would require approximately \$14,570,000 in investments assuming 4.5% interest earnings to cover annual anticipated payments.

| | Q2 | Q2 | YTD | | |
|---------------------------|---------------------|---------------------|------------------|------------------|------------------|
| | 3/31/2020 Actual | 6/30/2020 Actual | Actual | Budget | Variance |
| REVENUE | | | | | |
| GOVERNMENT REVENUE | | | | | |
| Alcohol Tax | 28,512 | 13,979 | 42,491 | 60,000 | (17,509) |
| Cigarette Tax Rebate | - | 88,492 | 88,492 | 90,000 | (1,508) |
| Court Fine Accounts | 1,450 | 450 | 1,900 | 12,500 | (10,600) |
| Credit Program | 108,770 | 95,445 | 204,215 | 160,219 | 43,996 |
| Gasoline Tax Rebate | 6,993 | - | 6,993 | 9,000 | (2,007) |
| Grain Elevator Lease | - | - | - | - | - |
| Lodging Tax | 127,555 | 76,082 | 203,637 | 351,500 | (147,863) |
| TERF Tax | 5,621 | 8,109 | 13,730 | 15,400 | (1,670) |
| Utility Tax | 11,003 | 639,577 | 650,580 | 658,500 | (7,920) |
| Wind Project | 28,428 | - | 28,428 | 25,000 | 3,428 |
| TERO Fees | 89,274 | 55,010 | 144,284 | 149,250 | (4,966) |
| Total | 407,606 | 977,144 | 1,384,750 | 1,531,369 | (146,619) |
| ENTERPRISE | | | | | |
| Farming Enterprise Sales | 36,292 | 18,485 | 54,777 | 70,000 | (15,223) |
| Native Plant Nursery | 62,586 | 15,122 | 77,708 | 107,500 | (29,792) |
| TCI Sales | 33,956 | 14,553 | 48,509 | 341,721 | (293,212) |
| Solid Waste/TERF Fees | 215,326 | 255,456 | 470,782 | 424,805 | 45,978 |
| Water & Sewer Fees | 185,274 | 209,220 | 394,494 | 453,988 | (59,493) |
| Total | 533,434 | 512,836 | 1,046,270 | 1,398,013 | (351,743) |
| TOTAL REVENUES | 941,040 | 1,489,980 | 2,431,020 | 2,929,382 | (498,362) |

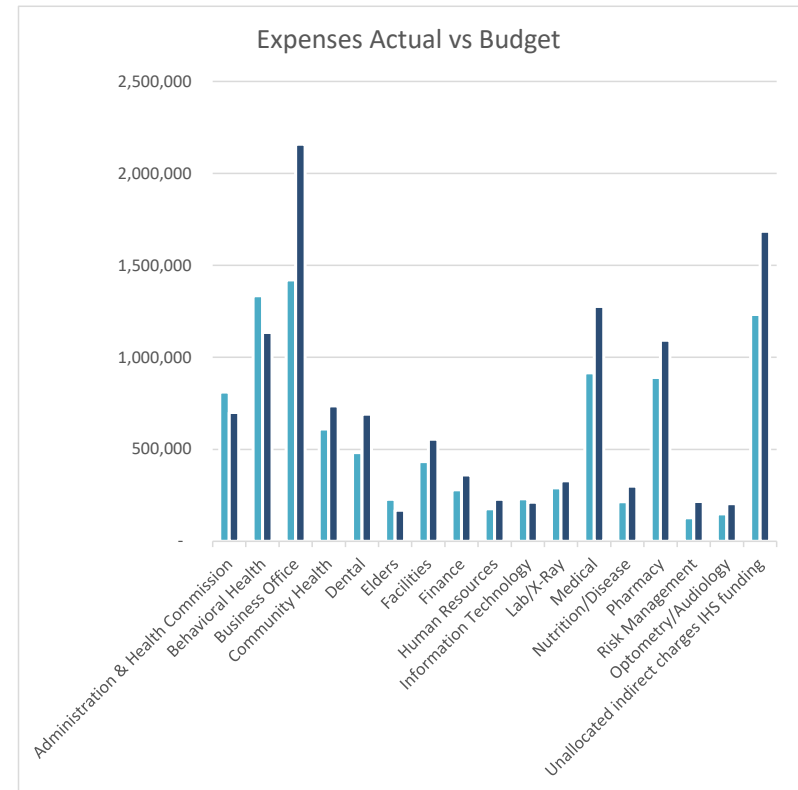
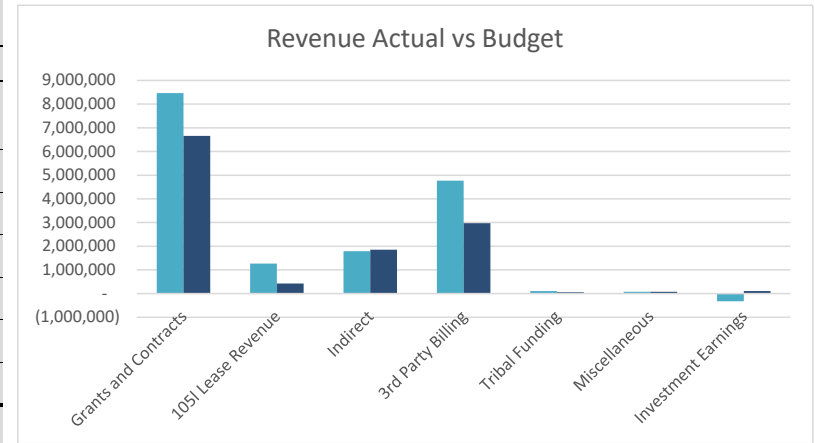
Payments are not made monthly



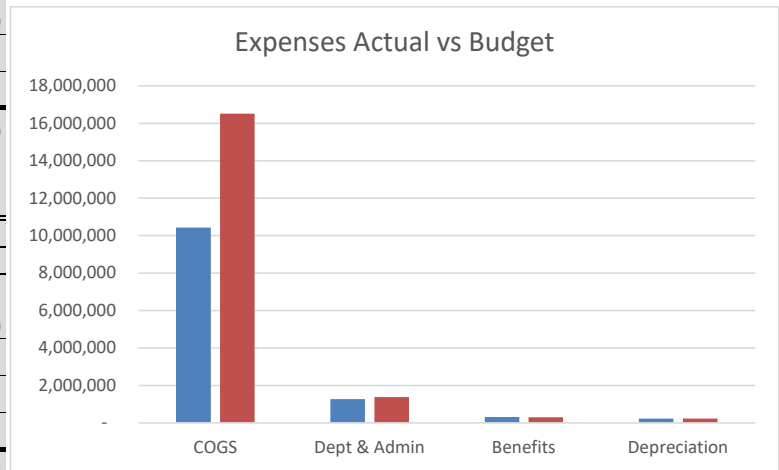
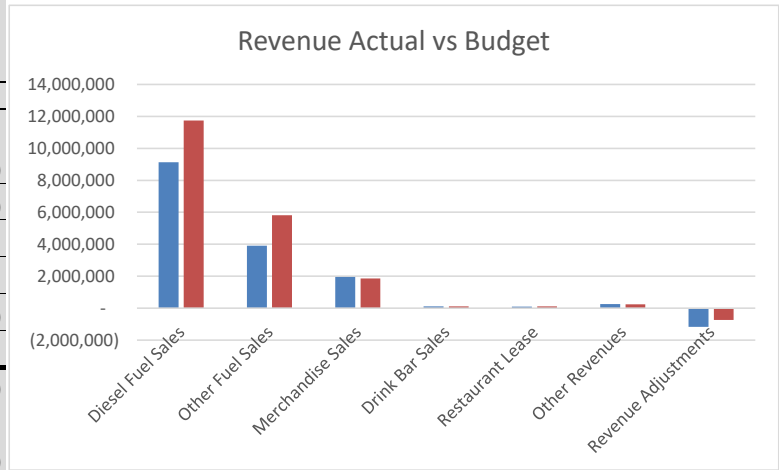
| | Q1 | Q2 | YTD | | |
|------------------------------------|---------------------|---------------------|-------------------|-------------------|-------------------|
| | 3/31/2020 Actual | 6/30/2020 Actual | Actual | Budget | Variance |
| EXPENSES | | | | | |
| GOVERNMENT | | | | | |
| Board of Trustees | 296,775 | 232,026 | 528,801 | 619,284 | 90,483 |
| Court | 351,609 | 224,135 | 575,744 | 825,871 | 250,127 |
| General Council | 20,789 | 15,023 | 35,812 | 53,434 | 17,622 |
| TOTAL | 669,173 | 471,184 | 1,140,357 | 1,498,589 | 358,232 |
| DEPARTMENT | | | | | |
| Administration | 463,100 | 422,490 | 885,590 | 1,120,164 | 234,574 |
| Children and Family Services | 522,538 | 499,280 | 1,021,818 | 1,092,807 | 70,989 |
| Communications | 1,011,433 | 5,089,017 | 6,100,450 | 6,711,054 | 610,604 |
| Economic and Community Development | 1,072,705 | 1,215,879 | 2,288,584 | 3,501,101 | 1,212,517 |
| Education | 1,093,935 | 831,924 | 1,925,859 | 2,629,911 | 704,052 |
| Enrollment | 99,286 | 92,899 | 192,185 | 221,019 | 28,834 |
| Finance | 758,254 | 520,350 | 1,278,604 | 1,461,182 | 182,578 |
| Gaming Commission | 539,448 | 381,966 | 921,414 | 1,268,902 | 347,488 |
| Housing | 629,679 | 599,670 | 1,229,349 | 1,759,311 | 529,962 |
| Human Resources | 449,018 | 412,073 | 861,091 | 1,088,272 | 227,181 |
| Information Technology | 728,290 | 610,387 | 1,338,677 | 1,329,682 | (8,995) |
| Legal Counsel | 338,369 | 340,302 | 678,671 | 789,258 | 110,587 |
| Natural Resources | 4,587,406 | 4,285,145 | 8,872,551 | 12,408,726 | 3,536,175 |
| Planning | 575,974 | 544,921 | 1,120,895 | 1,643,574 | 522,679 |
| Public Safety | 1,604,793 | 1,390,737 | 2,995,530 | 3,551,377 | 555,847 |
| Public Works | 1,396,446 | 1,067,016 | 2,463,462 | 3,530,945 | 1,067,483 |
| Tamastlikt | 556,435 | 575,021 | 1,131,456 | 1,536,724 | 405,268 |
| TOTAL | 16,427,109 | 18,879,077 | 35,306,186 | 45,644,009 | 10,337,823 |



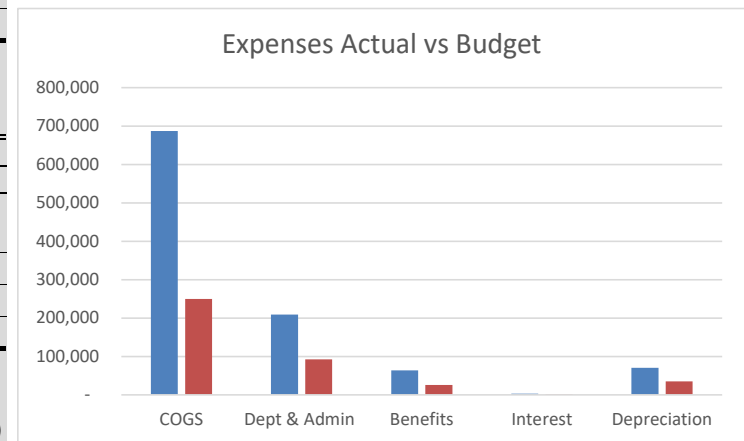
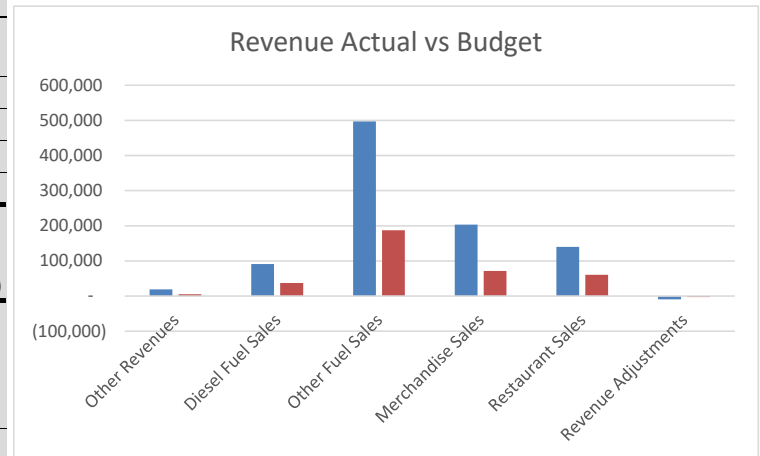
| | Q1 3/31/2020 Actual | Q2 6/30/2020 Actual | Actual | YTD Budget | Variance |
|--|---------------------------|---------------------------|-------------------|-------------------|------------------|
| REVENUE | | | | | |
| Grants and Contracts | 4,403,060 | 4,060,370 | 8,463,430 | 6,655,775 | 1,807,655 |
| 105I Lease Revenue | - | 1,272,812 | 1,272,812 | 424,271 | 848,541 |
| Indirect | 912,670 | 877,990 | 1,790,659 | 1,852,352 | (61,693) |
| 3rd Party Billing | 2,020,804 | 2,746,964 | 4,767,768 | 2,974,443 | 1,793,325 |
| Tribal Funding | - | 105,000 | 105,000 | 52,500 | 52,500 |
| Miscellaneous | 33,661 | 39,684 | 73,345 | 76,268 | (2,923) |
| Investment Earnings | (2,205,982) | 1,882,192 | (323,789) | 104,400 | (428,189) |
| TOTAL | 5,164,213 | 10,985,012 | 16,149,225 | 12,140,009 | 4,009,216 |
| EXPENSES | | | | | |
| DEPARTMENT | | | | | |
| Administration & Health Commission | 210,983 | 600,026 | 811,009 | 700,127 | (110,881) |
| Behavioral Health | 505,579 | 829,980 | 1,335,560 | 1,135,394 | (200,165) |
| Business Office | 759,149 | 662,059 | 1,421,208 | 2,158,801 | 737,593 |
| Community Health | 271,024 | 339,496 | 610,520 | 735,729 | 125,209 |
| Dental | 246,597 | 235,701 | 482,299 | 690,712 | 208,413 |
| Elders | 89,984 | 138,948 | 228,932 | 169,455 | (59,477) |
| Facilities | 261,716 | 171,970 | 433,686 | 555,529 | 121,843 |
| Finance | 137,479 | 142,974 | 280,453 | 360,473 | 80,020 |
| Human Resources | 81,797 | 94,587 | 176,384 | 227,938 | 51,553 |
| Information Technology | 135,912 | 95,281 | 231,193 | 212,130 | (19,063) |
| Lab/X-Ray | 132,971 | 157,461 | 290,432 | 328,273 | 37,841 |
| Medical | 424,436 | 491,737 | 916,173 | 1,276,904 | 360,731 |
| Nutrition/Disease | 111,634 | 103,776 | 215,410 | 299,536 | 84,126 |
| Pharmacy | 466,364 | 424,020 | 890,384 | 1,093,682 | 203,298 |
| Risk Management | 78,870 | 48,630 | 127,500 | 215,788 | 88,288 |
| Optometry/Audiology | 98,657 | 50,725 | 149,381 | 204,696 | 55,314 |
| Unallocated indirect charges IHS funding | 793,105 | 440,542 | 1,233,647 | 1,685,985 | 452,338 |
| TOTAL | 4,806,256 | 5,027,913 | 9,834,169 | 12,051,151 | 2,216,983 |



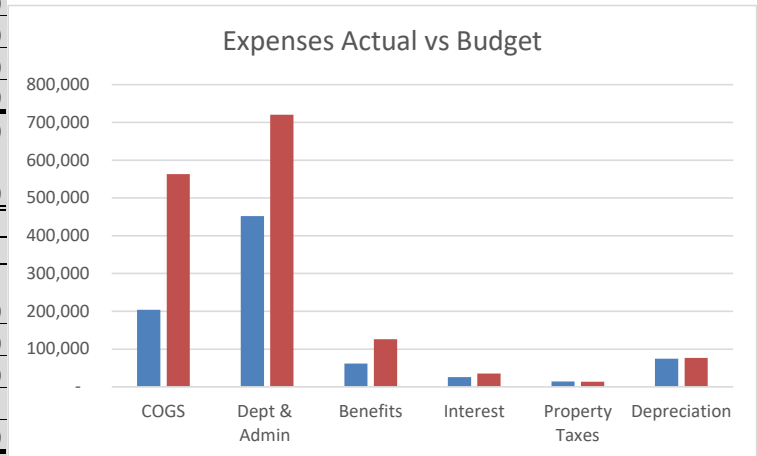
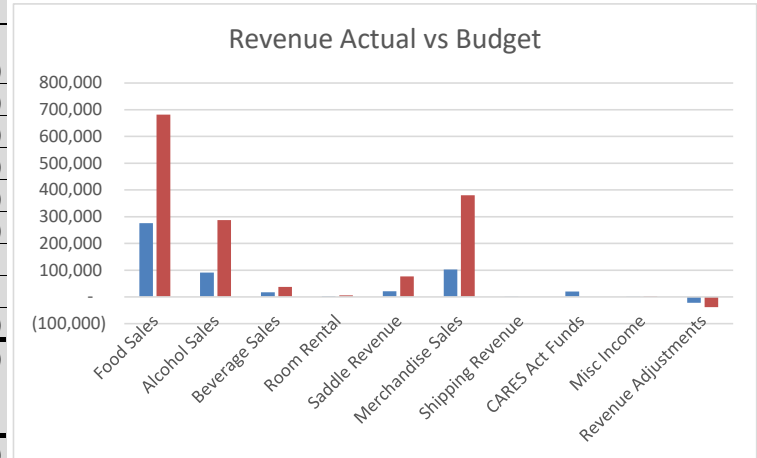
| | Q1 | Q2 | YTD | | |
|-------------------------------------|---------------------|---------------------|-------------------|-------------------|--------------------|
| | 3/31/2020 Actual | 6/30/2020 Actual | Actual | Budget | Variance |
| REVENUE | | | | | |
| Diesel Fuel Sales | 5,085,622 | 4,041,720 | 9,127,342 | 11,743,835 | (2,616,493) |
| Other Fuel Sales | 1,987,604 | 1,914,252 | 3,901,856 | 5,820,248 | (1,918,392) |
| Merchandise Sales | 924,181 | 1,025,423 | 1,949,604 | 1,860,865 | 88,739 |
| Drink Bar Sales | 53,262 | 65,063 | 118,325 | 114,758 | 3,567 |
| Restaurant Lease | 51,532 | 42,887 | 94,419 | 104,597 | (10,178) |
| Other Revenues | 114,767 | 140,674 | 255,441 | 236,811 | 18,630 |
| Subtotal | 8,216,968 | 7,230,019 | 15,446,987 | 19,881,114 | (4,434,127) |
| Revenue Adjustments | (578,944) | (592,235) | (1,171,179) | (735,798) | (435,381) |
| Total Revenue | 7,638,024 | 6,637,784 | 14,275,808 | 19,145,316 | (4,869,508) |
| Less Cost of Sales | | | | | |
| Total Other Cost of Sales | 274 | 687 | 961 | 840 | 121 |
| Diesel Cost of Sales | 3,690,099 | 2,507,504 | 6,197,603 | 10,125,065 | (3,927,462) |
| Other Fuel Cost of Sales | 1,571,187 | 1,344,936 | 2,916,123 | 5,122,779 | (2,206,656) |
| Total Merchandise Cost of Sales | 558,063 | 656,848 | 1,214,911 | 1,174,030 | 40,881 |
| Drink Bar Cost of Sales | 50,346 | 55,223 | 105,569 | 91,807 | 13,762 |
| Total Cost of Sales | 5,869,969 | 4,565,198 | 10,435,167 | 16,514,521 | (6,079,354) |
| GROSS PROFIT | 1,768,055 | 2,072,586 | 3,840,641 | 2,630,795 | 1,209,846 |
| EXPENSES | | | | | |
| Total Departmental & Admin Expenses | 674,388 | 593,631 | 1,268,019 | 1,379,071 | (111,052) |
| Total Employee Benefits | 164,804 | 149,662 | 314,466 | 300,637 | 13,829 |
| Interest Expense | - | - | - | - | - |
| Depreciation Expense | 115,359 | 115,488 | 230,847 | 225,720 | 5,127 |
| TOTAL | 954,551 | 858,781 | 1,813,332 | 1,905,428 | (92,096) |
| NET PROFIT | 813,504 | 1,213,805 | 2,027,309 | 725,367 | 1,301,942 |



| | Q1 | Q2 | YTD | | |
|-------------------------------------|---------------------|---------------------|-----------------|-----------------|-----------------|
| | 3/31/2020 Actual | 6/30/2020 Actual | Actual | Budget | Variance |
| REVENUE | | | | | |
| Other Revenues | 14,218 | 4,938 | 19,156 | 4,938 | 14,218 |
| Diesel Fuel Sales | 53,867 | 36,992 | 90,859 | 36,992 | 53,867 |
| Other Fuel Sales | 309,607 | 187,485 | 497,092 | 187,485 | 309,607 |
| Merchandise Sales | 131,898 | 71,313 | 203,211 | 71,313 | 131,898 |
| Restaurant Sales | 79,762 | 60,454 | 140,216 | 60,454 | 79,762 |
| Subtotal | 589,352 | 361,182 | 950,534 | 361,182 | 589,352 |
| Revenue Adjustments | (6,601) | (2,546) | (9,147) | (2,546) | (6,601) |
| Total Revenue | 582,751 | 358,636 | 941,387 | 358,636 | 582,751 |
| Less Cost of Sales | | | | | |
| Diesel Cost of Sales | 41,881 | 25,972 | 67,853 | 25,972 | 41,881 |
| Other Fuel Cost of Sales | 258,243 | 133,249 | 391,492 | 133,249 | 258,243 |
| Merchandise Cost of Sales | 91,237 | 55,127 | 146,364 | 55,127 | 91,237 |
| Restaurant Cost of Sales | 45,897 | 35,739 | 81,636 | 35,739 | 45,897 |
| Total Cost of Sales | 437,258 | 250,087 | 687,345 | 250,087 | 437,258 |
| GROSS PROFIT | 145,493 | 108,549 | 254,042 | 108,549 | 145,493 |
| EXPENSES | | | | | |
| Total Departmental & Admin Expenses | 116,139 | 92,754 | 208,893 | 92,754 | 116,139 |
| Total Employee Benefits | 38,005 | 25,817 | 63,822 | 25,817 | 38,005 |
| Interest | 2,127 | 1,230 | 3,357 | 1,230 | 2,127 |
| Depreciation Expense | 35,010 | 35,150 | 70,160 | 35,150 | 35,010 |
| TOTAL | 191,281 | 154,951 | 346,232 | 154,951 | 191,281 |
| NET PROFIT | (45,788) | (46,402) | (92,190) | (46,402) | (45,788) |



| | Q1 | Q2 | YTD | | |
|----------------------------------|---------------------|---------------------|------------------|------------------|------------------|
| | 3/31/2020 Actual | 6/30/2020 Actual | Actual | Budget | Variance |
| REVENUE | | | | | |
| Food Sales | 177,312 | 98,477 | 275,789 | 682,270 | (406,481) |
| Alcohol Sales | 63,324 | 27,982 | 91,306 | 287,270 | (195,964) |
| Beverage Sales | 11,647 | 5,805 | 17,452 | 37,726 | (20,274) |
| Room Rental | 2,927 | - | 2,927 | 6,292 | (3,365) |
| Saddle Revenue | 5,817 | 15,328 | 21,145 | 76,596 | (55,451) |
| Merchandise Sales | 58,792 | 44,002 | 102,794 | 380,026 | (277,232) |
| Shipping Revenue | 101 | 349 | 450 | - | 450 |
| CARES Act Funds | - | 20,439 | 20,439 | - | 20,439 |
| Misc Income | 223 | (11) | 212 | 1,838 | (1,626) |
| Subtotal | 320,143 | 212,371 | 532,514 | 1,472,018 | (939,504) |
| Revenue Adjustments | (15,034) | (6,941) | (21,975) | (37,875) | 15,900 |
| Total Revenue | 305,109 | 205,430 | 510,539 | 1,434,143 | (923,604) |
| Less Cost of Sales | | | | | |
| Food Cost of Sales | 55,677 | 36,421 | 92,098 | 225,192 | (133,094) |
| Beverage Cost of Sales | 6,485 | 2,142 | 8,627 | - | 8,627 |
| Alcohol Cost of Sales | 15,962 | 7,858 | 23,820 | 78,886 | (55,066) |
| Merchandise Cost of Sales | 37,109 | 39,893 | 77,002 | 202,863 | (125,861) |
| Saddles Cost of Sales | 1,382 | 525 | 1,907 | 47,217 | (45,310) |
| Other Cost of Sales | 295 | - | 295 | 9,000 | (8,705) |
| Total Cost of Sales | 116,910 | 86,839 | 203,749 | 563,158 | (359,409) |
| GROSS PROFIT | 188,199 | 118,591 | 306,790 | 870,985 | (564,195) |
| EXPENSES | | | | | |
| Total Admin & Operation Expenses | 299,826 | 152,040 | 451,866 | 720,581 | (268,715) |
| Total Employee Benefits | 35,177 | 26,817 | 61,994 | 125,906 | (63,912) |
| Interest Expense | 16,584 | 9,032 | 25,616 | 35,502 | (9,886) |
| Property Taxes | 7,026 | 7,026 | 14,052 | 13,752 | 300 |
| Depreciation Expense | 37,416 | 37,416 | 74,832 | 76,800 | (1,968) |
| TOTAL | 396,029 | 232,331 | 628,360 | 972,541 | (344,181) |
| NET PROFIT | (207,830) | (113,740) | (321,570) | (101,556) | (220,014) |



| | 1st Qtr Jan-Mar | 2nd Qtr Apr-Jun | 3rd Qtr Jul-Sept | 4th Qtr Oct-Dec | Total |
|---|--------------------|--------------------|---------------------|--------------------|-----------------|
| DIVIDENDS | <i>May</i> | <i>Aug</i> | <i>Nov</i> | <i>Feb</i> | |
| Net Gaming Revenue | \$ 5,092,106.24 | \$ 4,684,839.91 | \$ - | \$ - | \$ 9,776,946.15 |
| 20% of Net Gaming Revenue for Dividends | \$ 1,018,421.25 | \$ 936,967.98 | \$ - | \$ - | \$ 1,955,389.23 |
| Plus Forfeitures | \$ 3,464.94 | \$ 3,549.66 | \$ - | \$ - | \$ 7,014.60 |
| Total Amount for Dividend distribution | \$ 1,021,886.19 | \$ 940,517.64 | \$ - | \$ - | \$ 1,962,403.83 |
| Enrollment | 3,156 | 3,149 | 0 | 0 | |
| Dividend per Tribal Member | \$ 323.79 | \$ 298.67 | #DIV/0! | #DIV/0! | #DIV/0! |
| DIVIDENDS 1995-2020 | | | | | |
| 2020 | \$ 323.79 | \$ 298.67 | | | \$ 622.46 |
| 2019 | \$ 494.58 | \$ 635.77 | \$ 783.13 | \$ 619.15 | \$ 2,532.63 |
| 2018 | \$ 531.49 | \$ 653.99 | \$ 696.53 | \$ 577.23 | \$ 2,459.24 |
| 2017 | \$ 412.13 | \$ 574.19 | \$ 657.71 | \$ 465.99 | \$ 2,110.02 |
| 2016 | \$ 494.13 | \$ 492.63 | \$ 605.36 | \$ 459.44 | \$ 2,051.56 |
| 2015 | \$ 393.09 | \$ 473.63 | \$ 524.02 | \$ 375.55 | \$ 1,766.29 |
| 2014 | \$ 370.23 | \$ 467.46 | \$ 385.69 | \$ 381.85 | \$ 1,605.23 |
| 2013 | \$ 395.95 | \$ 497.08 | \$ 458.17 | \$ 424.77 | \$ 1,775.97 |
| 2012 | \$ 437.72 | \$ 466.30 | \$ 525.24 | \$ 425.14 | \$ 1,854.40 |
| 2011 | \$ 372.63 | \$ 334.83 | \$ 403.09 | \$ 419.20 | \$ 1,529.75 |
| 2010 | \$ 410.58 | \$ 430.07 | \$ 457.98 | \$ 273.55 | \$ 1,572.18 |
| 2009 | \$ 290.96 | \$ 386.08 | \$ 419.90 | \$ 278.46 | \$ 1,375.40 |
| 2008 | \$ 290.42 | \$ 399.60 | \$ 372.74 | \$ 286.78 | \$ 1,349.54 |
| 2007 | \$ 356.73 | \$ 372.95 | \$ 387.73 | \$ 280.64 | \$ 1,398.05 |
| 2006 | \$ 281.36 | \$ 318.95 | \$ 338.90 | \$ 256.59 | \$ 1,195.80 |
| 2005 | \$ 243.15 | \$ 286.42 | \$ 311.92 | \$ 248.06 | \$ 1,089.55 |
| 2004 | \$ 186.39 | \$ 223.43 | \$ 254.62 | \$ 325.04 | \$ 989.48 |
| 2003 | \$ 189.77 | \$ 232.94 | \$ 258.50 | \$ 193.22 | \$ 874.43 |
| 2002 | \$ 217.87 | \$ 255.98 | \$ 260.57 | \$ 170.25 | \$ 904.67 |
| 2001 | | \$ 400.00 | \$ 600.00 | | \$ 1,000.00 |
| 2000 | | \$ 400.00 | \$ 575.00 | | \$ 975.00 |
| 1999 | | \$ 300.00 | \$ 525.00 | | \$ 825.00 |
| 1998 | | \$ 300.00 | \$ 425.00 | | \$ 725.00 |
| 1997 | | \$ 300.00 | \$ 400.00 | | \$ 700.00 |
| 1996 | | | \$ 500.00 | | \$ 500.00 |
| 1995 | | | \$ 400.00 | | \$ 400.00 |

15% of net gaming revenues

20% of net gaming revenues