

## Economic and Revenue Estimates on Florida of Proposed Amendment for Changes to Florida's Gambling Law

Submitted to:



September 22, 2021  
*(Revised November 18, 2021)*

## Table of Contents

<b>I.</b>	<b>Executive Summary</b> .....	<b>1</b>
<b>II.</b>	<b>Background and Economic Overview</b> .....	<b>4</b>
	<i>A. Background</i> .....	<i>4</i>
	<i>B. Overview of Quantifiable Economic Benefits to Florida Taxpayers</i> .....	<i>5</i>
<b>III.</b>	<b>The Quantifiable Economic Impacts of the Proposed Sports Betting Amendment in Florida</b> .....	<b>8</b>
	<i>A. Methodology</i> .....	<i>8</i>
	<i>B. Almost 31,200 Jobs are Supported Each Year by the Proposed Sports Betting Amendment in Florida</i> .....	<i>10</i>
	<i>C. The Proposed Sports Betting Amendment Would Create Over \$1.2 Billion in Annual Household Income for Florida</i> .....	<i>11</i>
	<i>D. Gross Domestic Product (GDP) Impacts Total Just Under \$2.1 Billion in Florida Annually</i> .....	<i>13</i>
	<i>E. The Total Economic Impact of the Proposed Sports Betting Amendment is Significant at Over \$3.5 Billion Annually</i> .....	<i>14</i>
	<i>F. State and Local Fiscal Revenues from the Proposed Amendment Combine for \$350 Million Every Year, Including \$247 Million for the Educational Enhancement Trust Fund (EETF)</i> .....	<i>16</i>
<b>Appendix I:</b>	<b>Methodology</b> .....	<b>17</b>
<b>Appendix II:</b>	<b>Economic Glossary</b> .....	<b>20</b>
<b>Appendix III:</b>	<b>Detailed Impact Tables</b> .....	<b>22</b>
<b>Appendix IV:</b>	<b>The Washington Economics Group, Inc. (WEG) Project Team and Qualifications</b> .....	<b>29</b>

## List of Tables and Figures

### List of Tables

Table ES-1. Summary of the Economic Impacts of the Proposed Sports Betting Amendment in Florida.....	2
Table ES-2. Fiscal Contributions Resulting from the Proposed Sports Betting Amendment in Florida .....	2
Table 1. Summary of the Economic Impacts of the Proposed Sports Betting Amendment in Florida .....	9
Table 2. Total Jobs Supported by the Proposed Sports Betting Amendment in Florida.....	10
Table 3. Household Income Generated by the Proposed Sports Betting Amendment in Florida .....	12
Table 4. GDP (Value-Added) Impacts Generated by the Proposed Sports Betting Amendment in Florida.....	13
Table 5. Total Economic Impact Generated by the Proposed Sports Betting Amendment in Florida.....	15
Table 6. Fiscal Contributions Resulting from the Proposed Sports Betting Amendment in Florida .....	16

### List of Figures

Figure ES-1. Annual EETF Contributions resulting from the Proposed Sports Betting Amendment in Florida.....	3
Figure 1. Total Jobs Supported by the Proposed Sports Betting Amendment in Florida.....	11
Figure 2. Household Income Generated by the Proposed Sports Betting Amendment in Florida .....	12
Figure 3. GDP (Value-Added) Impacts Generated by the Proposed Sports Betting Amendment in Florida.....	14
Figure 4. Total Economic Impact Generated by the Proposed Sports Betting Amendment in Florida .....	15
Figure 5. Annual EETF Contributions resulting from the Proposed Sports Betting Amendment in Florida.....	17

## I. Executive Summary

- The Washington Economics Group, Inc. (WEG) has been engaged by Florida Education Champions to estimate the gross revenues on Florida of a proposed amendment for changes to Florida's gambling laws. This proposed amendment would greatly expand authorized sports and event betting at professional sports venues and pari-mutuel facilities throughout the State, as well as expand access to online sports betting platforms.
- WEG estimates that the passage of this amendment would result in substantial positive economic benefits to Florida taxpayers. These benefits come primarily from three sources: the annual impacts of estimated Gross Gaming Revenue (GGR) in Florida once the market reaches maturity, the impacts of a portion of the current illegal betting market moving to the legal market, and the estimated increase in pari-mutuel employment, operating expenses, and license fees.
- **The passage of the sports betting amendment would generate economic impacts that extend beyond those directly related to increased gross gaming revenue and State tax payments.** These “spillover” or multiplier impacts are primarily the result of the impact of local industries buying goods and services from other local industries (known as an *indirect* effect), as well as increased labor income and the propensity of households to spend income on goods produced within the State and local areas (known as an *induced* effect).
- The experience of other states that have legalized sports betting and also have a mature market was used for the analysis, especially those of Nevada and New Jersey. Other states were also used for comparison points, including Pennsylvania, Iowa, New Hampshire and Indiana. It is estimated that the Florida sports betting market will reach a similar level of maturity to that of New Jersey within three years of the passage of the amendment, which is used as a basis for the annual impacts in 2021 dollars.
- The Total Economic Impact (also known as Gross Economic Output) of the proposed sports betting amendment in Florida is over \$3.5 billion per year throughout the entire State of Florida. Of this total, \$1.8 billion (or 51 percent) is due to *direct* economic effects, with over \$1.7 billion (or 49 percent) attributable to *indirect* and *induced* economic effects. In addition, each year this amendment would:
  - **Support 31,181 Jobs (Employment),**
  - **Generate \$1.24 billion in Household Income,**
  - **Create over \$2.07 billion in Gross Domestic Product (GDP); and**
  - **\$350 million in State & Local Fiscal Revenues throughout the State**

**Table ES-1. Summary of the Economic Impacts of the Proposed Sports Betting Amendment in Florida**

Impact on:	Direct	Indirect & Induced	Total Impact
Employment (Jobs)	20,176	11,005	<b>31,181</b>
Household Income (\$ Million)	\$693	\$545	<b>\$1,238</b>
GDP (Value Added - \$ Million)	\$1,107	\$968	<b>\$2,075</b>
Total Economic Impact (\$ Million)	\$1,803	\$1,745	<b>\$3,549</b>
State & Local Fiscal Revenues (\$ Million)	\$265	\$85	<b>\$350</b>

Note: Total may not equal the sum of all due to rounding.  
Source: The Washington Economics Group, Inc. (WEG)

- The largest portion of these impacts when separated by industry are in the Knowledge-Based Services industry sector. **Knowledge-Based Services includes all Arts, Entertainment & Recreation industries (such as sports betting), and jobs within this industry sector pay higher wages than the statewide average.** Knowledge-Based Services account for 79 percent (\$1.64 billion) of the Total GDP, while Government & Other services account for 11 percent (\$219 million) of the Total GDP as noted in Table 4 further in this Study.
- The economic impacts of the proposed amendment result in significant annually recurring Fiscal Revenues for Federal, State & Local governments. These arise both through direct tax payments to the State via taxes on gaming revenue and license fees, as well as through indirect and induced economic effects due to increased economic activity throughout the State, including pari-mutuel venues.

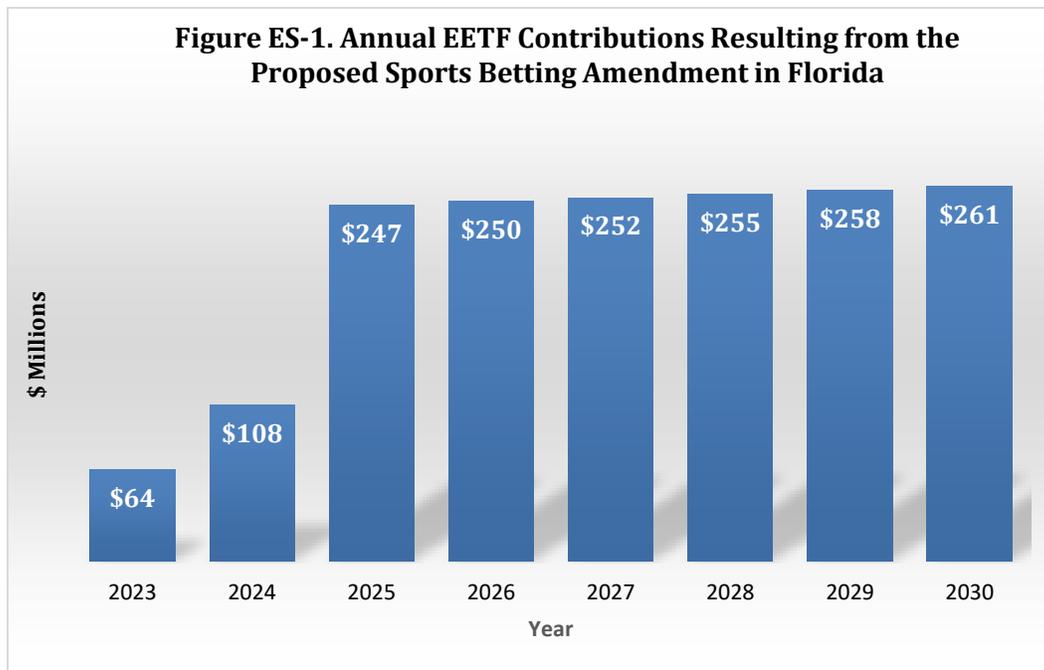
**Table ES-2. Fiscal Contributions Resulting from the Proposed Sports Betting Amendment in Florida (\$ Thousands)**

Impact on:	Direct	Indirect & Induced	Total
State & Local Tax Revenues	\$264,629	\$85,190	<b>\$349,820</b>
Federal Tax Revenues	\$25,915	\$20,307	<b>\$46,222</b>
<b>Total Tax Revenues</b>	<b>\$290,544</b>	<b>\$105,497</b>	<b>\$396,041</b>

Note: Total may not equal the sum of all due to rounding.  
Source: The Washington Economics Group, Inc. (WEG)

- Over \$396 million in tax revenue is generated due to *direct, indirect* and *induced* economic effects each year as a result of the proposed amendment. Of this total, about **\$350 million flows to the State government as well as Local governments within Florida.**

- **Of the \$350 million of the State and Local Tax Revenues, \$247 million is estimated to flow *directly* to the Florida Educational Enhancement Trust Fund (EETF).** This \$247 million arises from taxes levied on sports betting transactions, including previously illegal transactions that would move to the legal market. The *direct* impacts of increased pari-mutuel operations, license fees, and other spending as a result of the amendment account for another \$17 million in fiscal contributions, bringing the overall *direct* fiscal impacts to \$265 million throughout the State.
- Once the market is considered to be at maturity beginning in 2025, continued growth in Florida's adult population will result in increasing annual contributions to the Florida EETF. **It is conservatively projected that fiscal contributions to the EETF due to passage of the amendment will total over \$260 million per year by 2030.** Assuming passage of the amendment in 2022, **contributions to the EETF will total over \$920 million within the first 5 years, and almost \$1.7 billion by 2030.** This is detailed in Figure ES-1 below.



Source: The Washington Economics Group, Inc. (WEG)

## II. Background and Economic Overview

### A. Background

The Washington Economics Group, Inc. (WEG) has been engaged by Florida Education Champions to estimate the revenues on Florida of a proposed amendment for changes to Florida's gambling laws. This proposed amendment would greatly expand authorized sports and event betting at professional sports venues and pari-mutuel facilities throughout the State, as well as expand access to online sports betting platforms. The Florida Legislature may tax betting revenues, and all such taxes are required to supplement the Educational Enhancement Trust Fund.<sup>1</sup> The full text of the amendment is displayed below:

#### ***Article X, Section 33. Sports and Event Betting***

(a) This amendment authorizes sports and event betting under Florida law at professional sports venues and pari-mutuel facilities and statewide via online sports betting platforms for participation by persons age 21 years or older. Online sports and event betting may be conducted by entities and organizations that have been authorized to conduct online sports betting in at least 10 states for at least one calendar year, and by Native American tribes with a gaming compact with the State of Florida, and such entities and organizations may begin conducting online sports and event betting no later than 8 months after the effective date of this amendment. No sooner than 20 months after the effective date of this amendment, online sports and event betting may be conducted by other entities and organizations if authorized in accordance with general law. Entities and organizations conducting sports and event betting may use a brand of their choice and shall not be required to engage a market access partner. Persons may register for sports and event betting accounts and make deposits and withdrawals to such accounts remotely online.

(b) As used in this amendment, "sports and event betting" means placing and accepting bets or wagers on any sporting event or portion of a sporting event, or the individual performance or statistics of any athlete or participant in a sporting event, or any combination thereof, by any system or method of betting, including, but not limited to, single-game bets, teaser bets, parlays, over-under moneyline, pools, exchange wagering, in-game wagering, in-play bets, proposition bets and straight bets. "Sports and event betting" as used herein does not include any other casino gambling specifically listed in Section 30(b), does not include any pari-mutuel wagering conducted pursuant to Chapter 550, Florida Statutes (2020), and does not include fantasy sports contests. As used herein, "sporting event" means: a professional, amateur, collegiate, Olympic or international sports or athletic event; a motor race event sanctioned by a motor racing governing

---

<sup>1</sup><https://floridaeducationchampions.com/readtheamendment>

entity; and any other competition, contest or event in accordance with implementing legislation or agency rule.

(c) The Legislature shall adopt legislation implementing this section. Such legislation shall authorize agency rules including provisions for licensure and regulation of sports and event betting and provisions for consumer protection and responsible betting. The Legislature may tax online sports and event betting revenues, and all such taxes are required to supplement the Educational Enhancement Trust Fund of the Department of Education.

In the following sections, WEG estimates that the passage of this amendment would result in substantial positive economic benefits to Florida taxpayers. These benefits come primarily from three sources: the annual impacts of estimated Gross Gaming Revenue (GGR) in Florida once the market reaches maturity, the impacts of a portion of the current illegal betting market moving to the legal market, and the estimated increase in pari-mutuel employment, operating expenses and license fees.

## ***B. Overview of Quantifiable Economic Benefits to Florida Taxpayers***

The quantifiable economic benefits of the passage of this ballot amendment include the following three broad categories of economic impacts:

### **1. Annual Gross Gaming Revenue (GGR) Due to Legal Sports Betting**

Gross Gaming Revenue (GGR) is a key metric used in the sports gambling industry. It reflects the difference between the amount of money players wager minus the amount that they win<sup>2</sup>. GGR has been extensively studied and measured in states that have allowed sports betting, such as Nevada and New Jersey. Nevada has the oldest sports betting market having begun sports betting operations before 1950. An Oxford University study estimated the GGR per capita at \$103.4 for Nevada<sup>3</sup>. However, Nevada also has many unique attributes that are not directly applicable to Florida or other states, having an exceptionally mature market as well as significant sports betting at casinos that we are unlikely to see in the same scale in Florida.

Another comparison point is the State of New Jersey. New Jersey is considered the "Gold Standard" for legal sports betting and has the most mature market outside of Nevada, as the State began taking bets in 2018<sup>4</sup>. As such, New Jersey has some of the most reliable

<sup>2</sup><https://corporatefinanceinstitute.com/resources/knowledge/finance/gross-gaming-revenue-ggr/>

<sup>3</sup><https://www.americangaming.org/wp-content/uploads/2018/12/AGA-Oxford-Sports-Betting-Economic-Impact-Report1-1.pdf>

<sup>4</sup><https://www.actionnetwork.com/news/legal-sports-betting-united-states-projections>

real-world data for estimating the potential growth of sports betting in other states. From August 2020 through July 2021, there was an observed over \$613 million in online gross gaming revenue in New Jersey, which translates to just under \$93 per gambling adult<sup>5</sup>. This \$93 per-capita GGR revenue figure was then applied to Florida to estimate gross gaming revenue throughout the State. Note, however, that this results in a **conservative estimate** as it is expected that in New Jersey there will be continued growth, with an increasing share of revenue being paid out through online sports books. The time period used for these estimates coincides with the COVID-19 pandemic, which hampered economic activity, especially through retail (in person events).

In addition, other states such as Pennsylvania, Iowa, New Hampshire and Indiana have seen an even faster year-over-year rate of growth in the sports betting industry than New Jersey, so it is plausible that Florida's rate of industry growth will exceed that of even the "Gold Standard" of New Jersey once the Florida market fully matures.

A tax rate of 13.75 percent was then applied to the above GGR calculations to estimate direct fiscal impacts, which is very close to the average for states that have legalized sports betting thus far. Note that it is expected that it will take approximately 3 years for the Florida market to reach a similar level of maturity to the current New Jersey market (approximately in 2025 assuming passage of the amendment in 2022).

## 2. Additional Expansion of Legal Sports Betting Due to Replacing Current Illegal Revenue

---

Although it is difficult to estimate precisely the magnitude of illegal sports betting revenue in Florida, the Florida State Legislature provides an estimate of \$7.5 billion in handle per year throughout the State<sup>6</sup>, a large portion of which is not being taxed. The Florida Office of Economic and Demographic Research also estimates that were this amendment to go into effect, 15 percent of that activity would become legal GGR and thus be subject to taxes<sup>7</sup>. Using these figures, WEG estimated that **\$79 million per year** in Gross Gaming Revenue would be due to 15 percent of the illegal market moving to a legal one if the amendment were to go into effect. **This is also a conservative estimate**

---

<sup>5</sup>New Jersey Department of Gaming Enforcement Reports (<https://www.njoag.gov/about/divisions-and-offices/division-of-gaming-enforcement-home/financial-and-statistical-information/monthly-sports-wagering-revenue-reports/>) and U.S. Census: Annual Estimates of the Civilian Population by Single Year of Age and Sex for the United States and States: April 1, 2010 to July 1, 2019 (<https://www.census.gov/data/tables/time-series/demo/popest/2010s-state-detail.html>)

<sup>6</sup><https://www.youtube.com/watch?v=EH7CdbqZlPI&t=1h8m45s>

<sup>7</sup><http://edr.state.fl.us/Content/conferences/revenueimpact/archives/2021A/pdf/page1-10.pdf>

as in states with legal sports betting in 2019, bettors reported a 22 percent decrease in the use of illegal sports betting methods, larger than the 15 percent figure used for this analysis<sup>8</sup>.

### **3. Increase in Pari-Mutuel Employment, Operating Expenses and License Fees**

WEG estimates that due to the expansion of retail (in-person) sports betting through the amendment, there would be additional increases in pari-mutuel activity throughout the State. Currently there are 115 FTE (Full-Time Equivalent) employees at pari-mutuel venues in Florida, with total annual revenues of \$6.7 million<sup>9</sup>. However, pari-mutuel attendance has declined significantly, with an over 50 percent decrease throughout the last 10 years<sup>10</sup>. The addition of retail sports betting at pari-mutuel venues throughout Florida has a great potential to reinvigorate the industry and drive attendance to these venues. Thus, a **conservative estimate** of a 15 percent increase in pari-mutuel activity due to sports betting was applied to the current pari-mutuel landscape in Florida.

The effects of the above three categories of economic activity due to the amendment were then analyzed utilizing the IMPLAN economic multiplier model as detailed in the following Section.

---

<sup>8</sup><https://www.youtube.com/watch?v=EH7CdbqZlPI&t=4245s>

<sup>9</sup><https://myfloridahouse.gov/api/document/house?Leaf=HouseContent/Lists/LegislatorUResources/Attachments/58/Gaming%20102%20--%20Powerpoint%20--%20DBPR.pdf>

<sup>10</sup><http://www.myfloridalicense.com/DBPR/pmw/documents/AnnualReports/AnnualReport-2018-2019--88th--20210105.pdf>

### III. The Quantifiable Economic Impacts of the Proposed Sports Betting Amendment in Florida

#### A. Methodology

The passage of the sports betting amendment would generate economic impacts that extend beyond those *directly* related to increased gross gaming revenue and State tax payments. These “spillover” or multiplier impacts are primarily the result of the impact of local industries buying goods and services from other local industries (known as an *indirect* effect), as well as increased labor income and the propensity of households to spend income on goods produced within the State and local areas (known as an *induced* effect). The following sections estimate the positive economic impacts of the proposed sports betting amendment in Florida in terms of:

- *Employment (Jobs)*
- *Household Income*
- *Gross Domestic Product (Value Added)*
- *Total Economic Impact (Gross Economic Output)*
- *Public Revenues (taxes) for State and Local Governments*

Based on the research evidence presented in the previous Section, WEG quantified and estimated the comprehensive economic impacts of passing this amendment utilizing the professionally accepted and widely used IMPLAN Input / Output Methodology. The IMPLAN Group, LLC. (IMPLAN) provides the software and basic data needed to formulate the economic multiplier model developed for this Study. IMPLAN has been providing economic multiplier models for regional economic impact analysis since 1985<sup>11</sup>. IMPLAN models are widely used by both public and private-sectors decision makers throughout Florida and the U.S.

**The *direct*, *indirect* and *induced* economic effects provided by the IMPLAN model are annually recurring and combined in the Tables and Figures that follow.** These annually recurring impacts presented are considered to happen once the Florida market reaches maturity, approximately 3 to 4 years after the passage of the amendment, but are presented in 2021 dollars. The following text provides a technical description of the *direct*, *indirect* and *induced* multiplier effects.

---

<sup>11</sup>Information on the IMPLAN Group, LLC models and the company history can be found at [www.implan.com](http://www.implan.com).

***Input/Output Methodology: Technical Description***

Economic models that explicitly account for inter-industry linkages (supply relationships), the generation of labor and capital income and the spending of household income have been used since the 1960’s to estimate the contribution that a particular business or industry makes to the general economy. These “input-output” models recognize that, as an industry experiences an increase in the demand for its products or services, it in turn needs more goods and services from its suppliers and must increase its purchases from other industries in the economy. The effect on regional production resulting from successive rounds of inter-industry linkages is referred to as the *indirect effect*. The resulting increases in regional production also lead to expansions in employment and labor income, and the increases in labor income lead to increases in consumer spending, further expanding sales and production throughout the regional economy. The latter economic impacts are referred to as the *induced effects*. The successive waves of production, spending and more production result in *economic multiplier effects*, where the final or total increase in regional production, income and employment, respectively, is larger than the initial (or “direct”) increase in production, income and employment. The total quantitative economic contribution of these activities, therefore, is comprised of a *direct effect*, an *indirect effect* and an *induced effect*.

As detailed on Table 1 below, the Total Economic Impact (also known as *Gross Economic Output*) of the proposed sports betting amendment in Florida is over **\$3.5 billion per year throughout the entire State of Florida**. Of this total, \$1.8 billion (or 51 percent) is due to *direct* economic effects, with over \$1.7 billion (or 49 percent) attributable to *indirect* and *induced* economic effects. In addition, each year this amendment would support **over 31,180 jobs, \$1.24 billion in Household Income, \$2.08 billion in GDP and \$350 million in State & Local Fiscal Revenues** throughout Florida.

**Table 1. Summary of the Economic Impacts of the Proposed Sports Betting Amendment in Florida**

<b>Impact on:</b>	<b>Direct</b>	<b>Indirect &amp; Induced</b>	<b>Total Impact</b>
Employment (Jobs)	20,176	11,005	<b>31,181</b>
Household Income (\$ Million)	\$693	\$545	<b>\$1,238</b>
GDP (Value Added \$ Million)	\$1,107	\$968	<b>\$2,075</b>
Total Economic Impact (\$ Million)	\$1,803	\$1,745	<b>\$3,549</b>
State & Local Fiscal Revenues (\$ Million)	\$265	\$85	<b>\$350</b>

Note: Total may not equal the sum of all due to rounding.

Source: The Washington Economics Group, Inc. (WEG)

**B. Almost 31,200 Jobs are Supported Each Year by the Proposed Sports Betting Amendment in Florida**

In total, over 31,180 jobs will be supported *directly* or *indirectly* each year throughout the State by the proposed amendment, which is summarized in Table 2 below. The proposed amendment will create *directly* 20,176 permanent jobs. An additional 4,881 are supported via *indirect* impacts, and 6,123 are generated by *induced* impacts (Table 1, page 9). Of these jobs supported, close to 27,000 (or 86 percent) are in the Knowledge-Based Services industry sector. The **Knowledge-Based Services includes all Arts, Entertainment & Recreation industries (such as sports betting), and jobs within this industry sector pay higher wages than the statewide average.**

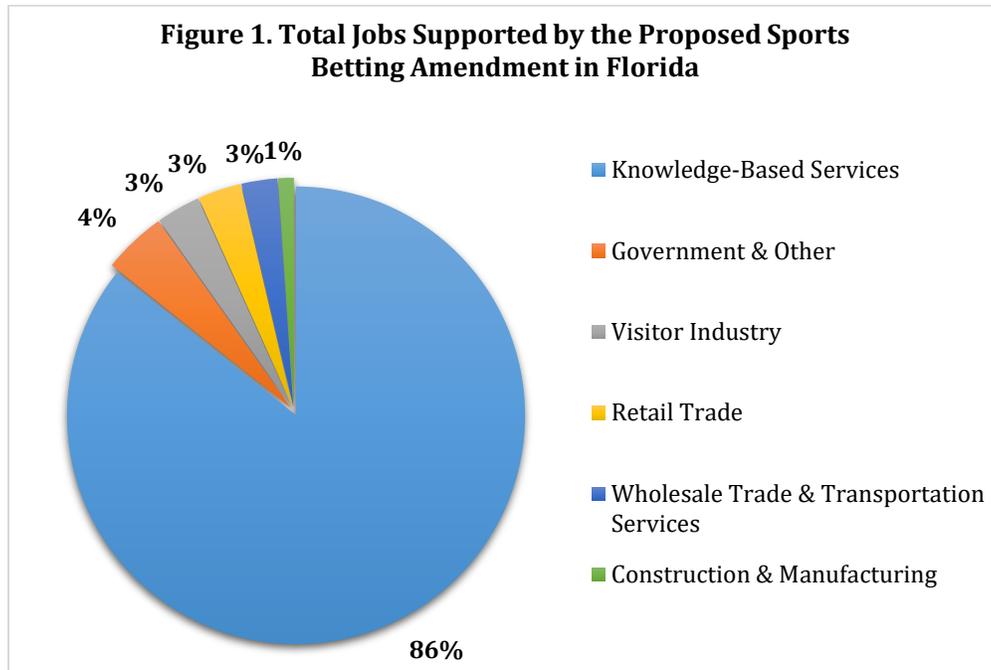
**Table 2. Total Jobs Supported by the Proposed Sports Betting Amendment in Florida**

Industry	Jobs Supported	% of Total
Knowledge-Based Services*	26,725	86%
Government & Other	1,397	4%
Visitor Industry	963	3%
Retail Trade	960	3%
Wholesale Trade & Transportation Services	791	3%
Construction & Manufacturing	345	1%
<b>Total</b>	<b>31,181</b>	<b>100%</b>

Note: Total may not equal the sum of all due to rounding. See detailed table in Appendix III.  
Source: The Washington Economics Group, Inc. (WEG)

The next most important industry sector supported is Government & Other, with 4 percent of the impacts, or 1,397 jobs, followed by the Visitor Industry with almost 1,000 jobs or 3 percent. The remaining 7 percent, or 2,097 jobs are spread throughout various industry sectors such as the Retail Trade, Wholesale Trade & Transportation Services and the combined Construction & Manufacturing sectors as detailed in Table 2 above and in Figure 1 on the next page.

\*Include Arts, Entertainment & Recreation, Finance & Insurance, Real Estate, Professional Services and others.



Source: The Washington Economics Group, Inc. (WEG)

**C. The Proposed Sports Betting Amendment Would Create Over \$1.2 Billion in Annual Household Income for Florida**

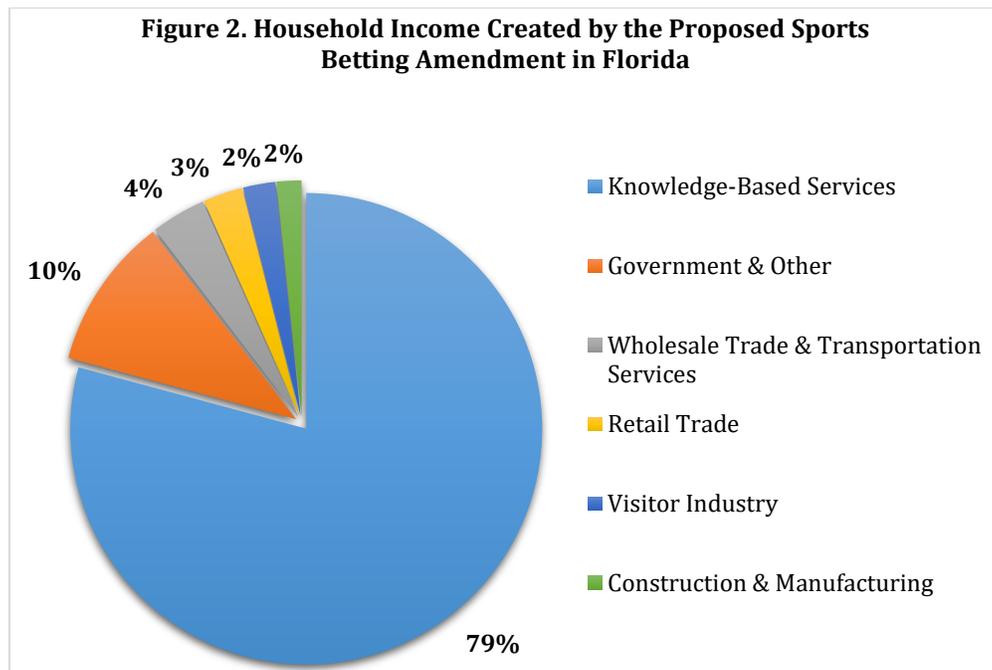
The sports betting amendment will be an important generator of Household Income in Florida each year once implemented. This amendment *directly* generates over \$693 million in Household Income and *indirect* and *induced* impacts generate close to \$545 million (Table 1, page 9). As with the jobs supported, the largest share of Household Income is generated within the high-wage Knowledge-Based Services sector, comprising over \$980 million (or 79 percent) of the impacts. The Government & Other is the next most important sector with close to \$130 million (or 10 percent) in total Household Income for Florida residents, followed by the Wholesale Trade & Transportation Services with over \$46 million or 4 percent of the total.

The remaining \$82 million, or 7 percent is spread throughout other industry sectors, with Retail Trade accounting for the largest portion of the remaining impact with \$34 million. The percentage distribution of the Household Income generated in Florida is summarized in Table 3 and Figure 2 on the next page.

**Table 3. Household Income Generated by the Proposed Sports Betting Amendment in Florida (\$ Thousands)**

Industry	Total Impacts	% of Total
Knowledge-Based Services*	\$980,623	79%
Government & Other	\$129,059	10%
Wholesale Trade & Transportation Services	\$46,196	4%
Retail Trade	\$33,712	3%
Visitor Industry	\$27,461	2%
Construction & Manufacturing	\$21,193	2%
<b>Total</b>	<b>\$1,238,244</b>	<b>100%</b>

Note: Total may not equal the sum of all due to rounding. See detailed table in Appendix III.  
Source: The Washington Economics Group, Inc. (WEG)



Source: The Washington Economics Group, Inc. (WEG)

\*Include Arts, Entertainment & Recreation, Finance & Insurance, Real Estate, Professional Services and others.

**D. Gross Domestic Product (GDP) Impacts Total Just Under \$2.1 Billion in Florida Annually**

Gross Domestic Product (GDP) is the commonly accepted measure of the size of an economy each year and a key indicator of economic activity. GDP represents the market value of final goods and services produced within the economy. GDP also represents the value added by producers of goods and services, and is the primary source from which businesses pay their workers, creditors and investors. Of the total GDP impacts of almost \$2.1 billion generated each year, \$1.1 billion is attributed to *direct* impacts, and close to \$1 billion comes from *indirect* and *induced* impacts (Table 1, page 9).

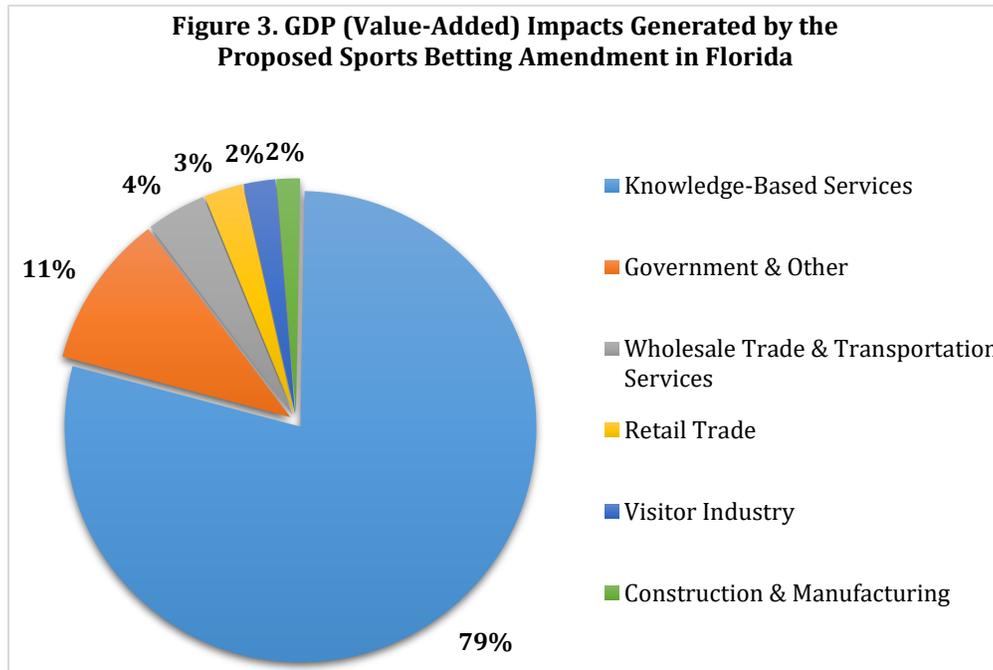
As with the previous economic impact measures, the largest value added to the economy due to the proposed sports betting amendment each year is in Knowledge-Based Services, with over \$1.6 billion, or 79 percent of the impact, followed by the Government & Other comprising \$219 million, or 11 percent. The Wholesale Trade & Transportation Services sector accounts for another \$85 million, or 4 percent, and the remainder \$134 million, or 7 percent is spread among various other industry sectors such as Retail Trade, Visitor Industry and the combined Construction & Manufacturing sectors. This is detailed in Table 4 below and in Figure 3 on the next page.

**Table 4. GDP (Value-Added) Impacts Generated by the Proposed Sports Betting Amendment in Florida (\$ Thousands)**

Industry	Total Impacts	% of Total
Knowledge-Based Services*	\$1,636,394	79%
Government & Other	\$219,103	11%
Wholesale Trade & Transportation Services	\$85,224	4%
Retail Trade	\$55,668	3%
Visitor Industry	\$45,094	2%
Construction & Manufacturing	\$33,479	2%
<b>Total</b>	<b>\$2,074,962</b>	<b>100%</b>

Note: Total may not equal the sum of all due to rounding. See detailed table in Appendix III.  
Source: The Washington Economics Group, Inc. (WEG)

\*Include Arts, Entertainment & Recreation, Finance & Insurance, Real Estate, Professional Services and others.



Source: The Washington Economics Group, Inc. (WEG)

***E. The Total Economic Impact of the Proposed Sports Betting Amendment is Significant at Over \$3.5 Billion Annually***

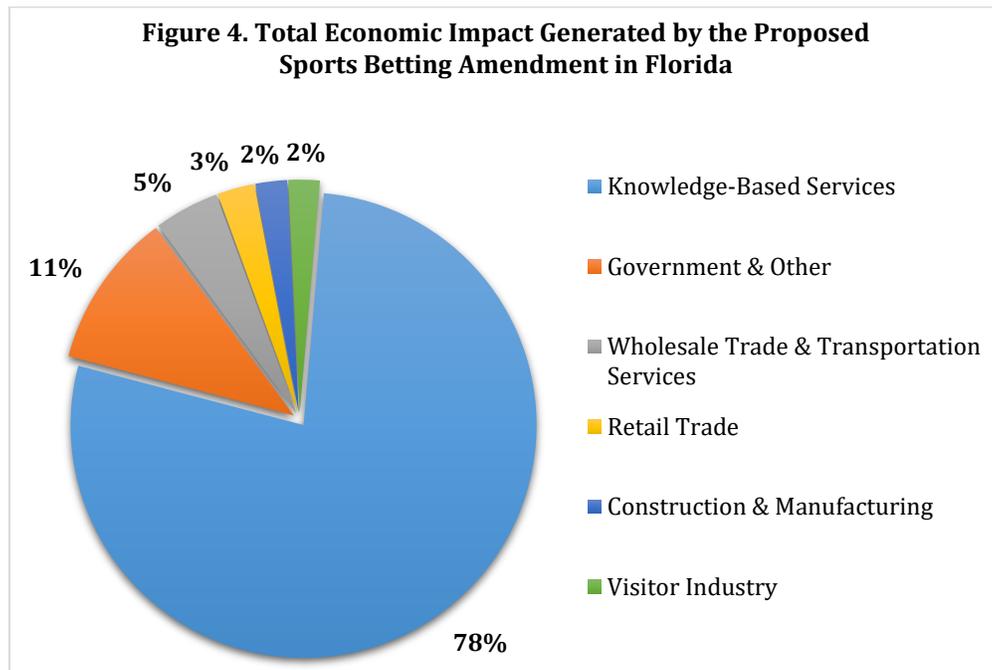
A comprehensive measure of the Total Economic Impact of sports betting each year is *Gross Economic Output*, representing the sum of gross revenues (receipts) of private firms plus the value of government services (valued at cost). Total Economic Impact represents the sum of commercial transactions taking place in the economy.

Table 5 and Figure 4 on the next page show the distribution of the Total Economic Impact throughout a variety of Florida's top industries. The largest economic impact is created in the Knowledge-Based Services with close to \$2.8 billion, or 78 percent, followed by Government & Other with \$380 million, or 11 percent of the impacts. More than \$160 million, or 5 percent of the total impact is generated in Wholesale Trade & Transportation Services. The remaining \$247 million, or 7 percent is distributed within the Retail Trade, Construction & Manufacturing and the Visitor Industry sectors.

**Table 5. Total Economic Impact Generated by the Proposed Sports Betting Amendment in Florida (\$ Thousands)**

Industry	Total Impacts	% of Total
Knowledge-Based Services*	\$2,758,040	78%
Government & Other	\$383,602	11%
Wholesale Trade & Transportation Services	\$159,821	5%
Retail Trade	\$92,144	3%
Construction & Manufacturing	\$77,986	2%
Visitor Industry	\$77,225	2%
<b>Total</b>	<b>\$3,548,818</b>	<b>100%</b>

Note: Total may not equal the sum of all due to rounding. See detailed table in Appendix III.  
Source: The Washington Economics Group, Inc. (WEG)



Source: The Washington Economics Group, Inc. (WEG)

\*Include Arts, Entertainment & Recreation, Finance & Insurance, Real Estate, Professional Services and others.

**F. State and Local Fiscal Revenues from the Proposed Amendment Combine for \$350 Million Every Year, Including \$247 Million for the Educational Enhancement Trust Fund (EETF)**

In total, just under \$400 million in Federal, State and Local tax revenue is generated from Florida residents each year as a result of the proposed amendment. Of this amount, \$350 million (or 88 percent) flows to the State government as well as Local governments within Florida, while \$46 million (or 12 percent) flows to the Federal government.

Of the \$350 million in State and Local revenue, the largest portion of this total is due to \$247 million in *direct* fiscal contributions to the Florida Educational Enhancement Trust Fund (EETF). This \$247 million arises from taxes levied on sports betting transactions, including previously illegal transactions that would move to the legal market. The *direct* impacts of increased pari-mutuel operations, license fees, and other spending as a result of the amendment account for another \$17 million in fiscal contributions, bringing the overall *direct* fiscal impacts to \$265 million throughout the State. These combine with an additional \$85 million in *indirect* and *induced* economic effects throughout Florida, as shown in Table 6 below.

**Table 6. Fiscal Contributions Resulting from the Proposed Sports Betting Amendment in Florida (\$ Thousands)**

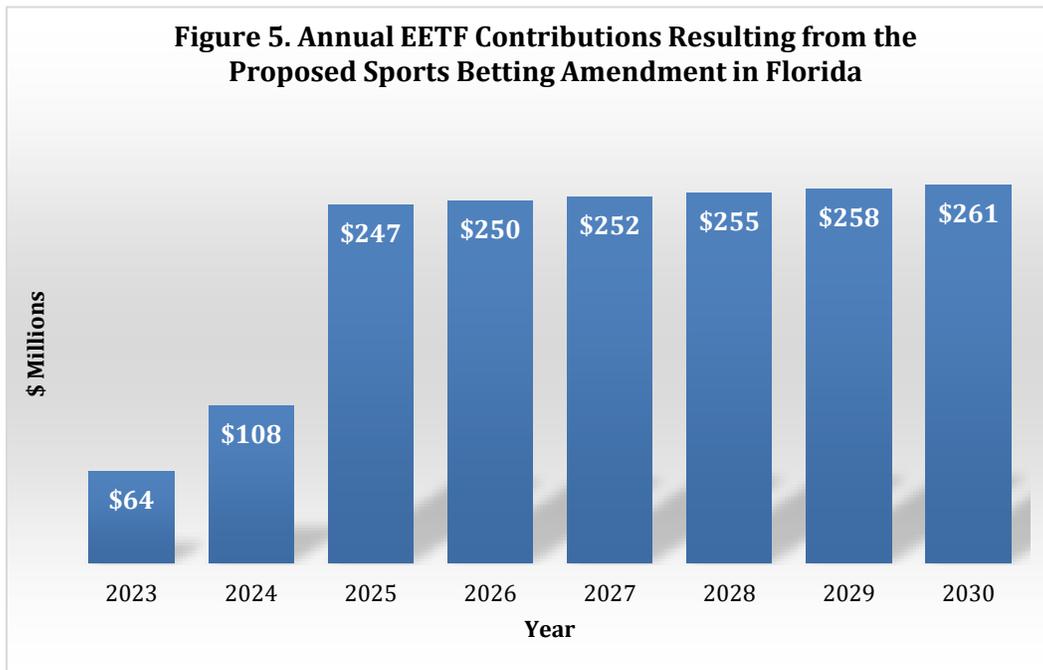
Impact on:	Direct	Indirect & Induced	Total
State & Local Tax Revenues	\$264,629	\$85,190	<b>\$349,820</b>
Federal Tax Revenues	\$25,915	\$20,307	<b>\$46,222</b>
<b>Total Tax Revenues</b>	<b>\$290,544</b>	<b>\$105,497</b>	<b>\$396,041</b>

Note: Total may not equal the sum of all due to rounding.  
Source: The Washington Economics Group, Inc. (WEG)

Once the market is considered to be at maturity beginning in 2025, continued growth in Florida’s adult population will result in increasing annual contributions to the Florida EETF. According to the University of Florida’s Bureau of Economic and Business Research, Florida’s population is expected to grow by over 5 percent between 2025 and 2030.<sup>12</sup> Utilizing these projections, along with the most recent measures of Florida’s gambling-age population provided by the U.S. Census Bureau, it is projected that **fiscal contributions to the EETF**

<sup>12</sup>[https://www.bebr.ufl.edu/sites/default/files/Research%20Reports/projections\\_2021.pdf](https://www.bebr.ufl.edu/sites/default/files/Research%20Reports/projections_2021.pdf)

due to passage of the amendment will total over \$260 million per year by 2030. This is a conservative projection, as this growth is driven only by changes in population and does not factor in anticipated increases in per-capita gambling revenues beyond 2025. Assuming passage of the amendment in 2022, contributions to the EETF will total over \$920 million within the first 5 years, and almost \$1.7 billion by 2030. This is detailed in Figure 5 below.



Source: The Washington Economics Group, Inc. (WEG)

**Appendix I:  
IMPLAN Methodology**

### IMPLAN Model

The multiplier impacts calculated by the IMPLAN model are based on input-output methodology, which explicitly considers the inter-industry linkages that exist within an economy. Each industry needs labor and inputs from other industries in order to produce economic output. Whenever an industry experiences an increase in the demand for its output, many other industries within that economy indirectly experience an increase in demand as well because of these inter-industry linkages. This increase in demand that results from the need for material inputs is called the *indirect effects*. In addition, an increase in production within a region also leads to an increase in household income through the hiring of workers, which in turn generates further demands for goods and services within the region. Firms also need to expand their base of physical capital to meet higher levels of demand, and this too stimulates regional economic growth. The latter effects are referred to as *induced effects*. The inter-industry linkages and the induced effects on consumer and capital spending lead to successive rounds of production, and this process results in an increase in output that exceeds the initial change in demand, or a *multiplier effect*. Similarly, the increase in household income will exceed the initial payroll increase encountered in the industry that experienced the original increase in demand. The total change in employment in the regional economy is a multiple of the direct change in employment.

The following represents the system of equations that comprise the regional economy in an extended input-output model like IMPLAN:

$$\begin{aligned}
 x_1 &= a_{11}x_1 + a_{12}x_2 + a_{13}x_3 + \cdots + a_{1k}x_k + a_{1h}x_h + a_{1i}x_i + f_1 \\
 x_2 &= a_{21}x_1 + a_{22}x_2 + a_{23}x_3 + \cdots + a_{2k}x_k + a_{2h}x_h + a_{2i}x_i + f_2 \\
 x_3 &= a_{31}x_1 + a_{32}x_2 + a_{33}x_3 + \cdots + a_{3k}x_k + a_{3h}x_h + a_{3i}x_i + f_3 \\
 &\vdots \\
 x_k &= a_{k1}x_1 + a_{k2}x_2 + a_{k3}x_3 + \cdots + a_{kk}x_k + a_{kh}x_h + a_{ki}x_i + f_k \\
 x_h &= a_{h1}x_1 + a_{h2}x_2 + a_{h3}x_h + \cdots + a_{hk}x_k + a_{hh}x_h + a_{hi}x_i + f_h \\
 x_i &= a_{i1}x_1 + a_{i2}x_2 + a_{i3}x_h + \cdots + a_{ik}x_k + a_{ih}x_h + a_{ii}x_i + f_i
 \end{aligned}$$

The variables  $x_1$  to  $x_k$  represent total production of output in each industry. The coefficients  $a_{ij}$  represent the purchases from industry “i” that are needed to produce a dollar of output in industry “j”. These are known as the *direct requirement* coefficients. The variable  $x_h$  refers to household income and the coefficients  $a_{ih}$  refer to the average amount of household income spent on purchases from industry “i”, or the *average propensities to consume*. The coefficients  $a_{hi}$  are similar to the inter-industry purchases ( $a_{ij}$ 's), but they represent the household income that is generated from each dollar of output produced in industry “i”. Similarly the variable  $x_l$  represents regional spending on capital goods, and the coefficients  $a_{lj}$  represents the spending on capital goods for each dollar of output produced in industry “j”. The coefficients  $a_{jl}$  represent the amount purchased from industry “j” for each dollar spent on capital goods within the region. The variables  $f_j$  represent the exogenous final demand faced by each industry, respectively.

This system of equation reduces, using matrix notation, to the following solution for industry output and household income:

$$X = (I - A)^{-1} F$$

X is the vector of industry outputs plus household income, and F is a vector of exogenous final demands. The “output multipliers” (i.e., the change in industry output and household income that results from a change in final demand for the output of a particular industry) are given in the columns of the  $(I-A)^{-1}$  matrix. The IMPLAN software calculates these multipliers for counties, states and other sub-state regions. These multipliers can be used to provide a sense of the economic importance of an industry or an economic activity in a given region. The multipliers impacts for gross state product, labor and capital income and the government revenue impacts are derived from the basic output multipliers given by  $(I-A)^{-1}$ .

The IMPLAN model uses historical relationships between public-sector revenues and regional economic output in order to estimate the public-sector revenue impact resulting from the establishment of a new, or expansion of an existing economic activity.

## **Appendix II: Economic Glossary**

### Definitions of Economic Terms Used in the Analysis

<b>Employment (Jobs)</b>	Total of full-time or part-time jobs.
<b>Household (Labor) Income</b>	All forms of employment income, including Employee Compensation (wages and benefits) and Proprietor Income.
<b>Gross Domestic Product (GDP)/Value Added</b>	The increased value of a product as a result of the economic inputs (labor and capital) expended at a given stage. In the IMPLAN Model, GDP is the sum of: Employee Compensation, Proprietor Income, Other Property Type Income (Interest) and Indirect Business Taxes.
<b>Economic Impact (Output)</b>	Total value of all transactions attributed to an activity.
<b>Direct Effects</b>	The set of expenditures applied to the predictive model (i.e., I/O multipliers) for impact analysis. It is a series (or single) of production changes or expenditures made by producers/consumers as a result of an activity or policy. These initial changes are determined by an analyst to be a result of this activity or policy. Applying these initial changes to the multipliers in an IMPLAN model will then display how the region will respond, economically to these initial changes.
<b>Indirect Effects</b>	The impact of local industries buying goods and services from other local industries. The cycle of spending works its way backward through the supply chain until all money leaks from the local economy, either through imports or by payments to value added. The impacts are calculated by applying Direct Effects to the Type I Multipliers.
<b>Induced Effects</b>	The response by an economy to an initial change ( <i>direct effect</i> ) that occurs through re-spending of income received by a component of value added. IMPLAN's default multiplier recognizes that labor income (employee compensation and proprietor income components of value added) is not a leakage to the regional economy. This money is re-circulated through the household spending patterns causing further local economic activity.

## Appendix III: Detailed Impact Tables

## Detailed Impact Tables

Within the main portion of this Study the economic impacts are presented at a summary level. *Direct*, *Indirect*, and *Induced* Impacts are aggregated into the Total Impact, and Industries are summarized by function. The Tables on the following pages present detailed impacts at the two-digit NAICS industry classification level.

The following industry summarizations are used in this Study.

1. **Government & Other** is the sum of: Agriculture & Forestry, Mining, Utilities, Company Management and Government & Other.
2. **Knowledge-Based Services** is the sum of: Information, Finance & Insurance, Real Estate, Professional Services, Administrative, Educational Services, Health & Social Services, Arts, Entertainment & Recreation and Other Services.
3. **Wholesale Trade & Transportation Services** is the sum of: Wholesale Trade and Transportation & Warehousing.
4. The **Accommodation and Food Services** sector was renamed to **Visitor Industry**.

### List of Tables

Table A-1. Total Jobs Supported by the Proposed Sports Betting Amendment in Florida .....	24
Table A-2. Household Income Generated by the Proposed Sports Betting Amendment in Florida .....	25
Table A-3. GDP (Value-Added) Impacts Generated by the Proposed Sports Betting Amendment in Florida .....	26
Table A-4. Total Economic Impact Generated by the Proposed Sports Betting Amendment in Florida .....	27
Table A-5. Fiscal Contributions Resulting from the Proposed Sports Betting Amendment in Florida .....	28

**Table A-1. Total Jobs Supported by the Proposed Sports Betting Amendment in Florida**

Industry	Supported			
	Direct	Indirect	Induced	Total
Agriculture & Forestry	0	28	38	66
Mining	0	4	1	5
Utilities	0	22	14	36
Construction	0	180	65	245
Manufacturing	0	48	53	100
Wholesale Trade	0	111	146	257
Transportation & Warehousing	0	52	908	960
Retail Trade	0	288	246	534
Information	0	87	94	181
Finance & Insurance	0	264	503	767
Real Estate	0	370	529	899
Professional Services	0	812	320	1,132
Company Management	0	122	67	189
Administrative	0	769	417	1,186
Educational Services	0	81	145	226
Health & Social Services	0	2	1148	1,150
Arts, Entertainment & Recreation	19215	1117	176	20,508
Accommodation & Food Services	0	229	733	963
Other Services	0	213	464	677
Government & Other	961	82	57	1,100
<b>Total:</b>	<b>20,176</b>	<b>4,881</b>	<b>6,123</b>	<b>31,181</b>

Note: Total may not equal the sum of all due to rounding.

Source: The Washington Economics Group, Inc. (WEG)

**Table A-2. Household Income Generated by the Proposed Sports Betting Amendment  
in Florida (\$ Thousands)**

Industry	Impacts			
	Direct	Indirect	Induced	Total
Agriculture & Forestry	\$0	\$923	\$1,233	\$2,156
Mining	\$0	\$106	\$27	\$133
Utilities	\$0	\$4,006	\$2,419	\$6,425
Construction	\$0	\$10,021	\$3,644	\$13,666
Manufacturing	\$0	\$3,574	\$3,954	\$7,528
Wholesale Trade	\$0	\$10,388	\$13,642	\$24,030
Transportation & Warehousing	\$0	\$1,837	\$31,874	\$33,712
Retail Trade	\$0	\$11,954	\$10,212	\$22,166
Information	\$0	\$8,317	\$8,992	\$17,309
Finance & Insurance	\$0	\$17,411	\$33,193	\$50,604
Real Estate	\$0	\$8,981	\$12,835	\$21,816
Professional Services	\$0	\$62,804	\$24,767	\$87,572
Company Management	\$0	\$13,384	\$7,374	\$20,758
Administrative	\$0	\$30,891	\$16,745	\$47,636
Educational Services	\$0	\$3,372	\$6,080	\$9,452
Health & Social Services	\$0	\$146	\$71,289	\$71,435
Arts, Entertainment & Recreation	\$606,173	\$35,240	\$5,548	\$646,961
Accommodation & Food Services	\$0	\$6,542	\$20,919	\$27,461
Other Services	\$0	\$8,758	\$19,082	\$27,840
Government & Other	\$87,051	\$7,389	\$5,147	\$99,586
<b>Total:</b>	<b>\$693,223</b>	<b>\$246,044</b>	<b>\$298,977</b>	<b>\$1,238,244</b>

Note: Total may not equal the sum of all due to rounding.

Source: The Washington Economics Group, Inc. (WEG)

**Table A-3. GDP (Value-Added) Impacts Generated by the Proposed Sports Betting Amendment  
in Florida (\$ Thousands)**

Industry	Impacts			
	Direct	Indirect	Induced	Total
Agriculture & Forestry	\$0	\$1,383	\$1,847	\$3,230
Mining	\$0	\$303	\$79	\$381
Utilities	\$0	\$17,008	\$10,269	\$27,277
Construction	\$0	\$14,906	\$5,420	\$20,326
Manufacturing	\$0	\$6,244	\$6,909	\$13,153
Wholesale Trade	\$0	\$22,080	\$28,996	\$51,076
Transportation & Warehousing	\$0	\$3,034	\$52,634	\$55,668
Retail Trade	\$0	\$18,416	\$15,732	\$34,148
Information	\$0	\$19,885	\$21,499	\$41,384
Finance & Insurance	\$0	\$25,470	\$48,558	\$74,028
Real Estate	\$0	\$82,779	\$118,305	\$201,085
Professional Services	\$0	\$79,182	\$31,226	\$110,408
Company Management	\$0	\$15,532	\$8,557	\$24,089
Administrative	\$0	\$36,077	\$19,557	\$55,634
Educational Services	\$0	\$3,837	\$6,918	\$10,755
Health & Social Services	\$0	\$167	\$81,580	\$81,747
Arts, Entertainment & Recreation	\$963,829	\$56,033	\$8,821	\$1,028,682
Accommodation & Food Services	\$0	\$10,742	\$34,352	\$45,094
Other Services	\$0	\$10,278	\$22,394	\$32,671
Government & Other	\$143,465	\$12,178	\$8,482	\$164,125
<b>Total:</b>	<b>\$1,107,293</b>	<b>\$435,533</b>	<b>\$532,136</b>	<b>\$2,074,962</b>

Note: Total may not equal the sum of all due to rounding.

Source: The Washington Economics Group, Inc. (WEG)

**Table A-4. Total Economic Impact Generated by the Proposed Sports Betting Amendment  
in Florida (\$ Thousands)**

Industry	Impacts			
	Direct	Indirect	Induced	Total
Agriculture & Forestry	\$0	\$2,367	\$3,162	\$5,529
Mining	\$0	\$1,534	\$398	\$1,933
Utilities	\$0	\$32,133	\$19,403	\$51,536
Construction	\$0	\$27,354	\$9,947	\$37,300
Manufacturing	\$0	\$19,314	\$21,372	\$40,686
Wholesale Trade	\$0	\$37,850	\$49,705	\$87,556
Transportation & Warehousing	\$0	\$5,022	\$87,121	\$92,144
Retail Trade	\$0	\$38,972	\$33,293	\$72,266
Information	\$0	\$43,111	\$46,611	\$89,722
Finance & Insurance	\$0	\$66,219	\$126,243	\$192,463
Real Estate	\$0	\$133,757	\$191,161	\$324,918
Professional Services	\$0	\$130,357	\$51,407	\$181,764
Company Management	\$0	\$26,865	\$14,800	\$41,666
Administrative	\$0	\$66,605	\$36,105	\$102,711
Educational Services	\$0	\$5,562	\$10,029	\$15,591
Health & Social Services	\$0	\$278	\$136,039	\$136,318
Arts, Entertainment & Recreation	\$1,556,662	\$90,498	\$14,246	\$1,661,406
Accommodation & Food Services	\$0	\$18,396	\$58,829	\$77,225
Other Services	\$0	\$16,719	\$36,428	\$53,147
Government & Other	\$247,323	\$20,994	\$14,623	\$282,939
<b>Total:</b>	<b>\$1,803,984</b>	<b>\$783,909</b>	<b>\$960,925</b>	<b>\$3,548,818</b>

Note: Total may not equal the sum of all due to rounding.  
Source: The Washington Economics Group, Inc. (WEG)

**Table A-5. Fiscal Contributions Resulting from the Proposed Sports Betting Amendment  
in Florida (\$ Thousands)**

<b>Taxes Paid By</b>	<b>Federal Taxes</b>	<b>State/ Local Taxes</b>	<b>Total Taxes</b>
Labor	\$21,410	\$545	\$21,955
Capital	\$347	\$0	\$347
Indirect Business Taxes	\$2,189	\$339,115	\$341,304
Households	\$19,938	\$2,169	\$22,107
Corporations	\$2,337	\$7,991	\$10,328
<b>Total:</b>	<b>\$46,222</b>	<b>\$349,820</b>	<b>\$396,041</b>

Note: Total may not equal the sum of all due to rounding.  
Source: The Washington Economics Group, Inc. (WEG)

**Appendix IV:  
The Washington Economics Group, Inc. (WEG)  
Project Team and Qualifications**



**J. Antonio Villamil**  
Founder and Senior Advisor

Tony Villamil is a nationally recognized economist, with over thirty-five years of successful career as a business economist, university educator and high-level policymaker for both federal and state governments. Tony was selected in 2008 as the founding Dean of the School of Business of St. Thomas University, serving successfully until December 31, 2013 at which time he resigned to return as senior advisor to the growing economic consulting practice that he founded, The Washington Economics Group, Inc. (WEG), a Florida-based firm established in 1993 upon returning to the State from his public service in Washington, D.C.

Tony is the immediate past Chairman of the Governor's Council of Economic Advisors of Florida, and during 1999-2000, he was selected by Governor Bush as his first Director for Tourism, Trade and Economic Development. Previously, he was appointed by President George H. W. Bush as U.S. Undersecretary of Commerce for Economic Affairs, receiving unanimous U.S. Senate confirmation. Presently he is active on Corporate Board of Directors, including Pan American Life Insurance Group (PALIG) and Spanish Broadcasting System (SBS). At PALIG he serves as Chair of the Governance and Nominating Committee of the Board. Tony is currently Chair of the Board Compensation Committee at SBS. He recently completed a successful 18-year tenure at Amerant Bank, N.A. and Amerant Holding Corp., serving as Chair of the Risk Committee and most recently as Chair of the AML/BSA Committee. Amerant Bank, N.A. is the former Mercantil Bank, N.A. and become a public company in 2020 during his active service on the Board.

Among civic and professional leadership positions, he is currently a member of the Board of Directors of the Miami-Dade Beacon Council, the official economic development organization of the county. He is also on the Board of Directors of the Greater Miami Chamber of Commerce. He serves as Senior Fellow of the James Madison Institute (JMI) of Tallahassee, Florida.

He earned Bachelor and Master Degrees in Economics from Louisiana State University (LSU), where he also completed coursework for the Ph.D. Degree. In 1991, Florida International University (FIU) awarded him a Doctoral Degree in Economics (hc), for "distinguished contributions to the Nation in the field of economics." He frequently speaks to business, government and university audiences on the Florida economy, U.S. trade policy and economic development issues.



**Ivan Noltenius**  
Economic Analyst

Ivan Noltenius is an Economic Analyst at The Washington Economic Group (WEG). Ivan conducts data acquisition, economic analysis and forecasting for the multifaceted projects of the firm on behalf of corporate and public clients. These include clients such as the Miami-Dade Expressway Authority (MDX), BayCare Health System, Florida Venture Forum, and Florida Institute for Commercialization of Public Research among many others. Ivan also has experience with real estate market analysis and the widely-used IMPLAN economic multiplier model.

Ivan has over 3 years of prior experience in financial data analysis as well as accounting. Prior to working at WEG, Ivan was a hedge fund accountant at Kaufman Rossin Fund Services (now ALPS), and also worked in operations and managed company financial records at tech startup company 71 Pounds.

Ivan received his Bachelors of Arts degree in Economics with a minor in Mathematics from the University of Memphis.



**Haydee M. Carrion**  
Senior & Project Research Assistant

Haydee M. Carrion has been Executive Assistant to Dr. Villamil since the firm's founding in 1993. She has senior level expertise in multi-media presentations and in the preparation and design of complex reports and documents for clients, utilizing the latest technologies.

In 2012, WEG promoted her to Senior and Project Research Assistant to the firm, given outstanding performance in web-based research and in assistance to the firm's Principal in the preparation of audio-visual presentations for clients and in desktop publishing. Ms. Carrion is fluent in Spanish, with experience in the preparation of economics and business documents in the language.

Ms. Carrion has been with WEG for over 25 years. She holds degrees in Business Administration and Office System Technologies from Miami-Dade College.

**The Washington Economics Group, Inc. (WEG)** has been successfully meeting client objectives since 1993 through economic consulting services for corporations, institutions and governments of the Americas. We have the expertise, high-level contacts, and business alliances to strengthen your competitive positioning in the growing marketplaces of Florida, Latin America and the Caribbean.

Our roster of satisfied clients, over the past 28 years, includes corporations, financial institutions, public entities, and non-profit associations expanding their operations in the Americas.

#### **EXCLUSIVE CONSULTING APPROACH:**

Each client is unique to us. We spend considerable time and effort in understanding the operations, goals, and objectives of clients as they seek our consulting and strategic advice. We are not a mass-production consulting entity nor do we accept every project that comes to us. We engage a limited number of clients each year that require customized consulting services in our premier areas of specialization. These premier and exclusive services are headed by Founder and Senior Advisor J. Antonio (Tony) Villamil. Tony is a former U.S. Under Secretary of Commerce with over thirty-five years of experience as a business executive and as a senior public official of the U.S. and most recently of Florida.

#### **PREMIER CONSULTING SERVICES:**

*Economic Impact Studies* highlight the importance of a client's activities in the generation of income, output and employment in the market area serviced by the entity. These studies are also utilized to analyze the impact of public policies on key factors that may affect a client's activities such as tax changes, zoning, environmental permits and others.

*Strategic Business Development Services* are customized to meet client objectives. Recent consulting assignments include customized marketing strategies, country risk assessments for investment decisions and corporate spokesperson activities and speeches on behalf of the client at public or private meetings.

*Economic Development Strategies.* The firm supports cities, counties and states in developing targeted economic development plans and strategies to attract, retain and expand high-wage industries. Each plan is based on the factor endowments of the area, and in close coordination with public officials in charge of economic development.

**For a full description of WEG capabilities and services, please  
visit our website at:  
[www.weg.com](http://www.weg.com)**

**The Washington Economics Group, Inc.  
Representative Client List 1993-2021**

**Multinational Corporations**

ALSTOM	Lockheed Martin
Ameritech International	Lucent Technologies
Bureau Veritas (BIVAC)	MasterCard International
Carrier	MediaOne/AT&T
Carnival Corp.	Medtronic
Esso Inter-America	Merck Latin America
FedEx Latin America	Microsoft Latin America
Genting Group	Motorola
Hyatt	Phelps Dodge
IBM	SBC Communications
Joseph E. Seagram & Sons, Inc. (Vivendi)	Telefonica Data Systems
KPMG	Visa International

**Construction and Real Estate Development Firms**

Areas USA, Inc.	Inland Port Systems, LLC
Barron Collier Companies	Landstar Development
Berkowitz Development Group	LXR Luxury Resorts
Boca Developers	Miami Asset Management Company, Inc.
CDS International	Miapolis, LLC
Century Homebuilders	Odebrecht Construction, Inc.
Codina Realty	Palazzo Las Olas Group, LLC
Chateau Group	Tate Capital
Empire World Towers, LLC	The Allen Morris Company
ESJ Capital Partners	The Related Group, Inc.
Ferro Investment Group, LLC	The Rouse Company
Flagler Development	The St. Joe Company
Florida East Coast Realty Inc.	Trammel Crow Company
Florida Realtors	WCI Development Companies

**Engineering, Planning and Design Firms**

AECOM (DMJM Harris)	HNTB
Atkins (PBSJ)	Kimley-Horn and Associates
CDM Smith (Wilbur Smith Associates)	Parsons Brincherhoff
Golder Associates	Redevelopment Management Associates (RMA)

**Colleges and Universities**

Alabama State University	Rocky Mountain College of Art and Design
Barry University	San Ignacio College
Eckerd College	Sistema Universitario Ana G. Méndez
Embry-Riddle Aeronautical University	St. Thomas University
Florida Agricultural & Mechanical University	University of Central Florida
Florida International University	<i>Universidad Politécnica de Puerto Rico</i>
Full Sail University	University of Florida
Keiser University	University of Miami
Los Angeles Film School	UM's Rosenstiel School of Marine and Atmospheric Science
Miami-Dade College	University of South Florida/ <i>ENLACE</i>
Palm Beach Medical Education Corporation	University of South Florida

**Law Firms**

Becker & Poliakoff	Gloria Roa Bodin, Esq.
Bilzin Sumberg	Greenberg Traurig, LLP
Carlton Fields	Holland & Knight, LLP
Colson Hicks Eidson	Steel Hector & Davis
DLA Piper	Tew Cardenas, LLP
Dunbar & Dunbar	

**Financial Institutions**

ABN-AMRO Bank	Fiduciary Trust International
Advantage Capital	First Union National Bank (Wells Fargo)
AMERANT (former Mercantil Bank N.A.)	Hemisphere National Bank
Allen & Company	HSBC/Marine Midland
BNP Paribas	International Bank of Miami (First United Bank)
BAC Florida	Lazard Freres & Co.
Bank Atlantic Corp.	Pan American Life Insurance Group (PALIG)
BankUnited, FSB	PointeBank, N.A.
Barclays Bank	Seitlin Insurance
Century Bank	Sun Trust Corporation
ESJ Capital Partners	The Equitable/AXA Advisors
Espirito Santo Bank	TD Bank, N.A.
FBA	Union Planters Bank of Florida (Regions)
FIBA	

**Economic and Revenue Estimates on Florida of Proposed Amendment  
for Changes to Florida's Gambling Law**

**Florida-Based Companies**

All Aboard Florida	Iberia Tiles
AmericanAirlines Arena	International Speedway Corporation (ISC)
Atlantic Sapphire	Jungle Island
BMI Companies	Lake Nona
Communikatz	Mercy Hospital
CoreMessages	Miami Dolphins
Daytona International Speedway	Nopetro LLC
Dosal Tobacco	Palm Beach Premier
Drivers Club Miami	Resorts World Miami (RWM)
Farm Stores	Ron Sachs Communications
Fishkind & Associates	Rolling Loud
Florida Hospital	Sprint of Florida
Florida Marlins	eMerge Americas
Florida Power & Light	The Biltmore Hotel
Flo-Sun Sugar Corp.	The Heat Group
Greater Miami Convention & Visitors Bureau	Ultimate Software
Greater Ft. Lauderdale Alliance	Ultra-Music Festival
Homestead-Miami Speedway	VICTUS

**Non-Florida-Based Institutions**

Darlington Raceway	Richmond International Raceway
Georgia Retail Federation	Talladega Superspeedway
Illinois Retail Merchant Association	The Seed Foundation
Indiana Retail Council	United States Tennis Association (USTA)
Kansas Speedway	Virginia International Raceway
Martinsville Speedway	Washington Retail Association
New Jersey Motorsports Park (NJMP)	Watkins Glen International
Progress Energy	

**Public Institutions and Non-Profit Organizations**

Baptist Health South Florida	Independent Colleges and Universities of Florida (ICUF)
BayCare Health System	Indian River County Chamber of Commerce
Broward County Public Schools	Inter-American Development Bank
Career Source North Central Florida	Jackson Health Systems
Chapman Partnership	Jacksonville Chamber of Commerce
Citizens of Clean Energy	Jewish Community Services
City of Boca Raton	Lakeland Regional
City of Coral Gables	Louisiana Committee for Economic Development
City of Doral	Miami Marine Stadium
City of Plantation	Miami Museum of Science
City of West Palm Beach	Miami-Dade County Public Schools
Conservatives of Clean Energy	Miami-Dade Expressway Authority
Economic Development Commission of Collier County	Miami Downtown Development Authority
Economic Development Commission of Lee County	Palm Beach International Agricultural Summit
Economic Development Commission of Mid-Florida	Port of Miami
Enterprise Florida, Inc.	SEIU Florida
Farm Share, Inc.	South Florida Progress Foundation
Florida Bankers Association	Space Florida
Florida Citrus Mutual	St. Mary's Medical Center
Florida Chamber of Commerce	State of Florida
Florida International Bankers Association	SW Florida Regional Chamber of Commerce
Florida Institute for Commercialization of Public Research	Sylvester Comprehensive Cancer Center
Florida League of Cities	Tampa-Hillsborough Expressway Authority
Florida Nursing Homes Alliance	Tampa General
Florida Outdoor Advertising Association	The Beacon Council
Florida Ports Council	The Florida Bar
Florida Retail Association	The Florida Chamber Foundation
Florida Sports Foundation	The Florida Coalition for Capital
Florida Venture Forum	United Nations Economic Development Program
Friends of Miami Marine Stadium	United Teachers of Dade
Tampa Bay Chamber (former Greater Tampa Chamber of Commerce)	Visit Florida
Greater Tallahassee Chamber of Commerce	Zoological Society of Florida

**Latin America-Based Institutions**

Allied-Domecq, Mexico	<i>Mercantil Servicios Financieros</i> , Venezuela
Association of Peruvian Banks	Peruvian Management Institute (IPAE)
Federation of Inter-American Financial Institutions (FIBAFIN)	The Brunetta Group of Argentina
Fonalledas Enterprises, Puerto Rico	