



## **V EXECUTIVE SUMMARY**

Wilmorite, Inc., an Upstate family development company since the 1940s, has a history of meeting consumer demands from affordable housing to regional malls to student housing. Wilmorite has developed millions of square feet in the Northeast and remains well suited for development in Upstate New York. Wilmorite formed Whitetail 414, LLC to acquire an option on 84 acres of land northeast of the intersection of the New York State Thruway and NYS Route 414 at Exit 41 in the Town of Tyre, Seneca County (an area with lower median income and higher unemployment and poverty than most areas in Region 5). In December 2013 representatives of Wilmorite met with Town of Tyre officials and agreed to fund all direct and indirect costs to the community and, after an extensive six-month review costing more than \$2 million, the Town of Tyre passed all necessary approvals and town officials recently participated in the public roll out of the "Lago Resort & Casino."

This proposal involves a budget of \$425 million – with more than \$300 million in qualifying costs under the "minimum capital investment" calculations (225 percent of the minimum required); a guarantee of 1,000 new jobs during operations – with direct and indirect jobs estimated at 1,800; construction jobs estimated at 1,200 direct jobs and more than 1,800 total construction jobs. The Applicant has entered into a Project Labor Agreement and a Labor Peace Agreement; reached agreement with the Finger Lakes Workforce Investment Board; finalized a Host Community Agreement, paying all direct and indirect costs of the Town to its satisfaction; agreed to fund the Seneca County Health Offices to address problem gaming issues; finalized an agreement with Finger Lakes Community College for training and career advancement; and, has agreements with CMAC regarding the local, live entertainment venue. The design of the facility is meant to enhance the wine and food tourism industry of the Finger Lakes and Southern Tier areas. The Applicant will be working with local businesses to promote their products, has intentionally limited its on-site hotel to 208 rooms to encourage visitors to stay in local hotels, and has a cross-promotion agreement with Hart Hotels which owns the Clayton Hotel, Watkins Glen Harbor Hotel and a Holiday Inn in downtown Ithaca.

Wilmorite has partnered with an experienced casino development and management team. M. Brent Stevens, Jonathan Swain and Natalie Schramm were responsible for one of the best success stories in regional gaming. They were the leadership team behind the development of similar gaming facilities in the Midwest under the name Peninsula Gaming (now owned by Boyd Gaming). If this combined, experienced team is awarded a Gaming License in late 2014, they will have gaming operations open in 2015 with all amenities completed by early 2016.

Picture a resort featuring a gorgeous premium hotel, state-of-the-art spa, outstanding, locally-inspired culinary options, and a tasteful, bustling casino. Imagine this resort and casino employing more than one thousand local residents who can share their knowledge of the beauty and history of the surrounding area with more than three million annual visitors, many making their first trip to this tourist magnet. See this resort with an architectural design, style and ambiance that encompasses and highlights the majestic natural landscape of sprawling agricultural lands and picturesque lakes and shores.

Welcome to the Lago Resort & Casino in Tyre, Seneca County, the heart of the New York's Finger Lakes region, just steps away from Exit 41 of the New York State Thruway.

Lago – the Italian word for lake – takes its inspiration from the magnificent Finger Lakes, and nearby geologic features like the Gorges of Ithaca, surrounded by some of New York's most outstanding vineyards and wineries, reminiscent of a part of the Old World right here in Upstate New York. We



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capture not just the meaning of the Italian *lago* in what we're creating, but really the essence of Lago as well. Lago brings together the Finger Lakes and the vineyards and acts as a gateway drawing upon and adding to the rich history of tourism in the area including Mark Twain country in Chemung County, Ithaca Gorges, Watkins Glen park and raceway, Corning Museum of Glass. It merges rural, agricultural and suburban with a small town feeling yet big time attraction.

Lago's design is not the result of accident or coincidence, nor was it created in a vacuum. It is the outcome of six months of working with and listening to local residents and businesses. The facilities are designed to reflect the charm and character of the lake and wine region which will be Lago's home. They are designed as low-rise structures, a good distance away from surrounding residential and agricultural areas, with plentiful green space on the property. The project will contract with the local dairy farm to buy energy created by the celebrated manure bio-digester process at Lawnhurst Farms and incorporate LEED design features.

Lago Resort & Casino will attract tourists from near (Rochester, Syracuse, the Southern Tier) and far (New York City, Long Island, the Hudson Valley, as well as Pennsylvania, Ohio and Canada). It is designed as a centerpiece destination resort – working in partnership with local businesses, arts and entertainment venues, historic and recreational sites – that will create thousands of new jobs, significantly boost economic activity throughout the region and serve as a catalyst for unifying the diverse communities throughout this region.

The vision – simple yet expansive – is for Lago Resort & Casino to become the centerpiece of the region, attracting new visitors and delivering quality services and a valuable entertainment experience in a comfortable environment which will keep visitors returning again and again.

Lago Resort & Casino is prepared to commence construction – employing a New York State contractor – within one week of being awarded a casino license. Lago is shovel-ready, has completed the State's SEQR process and has received all local approvals required for construction. In addition, a project labor agreement (PLA) has been entered into with the Finger Lakes Building Trades Council and its 19 affiliated labor unions to ensure efficient, safe, quality, and timely completion of the project, guaranteeing the employment of local tradespeople.

The Town Board of Tyre voted unanimously in support of a resolution supporting the project. The Tyre Town Board also unanimously approved the proposed development plan, site plan and host community agreement. All potential impacts were addressed to the Town's satisfaction.

Lago Resort & Casino not only has the support of our host community, Tyre, we have the strong support of the Seneca County Board of Supervisors, the Seneca County Town Boards of Covert, Lodi, Seneca Falls, Varick, and Waterloo. Lago is also strongly supported by the Schuyler County Legislature and Wayne County Board of Supervisors.

In addition to the overwhelming support from the local governments, Lago has the support of the Seneca County Chamber of Commerce, IDA and Advisory Commission on Tourism; the Rochester Business Alliance; and, virtually every local union affiliate. Well over 100 local businesses, wineries, breweries, distilleries have also committed their strong support for the project. The Seneca County Planning Department has confirmed this project is consistent with the Regional Plan.

With 100 percent of financing for construction and operations fully in place, Lago Resort & Casino's gaming facility can be completely constructed in 18 months. All gaming related program areas, restaurants and structured parking will be open within 14 months of being awarded a casino



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license. All other facilities, including the hotel and spa, will be completed and open within 18 months of license approval.

Once completed and opened, Lago's full-service casino will feature 85 table games and 2,000 slot machines. It will generate \$263 million in gaming revenue in its first year, with revenue expected to grow to \$348 million by 2026. Over \$54 million of gaming revenue will be "repatriated" to New York by out of state visitation and taking back revenue currently lost to other States.

While approximately half of that \$263 million first-year gaming revenue is expected to be drawn from existing New York gaming facilities (21 percent from existing New York racinos and 30 percent from current New York Native American facilities), the other half is forecasted to be new gambling revenue to New York State, including the 14 percent that will be "repatriated" from gambling facilities outside of New York.

At the outset, the \$263 million in gaming revenue results in Seneca County and the Town of Tyre being able to expect to receive approximately \$6.45 million in tax and fee revenues annually and New York State being able to expect approximately \$85 million annually in tax and fee revenues. Additionally, local governments can expect approximately \$5.9 million and New York State can expect approximately \$66.7 million in one-time tax and fee revenues from expenditures resulting from the development and construction of the Lago Resort & Casino.

Once completed, the Lago Resort & Casino will create approximately 1,800 permanent jobs for New York residents. Lago Resort & Casino's payroll will be approximately \$50 million annually. Lago has already reached agreements with and will partner with the Finger Lakes Workforce Investment Board and Finger Lakes Community College to help recruit, train and hire as many local residents as possible. Lago is committed to working with those entities to try and employ unemployed, long-term unemployed, underemployed, veterans and other New York residents.

Lago has adopted an Affirmative Action Program, is working with various Veteran Groups and has included the helmet to hardhats provision in the PLA. Throughout the hiring of employees both for construction and permanent jobs, every consideration will be given to boosting participation by minority and women owned businesses and to ensuring that Lago's workforce is diverse and reflects the face of New York.

In addition, Finger Lakes Community College will create a curriculum and offer a pre-employment Dealer Training School and a career track course for mid-level management. All of these actions taken together – along with Lago's commitment to purchase at least 90 percent of the available goods and services they buy from New York vendors – will provide an additional major economic boost for families and communities throughout the Finger Lakes and help solidify Lago's place as an economic and social centerpiece for the entire region.

When guests arrive at Lago, their entertainment, shopping and culinary opportunities will be plentiful, and more importantly, extraordinary. And that's before visitors head out to enjoy local restaurants, stores and entertainment venues, which will be cross-promoted, as many of these venues and businesses are participants in the Lago Rewards Partners program.

Restaurants planned for Lago include everything from a New York pizza stand to the Farmers Market Buffet, featuring locally secured produce, fruits, dairy products, meats and more, to Portico, a contemporary interpretation of a charming lakeside eatery, which will be the finest steak and seafood restaurant in the region. The assortment of restaurants was carefully selected to appeal to all target markets, and all will – of course – feature local wines, brews and distilled beverages. Plus,



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Centrifico is one of the most exciting lounges and bars that will be found in the entire region, and The Vine, which will feature the hottest big name entertainment, the coolest local drinks and a menu complete with fun food, much of it local.

Lago visitors will relish Savor New York, where local vendors will bring the region directly to them with a wide variety of local fruits, cheeses, irresistibly delicious baked goods, and other area specialties. And they'll be right at home in Shop New York, featuring Lago gear, as well as quality merchandise, gifts and products made in New York.

Additionally, Lago will feature a 10,000 square foot full-service spa featuring massages, facials, wraps, as well as a nail salon, styling salon and relaxation lounge. And the pool area will be spectacular, encompassing about 40,000 square feet, able to accommodate up to 900 guests.

From the vineyard and wineries, breweries and distilleries to the Outlet Mall, local shops and galleries to the state and local parks, amusement and theater venues and national historic sites, Lago's concierge service will be helping guests see, feel and explore the Finger Lakes and its attractions like they never have before – and for many of the guests this will be their first time.

With more than two dozen local businesses already enrolled in the Lago Rewards Partners program, and scores more expected to join, guests will have unlimited opportunities to explore. And Lago Rewards Players Club members will be able to use their points earned at Lago to buy local goods and services from Lago Rewards Partners. The entire local economy will benefit from Lago's direct and indirect spending, further cementing Lago as a regional centerpiece.

When they are not exploring the myriad of attractions in the magnificent Finger Lakes region, or spoiling themselves in the spa, or treating themselves to a marvelous meal, Lago guests will have 24-hour access to a casino second to none in New York. Both frequent and casual casino visitors will want to join the Lago Rewards Players Club and avail themselves of all the special perks of membership, which are as good if not better than any similar casino club in the state or nation.

Although most adults enjoy gambling for the entertainment it's intended to be, Lago will also actively encourage responsible gambling and provide extensive services for those who have or feel they may have problem gambling issues. Lago's Responsible Gambling Resource Center will be there for those who need help, providing information about safer gambling practices and referral to problem gambling treatment if desired.

If awarded one of New York's casino licenses, Lago Resort & Casino will be ready to open its doors to guests within a year and a half. It will quickly become the centerpiece of one of the state's top tourist and vacationing regions. It will provide significant, positive economic impact to local governments and to the State of New York— more than \$90.8 million annually and approaching \$1 billion in distributions by 2026. This development fits its environment well and by design, has positioned Lago to become an integral part of its community. The Finger Lakes' newest and most exciting tourist destination centerpiece is Lago Resort & Casino.