
Kevin Law: Well good morning on this beautiful day. My name is Kevin Law and I'm the Chairman of the Gaming Facility Location Board and with me to my right is a member of the Board Dennis Glazer. And Bill Thompson and Stu Rabinowitz will be joining us by phone and unfortunate Paul Francis a member had a death of a close friend, the son of a close friend and he's at a funeral this morning. So he will not be joining us.

Dennis Glazer: But he has access.

Kevin Law: Yeah but he may be popping in after and they will all have access to the video and we're live streaming this morning right? We are live streaming. We've had some technical difficulties in the last two days on and off, but hopefully it will work today.

This is our third day of public hearings. We did 12 hours in Albany on Monday. We did 12 hours in Poughkeepsie yesterday and we're here for a long day today. We did 283 speeches or presentations so far. We did 147 on Monday and 136 yesterday. So, we've heard a lot about casinos over the last 2 days but we're looking forward to hearing your comments today.

As some of you know, some of you attended, a couple of weeks ago we had presentations from the developers and the applicants of the 16 proposed sites in 3 different regions of our great state, up in the capital regions and low Hudson Valley and here in the Southern Tier, but these 3 days are for the public to speak, the communities to speak to allow us to learn a little bit more about your ideas, your views, whether you're for or against a particular thing. We just have a couple of ground rules.

First, some people have registered to speak previous to today and I have one list of their names and then some people have registered to speak today and we're going to bounce back and forth between the lists. And everybody will be limited to 5 minutes. Of course, if you don't use your entire 5 minutes, that's fine with us and last night we were encouraging that because we ran out of time, we didn't have enough time for all the speakers. And so we tend to remember the most for those who are short, that's a strange thing. But, they have done well. We ask you all to treat each other with respect. So, if somebody's up at the podium saying something that you're not crazy about, you know just suck it up and you'll have your opportunity. We're going to treat all of you with respect as well so please treat us with respect. We've volunteers here, we're not state employees, we're serving on this Board and helping to identify which sites we think will be best for the state and for the Gaming Commission to actually issue licenses to. And we will, everything will be posted on the website after a few days from all the testimony. To the extent you don't get a chance to say everything you wanted to say and you want to submit things in writing to us, that going to be permitted to up until 7 days, a week from today. So you can submit things in writing to us as well. And so if somebody speaks after you speak and you didn't like what they had to say, but now you don't have another chance to speak, you could write to us and give us your rebuttal there.

And that's it. We're going to get going.

Dennis Glazer: Could I just say one thing?

Kevin Law: Just one other thing Dennis. So there will be a time clock and if you do go up to 5 minutes, we will cut you off. It's not a sign of disrespect it's just that if everybody went a minute longer; we'd need a couple of extra hours through the day to accommodate that. So 5 minutes, we're cutting everybody off. Dennis.

Dennis Glazer: When you get to the podium and you're called to the podium, please give us your name; tell us which casino proposal you are speaking about so we know. Not everybody's wearing a t-shirt that makes it obvious, and if you have a financial relationship with any of the proposals whether it be with the developer or a casino operator, please state what your financial relationship is right up front so we know that as well. Thank you.

Kevin Law: So the 284th speaker and the first one today Ronald McGrevy. Town Supervisor of Tyre. We even hold all the elected officials to 5 minutes or under too.

Ronald McGrevy: Good morning. I'm Ron McGrevy supervisor of the Town of Tyre and I am very proud to have served the town of Tyre in a number of official capacities for over 23 years. As you know, Tyre is the proposed home of the Lago Resort and Casino. This project directly adjacent to New York Thruway Exit 41 is a wonderful opportunity for Tyre, Seneca County and the entire Finger Lakes Region. It has the unanimous support of the Tyre Town Board as well as full support from the overwhelming majority of our town and county residents. Both the town of Tyre and Seneca County has faced many challenges over the past several years with the recent closing of the Seneca Army Depot, the closing of the GTE Sylvania Plant, Seneca Falls Machine and other large area employers has left our residents with very little in the way of job opportunities. Tyre has the highest tax rate in Seneca County. 7000 acres, nearly 1/3 of our town is owned by the Montezuma National Wildlife Refuge. 7000 acres not on our tax rolls. 7000 acres for which Tyre is compensated approximately \$7000 per year by the federal government. That's a huge hole in our tax base which will never be filled. In the balance of our town, we have 31 miles of roads to maintain with approximately 960 residents to pay for that maintenance. By the way, those 960 residents include children. Clearly, the tax burden on our citizens is suffocating. With a less than robust jobs picture and a difficult tax climate, I cannot overstate the benefits that the Lago project would provide to Tyre and to our region. The creation of 1800 new jobs, the increase in business for our local merchants, the much needed tax relief for our town residents, all of these things and more can happen for us with the approval of this exciting project. Providing municipal water to areas of our town that desperately need it. Installing high speed Internet to compete in the 21st Century. Providing a secure facility for our courts. These are things that could not be attainable goals, but without this project would only be pipe dreams. I'm sure you're all aware that there is a very small but very vocal group opposing this project. The self-proclaimed anti-casino activists continue to wage a relentless campaign of misinformation, distorted facts and false accusations. They state a highly inflated number of opponents to the project, numbers which are just that, highly inflated. In addition two unsuccessful lawsuits have been brought against the town of Tyre by the same anti-casino group in the past 9 months. Their latest petition was and I quote, "Dismissed in its entirety on the

merits” by the State Supreme Court on September 18th. In both cases the court’s decision confirm that the Tyre Town Board has acted in accordance with the law.

I, as well as the vast majority of Tyre residents am truly embarrassed by the disgraceful tactics of this opposition group. They’re unrelenting exploitation of the Amish Community is beyond shameful. To my knowledge Tyre currently have 4 Amish families despite claims to the contrary and I stand here today to assure you no one in the Amish or Mennonite Community in Tyre or in the surrounding area will be adversely affected by this project, no one.

As I mentioned, this project has the unanimous support of the Tyre Town Board. We have done our homework. Hundreds of hours of research in conjunction with our teams of legal and engineering consultants have demonstrated that this project will absolutely benefit our town and its citizens. And I repeat, the overwhelming majority of our residents fully support Lago. The project applicant Wilmot and its engineers have made every effort to listen and to respond to all concerns that have been raised throughout the town zoning and land review process for this project. A detailed host community agreement addressing potential development impacts was extensively researched and adopted. Social and economic issues were thoroughly investigated and exhaustive traffic studies have been conducted. Several changes were made to the project design itself, often to substantial cost to the developers. I have lived and worked in Seneca County my entire life. I’ve owned my own home in Tyre for 33 years. My parents and grandparents grew up in Tyre. The Lago Resort and Casino is a one in a lifetime opportunity for our area. Please give us the opportunity to grow and prosper by granting the region 5 gaming license to Wilmot for the Lago Project. Thank you for your time and consideration.

Kevin Law: Thank you supervisor. Anybody has anything to submit in writing they can submit it to staff of the Gaming Commission. Next up is Gene Pierce, Seneca County Tourism Advisory Chair.

Gene Pierce: Good morning and thank you very much for the time that you’re giving to this throughout the state of New York. My name is Gene Pierce, I am very much in support of the Lago Project as well as serving on the Seneca County Advisory Committee for Tourism, I am the owner of Glenora Wine Cellars which is a 55,000 case winery and the inner Glenora 125 seat restaurant and 30-room facility. That facility is located in Yates County approximately 40 miles south of the proposed Lago Project. Additionally, I’m the owner of Chateau Lafayette Reneau which is a 15,000 case winery and a 5 room B&B located in Schuyler County probably 35 to 40 minutes away from the Lago Project. And finally, I’m also the owner of Knapp Winery Vineyards and Restaurant which is located in Seneca County and this is a 100-acre farm with 15,000 case wine production and a small restaurant. As the owner of these businesses I recognize the importance of tourism and its impact on the region in the Finger Lakes. There’s absolutely no question that many of the smaller and even medium sized businesses that are tourism are highly dependent on traffic coming into the area. The Seneca County Tourism Committee, which I said before, I serve as chairman, and also being a member of the Seneca Chamber of Commerce I’m very much aware of the impact again of tourism. As well, being a member of the Seneca Lake Wine Trail and Cayuga Lake Wine Trail both of which have

significant number of members. The Seneca Lake Wine Trail roughly 36 and the Cayuga Lake Wine Trail with 16 members. Again, I need to point out the importance of visitation and what Lago will bring to our area. That 3.5 million visitors is going to be significant to us. There's absolutely no question. Some of us are under the feeling now that perhaps tourism has somewhat plateaued. The dollars that we have available to bring people into the area are somewhat restricted and limited. The proposal that Lago is presenting with additional resources for promotion to bring people into the area is really very, very important.

As well, within the Finger Lakes Region, there are 100+ wineries. Most of them are located within 40 to 45 minutes of the Lago property. And again, this is extremely important when we look at the tourism aspect of what this facility can and will do for our area. And additionally, it's not only of the wine industry but there are several other industries, tourism industries that have sprung up in the recent years. We think of the Savor New York Program which is a relatively new program that promotes farm craft beverages such as wine, beer, cheese and so forth. And once again, I want to keep going back to the importance of tourism. Lago with that 300+ million, 300 million+ visitors is certainly not only going to benefit those businesses that are well established, well recognized, but people tour up and down the roads throughout the Finger Lakes Wine Country, they're going to be stopping at many of the farm stands, farm markets, people who don't have the opportunity oftentimes to expend funds and resources to advertise and promote.

And I also would like to point out that this project is the only project that is in the Finger Lakes AVA which is a federally designated wine region, so it really is very, very important to us.

And lastly, I would like to mention the fact that Lago will provide an entrance to the Northern Finger Lakes, something that has not been well defined with the location being on New York State Thruway and New York State 414, it certainly is going to provide a well-recognized area for people to come into our region. I thank you for your time.

Kevin Law: Thank you. Next up is Tom Murray.

Tom Murray: Good morning. I'm Tom Murray from Waterloo, New York, first generation dairy farmer and also the owner of Muranda Cheese Company. I've had no financial dealings or association with any of these resorts other than its location. I'm here to support the Lago casino. First generation dairy farmer 25 years. Came to Seneca County, was born here but moved away and came back. A reason for that was opportunity. And with opportunity that breeds success. My family and I have found that success in Seneca County just south of the village of Waterloo with dairy farming and also raising our 3 children there and having the opportunity to send them to Cornell. My middle son runs our dairy farm being the second generation now. My other 2 children live in Manhattan area. They'd like to come back, no opportunity. Creating the cheese company there, we've developed an opportunity there for them to come back at some point and they're starting to realize that potential. For a business that's only 7 years old, we are growing at 25 to 30% a year based on tourism and local traffic right to our farm. Taking a unique product that we produce on the farm and expand to the public has been very rewarding for us. Not only

for the farm, but we also experience great growth in our area as I've served on the Fayette Town Board for 8 years watching economic development slip by us, and pass us by only from stubbornness and also from people not foreseeing the future. We grant this opportunity to our region is only going to enhance everything we stand for as far as growth and bringing our young people back to the region to grow and prosper as we educate them to come to areas like this. And as Gene has said, the tourism industry has been very substantial not only to the wineries but to our region in general. We support open vistas which Lago casino will make sure stays there and the tax base that we will bring to us will help our region greatly. I'm not going to take 5 minutes. I don't prepare a statement I just read from the heart. Thank you.

Kevin Law: Can I ask you a question?

Tom Murray: Yes sir.

Kevin Law: How far is your business from the proposed casino?

Tom Murray: About 10 miles south.

Kevin Law: And is it on a road that people would pass?

Tom Murray: Right on the main highway route 96.

Kevin Law: How far off the highway would this business be.

Tom Murray: How far off?

Kevin Law: How far off the Thruway would the casino be?

Tom Murray: The casino is going to be like 200 yards, 500 feet north of the Thruway, we're the opposite direction. So it would actually be coming down past our place to get into the tourism industry. It's a direct shot to the gateway to the Finger Lakes.

Kevin Law: Gotcha.

Tom Murray: And just another comment, I've always addressed this region as the Finger Lakes not just Seneca County and as we grow this whole area, one of the biggest things I hear as people come to our cheese tasting room is we've been to Napa, we've been to Italy, we love coming back to the Finger Lakes because of the hospitality and the affordability we have here. Your people are always very gracious and very fun to be around. So the proposed site only like Gene says, it's a gateway at the North but it opens up the whole vista to the Finger Lakes region which encompasses about 6 or 7 counties and the Thruway being the artery of the Finger Lakes has been a great resource to coming there. Just recently our farm is listed on an attraction site at Exit 41. And just in the 3 months that that sign has been up, we've seen a lot of increased business. So we're excited about that. Also, in the 25 years since we've been on the farm, the

infrastructure that has come to this area for agriculture and agricultural enterprises enhances more and more of that opportunity in our area.

Kevin Law: Well thank you. With a little urging you did use the 5 minutes. Thank you Tom. Ursula Pardon-Maunder. Is Ursula here?

Ursula Pardon-Maunder: Good morning. I'd like to thank the Board for the opportunity to come up here and speak to you. I'm speaking against the casino in Lago or Tyre and my name is Ursula Maunder, I'm the Senior Director of Marketing at Vernon Downs and I'm here to speak on behalf of Vernon Downs in Vernon, New York. We're a close-knit family in Vernon Downs. I started working there in 2006 when they opened the second time, a native American, minority women and has been given a lot of opportunities there to move up in my position and attain Senior Director level. I think basically we would be dramatically impacted by the license if it's awarded to Tyre or Traditions. When we were asked to support the settlement between the state and the Oneida's, we agreed to do so on the assumption that the Oneida's would be getting an exclusivity which also would affect Vernon Downs because we're in that area there. By allowing this casino in Tyre we feel that would undermine the intent of the settlement and what our understanding of the agreement was. The Wilmot proposal has stated that his feeder markets are in both Syracuse and in Rochester. Well approximately 30% of Vernon's market comes from Syracuse. We can assume that half or maybe even all of it could choose to go to Tyre. What other business would survive losing 30% of their customers? None. If you ask yourself why Tyre in the Southern Region? The location is closer to Central New York and it's not really in the Southern Tier. If you look across the map, the casinos kind of go right across the middle of Central New York, Finger Lakes, Tyre, Turning Stone, Vernon, Saratoga all the way on the end. If Tyre was to get the casino, we would have a lot of affects in our local community. There would be lost salaries and wages, the payroll multiplier impact and spending in the region, lost salaries will impact people that buy groceries, school supplies, rent, mortgages. Employees would be hard pressed to find jobs, not to mention there would be no payments to the horsemen[sounds like]. We are a local casino. We ask people to come as they are. They prefer not smoking and they don't like crowds. We offer weddings and meetings at a competitive price. We make a lot of contributions that have a huge impact to the community. We contribute \$100,000 alone to the food bank of Central New York which is feeding, used to be just sole people in the community, now it's feeding families in the community and reaching an 11 county area. We have 358 employees that would be affected. Our annual payroll and benefits is upwards of \$10 million. Our spend on goods and operating supplies are close to \$800,000. Basically, we have a professional services \$143,000. Our facilities cost \$1.2 million. Food and beverage costs alone are \$2.2 million that we're putting into the community. Our place we are a family. They range in service from new hires to 54 years of service that we have in our company. The employees are coming, pretty much the longest commute would be Syracuse which is 45 minutes away. We have staff members from 3 different unions. We have the IBEW, the Teamsters and the Rochester Regional Joint Board. We work together with these unions to create equitable relations amongst employees and ourselves.

In closely, there's some sobering facts here. Vernon Downs is not profitable all the time. We are being subsidized by Tioga Downs. If a casino goes into Binghamton, and Tioga Downs closes, we would be negatively impacted, as our growth is subsidized by Tioga and they keep us in business. It's very hard to compete with Turning Stone already. Turning Stone and the Seneca's are in a position to survive but Vernon is really not. We are a small local casino. New York would lose so much through what has otherwise been such a careful process here that we're doing specifically designed to promote economic development. I do love my job and my employees are my family and a casino in Tyre would hurt our livelihood. Thanks and I appreciate you allowing me the time to speak.

Kevin Law: Ursula thank you. Could you just refresh my recollection. Where is Vernon Downs? Is it in between Tioga and Traditions or?

Ursula Pardon-Maunders: can I approach?

Kevin Law: Yes please.

Ursula Pardon-Maunders: We are straight, let's see here, Cortland, Syracuse, Dewitt, it goes up 90 and then over to the right like under Utica. Here's Oneida right here so we're right across the lines here. See here's Syracuse, we're over Oneida.

Dennis Glazer: How many miles or minutes?

Ursula Pardon-Maunders: It's about 45 minutes.

Kevin Law: From the proposed Lago.

Ursula Pardon-Maunders: From Lago it's about 80, I think, 80 minutes, 75, 80 minutes.

Kevin Law: What town is Vernon Downs in?

Ursula Pardon-Maunders: Vernon, New York.

Kevin Law: Vernon.

Ursula Pardon-Maunders: Yes and the same Turning Stone is in Verona, New York. We're like 5 minutes apart.

Dennis Glazer: Thanks, what county is Vernon in?

Ursula Pardon-Maunders: It's in Oneida County.

Dennis Glazer: Oneida County got it. Alright. Thank you very much.

Kevin Law: Next, Carmena Russo. As Carmena is coming up, you might be able to tell from my questions to Ursula that I'm from downstate.

Carmena Russo: Hello my name is Carmena Russo and I reside in Seneca Falls, Seneca County, New York. I would like to take this opportunity to thank the New York State Gaming Commission for reserving this time for me and allowing me to appear before you. I speak in favor of Lago Resort and Casino. A recent part-time position I held at Waterloo Premium Outlets as a customer service representative, I held this position for just about 10 years and worked at the Customer Service desk. My primary duties were the distribution of coupon books, selling gift cards, greeting customers which was a great job. I found out first hand that a great majority of these shopper tourists were very curious about where they were. Many, many, many times I would help these people with accommodations for the evening or even their entire stay in the area. They wanted something to do and experience this areas as we know as the Finger Lakes. Finding accommodations were often very hard and I had to try to look outside Seneca County to do so. These shopper tourists wanted to stay longer than the anticipated to stay in the immediate area to return to shopping the next day. Sunday evenings when the mall was closed earlier than the weeknights, many would approach the desk to find out what there was to do in the area and a place to have a nice sit-down dinner. These were not very easy tasks to accomplish. Many of the eateries and destinations closed early for the evening. If you would consider my first hand experiences taking into consideration there is a legitimate need to accommodate these shoppers and tourists in Seneca County.

Another duty I had was to greet the passengers who were on the numerous amount of touring buses that arrived at the mall for a day of fun shopping. I would get on the bus, speak to the passengers, and greet the people. One of the questions I was asked a lot was, "Where are we?" I would then give them a short synopsis of Seneca County and what we have to offer. I would tell them about the mall and tell them to please stop back at the desk before they left for the day and I would give them a map and answer the questions they had about our area. Well after 10 years and hundreds of buses and their passengers I spoke with, and the great majority of these people told me they would be back and stay longer and enjoy what they passed on their way to the outlet mall. Frankly, many people did return on their vacations or returned on subsequent bus trips and did stop to say hello. There is a constant need for accommodations. For example, within the past 3 years a Hampton Inn at Seneca Falls was opened and this facility is packed with people all the time. What a great compliment the proposed Lago Resort and Casino with its beautiful layout would surely add to the already God-given beauty bestowed in Seneca County for all to see as you exit the New York State Thruway and enter the grounds of the Lago Resort Casino. I wholeheartedly feel that when this proposed Tyre site in Seneca County is approved it will catapult Seneca County into a first class resort area. This casino would further support economic growth in that corridor. The potential domino effect it will have for allowing good paying jobs for our union brothers and sisters, full-time job for laborers and other job seekers looking for either full or part-time jobs for the area and residents. To allow these people to maintain a standard of living. It will give residents a strong roots in our county and a reason to stay in Seneca County and in New York State. Thank you.

Kevin Law: Thank you. Robert Seem.

Robert Seem: Good morning. My name is Robert Seem I'm speaking to the Lago Resort and Casino plan. I've been a resident of the Town of Tyre in Seneca County for 39 years. For most of that time I've been on the Tyre's Planning Board and have chaired the Planning Board for the last 20 years. My day job is a Professor of Plant Pathology at Cornell University and I only mention this because in addition to that I carry our working entrepreneurship in agricultural economic development for the College of Agriculture and Life Sciences. My comments today are from the perspective of a citizen planner, a resident of a very small town that may host a huge Resort and Casino and a Researcher who has unfettered access to literature and university experts on community and economic development. The town implemented a very basic zoning law in 1991. Just 5 years ago we also initiated a comprehensive planning process. Because the town did not use outside consultants, the process was lengthy, and the final draft was completed only in September of 2013. The plan projects the town as a largely rural community. However, the plan also recognizes the need for additional economic development to sustain the town and the development is recommended in 2 emerging commercial areas, one of which comprised of the New York State Thruway exit 31 including the adjacent areas on routes 318 and 414. When approached by the Lago Developers, town officials were in total disbelief that a project of this enormity was proposed for the town. After the initial shock, they realized it was their responsibility to the citizens of the town to vet the plan with careful rationality. Here is what the town did: completed the comprehensive plan using the September 2013 draft so it could serve as a basis for decisions made about the casino. Started to evaluate a draft plan unit development a PUD legislation to enhance the zoning law and strengthen the town's ability to manage the proposed project, including full site plan review. Issued a request for qualifications to secure consultants to represent the town in engineering, legal, economic and social impact issues, and have the consultants in place by mid January. Started analyzing the Lago Development Plan and initiated the seeker process with consultants by late January. Implemented the PUD law and created the PUD for the casino project, negotiated a host community agreement between the town and Lago including additional fire protection and additional mitigation efforts for problem gambling. And finally, approved the development plan, the site plan and the seeker by early June. Although the timeline was highly compressed, the town accomplished the full planning process and approvals. In the final analysis the Lago Resort and Casino was very compatible with the comprehensive plan. Validation of this decision was demonstrated in 2 unsuccessful court challenges by opponents of the project. Of course, the proposed casino raises more issues than just compatibility with municipalities, development goals and environmental quality. The town anticipated these concerns and sought guidance from experts and commissioned its own study on economic and social impacts of the casino.

Clearly, there are positive and negative impacts of the casino to the local community and impacts are highly contextual. What distinguishes this project is joining with local businesses and attractions to create an integrated economic development plan for the region, something that is very much in line with the state gaming law. It is important to note that with nearly any large development project, not everyone agrees with the analysis. Proponents to Lago mounted in intensive campaign against all aspects of the development. Their arguments were completely

one-sided and usually factually incorrect. In my opinion the most egregious activity against the development was the exploitation of the Amish and Mennonite Communities in our town claiming they represented these communities, they have made highly inaccurate statements about how communities will be impacted. Gentleman, they will not be impacted. They will remain a vital part of our community.

In summary, I'm proud of the work that the Town of Tyre accomplished over a very short period of time. Tyre had a very professional relationship with the developers and excellent guidance from its consultants. Tyre demonstrated that Lago was really consistent with the comprehensive plan. They completed the full analysis of the site plan and environmental impact assessment as well as analysis of the economic and social impacts to the town. Lago Resort and Casino will be a real benefit and a welcomed addition to the Town of Tyre and the Finger Lakes Region. Thank you.

Dennis Glazer: Robert may I ask you a question? Was your Planning Board a defendant in one or any of the two lawsuits?

Robert Seem: Partial defendant yes. It was actually, I was one of the defendants in the actions.

Dennis Glazer: Can you tell me what the claims were that were dismissed by the court?

Robert Seem: Challenges were multiple, partly that the PUD legislation was improperly implemented. There were questions about notifications. It was a whole series of charges and as Supervisor McGrevy mentioned, they were totally dismissed. Everyone was dismissed.

Dennis Glazer: Thanks very much.

Kevin Law: Next is Jeff Shipley.

Jeff Shipley: well good morning and welcome to the Finger Lakes Region, also known as Region 5. my name is Jeff Shipley and I'm the President of the Seneca County Chamber of Commerce. We're among the biggest professional organizations in this region and have provided advocacy support and promotion services for roughly 550 member businesses in tours and partners since 1968. our mission is simple – to advance the general welfare and prosperity of Seneca County so that it's citizens in all areas of its business community prosper. To that end, I am here today to convey our chamber's unequivocal support for the Lago Resort and Casino. Based on previous public hearings that you've held, I expect that you may hear some opposition to the three casino proposals for Region 5, but let there be no mistake about the overwhelming support that Lago has received from the majority of our communities, businesses, residents and tourism industry. Our chamber, much like you're doing today, was deliberate in its approach. We gathered research, analyzed data, ultimately gave our members in our community the chance to voice their opinion which would ultimately help shape our conclusion. In the end we concluded that Lago was the best proposal for Region 5. It offers the most economic benefit to the State of New York, our region's needy school districts, and its municipalities. It offers the

greatest impact to our region as its situated in the most convenient location to capture the most amount of people and keep the most amount of dollars right where they belong, here in New York State. In February of this year our chamber surveyed its membership and the Lago Project received an impressive 89% approval rating from businesses both big and small. These businesses and cultural institutions sited Lago's commitment to our region in terms of both jobs and investment. In the days and months that have followed, the local business community has watched as Lago's investment has been pushed higher and it's commitment to our region has grown stronger. Lago has exceeded its required goals for community partnerships entering into agreements with multiple businesses including cultural and entertainment, regional food and wine businesses, workforce trainers, educations institutions and many more. The Seneca County Chamber has eagerly helped them make these connections. We can attest that their commitment is real and their intentions are sound. These and other examples will help our local workforce create real economic development, and most importantly, give our small businesses a needed shot in the arm in the form of a reliable vendor. Agriculture is our top industry in the region and our local economy is largely tied to the unpredictable nature associated with farm to table business models. Our farms, and by extension, our economy are subjected to unbelievable amounts of risk. Dairy farms are at the mercy of fluctuations in milk prices and rising feed costs. Area vineyards and wineries are at the mercy of climate changes such as the particularly harsh winter of 2014 or the overly wet summer of 2011. conditions such as these can and have produced massive losses and have reeked havoc on our economy. Lago can help breathe a significant sigh of relief into this dynamic through efforts like Savor New York. They will feature locally sourced foods and beverages while providing local vendors with an incredible outlet to showcase their products and possibly unearth new opportunities. Lago will help farmer's grow our region's top economic engine and help these people better manage their risk.

Finally, I'd like to comment on the significant economic development potential that our chamber believes Lago can have on our community outside the walls of the casino itself. You see our region is truly beautiful, and hopefully you'll get a chance to experience some of it today. Our people are salt of the earth types. We're proud, sometimes stubborn, and we are resilient. Strong enough to overcome challenges that have been thrown our way like the massive lay-offs that proceeded the shuttering of longtime manufacturing facilities which one defined our community and kept our main streets bustling. Our people are strong enough to survive the reality of high unemployment, and strong enough still to face a harsher reality that their workforce skills just don't cut it anymore and must be transitioned in order to make a living and provide for their family even if that means leaving behind their homes in order to seek new employment and relocation in another community where the jobs are. We are resilient but resiliency doesn't bring families back once they've left. It doesn't reopen those now decrepit empty buildings that once showcased our skilled workforce. Resiliency also doesn't compel visitors to stop and get off at our thruway exit when there are promises of brighter lights and better fortunes to be had further down the road to the benefit of another nation which takes me to Lago.

Kevin Law: Jeff we're out of time.

Jeff Shipley: Well Lago has the ability to change that. I do appreciate your time and really hope that you consider Lago.

Kevin Law: Thank you. Mike Scaglione

Mike Scaglione:

Kevin Law: Just a tip, when you're up the first four minutes are green and the last minute shows a red so you decide to wrap it up and summarize.

Mike Scaglione: Well hopefully we won't make to the red, I'll be brief.

Kevin Law: That's even better.

Mike Scaglione: I'm Michael Scaglione, I'm the Board Chair of the Seneca County Chamber of Commerce. I represent the volunteer side of Jeff's organization. I represent the business community of Seneca County and I'm here to speak of Lago which I have no personal or professional connection with Lago.

As Jeff mentioned, in February of 2014 our Board voted unanimously to support the Lago Proposition in Seneca County but that came after over 2 months of research, outreach and discussion with our members and partners throughout the area. We held 2 open meetings that were attended by the Lago team where there was open discussion by members of the community whether they were businesses or individuals. We had a survey of our membership and as Jeff mentioned, 89% voted in favor. Keeping in mind also that of the remaining votes, approximately half were indifferent. We also had discussions with, of course you met Gene earlier today with the SCACOT[sounds like] the Counties Advisory Committee on Tourism and we were also aware at the time that SCACOT was in support of Lago with a unanimous decision also.

Keeping in mind also that our voters in Seneca County in the November vote voted 55% in favor of gaming in New York State. We felt that our decision was in line with our business community and also our citizens.

In addition to the two open meetings, we have a forum called "*Coffee and Conversation*" with the Seneca County Chamber of Commerce and in February we held a *Coffee and Conversation* event which was also attended by the Lago team. We had more than 70 people at this event and it was advertised in the Finger Lakes Times, Seneca Daily News and on the Chamber's website along with radio to give anybody that wished to attend the opportunity to attend and we found that that survey reflected the survey that was taken by the Chamber also. At that meeting, of course, the Lago team that attended they presented their side and showed their plans and answered all their questions.

Lago represents much needed revenue not just for our business community but for our municipalities. The 1200 construction jobs, the 1800 jobs that are needed by Seneca County,

Lago's desire and commitment to recruit, hire and train locally is something that's sought after by the business community. The Buy New York Pavilion, we view, as a business community, we view Lago not as a competitor but as a business partner in our community and they're offering to not only partner up with us as far as information that was discussed earlier that could be presented, but also at selling our products.

Again, I said I'd be brief, a follow up to Jeff. I appreciate your time and on behalf of the Seneca County Chamber of Commerce membership, thank you and we hope that you'll consider Lago in Seneca County.

Kevin Law: Thank you. Rebecca Matthey.

Rebecca Matthey: Hello my name is Rebecca Matthey and I'm the Tourism Director for Tioga County and I'm here to speak in favor of Tioga Downs as a representative of that office and a resident. I am a lifelong Tioga County resident and throughout my career I have worked in many small tourism related business in Tioga County. I know and have seen first hand the hard work, dedication and passion that is necessary to keep the lights on and the doors open in these businesses in Tioga County. These business owners make this effort because they are proud to live in Tioga County and want to see it thrive. It is a tight knit rural community that works together and has many organizations that work to put on events, beautification projects and other initiatives to help the community thrive. I know these people. I work on these projects with them and still as hard as they work it is not enough. As important as it is to have these groups and these community events, Tioga County does not have a major attraction or other potential tourism destination besides Tioga Downs. We are a Finger Lakes gateway community with no lake. Our proximity to Route 17 and future I86 makes us perfectly positioned to take advantage of travelers that are passing by Tioga County and through our quaint historic villages every day, we have poor signage and many people pass by without any idea of what lies on the other side of the exit. I have been in this position for less than 6 months and although our office and Economic Development and Planning Council work hard to find new ways to bring people to Tioga County, there is nothing so vitally important as Tioga Downs being awarded the table gaming license. We are also a gateway community to the Finger Lakes and Tioga Downs is perfectly situated to filter out visitors throughout the region, and they're brand as an agricultural fair, sorry, their theme is an agricultural fair theme and Tioga County has one of the first fairs in the state, and their harness racing connects to our agricultural and rural heritage. And Tioga Downs brand does enhance our own personal brand and shows it as a unique experience.

Tioga Downs has partnered with our office on travel shows and ideas and has been a real partner in tourism in Tioga County. And I've worked on organizing many community events and everyone has been sponsored by Tioga Downs. A representative of their dining facility came to a recent press event that was held in Owego, which is our County's seat to launch an agricultural tourism program through the Appalachian Regional Council. It was attended by members of the state department and the ARC. Tioga Downs came to represent them because they have a farmer's market and a farm to table program where they source food locally. They have shown that they are committed to our office and to Tioga County, so I believe them when they say they

will continue to work with us. Not only to bring visitors into Tioga County, but also to filter into Tioga Downs, but to filter them out throughout the county and throughout the region. Tioga Downs is committed to regional tourism because they understand the commitment to the Finger Lakes is mutually beneficial. We've had discussions on tangible ways to education their visitors and also filter them out throughout the Finger Lakes Region through possible tourism and things like that.

Our office does work with 2 regional TPA groups to promote the Finger Lakes and they want to work with us to expand on our commitment to the Finger Lakes Region as well. They understand what being a regional partner means. You will hear a lot from a lot of different people about the impacts on jobs and economic impacts that will result from this so I'll speak from a tourism standpoint. In 2011 we had a pretty devastating flood and our occupancy tax which is 4% on the 400 hotels we have was devastated. We went from 63% occupancy in 2011 down to 36 in 2013, that's a loss of almost \$100,000. That money goes to fund our office and it also goes to fund other economic development programs. It is slow to come back and Tioga Downs we expect with their 136 rooms that they plan up to \$200,000 in yearly economic development planning funds for Tioga County. And I see my time is up. Thank you.

Kevin Law: Well thank you Rebecca. Martin Masterpole. Is Martin here? Okay. Now we're going to go to the list of people who signed up today. Then we're going to go back and forth. Linda Alamo. Is Linda here?

Linda Alamo: Good morning and hello. My name is Linda Alamo and I'm here representing and supporting the Traditions Resort and Casino partnering with Seneca Gaming in Binghamton. I am working as a server in the Thunder Mountain Buffet at Seneca Alleghany Casino in Salamanca, New York. I have been there since day 1 and have worked there for over 10 years now watching it grow and watching it prosper from a small casino and buffet to a hotel which has had to be more than doubled already, 4 restaurants and a snack bar and a state of the art event center. Working for Seneca Gaming is wonderful. I worked in a factory for 30 years beforehand in Olean, New York. Olean used to be a major place for work around Cattaraugus. Salamanca had nothing before this opened. While all the factories started moving out, all the jobs started going so the opportunity to work with them came along and I applied. First because it was full-time and we could have benefits, we could have insurance and I was lucky to be hired. Unemployment in Cattaraugus County at that time was at an all time high and there were no full-time jobs to be found. I needed medical. I was widowed, on my own and needed to get out of the heavy lifting of factory work. Starting and watching this casino grow was amazing. Seneca Gaming offers so much more than a job. It offers medical, 401K, vacations, sick time, its not just a job, we are trained to smile, see through the eyes of our customers and make their experience the best its ever been. We have training classes for CPR, 4 star training, allergy training, and how to give the best we have to our customers. Over the 10 years it has grown, our co-workers have become family and we all stand behind each other, working together and becoming a team to give the guests their best experience ever. When guests are happy they return. And in return the casino thrives and expands. Seneca Gaming has great ideas. Salamanca has begun to grow, businesses are beginning to be added, things are building back

again in Western New York. There has been thousands of jobs opened for us between our 3 Seneca casinos. So please support Traditions Resort and Casino in Binghamton partnered with the Seneca Gaming, it's a wise decision for Binghamton. Thank you for letting me speak.

Kevin Law: Thank you.

Dennis Glazer: For those of you who are standing in the back there's some seating up front. We cannot add more chairs because we've reached the limit for this room but you're welcome to come up, there's seating in the front.

Kevin Law: Denise Grainger.

Denise Grainger: Hello. Thank you for allowing me this opportunity to speak. My name is Denise Grainger, I'm a mother of 3 and a grandmother of 2. I live in Salamanca, New York and I'm here to represent Traditions Resort and Casino and Seneca Gaming Corporation. I am employed in the Thunder Mountain Buffet at the Seneca Alleghany Casino and Hotel. I have worked there for 8+ years full-time with benefits that I depend on. Prior to working at Seneca Alleghany, I had to drive 30 minutes to work. I sold insurance. I did not have health benefits through that position and I felt stuck. The casino has been wonderful for me and my family. The benefits are outstanding and there are tons of opportunities for career growth. They offer training, continue investing into their employees. I feel a sense of pride in my company and I love what I do. My customers come from miles to experience all that Seneca Alleghany has to offer. Prior to the casino coming to Salamanca 10 years ago people had no reason to visit Salamanca. Businesses have opened in Salamanca and the casino sponsors several festivals in the town that would otherwise not even have that. The casino has breathed new life into an otherwise small town, opened thousands of jobs for the area, given hope to people like me that want to raise my family here and retire. Our state of the art event center brings in entertainment to us. Thousands of people come into our town, oftentimes staying overnight to enjoy a show. This was a positive choice 10 years ago in Salamanca and it will be a positive choice for Binghamton also.

In closing, I would reiterate that we all support Traditions Resort and Casino and Seneca Gaming Corporation as your choice for this casino. Thank you so much.

Kevin Law: Thank you. David Odioni. Did I get that right?

David Odioni: You did. Very well done. Good morning. I've Dave Odioni and I'm a resident of Seneca Falls and Vice Chair of the Seneca County Chamber of Commerce. I'm here today to speak in the support of Lago Casino proposal and I thank you for the opportunity to do so. I have no fiscal relationship with any of the proposals before you today. The chamber has been a leading voice for business in the Seneca County area for more than 40 years with a significant focus on tourism and economic development. I'll be very brief because I don't want to rehash the details you've heard from others and will continue to hear throughout the day. I also heard that you remember the brief so.

Kevin Law: Well actually that's good point you make. So if people are going to just repeat a lot of the same stuff, if people have said similar stuff, try to tell us something different than the other guys from the Seneca Chamber said. That would be helpful.

David Odioni: I just want to highlight a few points that I see particularly relevant. The area of this proposal, the Lago Proposal entire has been directly impacted by high unemployment and low median income more so than other areas in region 5. Also this proposal is designed to enhance local food and wine tourism a huge portion of our economy and overall to boost our economy resulting in improved business climate for all sectors of our business. The Chamber represents 339 businesses. When those businesses were told, they overwhelmingly supported this proposal and the Chamber has been very active in connecting many of those businesses with the Lago Proposal. We support this proposal for one very simple reason, Lago can be the catalyst we so desperately need to spur development and improve our aged, sometimes nonexistent infrastructure. Improvements such as sewer lines, expanded water lines, upgraded power capacity would be within our reach should the Lago project be chosen. Each of those otherwise unattainable investments would help turn our vacant lands, our closed military basis and our desolate facilities into prime opportunities for redevelopment. This is not an exaggeration. We know that developers see the same potential in our area as we do. To this point, we've been waiting for someone to go all in on our community. Lago is ready, willing and able to be that someone. They are the best option for this region to improve the fortunes of our people, our community and this great state.

Thank you for your time and your willingness to consider Lago proposal.

Kevin Law: Thanks. Mike Davis.

Mike Davis: Well if shortness makes you memorable then you ought to love me. My name is Michael Davis, I'm from Gala, New York and my residence is within 3 ½ miles of the proposed location in Tyre for the Lago Resort and Casino. I'm the President of the Finger Lakes Building and Construction Trades, as well as the Business Manager for the International Brotherhood of Electrical Workers local union #840. As the President of the Finger Lakes Building Trades, I speak with one voice for over 6000 building tradesmen's families that live, work, spend money and make their homes in the Finger Lakes Region. I would like to thank the committee for their time not just here today but throughout the entire process. I'd like to start my statement with a rather lengthy list of businesses from our area.

Kodak, Xerox, Carrier, Romulus Army Depot, American Can, Harper Hanifen, Sara Coventry, Silver Floss Foods, Agway Manufacturing, International Paper, Dresden Power Plant, Mcquay, New Venture Gear, Elco, Butler Correctional, Singer Sewing, General Electric, Sylvania, Seneca Falls Machine, Eisenhower College, Westcott Ruler, Beacon Foods, Western Union, Clinton Corn, B.E. Right, Bailey Lumber, Coco-cola, Comstock Foods, C.D. Foods, Empire Cheese, Rickett and Beniger, Sterling Co-op, Mobile Chemical. I could go on. What all of these businesses have in common is that they were all large suppliers of good paying middle class

jobs. The type of jobs you can raise a family on. The type of jobs you can support taxes on. The other thing they all have in common is that they all employ people from the area Lago Resort and Casino has been proposed to be constructed in. The last thing they have in common, sadly, is that they are all either all gone or the jobs they used to provide are all gone. The loss of these jobs over the course of my lifetime has created a massive problem for our area. Our school districts all struggle to stay solvent, our townships are continually looking to combine or just plain dissolve due to lack of funding. Many businesses have left or closed due to lack of customers and our children have been forced to leave due to lack of opportunity. Simply put a \$425 million facility will go a very long way to reviving our economy, increasing our tax base and helping our area of New York regain the prominence it once held. The Finger Lakes Region and Seneca County was built on manufacturing and tourism. Manufacturing gave tourism the boost it needed to survive in slow periods. With the loss of the support of tourism, with that loss the support of tourism began a long downhill slide. After all, who wants to vacation around our beautiful lakes and wineries only to just stay in towns that are boarded up because residents left for greener pastures? Lago is just the spark needed to reignite the tourism that once flourished in the Finger Lakes.

Another thing these businesses had in common is that they all needed construction and maintenance. Our members fed their families by servicing these businesses. With these businesses gone, it has become harder to retain talented people in the construction industry. At this time our local has 43 wiremen and apprentice wiremen that are out of work. Without Lago there's very little hope for them to return to work until at least late spring. This follows what I would consider to be one of the worst 10 year droughts for work in our area. Without this project it will be a long cold winter for their families and loved ones. The Finger Lakes Region needs to maintain a trained construction workforce to be a viable asset to the rest of New York State and Lago has shown it's commitment to hiring local workers to build, maintain and work at their facility. These workers and their families are hoping that Lago is awarded a license so they will continue to practice their profession and raise their families in the Finger Lakes.

Lastly, this Board is going to hear many different opinions to where these licenses should be granted. Most of them are going to be based on wants rather than needs. Tioga Downs wants a license for their facility. Casino owners don't want a facility in their area. Wilmot wants to build a casino in Tyre. All those are viable wants from interested parties but I hope this committee takes into account needs over wants. These people behind me in the yellow shirts they need to put roofs over their family's heads. They need to put food on their tables. They need to put clothes on their children's backs. The reality is our area needs this opportunity. Simply put, if a license is granted to Lago this committee will look back 10 years and say, "Man did we make a difference in those people's lives." New York's Finger Lakes Region is the showcase, Tyre is the place, Lago is the beginning of a brighter future and the time is now. Thank you very much for your time.

Kevin Law: Mike. I have a question. First, you got me excited. You know you said I'm gonna love this when you said you like short, you took the whole 5 minutes, but you did a good job. But do you have a PLA with Lago?

Mike Davis: Yes I do.

Kevin Law: And does your 6000 members in your Building and Trades does that stretch down into Tioga County?

Mike Davis: It's partially, actually a member of our Building Trades for the IBW is also in Ithaca, Rochester and Syracuse, they all belong to the Finger Lakes Building Trades, as do most of the other trades. Being the rural area that we're in, we encompass quite a bit and take a swath out of a lot of different areas.

Kevin Law: Would your members work whether we granted one at Lago or Tioga or in Broome County at Traditions?

Mike Davis: Not necessarily no. No, they would definitely work at the one we're at now because it's our region. They would be considered travelers in other areas and it would be on a first come, first serve basis. Like now, the 43 members I have out of work none of them, a few of them aren't with their families currently because they're working in Albany. That's the nature of the beast sometimes in our profession. But to actually add on to that, we not only have a PLA but we also have maintenance agreements and everything for years after the fact. So this will be a provider for us for a long time to come.

Kevin Law: Thank you. James Smith. Is James here? Nope. Wendy Post.

Wendy Post: Hi my name is Wendy Post and I'm here to represent Jeff Gural and Tioga Downs. Just a little bit about myself. I am a veteran paratrooper and a 20 year Department of Defense News reporter. I relocated to Tioga County from Europe in 1994 and I am originally from Rochester, New York. So that's just a little bit about me.

One of the things that I wanted to talk about with Jeff Gural is his philanthropy. He's a very giving individual that has done an awful lot for our community and as a news writer when I cover a story that's close to my heart I get awards for it and it gets international coverage. Jeff Gural has this gaming license in his heart. So I'm really excited to see what he would do with it once awarded. I don't want to go into a whole lot that's already in all the proposals that everybody's read. I want to talk a little bit about the veteran coverage. As a military veteran that served in combat areas I'm also a caretaker of my mother. It was very important for me to get here today because I really feel that Jeff Gural has done a lot for our community. He supported the veterans over the years, hundreds of thousands of dollars including the last Trace Atkins Concert that he had the facility. He took a defunked property that had old mobile homes and everything else on it and he turned it into a great place for people to go. He supports veterans 100%. We have a reserve facility being built right down the road and his support of veterans combined with his philanthropy I believe is a total positive. And Jeff Gural is a man that can be trusted to do what he says he's going to do. I don't think it put it in words, I think he's already showed it through his actions. As a news reporter I've stated my opinion. I stick with my

opinion. He's the man that definitely proves his word. When our area flooded and everybody knows it flooded from here all the way down to Scranton, Pennsylvania, Jeff Gural activated his employees and had them out there giving water to people, helping them. I was flooded. I had 4 feet of water so my mother had to be carried out so I was personally affected and when I saw the philanthropy of them and what the employees were doing with their time, it really touched my heart. So I go back to what I'm saying about when I cover a story that's close to my heart, that story is perfect, it's successful, I get awards. I was just awarded the Firefighter Association Award last year because it was close to my heart. Jeff Gural has done so much work to make this happen and it's close to his heart. And he's got an awful lot of support. I don't want to go on with a big long list.

Going back to talking about some of his philanthropy, he did end up purchasing a rescue boat for one of the fire departments in the event that there was another flood. Those are just some examples. He has supported United Way and the things that he has done for veterans is beyond belief. And I think because of that Jeff Gural 100% deserves this license and I thank you for giving me the privilege of speaking today.

Dennis Glazer: Wendy we did meet Jeff a couple of weeks ago when he presented to us and we saw examples of that and heard about it at that time as well. He's obviously a very good man.

Wendy Post: Yeah, he's always around. He's always shaking people's hands, he's a very good person and I believe that this application for license is in his heart.

Dennis Glazer: Thank you.

Kevin Law: Thank you Wendy. Teresa Saraceno. Teresa Saraceno? No Teresa?

Teresa Saraceno: Good morning. I'm Teresa Saraceno, Deputy Director for Economic Development for Tioga County. I want to thank you today for the time to express our emphatic endorsement of the granting of a license to build and operate a full casino, gambling casino in Tioga County. This expansion has the full support of Tioga County residents, businesses in each of our towns and villages, the surrounding counties along with regional economic development organizations, chambers of commerce and tourism. There have been no opposing groups formed against the Tioga Downs site. In fact Tioga County residents voted overwhelmingly in favor of passing resolution 1 authorizing gaming in New York State. Consideration must be based on the daunting record of Tioga Downs to meet deadlines and keep promises. The employment programming, facility enhancements, marketing, investment, performance, revenues and taxes along with complete local and regional support have all been stellar. I cannot overstate what the immediate and long-term economic impact of full casino operation at Tioga Downs would have on Tioga County. While we applaud our areas resiliency from the devastating floods and lost industries, we very much appreciate how the Tioga Downs Project represents an infusion of opportunity for a wide variety of new jobs and growth of support businesses. Tioga Downs is the most centrally located to best serve the southern tier region. This location is best situated to draw out of state money to New York due to their close proximity to Pennsylvania. They're

beyond the competitive reach and redundancy to any other already existing casino operations in New York and Pennsylvania. It's ideally situated at the gateway to Finger Lakes. The present facility requires only improvements to their existing operations, not an entirely new build. This will allow the facility to be operating this casino in a much quicker timeframe. The construction of a 105,000 square foot parking garage is nearly completed. There are plans to construct 135 bed hotel with adjoining 86,000 square foot convention event center and roof top terraces overlooking the race track is ready to go. There is room for even more growth and there are no issues with neighbors or traffic congestion. Their operation already encompasses an established horse track, and inclusion of a golf course, the parking garage along with an extensive year long event schedule. Tioga Downs is well established and has demonstrated a sincere commitment to the community since their opening. They have provided assistance to those in needs of flooding, at times of flooding. They've made contributions to area agencies, food banks, veterans groups, and individuals in need. Their commitment is already well proven. It's not about what they plan to do, but rather what they've already been doing for years. Tioga County is a compelling logical and the best candidate to be awarded the gaming license. Thank you for your time and consideration.

Kevin Law: Teresa just a question. Teresa could I have a question for you? You know it's interesting in the last 2 days, some of this process is sort of counterintuitive. You know you usually have Mayors and supervisors talking about how great their town is, how great their city is and we heard in the last 2 days, you know, they would highlight how high their unemployment is and then the next Mayor would get up and say, "Oh our town is worse, we have high poverty rates". In terms of the Tioga County stats, where are you guys in terms of unemployment rate, poverty rates in comparison to the regions. Do you have those figures?

Teresa Saraceno: They're 7% I believe the last I looked unemployment rate and we're staying even but we've been going down for 10 years. I mean we haven't come back and then the flooding really helped, did not help at all. We lost a few industries but they came back, they pulled up their boot straps. I was very amazed by our businesses and what they can do to get through that. But they got through it. They've got to survive. And actually it's this year and next that's going to really show. And this industry bringing in more jobs, they've already proven what they've done to bring in more jobs and investment is huge for us right now. Our hotels, you've heard it over and over again about where we've been and what we're trying to do. So this is something that Tioga Downs has worked on for a long time. They're prepared, they're ready to go and it's something that we really, really need.

Kevin Law: Okay thank you. We had 2 folks who I called who were out of the room but now they're in the room, so I'm gonna let them go but you only have 4 minutes not 5 minutes. First one Martin Masterpole Is Martin here?

Martin Masterpole: Good morning thank you for the opportunity to speak. I apologize for my delay in traffic on the trip down from Syracuse, New York. As mentioned my name is Marty Masterpole I'm from Syracuse, New York. I served as the Second District Common Counselor. I then went to the Onondaga County Legislature and I now sit as the elected City Auditor in

Syracuse, New York. Born and raised in Syracuse. My family owns a small business that's been in business since WWII started by my father who actually taught me about the 3 B's in life. Be honest, be direct and then be seated, all of which I intend to live up to today. I'm here to speak in favor of the Lago Proposal. For numerous reasons most of which was eloquently already spoken by some members here about jobs in Seneca County. We also need and believe that those jobs will translate to Syracuse, New York. Syracuse is very much a part of the Finger Lakes region. We have in the western suburbs many wineries, many apple orchards, the whole agricultural gamut and it's a thriving business but it can be thriving more. Our unemployment rate I heard that was mentioned in Syracuse is at about 7% so we are on that cusp as well that these jobs will serve very well to the citizens of Syracuse and Onondaga County as well. It's about a 20-25 minute commute from the city limit up to the proposed Lago site. So it's certainly not out of the realm of possibility that the over 3000 jobs created between both construction side and the operational side will create. I believe the gaming industry is one we can have our opinions for or against it, but it certainly is here to stay. It's happening. The voters approved it. But during my tenure on the Onondaga County Legislature, we did approve a resolution in favor of a casino that was proposed at the time and through licensing reasons the state chose to go in this direction. But as I said, I was going to be brief. It's very important to the citizens of Syracuse. Those jobs both in the building trades and construction. I know they spoke of the PLA that's very important to our industry. We believe it really can put us on a level playing field with some of our neighboring counties and neighboring regions and I ask you to support and to choose Lago for this license. Thank you.

Kevin Law: A question. Are you an elected official or appointed official?

Martin Masterpole: I'm an elected official. I'm in my third or fourth year.

Kevin Law: Thank you very much. James Smith.

James Smith: Good morning and thanks for your consideration. My name is James Smith, I'm the Seneca County Manager and today, as I'm sure you've imaged I'm here to speak in support of the Lago Resort and Casino and I'm honored to do so. I'd like to share about myself and so many others believe that the Lago Casino plan is best for Region 5 of the State of New York. Lago, as others have said will create about 1800 new jobs, attract about 3 million visitors each year and will be a catalyst for private reinvestment ultimately generating more growth throughout Region 5 in the State of New York.

I'd like to specifically speak to exactly what Lago's proposal means to localities and the citizens we serve. Seneca County itself has lost a significant number of high paying jobs over the last few decades with the closing of the Philips Plant, the former Seneca Army Depot, and the Willard Psychiatric Center among others. Our population continues to age and our tax base has shrunk. Given these realities the Lago development and management team are welcome partners to Seneca County. Lago's host agreement meets all of the specifications of mitigating impact. Our legislative body, the Seneca County Board of Supervisors voted unanimously in support for the Lago Project and I know you heard from Ron McGrevy the supervisor for the town of Tyre

who supports the project emphatically. Seneca County has a high poverty rate of nearly 12% and the lowest per capita income for the region. We spoke about unemployment, a significant issue for Seneca County is underemployment which is what helps to contribute to the lowest per capita income in the region. In the face of these challenges Lago represents a major boost to the local economy. As the Board is aware, Region 5 is an L shaped collection of counties encompassing two distinct gaming markets that stretches from the northern to the southern border of the state. This region runs through some economically distressed areas. The counties in region 5 currently do not receive distributions from existing casinos. For the 7 counties in region 5 this chance to have a share of gaming revenue is an opportunity for us to secure a stronger local economy, increase tax base and a catalyst for economic development. And all of those things add up to the jobs of the future. Lago is a significantly larger investment compared to the other proposals in our region. This project has potential to make the largest difference in any of the regions. It's scope, partnerships and commitment to workforce development makes Lago and the entire region an even more likely destination once Lago opens. In addition, Lago's commitment to jobs, it's projected revenues and positive impact are far greater than other proposals in this region. Lago's success is based largely in its location. When you look at a population density map of the region, you see that the largest population of adults lies within a 90 mile drive time radius to Lago. And that's an important issue. This 90 mile radius has more than 2.1 million adults living in it. The adult population within a 90 minute drive time radius of Tioga totals only 826,000 adults and the same 90 minute drive time to Traditions amounts to 1.4 million adults. Gaming revenue projections are directly affected by population concentrations, especially within that all important 90 minute driving radius. By building a casino in a larger market you can expect to attract more visitors. And that may seem like an obvious thing but I think it's important to talk about and that's why I wanted to raise that point. Projections show that Lago Casino and Resort will be capable of generating gaming revenues of over \$263 million a year or a net of \$130 million per year in new gaming revenues to the state, \$130 million a year in new gaming revenues to the state. By building the right project in the right location all 7 counties in region 5 and the State of New York will benefit. Lago is projected to generate at least \$77 million in gaming tax to the state. The distributions to Seneca County and the town of Tyre as host municipality will equal \$7.7 million annually. Non casino counties in region 5 are also expected to receive \$7.7 million annually with distributions made to each of the remaining 6 counties based on their population. In addition, Lago will distribute about \$6.4 million annual to local governments and those are some pretty big numbers and some significant dollars for local government that struggle. This brings the total annual distribution to local government to \$21.8 million. The private investment of \$425 million will make a significant positive impact in region 5 as it relates to jobs. I also believe the competition this will for its existing casinos, this competition will enforce existing casinos to respond to improve meaning the State of New York and all of its regions will benefit from that investment of dollars. I appreciate the opportunity to share this information with you today. I urge you to support and select the best development for region 5 and the State of New York and for the reasons I've cited, I believe that best development is the Lago Resort and Casino, it's certainly the best for Seneca County. Thank you very much.

Kevin Law: James are you the, act as the county executive or is there a county executive too?

James Smith: No, Seneca County has a Board of Supervisors and ...

Kevin Law: Equivalent okay. Thank you very much. Okay now we go back to the other list of people who signed up today. Next up is Lisa Cartilage. Oh I thought that was Lisa getting up. No Lisa. Candace Jones.

Candace Jones: Good morning. My name is Candace Jones and I'm here in support of the Traditions Casino and Resort. I have been in the hospitality business for over 40 years. I am President of the Broome County Hotel and Motel Association. The past 25 years I have been a hotel general manager here in Broome County. When I first came to Broome County I saw that the hotel business was booming. Much so that they built several more hotels for the increase of business. Due to 9/11 and two devastating floods we have seen a decline in occupancy by the tune of 20%. We've seen businesses close. I think people do not understand how much business hotels bring into a community. We not only have our own sales team along with our convention and visitors bureau, we bring in conventions and conferences which also affect shopping malls, gas stations, grocery stores. I believe that by bringing a casino into Broome County and awarding it to Traditions would definitely not only help jobs but will also help the occupancy of other hotels and then eventually we will build another hotel at Traditions. This has also affected an occupancy tax which affects the county budget. So, again I would like to give my support from the hotels in Broome County to Traditions Resort and Casino. Thank you.

Kevin Law: Guy Howard.

Guy Howard: Hello my name is Guy Howard and I'm a lifelong resident of the southern tier, Binghamton area. And I also, at this time I am President of the Southern Tier Harness Horseman's Association and we're based at Tioga Downs. In my position there I represent the 300+ horsemen that race at Tioga Downs during the summer months. I've been involved in harness racing for approximately 25 years and I've been training and breeding for approximately 20 years. I'd like to tell you what it means to a horseman to have a harness track in the southern tier and our contribution to the economy of the southern tier. During the month of April, horsemen from around the east and south all move into the Tioga Downs barn area. There's approximately 100 horsemen that come here and they live here for the 6 months that we are racing at Tioga Downs. So if you take these 100 horsemen, I say they live here, they rent from people, they shop in the southern tier, they eat at the restaurants in the southern tier, they go to movies and they do other types of entertainment. Their boundaries don't stop at the Tioga County line. These horsemen also go into the Broome County and Chemung County areas to do their shopping and participate in the economy in the area. Along with their horses, we have approximately 300 horses on the grounds, so with the horses there, they need saw dust for bedding, they need grain, hay. We have people in the local area provide all these supplies for our horses. Again that's helping again with the economy and the agriculture in the southern tier. Some of these horsemen even stay for the winter now because Tioga Downs has opened up winter training. In fact one of our horsemen bought a home on Eagle Drive that is adjacent to where the Traditions Casino is proposed and I think if he knew that the peace and quiet and the

grass wasn't going to be there, that it was going to be a casino area he may not have even bought that home there. The horsemen at Tioga Downs, we don't just collect purse money. Part of our money goes to donations around the southern tier. One of our partners that we donate to is the southern tier food bank and just our horsemen alone we've given over \$50,000 to the southern tier food bank which again helps the counties around Tioga County along with Tioga County itself. It really would be a shame to have harness racing stop at Tioga Downs which is a possibility if they didn't get the casino. Some people don't think you could survive with 2 casinos in the area, I'm one that thinks you probably can't survive with 2 casinos within 25 miles of each other.

Lastly, I'd like to tell you that all this casino talk was started back in the year, I think, 2000 by horsemen in New York State. There was a group of us, probably 200 that went to Albany, we lobbied and lobbied and lobbied to get the VLT legislation that was passed that started all this casino talk and that was basically 14 years ago. So what I'm asking you is if you're going to decide on a casino you should decide on a casino race track or Racino, whatever you want to call us because they should have preference because it's the horsemen in New York State that started all this and we would like you to consider Tioga Downs as we're there and the horsemen of New York State would really appreciate it.

Dennis Glazer: Yesterday the folks in the Catskills said that they started the process 50 years ago.

Gary Howard: Well I don't know. Well it took them a long time then cause I know I walked the grounds in Albany in the year 2000 and helped push for the VLT legislation that started all this.

Dennis Glazer: Maybe you guys made it happen faster. Thank you.

Kevin Law: Kathleen Mammy-Moore.

Kathleen Mammy-Moore: Good morning. My name is Kathleen Mammy-Moore, I am Chief of Staff to Assemblyman Clifford Crouch. Unfortunately he had a previous engagement that he could not reschedule so he has asked me to come and read a letter and I am very happy that you're allowing me to do that. "As you know the southern tier is a region where IBM, SynchroLink and Endicott Johnson Shoes started, and many other businesses and innovations. In recent years it has suffered through significant job losses due to our diminished manufacturing bases, the flight of our talented and youth residents and unparalleled flooding that has devastated our communities. We can overcome such adversity. We have people, the infrastructure and the desires to do so. The people of the southern tier stay because they love their communities and want to be part of the revitalization efforts. What will it take? Awarding one or more casino licenses in the southern tier is a catalyst creating a destination resort. It's a key and first step. He has been outspoken and supporter of one or more of the casino license applications. Tradition Resort and Casino in Johnson City, while the proposed casino site is not in his district, many of his constituents as well as the people throughout the southern tier region will benefit from the project. The proposed Tradition destination resort will create over 1000 permanent and 102,000

construction jobs with an annual of \$34 million in payroll. The permanent jobs will pay \$15,000 more than the county average which is very, very low at the present time. During the first year Traditions will provide \$190 million in direct and induced spending from employment while an ongoing impact of \$130 million annually. This is money spent in our contractors and other businesses and services. The New York State will receive \$34 million annually in payments while the host community and Broome County will receive \$6.5 million annually. These are critical, well paying jobs. This is a revenue that can be supplemented local services, infrastructures and stabilize local property taxes. Traditions is simply the right project in the right community. I urge you to remember that the local goal in awarding a casino license is to provide the most benefit to the host and nearby communities. Following that simple guide it is obvious that Traditions Resort and Casino near the heart of Broome County should be awarded a casino license". I thank you for allowing me to take the time to represent Assemblyman Clifford Crouch. Thank you.

Kevin Law: Thank you. Brian Rumple. Brian here? Guy Howard.

Dennis Glazer: We just had him.

Kevin Law: Oh yeah I'm sorry we just had you Guy. I didn't put a check mark next to your name.

Dennis Glazer: It was memorable.

Kevin Law: Don't listen to him it was. Todd Anderson. Okay. Dave Lundy. Dave? Alright.

Dave Lundy: Good morning, I'm Dave Lundy I'm the Operations Manager for the Williams Auto Group, we're headquartered in Sayre, Pennsylvania. We operate 6 new car dealerships in the northern tier of Pennsylvania and southern tier of New York. We consider our company a partner with all the communities and organizations that touch our primary marketing area of our dealerships. When Tioga Downs and Jeff Gural came to Nichols, New York and invested in reopening the harness facility, our company immediately started to support their efforts to grow and market their harness racing and the gaming facility as a destination attraction in the southern tier and we continued this marketing partnership to today. We've sponsored vehicle give aways with both the casino and at the track continuously since they opened. Tioga Downs has created a tourist and recreational facility that our [unclear] has been proud to support. Beyond the business relationship, we've grown to appreciate how similar their community focus is to our own. We have both continually supported the community and charitable efforts throughout the northern tier and southern tier region. Tioga Downs has also helped us with the sounds of scion which was the final result of our companies challenge to three local high schools, future business leaders of America clubs. They competed for a chance to create a multimedia event to help us introduce and market the scion brand to our area. Tioga Downs helped by participating in the planning process with the winning team and hosted the winning team's event at the facility. Both Tioga Downs and Williams Toyota of Sayre were recognized nationally by Toyota Motor Sales for this event.

Finally, in 2011 both of our businesses were directly affected by tropical storm Lee. Tioga Downs, while dealing with the clean up effort at their own facility participated in the aid, relief and clean up of the surrounding communities that were devastated by the floods. While most businesses and their owners would be overcome by the issues at their own facilities, Tioga Downs and Jeff Gural sent all of the personnel, equipment and expertise that they could muster out to the communities that found themselves in need. In closing, Tioga Downs and Jeff Gural have proven themselves to be deserving members of our community. We support Tioga Downs and feel that they've earned the right to have the New York Gaming Facility Location Board grant them this new license.

Kevin Law: Thank you. Barry Hammil. Barry Hammil.

Barry Hammil: My name is Barry Hammil, I'm an architect living and working in Aurora, New York, Cayuga County. I'm in support of the Lago project. I have no affiliation with the developers. Aurora, New York is approximately 20 minutes south of the proposed Lago site in Tyre. It's on the south side of Cayuga Lake and it's on the scenic byway Route 90. First hand, I have witnessed the evolution of the village of Aurora and the Finger Lakes Region for the last 20 years and it really has resulted in a lot of tourism and spurred a lot of small businesses. While the quality of life in Finger Lakes is second to none, the Lago Project would infuse much needed prosperity to the businesses, building trades and construction in the Finger Lakes. Thank you.

Kevin Law: Thank you. John Hand. Gary Bonadona.

Gary Bonadona: Hi, good morning. Thank you to the Board for committing the time to hear all these remarks. My name is Gary Bonadona, Jr. and I work with the labor union, Workers United. We are an organization that represents many different industries throughout New York State including workers in the gaming industry. I came here today to speak about why Tioga Downs located in the southern tier of New York should be awarded a casino license. My union Workers United represents the hourly employees at Tioga Downs, a dedicated workforce and a group that I feel proud every single day to work with and represent. Our union and Tioga Downs have a history that could be a model anywhere in the country for union and company relations. That partnership continued with us signing a labor peace agreement on the potential casino project. A labor peace agreement is designed to enable business operations to proceed without a labor dispute. Worker's rights will be protected and where there is a labor peace agreement, there is no disruption, resulting in successful business and cooperative relations between labor and management. It's a win-win situation for the workers the employer and the community.

Tioga Downs is an honest company with a benevolent owner in Jeff Gural who does countless charitable activities for the area in the southern tier with Tioga Downs is located. He is a hands-on guy who has been a phone call away from me for any project or issue no matter how big or small. Tioga is a new and beautiful facility and expansion for table games, a brand new hotel and added convention space can be turned around quickly and will result in putting more people to work and immediately giving the region a shot in the arm. It would be a shame and a missed

opportunity if Tioga is not awarded a casino license. All the components and pieces needed for a successful casino are in place there. The workers I represent at Tioga are excited. They are ready to continue their hard work and are ready to welcome additional employees and additional customers and we are eagerly waiting for Tioga Downs to be awarded a casino license. Thank you.

Kevin Law: Thank you. Steven Westcott.

Steven Westcott: Good morning. Thank you. My name is Steve Westcott, I'm from Vestal, New York. I'm a business owner in Broome County. I guess the, I don't have any prepared statement but first thing I want to say I guess is the decision on who gets this casino is one based on who needs it the most. Binghamton, they just did a study within the last 2 months it came out, out of 363 cities in the United States, not New York, we rated dead last for economic development over the next 5 years. We need it. The other thing is, is which location is going to work the best. I don't know if you've looked into any of the casinos that they've put down in the Pennsylvania areas, but right now all within a mile, or an hour down the road from me down in Scranton-Wilkes Barre they put Mohegan Sun. since they put it there, that area has just boomed, I mean boomed because it was in an area around Scranton, around Wilkes Barre, it continues to grow. They keep putting hotels up. I've been down there several times to the beautiful facility. Then you go not too far away to, I'm trying to think of the name of the other casino down in Pennsylvania, but its...

Dennis Glazer: Mt. Airy?

Steven Westcott: Mt. Airy. It's in a rural setting with nothing. It's a gorgeous place, it's been there for several years, they spent millions of dollars but there's nothing there, there's nothing going up around it. Then I look at Tioga Downs. It's a beautiful facility, I go down there myself, I enjoy myself. It's been there for 10 years and there's absolutely nothing has gone up around Tioga Downs. When you're planning a trip and you're going to a destination for either a vacation or just a weekend or whatever, you want to have something more to do than just go the casino. Where Traditions, we've got so much in Binghamton. It's a beautiful area I was born and raised in Vestal. We have the baseball stadium where the Binghamton Mets play. We have the Binghamton Senators which is Ottawa's farm team. There's antique shops, some of the best restaurants in New York State are right in our area. Traditions is a beautiful place, beautiful golf course, beautiful spa. If you get a couple who are going somewhere for the weekend, maybe the husband wants to go gambling and the wife doesn't want to gamble, she wants to go do something else...

Kevin Law: Or the other way around.

Steven Westcott: Or the other way around.

Kevin Law: Let's not get in trouble at home.

Steven Westcott: We have so much in our area, it is a beautiful area, I love it there. But we are dying. We need something and we need this. And I just, you know, going on to 3 locations again which one is going to work the best, I think Traditions is going to work the best because I think we have more to offer. I don't want to go, you know if you look at the other 2, they are right on the interstates. You get off the exit, boom you're there. You haven't driven by anything. You know you're probably going to get your complaints today that people are going to say, well we don't want the traffic in our area. Well traffic is growth. You've got to have traffic. You've got to have people coming in and out. You have got to have people driving by the restaurants, you've got to have people driving by the malls. We have that. You just get off the exit, there you are. You're at the casino, you get in the parking lot you go in, you gamble, boom your gone, you're on your way home. I don't think that's what was meant by this whole proposal for the casino. I think it was meant for economic growth and I think our area is the best. And thank you.

Kevin Law: Thank you. Okay we're going to just take a 3 minute break and then we're going back to the reserve list and first up will be Robert Aronson in 3 minutes. Okay back to our list of people who reserved times. Can we have quiet please, sir. Robert J. Aronson.

Robert Aronson: My name is Robert Aronson, I reside in Fayette, New York within Seneca County and I serve as the Executive Director of the Seneca County Industrial Agency. I am here to speak in favor of the application for the Lago Resort and Casino development in the town of Tyre and my comments are as much personal as professional. I'm a third generation native to Seneca County. My grandfather made his way here after emigrating from Russia at the turn of the 20th Century. He started a retail clothing store in downtown Seneca Falls prior to the great depression. My father was born in Seneca Falls and he took over the store after WWII. My two brothers and I also grew up in the family business. I grew up in this business before shopping malls and big box stores became popular in America. People worked and shopped locally. Local manufacturers such as Gould's Pumps and Sylvania Electronics were the core of our local economy and downtown businesses played a key roll in bringing goods and services to local families. Although my parents did not work in those local industries, it has always been known to us that the local industries have effectively sent my brothers and I to college. My brothers and I pursued other career paths that took our outside the area.

I took my current position in Seneca County 6 years ago. It should go without saying that serving as the Economic Developer for the community I grew up in is more than just a job. I found a much different local economy than the one I had left. I knew of many of these changes and challenges. The fellow who took over my father's business saw it close in 1996. by that time most of downtown Seneca Falls had changed. There were no more clothing stores, furniture stores, hardware stores, drug stores, soda fountains and the like. The decline of downtown wasn't only due to the proliferation of off Main Street retail stores. The economy I had returned to had changed in another way too. During the late 80s and early 90s the Sylvania Electronics plant closed putting almost 2000 manufacturing workers out of work. This was followed by the closing of the former Seneca Army Depot and Willard Psychiatric Hospital which eliminated another 2000 jobs between them. Imagine losing 4000 jobs providing above

average income, all of them providing above average income in a population of 33,000 people. The population has not changed much in the last 30 years. It has aged. The tax base has now grown, it has shrunk keeping taxes high and property values low. Poverty has increased. Just drive the lesser traveled roads of this county for evidence of this. Lago provides the first large scale job creating even in all these years. The full and part-time jobs made available will enhance the community in many ways. The housing and commercial business tax base will expand making the area a more affordable place to live. The tourism businesses will be enhanced creating a greater quality of life as well as increasing sales tax revenue. The hole that was punched in the local economy back in the 1980s and 90s will finally begin to heal. A casino and resort can enhance the local economy in any area of the state. However, the magnitude of the proposal for Lago places it ahead of most applications throughout the state and particularly so in Region 5. Let's not let this opportunity escape us. Region 5 is a collection of similarly situated counties all in need of jobs and investment, all excluded from the Seneca Nation and Oneida Nation settlement payments, all benefiting the most by the largest Region 5 proposal, Lago Resort and Casino. Seneca County IDA installed sewer and water lines from Seneca Falls to the New York State Thruway several years ago to induce the very development now proposed by Lago. Lago Resort and Casino has the support of Seneca, Wayne, Schuyler Counties, numerous towns and local chambers. Has all the necessary land use and zoning approvals, and these approvals have been confirmed by not one, but two court orders. Lago Resort and Casino is the regional and transformational economic development plan for Seneca County and the surrounding counties. Thank you.

Kevin Law: Thank you. Robert has Lago applied to the IDA for benefits?

Robert Aronson: Not at this time, no.

Kevin Law: Do you expect them to?

Robert Aronson: Yes.

Kevin Law: Yesterday, all the developers or proposers, the host communities highlighted the fact that the developers in Orange County were not applying to the IDAs for benefits and using that as a selling point. And so I was just wondering what the Lago situation was.

Robert Aronson: I'm sure in other counties I understand that they have applied.

Kevin Law: Okay, thank you. Richard Deluca.

Richard Deluca: Thank you Mr. Glazer and Mr. Law for allowing me to speak this morning.

Kevin Law: Remember we have Mr. Rabinowitz and Mr. Thompson on the phone as well.

Richard Deluca: My name is Richard Deluca and I am a resident of the Town of Union. As a matter of fact I live very close to the proposed Traditions Casino and I travel the local 201

highway and other local roads at least twice a day. And as such, I had the same concerns about Traditions Casino Hotel and outdoor venue that the following community leaders have recently expressed in writing.

First, on September 2nd Mayor Deemie of the Village of Johnson City wrote, and I quote, “It is important to note that even with the proposed mitigations fully implemented, the casino, hotel and outdoor entertainment traffic will have impacts on the village local transportation system that cannot be completely mitigated. Four approaches will now operate at a level of service F, considerably worse than the current conditions.”

Second, on September 3rd, Jeff Winchell, Endwell Fire Chief wrote and I quote, “Again, I have several issues with the Traditions at the Glen water supply. I still feel that we have inadequate water for a fire at the current and proposed facilities.”

Third, on June 18th, Allen Jones, Board Member and Secretary of the Waterman Center wrote, and I quote, “Traditions has given us a proposed memorandum of understanding. The Waterman Board discussed this document at our Board meeting this past Monday. We have considerable concerns about the environmental impact on the IBM Glen Nature Preserve from the increased traffic, lights on the grounds and car headlights, as well as noise from the proposed casino, cars and outdoor concerts. The noise from the construction and then 2000 cars and 4000 people a day will take away from the quiet atmosphere that people value in the IBM Glen Nature Preserve. Also, as an environmental education organization, we have concerns about promoting an activity that is not at all aligned with our goals.”

And fourth, on September 4, Douglas Rayne local real estate developer wrote, and I quote, “I’m the owner of multiple properties in the town of Union. Despite the many claims to the public and town board members by the developer as to the expected economic benefits that will result from this project, he is already asking for economic aid from the citizens.” Further quoting Mr. Rayne, “In a new story on the front page of the Press and Sun Bulletin on August 13th, that article states that in addition to \$3.9 million in known exceptions the developer is planning to obtain a pilot program for additional amounts to be determined in property tax breaks in the application.”

Fifth, in the casino full environment assessment form for the town of Union on September 3rd, that’s the impact on transportation,

- A) projected traffic increase may exceed capacity of existing road network. Moderate to large impact may occur.

And this one is particularly important, other impacts:

- F) The applicant proposes significant transportation improvements to mitigate the potentially large impacts to traffic. Proof that can be completed is lacking. Moderate to large impact may occur.

Then, regarding the impact on noise, pages 8 and 9, numbers

15a) The proposed action may product sound above the noise levels established by local regulation. Moderate to large impact may occur.

And finally

- F) other impacts – outdoor entertainment venue may be used 4 to 6 times per year.
Applicant projects up to 35,000 attendees. Moderate to large impact may occur.

I've included copies of the documents from all of the above quotes from which they were taken. I have them here Mr. Glazer and Mr. Law if you would like them. And that's all I have to say. Thank you.

Kevin Law: Thank you very much. Robert Shipley.

Robert Shipley: Good morning gentleman. My name is Robert Shipley and my remarks today are in support of the Lago Resort and Casino proposal. Speaking as the majority leader of the Seneca County Board of Supervisors, in addition to our support resolution, we truly believe in the vision of the Wilmot family to create this regional destination resort. The Lago proposal will jumpstart our lagging upstate unemployment situation with 1200 construction jobs and the 1800 full-time jobs will reverse our long-term general job loss trend. In addition, the \$425 million Lago proposal is more than double the New York State minimum capital investment guidelines for the Finger Lakes area.

I grew up in the southern tier and I moved to the Finger Lakes area after college. I can assure you that your welcome selection of the Lago Casino would not negative affect the existing Tioga Downs Racino because it is located almost 2 hours away from the Lago site by car, well beyond the targeted 1 hour travel drive market that Tioga Downs referenced in their presentation.

Gentleman, let me explain another reason why you should choose Seneca County as the more appropriate location for this casino over the other 2 competitors in Region 5. Our county has been victimized by a loophole in the New York State Tax Code that has allowed the Cayuga Indian Nation to buy land and then refuse to pay property taxes on it, thus taking that land off our county tax rolls. In addition, the tribe's massive profits from selling untaxed cigarettes and gasoline have put our regional businesses at a severe disadvantage and resulted in shuttered stores and heightened unemployment. Your decision to site Lago in Seneca County would reverse the many years of undue hardship. At a time of increased local tax burdens caused by the Cayuga Indian Nation Property Tax Policies, we respectfully ask the Facility Location Board for an honest and a fair process where the best regional proposal for both New York State and the Region 5 benefits area is chosen without any political bias. Thank you for your attention and especially thank you for your service to New York State. We look forward to your anticipated selection of the Lago Casino Proposal.

Kevin Law: Thank you Robert. You will get an honest and fair process, no question about that.

Robert Shipley: Thank you sir, that's all we ask for.

Kevin Law: Thank you. Christine Jefferies.

Christine Jefferies: Good morning. My name is Christine Jefferies. I am a local business person, a resident of the town of Geneva and a full supporter of the proposed Lago Resort Casino. Thank you for the opportunity for me to speak in front of you.

I moved to the Finger Lakes region in September of 2000 from Plymouth, Massachusetts. I came to New York as a sales rep with my territory being all of Western New York. I chose Seneca County using the same logic as Lago, close to the New York State Thruway and within 40 minutes of Syracuse and Rochester. Lago Resort and Casino's proposed location is actually perfectly situated. When I first took the time to explore the Finger Lakes Region and all it has to offer, I thought to myself this is the best kept secret, good for some but really not so good for the local economy. What Lago is offering to our area is a new direction and new destination. We need these accommodations and amenities in order to attract new visitors, grow the region and increase our tourism to its fullest potential. I believe that Lago has taken great steps to ensure that when people stay at the resort casino they'll also be able to learn, discover and celebrate within that same facility what the surrounding Finger Lakes Region has to offer; award winning wineries, breweries, distilleries, cheese companies, gourmet dining, beautiful lakes and parks and so much more. There is also a huge potential for trickle down effect. Lago is partnering with local businesses with things like rewards programs. With the New York First Program they've also committed to purchasing at least 90% of available goods and services from New York vendors with as much as possible from vendors in Tyre, Seneca County and surrounding areas. This will be a major economic boost for us all. Lago will generate more money annually in gaming taxes and create more jobs than the other 2 proposed projects, and has the support of so many of the surrounding communities. Lago Resort Casino is going to bring so many benefits to the residents in this region it will increase revenues for the State, the County and local communities. Thank you for your time and consideration and I ask you to please vote in favor of the Lago Resort Casino.

Dennis Glazer: What's your business Christine?

Christine Jefferies: I'm actually an independent sales rep and I represent some local food companies.

Kevin Law: Thank you. Gwen Kania.

Gwen Kania: Good morning and thank you for having me. I'm Gwen Kania the President of the Tioga County Chamber of Commerce. I have lived 80% of my life in the triple cities, which are Binghamton, Johnson City and Endicott. I have lived about half of that time in Tioga County part of Endicott. Having been raised in the southern tier, we're all very much aware of the influences that IBM had on the entire region. My husband and his father both worked there. There is a rich history of innovation and hard work. IBM created a culture that is existent in the southern tier. Thomas G. Watson the founding father of IBM nurtured that culture by building the Homestead and Employee Country Club on the grounds of Traditions at the Glen in Johnson City. The Homestead was used for sales conventions and many notable figures were

accommodated there. Others came to relax and play golf there and many, many other IBMers and such were educated there in seminars of all kinds. Thomas Watson was a smart man and part of the culture he developed circled around his motto "Think." So that is what I'm urging you to do in your capacity to make the decision as to where the casino goes in the southern tier. The southern tier does not really include Seneca County.

Think about how Traditions should remain as a tribute to the glory days of IBM and Thomas Watson. IBM is all but gone in this area but the heritage should be preserved and Traditions should remain untouched. Keep the history. Please think before you make a drastic change to this historical location. Their think big casino would be a drastic change. Think before you alter history.

As the Tioga County Chamber President, I need to think about the commercial and civic wellbeing of our county. My suggestion that the best site for the southern tier designation is Tioga Downs. Mr. Gural has been thinking. He thought years ago when he decided to reinvigorate an old horseracing track and bring racing back to Tioga County. He thought of coupling that with video gaming restaurants and concerts. He thought about it as a destination and turned it into such. He thought about the community and helped it when it was flooded. He thinks. Mr. Gural thinks about the veterans and honors them. He provided the flight to Washington for many of the Veterans to see the War Memorial. He is committed to this area. He helped to bring the air show back to the region. He thinks about how he can help neighboring businesses, farm, and community and he takes actions on those thoughts. Mr. Gural thinks. He was thinking of table gaming at Tioga Downs long before Traditions or Lago. He worked to get the proposition on the ballot. Besides all of the planning that Mr. Gural has done, let me tell you about our county and why we should have the casino designation there. Tioga County is rural. We have no cities. We have no hospitals, we have no airports, no universities and therefore no incubators. We have agriculture so we have farms and land. We have an Interstate that runs through the southern portion of the county so we have interstate traffic flow to bring people from outside the county and state. And mind you, that Tioga Downs is very visible and easily accessed from that highway. We have some industry that is a good source of jobs, but mostly we have small businesses. The Tioga Downs expansion would help these businesses, farms and the people who live there. Please think about the 375 jobs that Tioga Downs has already provided to the area. Think about how the farm to table program has helped our local farmers. Think about how 1200 direct jobs new and indirect could be add if Tioga Downs got the designation. Think about how the expected hotel/motel tax generation of more than \$200,000 could help the struggling county government. Please think about how much opposition you have heard of regarding the other 2 southern tier locations and how the biggest opposition that Tioga Downs has is coming from its own competitor down the road. Think about how traffic flow needs to be addressed in Johnson City if Traditions is designated. Think about the timeframe. Who will be up and running and generating these jobs and income first? It would be Tioga Downs because they're plan is in expansion.

Last week we attended the Topping Ceremony for the parking garage there, the last beam is in place and the garage will be open next month. Think about how detrimental it could be to Tioga

Downs and its 300+ jobs if Traditions was to receive the gaming designation. If Lago receives a designation, yes there are many more people in that region but there are also 5 other casinos in that region. They would be taking business away from other established businesses. Tioga Downs stands alone in the region. The nearest competition is in Mohegan Sun in Pennsylvania. So too many similar businesses can water down an industry. Just look at what Tioga County...

Kevin Law: Time is up. Time is up.

Gwen Kania: I thank you and I hope you give Tioga Downs its due process.

Kevin Law: We'll think about it. Actually we're going to go to the other list now but it's actually a good opportunity to just share something with you and I'll share it again later tonight and for those of you who won't be sticking around. And that is, think about the decision that we need to make and that is we've been hearing great, great information for 16 proposals. And by law, we're only allowed to pick up to 4. It would be great if we could do all 16, that ain't gonna happen. So, at minimum we're going to upset 12 communities, if we pick 4 which we're allowed to do. So that's the challenging part that we're going to have and we're hearing great things about all the projects. So we do have a lot of homework to do and the hard part is going to be picking just 4 because so many of you are doing a great job educating us and promoting your own particular communities and projects.

So, with that, we're going to go back to the list of people who registered today and we're up to Esther Woods.

Esther Woods: Hi I'm Esther Woods and I am in favor of Tioga Downs getting their license for the Racino we have already. I am a business owner in Tioga County, I have two businesses; I own a garbage company B&E Disposal and I have a liquor store, Top of the Morning Wine and Liquor. And I just want to say everybody has already been saying that Jeff Gural is a great man, he's done a lot for the community and absolutely he has and I don't want to redo that again. What I'm looking to say is the jobs. I understand exactly what Seneca County is saying, they need jobs, so does Tioga County. We need jobs too. I've lived my whole life in Tioga County and I reside right now in the town of Nichols, probably half a mile from the Racino. And it's a great thing. We have put a lot of people to work and even my 2 businesses have seen an increased revenue because Tioga Downs uses local businesses. They use us, they use the True Value downtown, even the restaurants in this little town of Nichols has increased because of these people coming to use our services. So Tioga Downs has already affected us and Tioga County immensely. And it would be a shame for you to give this to somebody else. You're going to take jobs away from us and give them to somebody else and we desperately need them ourselves. You know, Tioga County is a small rural community, farm. We don't have any big industries like Broome County has Broome community College. They've got SUNY Binghamton. They've got Wal-mart, Target, and they've got all that. We have absolutely none of that in Tioga County, nothing. So we have no way to produce any kind of revenue. You know, the town gets revenue right now from Tioga Downs Racino and so does the county. That revenue helps us keep our taxes down, keeps our roads you know clean, plowed, paved, so by

taking this away from us and giving it to somebody else is just I think a tragedy. We need this too just like everybody else does. And the big thing with Mr. Gural, he's already here. He's already invested the time, the money, the Proposition 1, he was a big proponent for that and we got that on the ballot by voting for that, that we wanted it. So I think Tioga Downs deserves it. This man has put a lot into this and the community wants it. Tioga County, all the residents that voted for it want it and even the town, we want it, we need this. So I just want to say that I'm in full favor of this and I just think it would be a shame to give it to somebody else. They talk about golf courses. We have a golf course, Tioga Country Club. It's a small country club. Membership has gone way down because people can't afford the membership to play. Tioga Downs, if they take it over, they're willing to send all their high rollers over to the Country Club and so it would be a big boost even for our Country Club. So I really feel that Mr. Gural has done a really good thing for Tioga County and I just hope you keep this in Tioga County.

Kevin Law: Thank you. You know when you said you were in the carting business, I was a little surprised. The carting business in Tioga County must be different than it is in New York City.

Esther Woods: Why is that?

Kevin Law: Usually bigger, stronger

Esther Woods: Not some little blonde girl.

Kevin Law: Exactly, so congratulations on your business. Rosanne Cole.

Rosanne Cole: Hi. I'm Rosanne Cole. I live in Nichols, New York and I'm in favor of Tioga Downs getting the gaming license. This morning we've all heard how all these areas they need jobs, they need revenue, they need economic development. We've heard how community oriented Mr. Gural is, the Horseman's Club, couple of extra pieces of information was that the Horsemen's Club also provides scholarships for our high school seniors. They are also, when the flood came they helped out by donating money to our local parks so our youth could have their little league fields back and their soccer fields back. Not only did they help and Mr. Gural help after the floods came, they were proactive when the next store threatened. Representatives from Tioga Downs were at the Emergency Management Meeting, "What do you need from us? What can we do to help you?" The gaming license needs someone like Mr. Gural to run it. We need the experience. We need somebody whose been doing it since 2006. We need someone that knows how to take an old run down building, turn it around and provide some jobs and experience and economic development for our area. He has done that for us already and I think that proven, no pun intended, track record that he's shown us it's a good asset and should be something in the front of your mind when deciding who should get the gaming licensee. Thank you.

Dennis Glazer: Thank you.

Kevin Law: David Marsh.

David Marsh: Good morning. David Marsh, President Tompkins-Cortland Building Trades Council. You guys certainly have a harder task than I but its going to take me a minute to explain what happens with the trades here in Central New York. I'm a council that sits between the Finger Lakes to the north and some of our councils to the southern tier in Binghamton and Oneonta to the south. Interestingly the majority of my affiliates actually have members in the southern tier more so than in the north. The reason being is the locals run horizontal across the state. So the Finger Lakes affiliates will be union members, I'm sorry I've got to back up, I got ahead of myself. All 3 projects will be under a project labor agreement assuring local union members are working on one of those 3 projects if you site one or more of them. So getting back to my point, Finger Lakes Council, locals from Rochester, Geneva and Syracuse, New York. So union workers from the northern part of the state would go to work on Lago. If you site it in the southern tier, members from the Southern Tier Union members would go to work and then there might be some give and take back and forth, but that's the way the jurisdiction works. I think it's very important you understand that okay.

Dennis Glazer: Does that make you indifferent? Does that make you indifferent to which of the 3?

David Marsh: Well I'm support 2 obviously in the southern tier that's why I wanted to make that point first and you'll see that in my speech. So our relationship here is obviously we want to see the casinos sited in the southern tier.

Dennis Glazer: Okay thank you.

David Marsh: And I know many of my union brothers back here who I respect very much would like it up north. So, so let me explain that. The Town Board and Building Trades Council includes 14 construction trade unions with a combined membership over 3000 members residing throughout the southern tier counties of New York State. 10 of those construction trade unions also belong to the Binghamton/Oneonta Building and Construction Trades Council which has successfully negotiated project labor agreements on both the proposed Tioga Downs casino in Nichols, New York and the Traditions Resort and Casino in Endicott, New York. These project labor agreements ensure the local economic benefit from construction of the new facility will stay in the southern tier county through construction wages and payroll taxes generated. With the loss of public sector and manufacturing jobs in the southern tier counties, the expansion of tourism and service [unclear] is vital to the economic health of the residents and communities in the southern tier. Traditions Resort and Casino and Tioga Downs Casino both estimate the creation of 850 to 1150 permanent jobs within the facilities plus the ancillary jobs created in the community which includes suppliers, vendors and local tourism. The direct indirect spending of Tioga Downs Casino or Traditions Resort and Casino during construction and then during operation will generate economic benefits for the southern tier through jobs, sales tax on purchases, income tax from gaming revenue for school aid and property tax relief. A casino located in Broome or Tioga County would also capture game revenue from the northern tier of

Pennsylvania. It is estimated that the revenue from out of state gamers could reach as high as \$35 million. Additionally, a full game casino near the Pennsylvania border will bring back New York revenue lost when New York State residents began traveling to expanded gaming facilities in Pennsylvania.

Governor Cuomo's Empire State Development Program defines the southern tier as the counties of Broome, Chemung, Chenango, Delaware, Schuyler, Steuben, Tioga and Tompkins. Seneca County was not listed on any of the definitions of the southern tier that we could find. If the casino gaming license is awarded Lago Casino Resort in northern Seneca County, the financial benefit to local workers, local players and local businesses would not include the residents or businesses of southern tier of New York.

Construction trade jobs, building and construction suppliers, and the local business that provide food and lodging would likely be all businesses outside the southern tier of New York. Once again, stating the primary purpose of the project to bring economic development to the southern tier. Lago Casino and Resort estimated in its executive summary that it would be an estimated \$263 million dollars in the first year and that will draw from existing New York Gaming facilities including 21% from the existing New York Racinos. That's their summary. One of the two Racinos in central New York is located in the southern tier. A decrease in revenue this sufficient would hurt the southern tier economy with lost wages, tax revenues and associated tourism at the facility. The counties of the southern tier of New York...

Kevin Law: Dave you've got to wrap up. You've got to wrap up, we're out of time.

David Marsh: Okay, we're experiencing higher unemployment in the southern tier than in Seneca county. Please site it in the southern tier. Thank you.

Kevin Law: Thank you. Chris Bushnell. And remember folks we mean no disrespect when we cut people off. If everybody speaks for a minute longer than they are allotted we'll be here past midnight.

Chris Bushnell: My name is Chris Bushnell. I'm a business representative and president of Labors Local 785. I'm in support of both Tioga Downs casino and Traditions Resort Casino. Labors Local 785 covers 8 and ½ counties in New York State. New York State Economic Development Regions list the counties of Broome, Chemung, Chenango, Delaware, Schuyler, Steuben, Tioga, and Tompkins as the southern tier region. 83% of our 820 members and their families live in the communities of the southern tier region. Labors Local 785 members are southern tier property owners, tax payers, registered voters. They volunteer and are active in southern tier communities. They deserve to be able to work in the southern tier.

A full gaming casino license according to New York State Gaming Commission website is to be awarded to the southern tier region in order to help generate economic recovery by providing both construction and permanent jobs to local residents. School aid, property tax relief. Both Tioga Downs and Traditions Resort Casino are located in the true southern tier region. Both

have signed project labor agreements with the Binghamton/Oneonta Building Trades to ensure local labor on the project during construction. Providing local union workers, possibly as many as 500 trades people with up to 18 months of construction results in millions of dollars being injected into local economy through wages, payroll taxes, local suppliers and vendors will be utilized for material during this construction. This will further inject monies into economy through sales tax, employee wages and benefits. Situating the casino in northern Seneca County would do little for the southern tier persons, local trades or businesses or the businesses employees. Permanent positions created by direct employment with Tioga Downs Casino or Traditions Casino and Resort will provide jobs for residents of many who are long-term unemployed with the full and part-time job opportunities within a financially reasonable driving distance from their home. Northern Seneca County is almost a 2 hour drive one way in the best of conditions for residents in Broome or Tioga Counties. If the gaming permit is granted to Lago Casino in Tyre, New York which is located in Northern Seneca County, this will be accessible from the thruway and will not do anything to boost the economy in the true southern tier. Therefore Labors Local 785 does not support Lago Casino in Tyre, New York and encourages the Commission to site the casino in the true southern tier, Broome or Tioga County. Thanks.

Dennis Glazer: Thanks.

Kevin Law: Thank you Chris. David Knight, also there's a Linda Knight. You're welcome to come up together if you want.

David Knight: No we'll speak separately.

Kevin Law: Then you get 5 minutes each. People in yesterday were sharing their 5 minutes, so we encourage that whenever people want to do it.

Dennis Glazer: But we don't want to break up a marriage.

David Knight: My name is David Knight and I reside in Seneca Falls. I arrived in Seneca Falls in 1986. Since then I have never worked in Seneca County. I've always had to work out of the area. I've worked in Monroe County, I've worked in Tompkins County, I've worked in Onondaga County, but never had a job in Seneca County. I am the face of the unemployed. I sincerely do want to get reemployed. The prospect of Lago in Tyre presents, in my mind, a wonderful business opportunity not just for the state, but for the area of the Finger Lakes. There are many businesses in the Finger Lakes area that will, I truly believe, receive the benefit from the casino in Tyre. I'm not going to rehash things that you've already heard and really, that's all I want to say. I welcome an opportunity to work in Seneca County after almost 30 years.

Kevin Law: Thank you Dave. Now Linda Knight.

Dennis Glazer: Let me guess, you don't want him home anymore.

Linda Knight: Actually I would love to have him home but I'm also speaking as a business manager. I am the General Manager of a hotel that's located about 5 miles from where Lago Resort would be. And as such, I am in full support of the Lago Hotel Resort and Casino. Normally, a hotel General Manager would not support another hotel, but very few hotels comes to the area bringing their own tourist venues and attractions and that's what I hope, to be quite honest, feed off of and the other tourist attractions in the area as well. Finger Lakes Wine Country is Finger Lakes Wine Country and once they're done touring the wineries and they want to have other opportunities, this will provide them with other opportunities. The local New York products would be amazing and I also feel that there is lots of opportunity for the hotels in the area too. Because there will be a tertiary market that will not be able to pay the price of the hotel rooms at Lago. Those are my people and I look forward to helping serve those people and to partnering with Lago. And pretty much everything else has been said. But I wanted you to see it from a hotelier point of view as well.

Kevin Law: We heard yesterday a lot about synergies in the hotel business even when a major resort comes in, there's a lot of synergistics spill over to the rest of the industry.

Linda Knight: I'm going to bed at night dreaming of the bus tours coming into Seneca County instead of going to Niagara Falls.

Kevin Law: That's nice but you need to get a life.

Linda Knight: My husband doesn't work, what can I say?

Dennis Glazer: Is there a hotel that you work in now in Tyre.

Linda Knight: Is the hotel you work in now in Tyre?

Dennis Glazer: No my hotel is in Waterloo which is about 4 or 5 miles from Tyre and it's on the same route, its on 414.

Kevin Law: Thank you. Floyd Winslow.

Floyd Winslow: I'm Floyd Winslow from Rochester, New York. I am not being paid by anybody to be here, I am a former employee of Wilmorite and I have a 62 year family relationship with family. I ripped up my prepared comments about an hour ago everybody had covered all the other stuff for Lago. One area that was just briefly mentioned by a previous spokesperson for another development was philanthropy. At the risk of sounding like the spokesperson for the New York State Lottery, I recently read in local papers up in Rochester that Tom Wilmot, his family and his family's foundation has contributed \$50 million to the Wilmot Cancer Center at the UR Medical Center at the UR campus Strong Memorial Hospital. \$50 million dollars. That's all I've got to say.

Kevin Law: Thank you. Leslie Pelotte.

Leslie Pelotte: Good morning. Thank you for giving me the time to speak. My name is Leslie Pelotte, I am the Mayor of the Village of Nichols, New York and certainly I am here to promote Tioga Downs. Our village passed a resolution in support of Tioga Downs, as many of the other villages and towns did in Tioga County, but Nichols is my hometown and it's where I worry about things. Tioga Downs, with the casino will bring us much needed, and you've heard about this, it's going to help the economy. It's going to bring us jobs. I look at housing. I have houses in our village that are unoccupied right now. We're looking to occupy those houses, so we're looking for housing. Restaurants, our local restaurants, certainly Tioga Downs has a restaurant but as people are coming through we have some small restaurants, cafés if you will and some larger restaurants in the village that need more customers. When we take a look at this Tioga Downs, they're going to bring new jobs but they have already brought jobs to our area and they did this, they took a chance on Nichols before the casinos came in. Jeff Gural, and many people have said it, he's already created jobs and he's going to continue to create jobs and this is something that is much needed in our area.

I'd like to talk a little bit about being a good neighbor. Before the casinos were even thought of if you will, Tioga Downs was there for our communities. During the flooding of 2006 and 2011 they stepped right up. They came right in, they helped out. They took away our trash. And we have to understand it's a small village, I have one employee if you will, that's how small it is. They came in and took the trash from our home owners. They just came in took it, there was no cost to the village. They were there with water and cleaning supplies. No one had to go to Tioga Downs and say, "Can you help us"? They stepped up and were right there. Tioga Downs is part of our emergency preparedness committee. When we thought that Sandy was going to hit us they stepped right up, they said, "What do you need" and we had lists and they were ready to get that for us before Sandy. So this is the type of company that Tioga Downs is. They have offered a room and a computer so that we can monitor the river level so that we can warn our residents both in the town and the village that the river is coming up. So they're there for that. And when we talk about contributions to local agencies, they are right there, they have been there and its not only in Nichols. I mean we have a community care network in Nichols that helps senior citizens and those that can't get to doctors appointments and so on. They contribute to that organization and many others in our area. But not just in Tioga County. They contribute in Chemung County, Broome County, this is a company that is all out for people and basically that's what I wanted to say. I appreciate you giving me the time. I do have a question and I know it was brought up in several presentations or speakers before me, but we are my constituents and in the town and in the village are so confused about how Tyre is included in the southern tier. Now maybe you can't answer that but that's something I'd like people to look at and it's been mentioned before, but its very confusing to those of us who live and work in the southern tier.

Kevin Law: You'll have to talk to your state legislators and that's

Dennis Glazer: They may have just mislabeled the zone. They're clearly in the eligible zone.

Kevin Law: We didn't make any of the rules or any of the labels.

Lesley Pelotte: So we can't shoot the messenger then.

Dennis Glazer: Well you can but...

Lesley Pelotte: But it's not going to do me any good. Alright thank you.

Kevin Law: I've got one question for you. Has there been, as the Mayor have you gotten any phone calls or letters of people in the community opposed to Tioga Downs Casino?

Lesley Pelotte: No I haven't gotten any from people that are opposed. I have gotten calls, I'll be perfectly honest with you, concerns about traffic and that's all.

Kevin Law: Got it. Okay thank you very much. Okay whose next? William McHale

William McHale: Good morning, I think it still is morning. My name is Bill McHale, I'm a retired R.N. I was blessed to serve veterans with sever mental illness during my career and I am also a Vietnam Veteran and I care very much about the constitution and the following of our country and that's what I'll refer to when I talk today a little bit.

But this morning when I walked in I was struck by the number of people here and the different t-shirts they had on and things like that and it just hit me that we are arguing over a sort of a small piece of pie and because of that I decided I'd like to make a little bit of a campaign speech but I'm not going to endorse anybody by name of course. But somebody earlier said that New York is ranked last in our economy in the whole country and I think the fundamental reason why we're here today is because of mismanagement in government. And the lack of leadership in government to understand business and now I stand with the citizen of Tyre to say that, and agree with them that they should not have to have a casino in their backyard. November 4th is coming up and we need to all look hard at all the candidates and see what they stand for. Not be cynical and just say, "Well they're all the same" because I hear that a lot. And I think that's the key to this problem. We need to grow the pie so that we can have a bigger piece. I hear about Seneca County with the Indian problem, not paying taxes. One of the largest providers of money or taxes or revenue is from a huge trash pile, that on a certain day you can smell it all the way down to Cayuga Lake. I can smell it down there. We need to as Americans all really wake up and get involved. We have more elections in our country than anyplace in the world and we have the ability to change things. And again, now I can understand everyone here with the economic problems that they have and they're all like little kids here looking for a crumb off the plate of Albany. And that's got to stop. We've got to get involved in our government. We have industrial zones where businesses are supposed to go. And everybody is blinded by the opportunity to have more taxes and more jobs which are very real complaints. So as a student of the constitution I read a lot about the founding fathers, 51 of the 55 were Christians and a lot of people don't know that and some people don't even want to hear that. The favorite scripture quote back then was from Proverbs, "When the righteous are in authority the people rejoice, but

when the wicked beareth rule, the people mourn". I think that's what's going on. I think this state is a wonderful state. I love New York State. I love the Finger Lakes, I'll never leave. There's so many people leaving New York State. The politicians worry about young people graduating and go to another state. We had the governor of Texas come here to recruit companies to go to Texas. How can we run a successful state and be attracting businesses? And why are we fighting for a casino? Morally I don't know if gambling is right, wrong or what it is and I won't say, but it seems to me we've lost our way in the state and that we would do a lot better to attract real manufacturing facilities that we used to have in the old days and create real businesses and a real economy for the people of New York State. Thank you.

Kevin Law: Thank you. Okay, we are right on time now for our going back to our other list. Folks who have previously registered and just to give you a heads up so you can plan your own afternoons, at 12:25 we are going to take a 30 minute break for lunch and then reconvene at 1:00. so starting off the noon hour, Dan Gralone.

Dan Gralone: good afternoon gentlemen. Thank you very much for the opportunity to speak here today. My name is Dan Gralone, I'm a resident of the town of Junius which is adjacent to the town of Tyre. Its about 3 miles, my residence is about 3 miles away from the proposed site so I'm here today speaking in support of the Lago Casino and Resort. So my residence as I stated is about 3 miles away. I also own commercial property in the town of Tyre that's not developed yet. So I wanted to start out today by basically giving a little bit of background.

I grew up here. I was born and raised in that same residence that's 3 miles away. My wife and I were born and raised here. My family owned a business that was in Tyre, a commercial business in Tyre that I worked at as a teenager growing up and after I graduated from high school, I left the area and went into the military and just finished 30 year career in the military. I've traveled around the world. I've seen a lot, traveled to a lot of different countries and when it came time to retire from the military I had to make a decision of where do we want to settle down for the rest of our lives and we consciously picked this area because we believe that Seneca County is an incredibly beautiful place to live and great people and great culture. And so we could have settled anywhere and decided to come back here. We didn't know about the casino. We had no idea that there was even plans for a casino. And we did plan on a business. And we will create a business, open it up next summer, it will be a brewery and this brewery will be located about 3 miles away from he casino. So when we found out about the casino we became very excited and we do support it and one of the biggest reasons that I support it is because of what I've seen over the past 30 years. As I've been traveling around the world I've stayed in touch with family and I've really monitored what's going back in our hometown, we love this place and we want it to succeed. And I have seen it slowly deteriorate. And I remember a while ago when Ross Perot was running for President he coined the giant sucking sound. I've seen it and Seneca County, when the County is the biggest, when the County Office Building is one of the biggest employers in the county that tells you something. So, we've seen this county degrade over years and lose jobs. I'm one of them. I'm one of the people that left because of an opportunity that just didn't exist here for me. I got out of the military early in my career came back here thinking that I could establish myself here and create an opportunity for my family. Spent 6 years working for

Gould's Pumps and Gould's Pumps started divesting jobs and the next thing you know I'm without an opportunity. And I'm one of those people that left. I went back into the military. And I hate to see that happen.

So there's 2 schools of thought, which one of the 3, I'm a big, big supporter of anything that will help economically help Seneca County. It's got a lot of potential and over the years I've seen that potential not get taken advantage of properly. So, that's why I'm here today. I really do believe that the bottom line here is jobs. A lot of what I've heard in the argument is jobs created regardless of which location, jobs created by the physical direct, jobs by the casino themselves. But I'm a perfect example of indirect jobs and job creation. My business that is forming right now was going to be formed regardless of whether the casino came in or not. This brewery. Now that this casino is coming in I can see the brewery becoming larger. So from possibly 2 or 3 employees without the casino, to maybe a dozen or more if the casino does get approved. So that is the bottom line I think is jobs and indirect jobs, business partnerships and I cannot express enough how sincere and candid and honest that I've seen the folks that work for Lago that are promoting local business partnerships. I believe it. I believe that they've got the right mindset and they're really focused on local partnerships.

One other thing that I wanted to mention that is when I say that jobs have left Seneca County, one piece of evidence that you can look at. When I graduated from high school 30 years ago my graduating class was much larger than it is today, the graduating class is today. And that's not just Waterloo High School, its surrounding schools too. So people are leaving and we need something to bring them back. Thank you very much.

Dennis Glazer: Got a name for your beer?

Dan Gralone: I do, Stone House Ale. And the Cobblestone Enterprises is the name of the company.

Dennis Glazer: Congratulations.

Kevin Law: Good luck and thank you. Jessica Sinacrope

Jessica Sinacrope: Good afternoon my name is Jessica Sinacrope and I'm a resident of Seneca County and a business owner of Jessica and Company. Successful full service salon in downtown Seneca Falls. I am here speaking today in favor of Lago Resort Casino. Downtown Seneca Falls has come a long way. The women's hall of fame of which I am a local board member. The growth of the wineries and the access of the lakes in the region are great. However it lacks industry, good jobs and continuing tourism. That's why I welcome Lago Resort Casino. I feel this would be saving grace to our community and offer prosperity and opportunity. Many young college graduates have moved away due to lack of job opportunity in Seneca Falls. With Lago offering 1800+ new jobs, young people of my generation and generations to come now see this as a very appealing community to raise a family. I feel Lago would be the catalyst to bring population and business back. Lago would create a positive

domino effect which would lead to more diverse businesses into the area and create larger revenue and growth for our wineries, parks, marinas, restaurants and stores. I hope people start thinking positively about the casino's impact on tourism and on locals.

You get more out of a project of this magnitude with a community behind it and we need the change in positivity here in Seneca Falls. Lago offers so much more than a casino, it will have 5 restaurants, a theater, a convention center, spa and hotel. This will not only bring careers but education as well because Lago already has a training agreement with Finger Lakes Community College.

More entertainment opportunities for our families and tourists of which 80% of the tourists now do not stay in Seneca County. There would be more options now to want to stay and enjoy the rest of Seneca Falls. More tourism will bring more businesses, current businesses, to encourage new businesses to open. When local people have more money, they spend locally. They go to local restaurants, salons, buy cars and add onto their homes. Truly Lago is a win-win for everyone in Seneca County. Lago Resort and Casino is the best option for our region.

And I just wanted to say as a salon, sitting behind the chair and listening to people locally, my customers they've been very in favor of the casino.

Kevin Law: Thank you. Nick Luis.

Nick Luis: Good morning. Well changed my speech a few times in the last hour listening to everyone talk but I am an Owego resident. Owego is probably about 10 minutes just east of Nichols and I'm a supporter of Tioga Downs. I've live in Owego almost my whole life. I work in Owego, I volunteer in Owego. I'm the Vice President of the local Boys and Girls Club, I work with Camp Owaga which is a camp that supports kids with special needs. But I love Owego. No one loves Owego more than me. Basically though I think having Tioga Downs there in Owego is extremely necessary. I'm part of a leadership Tioga Program which yesterday we just met and I didn't realize and it was spoken about earlier today also where hospitals, we don't have any in Tioga County, universities, we don't have any. We need a destination. We need something to bring people in. I think Tioga Downs is doing that now. I think that they've done it for a few years now. In terms of what Tioga Downs, they were the ones really in my mind who passed Proposition 1. They were the ones who went out and funded that and had their employees out in the community and trying to get Proposition 1 passed. Jeff Gural, he put his money where his mouth is. It wasn't promises, it was action. He supported it. He did it. We talked a lot about some of the stuff he's done locally for the community and non-profits and I can't say enough in terms of that also. But, once again, he's done it. It wasn't promises. It was actions.

Also, I guess the only other thing I would say really is look at what he's done in terms of, he put in the waste water facility already. He's already done with the garage now. They've done it. I guess it would be a real slap in the face in my mind for somebody whose done all the leg work and wanted this casino here in Tioga County, and I understand all these other casinos they do

have good plans but it really wasn't an idea for anybody else except Tioga Downs until Proposition 1 was passed and then everyone else seemed to jump in. so I just think it would be a real slap in the face really to not have Tioga Downs be the one that is awarded. Thank you.

Dennis Glazer : I hope Jeff Gural is watching on the simulcast to hear all the nice things. He's here? Well I'm glad he's here to hear this, it's very nice.

Kevin Law: Doug Levine.

Doug Levine: Alright. Good afternoon gentleman. Thanks for allowing me the chance to speak today.

Kevin Law: Just so you know we heard from your colleague yesterday and the day before.

Doug Levine: I know I'm aware. Oh Philip Morse. Well allow me to introduce myself, my name is Doug Levine, I'm the Executive Director of the State Theater here in downtown Ithaca, New York. We're just 2 short blocks from this here hotel and yes I'm here as a volunteer representative of the Upstate Theater Coalition for a Fair Game. A group of all of the 13 municipals or not-for-profit performance facilities with 1000 seats or greater that serve the citizens within the 3 gaming regions being considered in this process. I am also joined by John Parkhurst. He's the Chief Operating Officer for the Rochester Broadway Theater League which owns and operates the auditorium theater in downtown Rochester.

Kevin Law: I guess there's no way to stop this. We heard it twice so you can pick up from what's different.

Doug Levine: Okay that's fine, that's fine. So you're aware of all fair game. You've heard from Philip for 2 days. I don't know if anybody else in the room wanted to know about that but I'll just talk to you gentlemen. So the main difference here, we are very pleased to say that in the 3 regions, 12 of the 16 gaming applicants have signed memoranda of understanding with us. In some cases the gaming applicant altered plans for live entertainment significantly. In other cases we made decisions to communicate regularly in ways never before considered. Here in the southern tier I am very happy to report that we have signed MOUs with all 3 of the applicants. So we are very confident that Traditions, Tioga Downs and Lago Resorts. We also believe that the little institutions that have come together the Clemens Center in Elmira, the Forum Theater in Binghamton, the Auditory Theater in Rochester and me at the State Theater in Ithaca will continue to collaborate in a manner reflective in those agreements. And rather than repeat what Philip said the last 2 days, I'll just leave it at that.

Kevin Law: Great work.

Doug Levine: Okay thank you.

Dennis Glazer: So you don't care which way? You support any one of the three?

Doug Levine: I mean we have agreements with all 3.

Kevin Law: Agnostic. Luke Henson.

Luke Henson: Good morning. I apologize allergy season sucks this time of year and I realized I'm the last one before lunch I think so I'll try to be as brief as I can.

But I'm the Executive Director for the Tioga County Boys and Girls Club which is located in Owego, New York. I took over in 2012 which was a really challenging time for us at the Boys and Girls Club; just recovering from the flood and unfortunately for us, our facilities roof was less than adequate. Our nightly routine was placing buckets throughout the facility to collect water, making sure the facility was safe for our kids. We serve 2500 youth throughout the area, unduplicated youth. So not repeat people all throughout Tioga County. Jeff Gural and Tioga Downs became an early partner with us as we looked to solve some of the huge issues we had. And to be honest when I took over in 2012 it was November, I was really worried that we could continue to operate with the roof the way it was being very unsafe. As we took a look at our finances after the flood, looking at our budget for '13 it was a scary time for us. Jeff Gural is someone who stepped up as a friend for the club and for the community. He took a gift of \$15,000 to us and we were able to leverage that for other gifts and to be able to provide the funding to replace that roof. In addition, I'm excited to announce today in less than 2 years we have raised \$550,000 as a snowball effect to his giving. So it's just a very exciting time to be a Boys and Girls Club member right now but at the same time we are very thankful for that early show of support and just him believing in us being able to continue to provide those services.

We focus on academic support. We focus on citizenship, personal nutrition and just teaching the kids to be good citizens. I know a lot of people have talked a lot about the economic development, but he has definitely seen that providing for our youth is really where the foundation needs to be built to rebuild any good community. So I just personally as a friend and as a club executive and member really appreciate the support that he has shown our county and like Nick said his actions speak louder than a lot of the promises. So thank you for that.

Kevin Law: I know personally the great work your organization does and I congratulate you on it. It is a uniformly positive experience in the community that I come from.

Luke Henson: Well thank you very much I appreciate that. And I do have a letter I'd like to...

Dennis Glazer: Submit.

Kevin Law: Alright. So we're actually 5 minutes ahead of time. So we're going to take a break now. We will reconvene at 1:00 p.m. sharp and John Patty will be first up at 1:00 p.m.