



Local Business Promotion

Cross Promoting within the Woodbury Community

As Caesars builds a strong foundation of mutual and respectful relationships within Woodbury, it has committed to be a part of and support various community events.

Caesars has already sponsored or will sponsor the following:

- Woodbury Community Day Golf Outing (June)
- The annual Woodbury Community Fireworks (July)
- The Highland Mills Fire Company Day of Golf (July)
- The annual Woodbury Day (September)

This list is also steadily growing.

Caesars looks forward to partnering with its organizations and leadership and is humbled by the overwhelming warm welcome and encouragement of the residents. Many organizations have a long history of serving the community such as the Woodbury Community Association (WCA – over 90 years) and the Woodbury Chamber of Commerce (over 40 years). Additional close relationships are developing with The Woodbury Free Libraries, The American Legion, and The Lions Club. Caesars looks forward to the overall enthusiasm of Caesars- Woodbury potentials relationships. Caesars will collaborate and where feasible and lead the way to help Woodbury live up to its full potential as the crown jewel it truly is. Moreover Caesars will utilize, to the fullest extent possible, its private air charter service (by far one of the most successful air charter programs of its kind in the resort-gaming field) to bring non-local guests into Stewart Airport so they may experience the excitement and charm of the region as well as Caesars New York, thereby tapping into an additional lucrative revenue stream. Caesars will incorporate ongoing, frequently implemented campaigns, strategically targeting its 45 million plus member database to accomplish this goal.

With the pledge to foster economic growth and development, Caesars has partnered with the Woodbury Chamber of Commerce to fully support its organization. To that end, Caesars New York plans to:

- Play an active role in the Woodbury Chamber of Commerce and aid in achieving their goals
 - Assist to re-establish their walkable down town community in Central Valley (also partnering with The Town/Village Boards, The Highway Department, Beautification Committee and Historical Society)
 - Our local office will be located in Central Valley to experience firsthand the issues confronting the area so that we can bring about positive change
 - To sponsor a Local Shopping Guide supplied/distributed in our Resort-Casino Info Center and website
 - o To Cross-Link our local Businesses in all Social Media & Websites with easy access links

Local Impact and Siting Factors



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- Enroll Local Businesses in our TOTAL REWARDS Program
 - o Woodbury Chamber of Commerce
 - Hampton Inn, Central Valley
 - o Jay's Deli
 - o Rushmore Estate and Bed & Breakfast
 - o Falkirk Estates & Country Club
 - Falkirk Farms (Equestrian Center)
 - o Falkirk Golf Club
 - Palaia Vineyards
 - The Black Forrest Mill Restaurant
 - Kristy's Family Restaurant
 - Peppy & Eddy's Family Restaurant
 - o Cosimo's Brick Oven & Grill
 - o Aji Asian Cuisine
 - o Danny's Deli
- Develop local business partnerships to internally promote and encourage our employee base to support and frequent local businesses and attractions:
 - Jay's Deli
 - o DV Signs
 - o Bumble Fly, Community Connection
 - Flowers by David Anthony
 - o Keller Williams Realty
 - o The Art Studio
 - o Perri Chiropractic @Wellness Springs
 - o Orange County Nursery and Stone Supply

In addition, Caesars intends to partner with the acclaimed, world-renowned Woodbury Common.

Cross Promoting within Lower Orange County

Woodbury, being centrally located and the gateway into many surrounding towns, offers a unique opportunity to promote further the program *SHOP LOCAL AWARENESS*. Besides embracing existing tourist attractions, cultural and entertainment venues, we are surrounded by and understand the many difficulties faced by the local shops and privately owned businesses. By offering new and diverse methods of marketing to a larger pool of potential customers on a regular basis Caesars intends to help these businesses rejuvenate and reinvent themselves as more desirable places to visit giving them the potential to become profitable.



In addition to local business partnerships, Caesars has begun its Lower Orange County support of organizations and community events by sponsorship of The Annual American Legion Post 488 Iron Chef: Marines vs. Firefighters, Harriman, and The Monroe Annual Cheese Festival. We welcome the opportunity to stay in the gateway of Woodbury, and foster these relationships for endless ongoing opportunities going forward. Caesars has identified a part of its recognition and strategy below:

Promoting the Shop Local Awareness Program

Caesars intends:

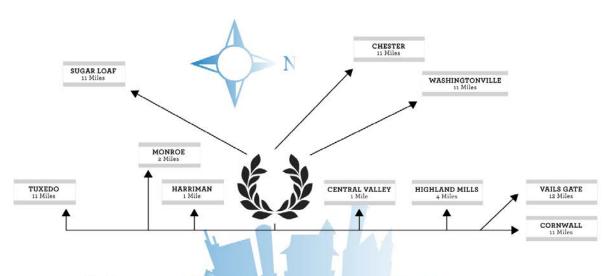
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- To cross promote with these 10 neighboring downtown communities; all within less than a 12 mile radius
 - To become members of each of these Local Chambers of Commerce:
 - Woodbury (including Central Valley & Highland Mills)
 - The Greater Cornwall (including Vails Gate and New Windsor)
 - Sugar Loaf Artisan Shopping Community
 - Blooming Grove (including Chester & Washigntonville)
 - The Greater Monroe (including Harriman)
 - o Tuxedo
 - o Pine Bush
 - o Goshen
 - o Warwick
 - o Pine Island
 - Ulster County
 - o Sullivan County
 - o Rockland County
 - Dutchess County
 - Putnam County
- To encourage surrounding local businesses to enroll in our TOTAL REWARDS Loyalty Program
 - Museum Village, Monroe
 - Sugar Loaf- Artisan Shopping Rep
 - o Beroni Gallery, Sugar Loaf
 - o Sugar Loaf Performance Center, Sugar Loaf
 - Bumble Fly, Community Connection
 - o Cromwell Manor House, Cornwall
 - Brotherhood Winery, Washingtonville
 - Angelo's Sicilian Trattoria, Harriman
 - LaVera Cucina, Italian Restaurant, Monroe
 - Villa Positano, Pizzeria Restaurant, Bar, Monroe
 - National Purple Heart Hall of Honor Museum, New Windsor
 - Bonura Hospitality Group

Local Impact and Siting Factors



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Neighboring Downtown Communities

Neighboring Downtown Communities

- To sponsor and host local Annual Events:
 - o (Lower Orange County Collaborative Events) at the facilities
 - The annual, Community Connection and Business Expo- promoting Local Awareness in the Lower OC area.
 - o (2014 Expo included 166 local Vendors and 1400 participants- info attached)
- To host Local Events at the Caesars Outdoor Performance Venue
 - o The monthly Battle of the Bands Summer Concert Series –with local musicians
 - Local Farmers Markets and arts/crafts expo fairs
- To cross-market all local Hotels and Bed & Breakfasts
 - Overflow agreement with the Hampton Inn, Central Valley
 - o The Rushmore Estate and Bed & Breakfast, Highland Mills
 - o Good Neighbor Support for The Cromwell Manor House, Cornwall

For additional information on community and business support, please refer to IX.B.4, IX.B.5, and IX.A.1.

Attachments:

IX.B.1_A1 MOU's

IX.B.1_A2 Bonura Letter

IX.B.1_A3 Orange County Arts Council MOU

IX.B.1_A4 Orange County Arts Council

IX.B.1_A5 West Hills Country Club

Attachment IX.B.1_A1

Caesars Entertainment ("Caesars") and <u>MUSEUM VILLAGE</u> ("the Partner") are jointly desirous of a casino resort being located in Woodbury that integrates into and complements the existing business community and its attractions, and in connection therewith, the parties agree to collaborate to help the project win the New York State gaming license for Region 1 which will create many secondary benefits for local businesses and the tourism and hospitality community.

Business Considerations

Should Caesars secure the rights to the Region 1 gaming license Caesars agrees to work with the Partner to determine the best way to collaborate, including review of the following relationships with the company, our customers and our employees:

- 1. Offer its Total Rewards customers (45+M in database) the ability to use their TR credits and comps at the partner's hospitality and/or service locations throughout Woodbury and the Greater Hudson Valley.
- Purchase among other things rooms/meals and/or other various goods and services directly from the partner at a mutually agreeable value to be determined. The Partner will have access to direct customer referrals as well proprietary currencies such as Reward Credit redemptions (funded by Caesars), comp slips (funded by Caesars), and Total Rewards Gift Cards (funded by cash or Reward Credits).
- 3. Provide opportunities for the Partner related to increased visibility through marketing within the largest and best loyalty program of its kind, and via various other channels that may include database mailings, email blasts, website listings, twitter marketing, on property signage and visitor centers, and in-room materials.
- Provide opportunities with our future employee base, including internal promotion and a "shop local" campaign to our estimated 3000 employees and their families.
- 5. Provide opportunities for the sourcing of goods and services from the Partner to Caesars including potential small business vendor and diversity opportunities.
- 6. Implement a strategic destination advertising campaign in association with Orange County tourism officials that will increase tourism and tourism-related spending in the area.

The Partner agrees to assist in efforts to publically support Caesars effort casino resort at the local and state level as well as with other hospitality industry leaders including, if needed, (i) with reasonable advance notice given, attend a press conference or other event(s) to announce support of the Caesars bid and the concept of a casino resort that integrates into the existing business community; (ii) introduce Caesars to other community and hospitality stakeholders that may support the overall strategic objective of our "community integrated casino resort"; and (iii) work with Caesars for as long as the company remains an active applicant for the Region 1 casino license.

JUNE 12 2014

Caesars Entertainment

Date

MEMORANDUM OF UNDERSTANDING WITH LOCAL BUSINESSES (Doodbury Chamber OF Comage ("the Partner")

Caesars Entertainment ("Caesars") and

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Partner

6/14

Caesars Entertainment

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Caesars Entertainment

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Caesars Entertainment

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Caesars Entertainment

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Partner

06-01-14

Date

Caesars Entertainment

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Partner 06-01-14

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Flowers by David Anthon

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Caesars Entertainment

Date

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Date

Caesars Entertainment

Caesars Entertainment ("Caesars") and Black Forest Mill Restaura ("the Partner") are jointly desirous of a casino resort being located in Woodbury that integrates into and complements the existing business community and its attractions, and in connection therewith, the parties agree to collaborate to help the project win the New York State gaming license for Region 1 which will create many secondary benefits for local businesses and the tourism and hospitality community.

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Caesars Entertainment

Partner Date

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("the Partner")

Partner

Date

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Caesars Entertainment

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Caesars Entertainment

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(("the Partner")

Partner

Caesars Entertainment

Date

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Caesars Entertainment

Date

Caesars Entertainment ("Caesars") and Villa Positano, Monroe

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Caesars Entertainment

Partner

Monroe, 10950 845-395-0786

("the Partner")

Caesars Entertainment ("Caesars") and <u>STONET POINT BAT MAINA</u> SPORT FISHING CHARTER BOATING PACKAGES ("the Partner") are jointly desirous of a casino resort being located in Woodbury that integrates into and complements the existing business community and its attractions, and in connection therewith, the parties agree to collaborate to help the project win the New York State gaming license for Region 1 which will create many secondary benefits for local businesses and the tourism and hospitality community.

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Caesars Entertainment

4 06-0 Date

Caesars Entertainment ("Caesars") and Live-2-Create Project Inc.

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Campbell HallN T 10916 Partner Director (845)5 ZAlpert 51 Date

("the Partner")

Caesars Entertainment

Caesars Entertainment ("Caesars") and <u>Koby Security Solutions</u> ("the Partner") are jointly desirous of a casino resort being located in Woodbury that integrates into and complements the existing business community and its attractions, and in connection therewith, the parties agree to collaborate to help the project win the New York State gaming license for Region 1 which will create many secondary benefits for local businesses and the tourism and hospitality community.

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Caesars Entertainment

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Date

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Caesars Entertainment

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Givilio DeFelippis 4-6 Fairlawn Ave

("the Partner")

Caesars Entertainment

Attachment IX.B.1_A2

BONURA HOSPITALITY GROUP

June 23, 2014

New York Gaming Facility Location Board C/O New York State Gaming Commission PO Box 7500 Schenectady, NY 12301-7500

To Whom It May Concern,

I would like to submit this letter in support of the Caesar's Casino New York Project. With your approval, this important economic driver will be built in Woodbury.

For over three decades, the Bonura Hospitality Group has been synonymous with extraordinary events in the Mid-Hudson Valley. We have created lifelong memories for tens of thousands of happy customers. Shadows on the Hudson, Bonura's Little Sicily, Torches on the Hudson, and Billy Joe's Ribworks are our full service restaurants. Each of the restaurants could benefit from cross marketing and use of loyalty points should this project move forward. In addition to restaurants, The Bonura Hospitality Group offers the perfect Catering and Event setting for all types of events from weddings and bar & bat mitzvahs to banquets, parties, meetings and conferences. Each location features meticulously manicured landscaping, indoor and outdoor settings for ceremonies and receptions, extraordinary food, unrivaled service and attractive packages to fit every budget.

BHG also operates marinas both in Newburgh and in Poughkeepsie. These marinas would allow for guests to arrive by boat and then transfer to the casino. Finally, the Bonura Hospitality Group operates "Shadow One" – the most unique Hudson River experience you can find. Our marine "taxi ride" will take visitors on an exhilarating 60 mph water ride from the beautiful Newburgh waterfront to Shadows Marina in Poughkeepsie in just 20 minutes.

We are excited to become an extended amenity of Caesar's New York by providing guests with many unique experiences only we can offer in the Mid-Hudson Valley - from golf and tennis in Middletown, to tasty meals on the Newburgh waterfront overlooking the majestic Hudson River, to jetting on the River to Poughkeepsie via Shadow One. Our unique business welcomes the opportunity to become one of Caesar's regional partners – providing cross-promotion and marketing opportunities. We look forward to providing guests with recreational and on-site/off-site dining experiences. Together, the Bonura Hospitality Group and Caesar's New York will make the Mid-Hudson Valley a true resort destination for the entire Northeast.

Sincerely,

Bonura Hospitality Group



845-565-3390 • 2975 US Route 9W South, New Windsor, NY 12553 • www.bonurahospitality.com

Attachment IX.B.1_A3

Caesars Entertainment ("Caesars") and Orange County NY Arts (Duncoll"the Partner") are jointly desirous of a casino resort being located in Woodbury that integrates into and complements the existing business community and its attractions, and in connection therewith, the parties agree to collaborate to help the project win the New York State gaming license for Region 1 which will create many secondary benefits for local businesses and the tourism and hospitality community.

Business Considerations

Should Caesars secure the rights to the Region 1 gaming license Caesars agrees to work with the Partner to determine the best way to collaborate, including review of the following relationships with the company, our customers and our employees:

- Offer its Total Rewards customers (45+M in database) the ability to use their TR credits and comps at the partner's hospitality and/or service locations throughout Woodbury and the Greater Hudson Valley.
- Purchase among other things rooms/meals and/or other various goods and services directly from the partner at a
 mutually agreeable value to be determined. The Partner will have access to direct customer referrals as well
 proprietary currencies such as Reward Credit redemptions (funded by Caesars), comp slips (funded by Caesars), and
 Total Rewards Gift Cards (funded by cash or Reward Credits).
- Provide opportunities for the Partner related to increased visibility through marketing within the largest and best loyalty program of its kind, and via various other channels that may include database mailings, email blasts, website listings, twitter marketing, on property signage and visitor centers, and in-room materials.
- 4. Provide opportunities with our future employee base, including internal promotion and a "shop local" campaign to our estimated 3000 employees and their families.
- Provide opportunities for the sourcing of goods and services from the Partner to Caesars including potential small business vendor and diversity opportunities.
- Implement a strategic destination advertising campaign in association with Orarige County tourism officials that will increase tourism and tourism-related spending in the area.

The Partner agrees to assist in efforts to publically support Caesars effort casino resort at the local and state level as well as with other hospitality industry leaders including, if needed, (i) with reasonable advance notice given, attend a press conference or other event(s) to announce support of the Caesars bid and the concept of a casino resort that integrates into the existing business community; (ii) introduce Caesars to other community and hospitality stakeholders that may support the overall strategic objective of our "community integrated casino resort"; and (iii) work with Caesars for as long as the company remains an active applicant for the Region 1 casino license.

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Caesars Entertainmen

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Partner

Attachment IX.B.1_A4



BOARD OF DIRECTORS

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Susan Hawvermale Orange County Director of Tourism

Nancy Proyect President, Orange County Citizens Foundation

Executive Director Dawn Ansbro Caesar's Entertainment Corporation Woodbury, NY 11797

Dear Caesar's:

The Orange County Arts Council is pleased to express support for development of a casino in Orange County. The Arts Council anticipates a casino would result in substantial increases in local purchasing, employment, tourism, tax revenues, economic and community development, and support for local charities.

We look forward to developing a partnership with the selected casino applicant and anticipate the benefits to the community will include meaningful direct support of local artists and arts organizations including, but not limited to:

- Making casino facilities available for community use for gatherings, exhibitions, performances and events.
- Regularly purchasing and commissioning artworks and performances from local artists and arts organizations of all kinds.
- Regularly providing opportunities for local artists and arts organizations to exhibit, perform and sell their work to casino patrons.
- Providing meaningful financial support to local arts organizations.
- Partnering with local school districts to support and expand arts programs.
- Cross-promoting arts and cultural events and encouraging casino patrons to explore the many arts experiences available in Orange County.

We thank you for reaching out to us and look forward to a mutually rewarding partnership with the selected casino applicant.

Sincerely,

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Dawn Ansbro Executive Director

www.ocartscouncil.org

P.O. Box 574 Sugar Loaf, New York 10981 Tel 845.469.9168 • Fax 845.469.3145 Attachment IX.B.1_A5



June 17, 2014

Caesar's Entertainment c/o Mike Salzman One Caesars Palace Drive Las Vegas, NV 89109

Dear Sirs:

West Hills Country Club was pleased to meet with you on May 29, 2014 to learn about the prospects and vision of the planned Caesar's New York in New Woodbury. We appreciate the opportunity to communicate and coordinate together, as you look to develop a world-class destination for the entire Mid-Hudson Valley region.

We recently purchased and renovated the West Hills Country Club in Middletown NY. We have transformed the country club experience in the Mid-Hudson Valley through our multi-million dollar renovation and have created one of the finest golf and recreational venues in the region. Nestled along the majestic Wallkill River, West Hills Country Club offers a complete experience for the entire family. In addition to one of the area's finest golf courses, West Hills has updated the club from its clubhouse and restaurant to its swimming pool and tennis courts.

In particular, we are excited about the opportunity to create joint packages for visitors, which would include a resort stay and a golf outing at your facility. This is the ideal synergy for our two organizations. Together, we can create efficient and impactful marketing/advertising; craft unique vacation experiences (Tournaments, Holiday Weekends, Clinics/Camps, Fall Foliage, etc); and, develop a system of transportation between our venues.

The golf visitor to our region is avid and important to the success of the hospitality and recreation industries. Many of your guests come from outside the immediate area and, will play with us on multiple occasions, patronize our facilities and enjoy other restaurants, lodging and attractions nearby. West Hills Country Club is excited to become an extended amenity of The Caesar's New York resort experience and to expand a high-level of service and hospitality to our guests and yours, too.

Please count on our assistance and collaboration and, let us know of how we might help further.

Sincerely,

West Hills Country Club

121 Golf Links Road, Middletown, New York 10940 | 845.341.1899

www.westhillscountryclub.com



Partnerships with Live Entertainment Venues

Agreements with Impacted Entertainment Venues

Caesars has a long history of being a valuable and collaborative actor in the entertainment landscape in all of the communities that it does business and is approaching its relationships in New York State with the same seriousness of intent as it does for the other locations in which it operates. Caesars understands that partnership agreements must work for all parties involved and has explored potential relationships with certain live entertainment venues that may be impacted by the project, including:

- Paramount Theater (Middletown);
- Mid-Hudson Civic Center / Sugarloaf PAC (Poughkeepsie / Chester;
- Fair Game Coalition (Bardovan/UPAC at Poughkeepsie/Kingston; Bethel Wood at Bethel; Proctors at Schenectady among others); and
- Paramount Hudson Valley (Peekskill).

Based on these meetings, Caesars received certain proposals to "mitigate" projected impacts that included in one case an initial payment of \$750,000 plus annual payments thereafter of \$500,000 and in another case an amount annual payments equal to the greater of 0.5% of net gaming revenue and \$1,000,000.

After considering these offers in view of the objectives of the Gaming Act - enhancement of the State's live entertainment venues and mitigating impacts - Caesars concluded that individual agreements with one or more venues was not the most prudent approach to working with the entertainment community as a whole. Caesars was concerned that such an approach lead to the picking of winners and losers and that the amounts proposed as mitigation payments by some of the venues had little or no objective criteria underlying the offers.

As a result, Caesars is proposing a different approach that would establish a fair and objective process available to all entertainment venues that may be impacted by Caesars New York and provide a framework for partnering with all such venues in a meaningful way. The plan is as follows:

 Identify an existing academic or arts institution in the Hudson Valley Region that, among other things, promotes the arts and that could objectively administer an "Entertainment Promotion Fund" established by Caesars New York and any other 3rd parties willing to contribute to the fund. Alternately, if one cannot be found, establish a 501(c) that would be controlled by an independent Board with representatives of the regional arts community to administer the Entertainment Promotion Fund.



- Provide seed funding for the Entertainment Promotion Fund in the amount of \$250,000 plus, after opening, annual grants equal to greater than 10% of net ticket revenue at venues at Caesars New York, but no less than \$250,000 per year for a period of ten years.
- The monies in the fund would be disbursed by the administrator in a manner that looked at actual impacts to entertainment venues as well as other established needs of such venues in the Hudson Valley Region and neighboring counties which presumably would encompass the impacted communities.

In addition to the Entertainment Promotion Fund, to promote and assist regional entertainment venues, Caesars New York would propose the following ongoing partnership to assist in marketing such venues that wanted to be included ("Entertainment Partner Venues"):

- Loyalty Program Participation: Opportunity for individuals to earn and redeem Total Rewards points for/toward ticket purchases at Entertainment Partner Venues; Total Rewards members in the surrounding areas will be aware of this opportunity via promotion by Total Rewards.
- Pre-Sale Access: Opportunity to purchase tickets prior to general 'on-sales' for events at Entertainment Partner Venues available and promoted to Total Rewards members in the surrounding areas (will help drive ticket sales through additional marketing to TR database).
- Expanded Ticket Distribution: Willingness to sell events at Entertainment Partner Venues at the Caesars New York box office.
- Co-Marketing Initiatives: Various "show your ticket stub" promotional programs to encourage crossvisitation to Caesars New York and Entertainment Partner Venues.
- Co-Booking Arrangements: Processes established that prior to making offers, reaching out to Entertainment Partner Venue representative(s) to determine opportunity for coordinated routed offer. This would allow Partner venues to tap into the national booking network of Caesars venues.
- VIP Programs: Explore ticket purchases and sponsorships at Entertainment Partner Venues to support our marketing efforts at Caesars New York.



Page |3

Caesars New York firmly believes that the approach identified above coupled with the Entertainment Promotion Fund will further the intent of the Gaming Act in a more meaningful and fairer way than pursuing the proposals that have been provided by some of the venues that the company has approached. Concurrent with the filing of this application, Caesars has written letters to regional entertainment venues to indicate our desire to pursue this approach and to invite ideas to implement it and establish how to move forward if Caesars New York is chosen as a winning bidder.



Partnerships with Live Entertainment Venues

Declined Agreements

As described in Exhibit IX.B.2.a, Caesars is proposing an approach that would establish a fair and objective process available to all entertainment venues that may be impacted by Caesars New York. The plan is as follows:

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Local Business Owners

Caesars Program to Support New York Small Businesses

Caesars is comfortable partnering and working with small businesses – it is part of the company DNA; it is part of the commitment made to communities and part of company-wide best practices. Caesars has a fully integrated supplier diversity program, complete with inclusion targets for RFPs and by category. By utilizing the five best practices, Caesars is able to ensure inclusion in RFPS resulting in increased spend in operating expenses with MWBE vendors across all properties notwithstanding those ready, willing and able vendors in the New York City Metro Area. As demonstrated below, these policies ensure a strong track record in partnership with local businesses and communities.

Additionally, Caesars uses an Align, Inform, Category Outreach and Source Policy to find qualified vendors during the initial stage.

- 1. Policies, Roles and Responsibilities
- 2. Tools and Resources
- 3. Measuring Success
- 4. External Engagement
- 5. Executive Leadership and Support

Strategic Sourcing Team

Caesars enjoys an in house, system driven sourcing team that follows the basic principles of category management, six step sourcing process and a completely integrated supplier diversity program. The team focus is quad-focused. Sourcing has annual savings targets; internal satisfaction & risk compliance objectives as well as diverse business spend goals.

Structure

Caesars' National Sourcing Department is made up of Category Portfolio Vice Presidents and their teams composed following functional areas: Directs, Indirects, Marketing and Facilities. The category management teams work in conjunction with the regional purchasing team and communicate multiple times a day. The regional purchasing teams are responsible for the day-to-day purchases as well as for executing national contracts at a local level. This department is utilizes Ariba management software.

The Director of Supplier Diversity and the Director of New Property Integration report to the Chief Procurement Officer, much like the portfolio VPs. This arrangement ensures that both the urgent needs of new development projects as well as the importance of the supplier diversity goals and targets make their way into the overall team decisions.



Vendor View of Sourcing Process

The Process from an External View follows a very simple framework:

- 1. Identify Casino Need
- 2. Conduct an RFP (Request for Proposal)
- 3. Evaluate the submitted Proposals
- 4. Contract for good service (typically for 2-3 years)

Caesars' vendors will have to meet multiple requirements within each of the sourcing steps including but not limited to securing licenses, obtaining sufficient certificates of insurance, passing the Business Information Forms required by Las Vegas Gaming Commission for vendors with over \$750k in annual spend, submitting their minority business certificate and securing adequate financing. Note: Most larger contracts have payment terms of 45 days but for certified MWBE businesses with less than \$50 million in revenue and \$1M in spend with Caesars, Caesars reduces those payments terms to 15 days.

The entire sourcing process from "Need Identification" to "Award of Contract" could take at least 90 days to complete. Caesars supplier diversity team will work with those community partners that have offered services to connect potential vendors in need additional counseling on financing, marketing and the law. While Caesars does not internally take on the role of mentoring every business, connections developed during the alignment phase helps Caesars guide potential vendors along a more profitable path.

Caesars can point to multiple individual success stories from other markets. Caesars has a growing list of mentees, small minority business that attribute much of their growth to the direction given by Caesars Sourcing professionals.

Internal Process

The national sourcing process from the procurement standpoint follows a six step sourcing process:

- Category Spend Analysis
- Requirements Definition
- Supply Market Research
- Sourcing Strategy Development
- Execute Sourcing Strategy

Caesars category managers use these steps to ensure optimal value along the process.

Supplier Diversity Definitions and Overview

Supplier Diversity is part of our procurement process and completely integrated into our Sourcing Team. A "diverse supplier" to Caesars is a supplier that holds one or more of the certifications listed below. Caesars utilizes a third party service to verify certification status with a multitude of national, state, and local agencies. It encourages all diverse suppliers to maintain their status and meet periodic recertification requirements that may exist. Typically a



diverse supplier is one in which the business is more than 51% owned or managed by an individual or individuals who

would fall into a certified diverse category included those listed below:

- Disabled Business Enterprise (DIS)
- Disabled Veteran Business Enterprise (DVET)
- Disadvantaged Business Enterprise (DBE)
- Minority-Owned Business Enterprise (MBE)
- Small Business Administration 8(a) Program (SBA 8(a))
- Small Business Enterprise (SBE)
- Small Disadvantaged Business (SDB)
- Veteran-Owned Business Enterprise (VET)
- Women-Owned Business Enterprise (WBE)
- Historically Underutilized Business Zone (HUBZone)
- LGBTBE

Caesars recognizes a number of certifying agencies, including, but not limited to:

- The National Minority Supplier Development Council (NMSDC) and its Regional affiliate councils
- The Small Business Administration (SBA) 8 (a) program, HUBZone program, Small Business Enterprise (SBE), Small Disadvantaged Business (SDB)
- Federal Government Agencies (ex. National Department of Transportation, Department of Veterans Affairs)
- State Government Agencies (ex. Dept. of Transportation)
- Local (county, city) Government Agencies
- Women Business Owners Corporation (WBOC)
- Women and Minority Business Enterprise Clearinghouse (WMBE)
- Women Business Enterprise National Council (WBENC)
- National Gay Lesbian Chamber of Commerce

The Process of Supplier Diversity

Supply Diversity is an integral part of the process and is actually built into the Ariba & in-house sourcing templates. Additionally, Sourcing has a written policy manual for internal use outlining policies on Supplier Diversity and Sustainability.

What is unique about Caesars' supplier diversity process is its integration into the daily sourcing process. During the Category Spend Analysis phase, Category Managers are required to enter information into the sourcing tool which automatically sends and email to supplier diversity alerting them as to the commodity being sourced and related NAISC codes.

Next, in the Supply Market Research step, Caesars Category Managers are notified to include diverse suppliers or fill out an exception report in order to meet internal performance review goals. Finally, in the event that a local or diverse supplier is not competitive enough to win that bid, category managers are encouraged to offer direct feedback to their suppliers to assist them in preparing for future Caesars opportunities. Much of the feedback comes in the shape of the Caesars standardized supplier feedback form which is often accompanied by a phone call from either or both the category manager.



Local Agreements

Countywide Support

Countywide partnership opportunities will distinguish Caesars New York from other applicants given the wealth of Orange County amenities and available existing avenues to promote local tourism. Caesars commits to become an active member of these countywide organizations in providing an overall service back into the community, have multiple avenues of marketing recognition and referrals, be included in all featured events and identify opportunities for employee engagement in local community tourism and promotion opportunities.

Plans for partnership in Economic Development, Arts, Entertainment and Cultural Exposure, include:

- Orange County Tourism
- Orange County Arts Council
- Orange County NY Film Office
- Orange County Chamber of Commerce
- Orange County Partnership

In addition, Caesars intends to:

- Play an active role in the continued Orange County Economic Development programs
- Partner with larger firms/plants in Orange County to create a Peer Advisory Group, to remain proactive and effective in the County's growth and Community give-backs
- Regularly meet and brainstorm with Board of Directors /Executives of existing and new developments (ie: Amy's Kitchen of Goshen, employing 680 employees. Target Opening Date: end of 2016)
 - Cross-promote with local Wedding Venues for Weddings and Bachelor/Bachelorette packages:
 - Falkirk Estate and Country Club, Central Valley
 - o The Rushmore Mansion and Bed & Breakfast, Highland Mills
 - Anthony's Pier 9, New Windsor
 - Arrow Park Lake & Lodge, Monroe
 - o The Glenmere Mansion, Chester
 - Chateau Hathorn, Warwick
 - Villa Venezia, Middletown
 - Catlin Gardens, Slate Hill
 - o The Fountains, Walkill Golf Club, Middletown
 - The Golf Club at Mansion Ridge, Monroe
 - The Views at Mount Fuji, Hillburn
- Be included in all Tri-State Wedding Marketing material: The Knot and Hudson Valley Weddings
- Partner with Orange County Golf Courses for golf and entertainment packages:
 - Falkirk Golf Club, Central Valley
 - Stony Ford Golf Course, Hamptonburgh

Local Impact and Siting Factors



- Scotts Corners Golf Course, Montgomery
- Winding Hills Golf Course, Montgomery
- Walkill Golf Course, Middletown
- Monroe Country Club, Monroe
- o Mansion Ridge Golf Club, Monroe
- o Mill Creek, Newburgh
- West Hills Country Club, Middletown
- Cross-promote an Antiquing Shopping Experience with these two downtown Communities that have multiple
 Antique Shops: Montgomery and Port Jervis
- · Cross-promote with local culture in Arts, Galleries, Museums, Performance Venues and Entertainment
 - o Jester's Comedy Club, Chester
 - Aquinas Hall Theatre
 - o Ann Street Gallery
 - o Artists in the Parks Galley
 - Exposures Gallery
 - o Orange Hall Gallery and Loft
 - o Walkill River School, Montgomery
 - o Downing Film Center, Newburgh
 - Ritz Theatre, Newburgh
 - Sugar Loaf Performing Arts Center
 - o Theatre at West Shore Station, Newburgh
 - Paramount Theatre, Middletown
 - o Harness Racing Museum & Hall of Fame, Goshen
 - o National Purple Heart Hall of Honor, New Windsor
 - Orange County's Farmer's Museum, Montgomery
 - Orange County Firefighters Museum, Montgomery
- Cross-promote with local Brewing Companies, Wineries, Vineyards
 - Applewood Winery, Warwick
 - Clearview Winery, Warwick
 - Warwick Valley Winery, Warwick
 - Hudson Valley Beer Trail
 - Newburgh Brewing Co., Newburgh
 - Warwick Distillery, Warwick
- Cross-promote with local Historic Sites
 - o Carnegie Library
 - Chester Railroad Station
 - o Clove Furnace Historic Site
 - Constitution Island



- Dutch Reformed Church
- Hillhold House, Campbell Hall
- Fort Montgomery State Historic Site
- o Goshen Historic Track, Goshen
- o Goshen Historic Walk, Goshen
- o New Windsor Cantonment State Historic Site, New Windsor
- o Washington's Headquarters State Historic Site, Newburgh
- Cross-promote with local Family-Fun & U-Pick Farms and Orchards
 - Apple Ridge Orchards
 - Applewood Orchards
 - Blooming Hill Organic Farm
 - Gray Family Farm
 - Hoeffner Farms
 - o Lawrence Farms Orchards
 - Manza Family Farm
 - Maples Farm
 - o Ochs Orchards
 - o Pennings Orchard & Farm Market
 - Rock Ridge Alpaca Farm
 - Roe's Orchard
 - Rogowski Farm
 - Slate Hill Apple Farm & Market
 - o Sleepy Hills Orchard
 - o Soons Orchard
 - Stonehenge Farm Market
 - o Sugar Loaf Mountain Herbs
 - Sycamore Farms
 - Warwick Valley Winery & Orchards
 - Wright Family Farm
- Cross-promote ecotourism and regional outdoor activities:
 - o Above The Clouds- Hot Air Balloons, Middletown
 - o Riverfront Marina, Newburgh
 - The Grand Fall Tour- Foliage Tour, Amtrack Railroad
 - o Black Rock Forrest- hiking, Cornwall
 - Highlands Trail –hiking, Cornwall
 - Huckleberry Ridge State Forrest- hiking, Greenville
 - o Outdoor Discovery Center, Cornwall
 - Pochuck State Forest -hunting, biking, camping, horseback, Pine Island



- o Schunnemunk Mountain hiking, Cornwall
- o Sterling Forest State Park -hiking, Tuxedo
- Stewart State Forest- hiking, New Windsor
- Storm King State Park -hiking, Cornwall
- Walkill Valley Loop, all or Orange County
- o Estuary Steward -boat ride, Newburgh
- Pride of the Hudson –boat ride, Newburgh
- o River Rose Tours & Cruises -paddle boat rides and dinner cruises, Newburgh
- o 6 1/2 Station Road –bird watching, Goshen
- Corbett Road Sanctuary –bird watching, Montgomery
- Edgar A. Mearns Bird Club -brid watching, Goshen
- Frankel/Wolfson Sanctuary –bird watching, Warwick
- o State Line Sanctuary –bird watching, Warwick
- Fishing in Roscoe
- Fall apple picking adventures various locations

Lower Hudson Valley Regional Support

Caesars intends to:

- · Be included in all "Hudson Valley Happenings" postings, listings, social media
- Partner with our two Film Festival Organizations: Hoboken Film Festival, Middletown and Woodstock Film Festival, Woodstock
- Combine/discount Bus Tours:
- West Point, Historic Hudson Valley (Historical Sites), The Shawangunk Wine Trail, The Little Wine Bus
- Combine/discount Hudson Valley Outdoor Adventure Groups:
 - o Hudson River Rafting -white water rafting,
 - o North Creek
 - Adventure Sports paragliding and hand gliding, Ellenville
 - High Angle Adventures, Inc -rock climbing,
 - o Ulster Park
 - o Mountain Skills Climbing Guides- rock & ice climbing, New Paltz
 - Esopus Creek –kayaking, Kingston
 - o Tivoli Bays -kayaking, Kingston
 - Catskill Outfitters –kayaking, Walton
 - Rocking Horse Dude Ranch, Highland
 - o NY Zipline Canopy Tours at Hunter Mountain, Hunter
 - o Catamount Adventure Park, Hillsdale



- Provide Bounce –Back weekend stays to encourage County/Neighboring Counties' Premier Hudson Valley Travels-Retreat Facilities: The Mohonk Mountain House- Lake Minnewaska, The Concord and Nevele – Ellenville
- Work closely with Bethel Woods/Woodstock, NY as liaisons for the Heart of Hudson Valley Entertainment
- Have promotional material supplied and contracts with Transportation Stations: MTA, Bus Co.

Regional Support

To become a world–renowned attraction and destination place, just as Woodbury Common has, Caesars is exploring the possibilities to create and host the following events at our Convention Center:

- A bi-annual event: NY State Artisan and Farm Expo (to feature local, regional, and state wide crafters and farmers)
- o An annual event: Healthy Hudson Expo
- An annual Holiday Crafts & Gifts Fair
- A Farmers Markets encouraging purchases of locally made goods

Caesars intends to partner with our surrounding region's Chambers of Commerce including:

- Woodbury (including Central Valley & Highland Mills)
- The Greater Cornwall (including Vails Gate and New Windsor)
- Sugar Loaf Artisan Shopping Community
- Blooming Grove (including Chester & Washigntonville)
- The Greater Monroe (including Harriman)
- o Tuxedo
- o Pine Bush
- o Goshen
- o Warwick
- o Pine Island
- o Ulster County
- Sullivan County
- Rockland County
- o Dutchess County
- Putnam County

Caesars will partner with The Grand Cascades Lodge (3 Wild Turkey Way, Hamburg, NJ 07419 31 miles) as a referral program for Executive/Conference/Training weekend experiences. Each of Caesars New York's guests will experience a modern, yet organic ambiance with highlights of the surrounding mountainous natural beauty. Caesars



will offer this Conference Center in partnership with the Lodge, a package experience that also includes also a golf outing. Caesars New York packages include gaming, entertainment and shopping.

MOU Agreements

- Local Tourism
 - Woodbury Common Outlets
 - Museum Village, Monroe
 - o Downtown Sugar Loaf
 - Sugar Loaf Performing Art Center
 - Hudson Highlands Nature Museum
 - o Jones Farm
 - o Downtown Cornwall-Chamber as Rep
 - Storm King Art Center
 - o Bear Mountain State Park
 - Storm King Adventure Tours
 - o West Point Military Academy
 - Newburg Downtown Water Front –Town Supervisor as Rep
 - o Orange County Choppers
 - o Applewood Winery
 - Apple Ridge Orchards
 - Ochs Orchard
 - Penning's Farm
 - o Bear Mountain/ Harriman State Park- Seven Lakes
 - The Castle (Jester's Comedy Club)
- Woodbury
 - Woodbury Chamber of Commerce
 - o Hampton Inn, Central Valley
 - Jay's Deli
 - o DV Signs
 - Bumble Fly, Community Connection
 - Rushmore Estate and Bed & Breakfast
 - Falkirk Estates & Country Club
 - Falkirk Golf Club
 - Falkirk Farms (Equestrian Center)
 - Flowers by David Anthony
 - Keller Williams Realty
 - Koby Security Solutions

Local Impact and Siting Factors



- Live-2-Create Project Inc.
- Palaia Vineyards & Winery
- The Art Studio
- The Black Forrest Mill Restaurant
- Kristy's Family Restaurant
- Peppy & Eddy's Family Restaurant
- Cosimo's Brick Oven & Grill
- Aji Asian Cuisine
- Perri Chiropractic @Wellness Springs
- Orange County Nursery and Stone Supply
- Sol Full Yoga, Inc.
- Daddy's Donuts and Bake Shop
- Local Awareness
 - The Greater Monroe Chamber of Commerce
 - Sugar Loaf- Artisan Shopping- Organizer as Rep
 - Tuxedo Chamber of Commerce
 - Blooming Grove Chamber of Commerce
 - o The Greater Cornwall Chamber of Commerce
 - Bumble Fly, Community Connection
 - o Cromwell Manor House, Cornwall
 - Angelo's Sicilian Trattoria, Harriman
 - o LaVera Cucina, Italian Restaurant, Monroe
 - o Villa Positano, Pizzeria, Restaurant, Bar, Monroe
- County Wide Support
 - o Orange County Tourism
 - Orange County Chamber of Commerce
 - Orange County Partnership
 - Orange County Arts Council
 - Orange County NY Film Office
 - Peer Advisory Group Partners
 - Wedding Venues: Glenmere Mansion
 - Villa Venezia
 - o Catlin Creek
 - Antique Shopping: Montgomery- Town Supervisor as Rep
 - Port Jervis- Town Supervisor as Rep
- Regional Support
 - o Dutchess County Chamber of Commerce
 - Putnam County Chamber of Commerce



- Rockland County Chamber of Commerce
- Sullivan County Chamber of Commerce
- Ulster County Chamber of Commerce
- West Point Bus Tours
- o Shawangunk Trail Wine Tour
- o Hudson Valley Historical Society
- o The Mohonk Mountain House
- $\circ \quad \text{ The Concord} \quad$
- o The Nevele
- o Bethel Woods/Woodstock
- Stoney Point Bay Marina –Rockland County
- o Hudson Valley MTA
- Hudson Valley Bus Co.
- Tri-State Support

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• Grand Cascades Lodge

(Those Agreements currently supplied indicated in **BOLD** and included in the attachments)

For additional information on community and business support, please refer to IX.B.1, IX.B.5, and IX.A.1.



Cross Marketing

A Commitment to the Heart of the Hudson: Local Tourist Attractions

Caesars appreciates how very special Woodbury, Orange County, the Hudson Valley, and the contiguous Upstate counties not only to the history of the region but to its promising future. Caesars believes that a Caesars New York resort in the heart of the Hudson Valley will be a valuable and positive addition to the already diverse and vibrant community. This region is bursting with natural and diversified attractions of culture, environment and entertainment. Caesars has learned to embrace the pride of the Hudson, experience its history and evolution and intends to play a positive role in its future. Caesars envisions partnering with all stakeholders in the progression and growth of community, as well as embrace and respect it's preservation. In doing so, Caesars plans to integrate its 45 million customers in its Total Rewards database with the cross marketing efforts.

Caesars has begun extensive efforts to partner with many Hudson Valley tourist attractions. Caesars has identified opportunities to encourage guests to explore and experience the beauty and adventures offered in the heart of the Hudson Valley. The company has a long-standing track record of supporting local attractions in each of its locations. Caesars New York has unlimited opportunity to do the same. Caesars plans to utilize its private air charter service (by far one of the most successful air charter programs of its kind in the resort-gaming field) to bring non-local guests into Stewart Airport so they may experience the excitement and charm of the region as well as Caesars New York. This program will tap into an additional lucrative revenue stream.

Caesars will incorporate ongoing, frequently implemented campaigns, strategically targeting its 45 million Total Rewards member database to accomplish this goal. There is an unparalleled opportunity afforded to out-of-state visitors to New York City for either a day trip or an overnight stay to a casino that is just a short train ride away.

Caesars has begun to build and establish strong relationships with local attractions. Caesars has already signed memorandums of understanding with a wide variety of social, cultural and economic organizations in the greater Orange County region. Caesars plans to continue to expand its efforts provide its guests with a dynamic and rich experience of offerings when visiting Caesars New York.

- · Cross-promote with local, regional, state and nationally recognized tourist attractions
 - To provide information to encourage visiting "local attractions" on the Caesars website and in print at the property;
 - To provide a display of electronic and printed –marketing material to guests, in-room and otherwise;
 - To provide these attractions with Caesars New York brochures, interactive guest kiosks, and/or concierge services;

Local Impact and Siting Factors



- To have local businesses and destination businesses enrolled in the Caesars Total Rewards program, opening up a variety of marketing opportunities for these businesses,
- To encourage getaway packages linking an overall Caesars New York experience with the best of the Hudson Valley and, the broader region;
- To provide partnerships in advertisement and promotion for existing, future and even historical sites and attractions;
- Utilize the 45 million customer database to vigorously promote and the Hudson Valley to potential guests from around the world.
- To help achieve it's New York cross-promotional goals, Caesars has entered or is pursuing agreements with the following promoting and networking organizations and business services:
 - o Orange County Tourism
 - Orange County Partnership
 - o Orange County Arts Council
 - o Orange County Chamber of Commerce
 - Bumble Fly, Community Connection

Some of the locations identified and relationships Caesars has already begun to develop are listed below:

Within a 12 Mile Radius

North

- Woodbury Common Premium Outlet Shopping, 1 mile
- Palaia Winery, 3 miles
- Hudson Highlands Nature Museum, Cornwall 11 miles
- Jones Farm, Bakery, Gift Shop, Petting Zoo, Cornwall 11 miles
- Downtown Cornwall, Shopping and strolling 12 miles
- Storm King Art Center, Mountainville 12 miles
- National Purple Heart Hall of Honor Museum, New Windsor 12 miles

South

- Sugar Loaf Artisan Downtown Community, Artisan & Locally crafted Shopping 12 miles
- Sugar Loaf Performing Art Center, Sugar Loaf 12 miles

East

• Bear Mountain State Park, Bear Mountain, NY 11 miles

Local Impact and Siting Factors



 (Hiking, Boating, Fishing, Bird Watching, Bear Mountain Zoo, Bear Mountain Carousal, Bear Mountain Look-out, Outdoor Ice Skating, Summer Weekly Car Shows, Oktoberfest, BM Lodge, events facility, etc.)

West

- Historical Museum Village, Monroe, 4 miles
- The Castle Fun Center (Jester's Comedy Club, Driving Range, Miniature Golf, Lazser Tag, Roller Skating, Rock Climbing, Go Carts, Mini Bowling, Arcade) Chester, 10 miles

Within a 20 Mile Radius

North

- Storm King Adventure Tours, Cornwall on Hudson, 14 miles
- West Point Military Academy, West Point, 14 miles
- Eisenhower Hall Theatre, Highland Falls 14 miles
- Thayer Hotel Performance Theatre, Army Football, WP Tours, etc.)
- Downing Film Center, Newburg 15 miles
- Newburgh Downtown Waterfront, Newburgh 16 miles (Restaurants, Clubs, Yacht Club)
- Orange County Choppers, Newburgh 18 miles

South

- Applewood Winery, Warwick 14 miles
- Apple Ridge Orchards, Warwick 18 miles
- Ochs Orchard, Warwick 19 miles
- Penning's Farm, Warwick 19 miles
- Stony Point Bay Marina (Charter boats -sport fishing, etc.) approx. 20 miles

East

• Bear Mountain/Harriman State Park, Seven Lakes. Sloatsburg 14 miles (Lake Welch, Lake Sebago, etc. Boating, Fishing, Camping)

West

Harness Racing, Racetrack, Museum & Hall of Fame, Goshen 15 miles

County Wide

Shawangunk Wine Tour



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Caesars continues to introduce itself to regional businesses and tourist attractions and intends to grow its network of partners. For additional information on community and business support, please refer to IX.B.1, IX.B.4, and IX.A.1.