

## Exhibit VIII.C.10.b – Promotion of Local and Regional Amenities

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*Submit as Exhibit VIII.C.10.b. a description of plans, if any, to highlight Host Municipality local and regional products, brands and cuisine in restaurants, lounges, bars, retail spaces and ancillary amenities. Describe any proposed tie-ins or ventures with Host Municipality, local and regional establishments. Provide copies of any agreements or arrangements for the same. Describe how the Gaming Facility will complement and be compatible with the Host Municipality's culture and how it will showcase, stimulate and improve the use of existing and future attractions, including tourism and convention facilities within the Host Municipality and nearby municipalities.*

### Overview

Capital View Casino & Resort is firmly committed to working with the businesses in the local area to ensure the long-term success of our entire community. Our experience in multiple states is that strong local partnerships are the key to a thriving casino that lifts up an entire community and spurs growth throughout the region.

Our team has done extensive outreach to local restaurants, bars, hotels and businesses to begin discussing opportunities for cross marketing and other partnerships. We are proud to have received the support of the Rensselaer County Chamber of Commerce. That relationship will be critical in helping to create alliances with retailers, restaurants, breweries, farms, and local manufacturers to feature local products within the resort. We will also provide a shuttle service to local restaurants and entertainment venues so our patrons have easy access to the region's existing amenities, both in our host community of East Greenbush as well as in the City of Albany and beyond.

Capital View Casino & Resort will complement the host community's existing amenities by providing a safe and exciting entertainment option to local and regional visitors, alike. East Greenbush has worked to attract businesses to its burgeoning Route 4 retail corridor, and in turn, those businesses draw shoppers and diners from surrounding areas. Capital View Casino & Resort will round out the variety of entertainment, dining and hotel options in this corridor and elevate East Greenbush as a true destination for visitors from further afield, providing a much needed economic boost to the town, county and greater Capital Region.

### Mazzone Hospitality

Capital View Casino & Resort will proudly feature a signature steakhouse restaurant operated by the Capital Region's premier restaurateur, Mazzone Hospitality. This emblematic local business will run a signature dining room that features locally grown and sourced products, just as Mazzone has done with much success at its exceptionally popular restaurants in Schenectady, Albany and Saratoga. The Mazzone restaurant at Capital View would be the first true local farm-to-table venue in the Capital Region, as we plan to host a small farm operation on the property that will provide hyper-local organic vegetables, herbs, eggs and other produce that will transition from the field to the table in the span of hours. This partnership highlights the Capital Region's finest catering, fine dining and event company, rather than an outside brand based in another region of the country entirely.

### Pre-Opening Local Promotion

We foresee our local partnerships beginning as soon as we receive the Region 2 license. Construction will begin almost immediately, and while our primary goal is to employ primarily local construction and construction-related workers, a project of this size and scope is certain to bring in additional manpower who will spend time in existing local hotels, dine in local restaurants, and spend money in local shops. We will develop a directory of these local establishments and will provide it to anyone coming to the area for this project, thus driving economic activity and additional revenue for local businesses even before we break ground. In addition, we have already developed a partnership with BBL Hospitality to refer contractors and consultants to BBL's Residence Inn by Marriott Tech Valley, Holiday Inn Express and Suites in East Greenbush.

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As we lay the groundwork for opening, we will also hold vendor fairs to inform local producers and businesses of the goods and services needed by the facility. We'll work with our existing New York based vendors and other local businesses to seek to keep New York dollars in New York.

### Capital Concierge

Upon opening, Capital View Casino & Resort will feature a signature concierge – the Capital Concierge – staffed by a professional and knowledgeable team that will provide patrons with detailed information for and special promotions to local amenities, including restaurants, tourist attractions and lodging. The Capital Concierge will also assist patrons in utilizing the complimentary Capital Shuttle.

### Local Hotel Partnerships

While Capital View Casino & Resort will operate a hotel at the facility, we anticipate forming partnerships with other local hotels to accommodate our guest choices and fulfill additional demand during peak times. Partner hotels will be featured on our website and will be included in our Capital Partner program. Such relationships will drive trial and repeat visitations to the hotels in our surrounding area. These partnerships will also allow existing local hotels to target larger group and convention businesses because rooms at Capital View will be available to provide overflow inventory and supplement their existing room inventory.

The logo for BBL, consisting of the letters 'BBL' in a bold, blue, sans-serif font.

### Local School Partnerships

We have begun discussions with the East Greenbush Central School District with regards to a partnership that would support the school's forthcoming hospitality and food service academy. The school is working to develop a curriculum that would give students a foundation of skills that would help prepare them for the workforce in a number of positions on the food and beverage side of Capital View Casino & Resort's operations.

In addition, we expect to build on an established relationship with Schenectady County Community College (SCCC), whose gaming industry curriculum we've supported from its inception. We will work with SCCC and other institutions to further develop gaming curricula to train and prepare students to become dealers, accountants, analysts, game technicians, cooks and sous chefs.

### On-Site Promotional Visibility

Capital View Casino & Resort will showcase the services and products of local restaurants, attractions and retailers throughout the facility. Our guest rooms will feature information on a wide array of area attractions and businesses. We want visitors to know that there are many great things to do in Rensselaer County and throughout this region, and we will work closely with the Rensselaer County Chamber of Commerce and other Capital Region chambers to promote these amenities.



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### **Local Product Usage**

As we have done in other locations, including at Saratoga Casino and Raceway, we will seek opportunities to feature local products in our restaurants. Agreements such as these include wineries, breweries and other food and beverage producers.

