

EXHIBIT VIII.C.7.d – Usage and Allotment of Hotel Rooms

Submit as Exhibit VIII.C.7.d. a forecast of the number of hotel rooms that will be used for casino and other forms of marketing or reserved for gaming establishment promotions and substantiate the basis of such forecast, for example, by comparison to comparable facilities.

Hotel rooms at Capital View Casino & Resort will be in high demand. In order to maximize overall revenue it is important to employ a block allocation management process as part of the overall segmentation and yield management strategy.

To maximize RevPAR (Revenue Per Available Room) a number of factors will be taken into consideration when setting rates and block allocations. Those factors include:

- Casino gaming value
- Potential for ancillary revenue (F&B, Spa)
- Number of guests per room
- Length of stay
- Day and date of arrival
- Mid-week vs. weekend preference
- Projected demand and potential for sellouts
- Rate sensitivity
- Seasonality and projected demand
- Reservation source and commissions due

Our segmentation and block strategy will include the following components. Each will be closely monitored to allow for adjustments based on demand and market conditions keeping in mind the ultimate goal of maximizing potential gaming revenues.

- 1) Casino
 - Complimentary
 - Discounted casino rate
- 2) Meeting and Group
 - Corporate
 - SMERFE (social, military, ethnic, religious, fraternal, and educational)
 - Local attraction packages
 - Motorcoach
- 3) OTA (online travel agencies)
 - Expedia
 - Priceline
 - Travelocity
 - Kayak
- 4) Local hotel partner overflow
- 5) FIT (Foreign individual traveler)

Occupancy rates are anticipated to be consistently in the range of 90-95% with the casino blocks (complimentary and reduced casino rates) accounting for approximately 60% of midweek reservations and

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70-80% of weekend and holiday reservations. The balance of the available rooms will be filled with a variety of the remaining segments based on their contribution to RevPAR.

Casino room block pick up will be driven primarily through our sophisticated direct mail reinvestment strategy. The rates and offers will vary based upon player attributes including gaming budget, visitation preference, and geographic location. Room demand will also be generated through our player development executives who will be working to generate gaming visits from qualified out of state guests including guests from our 6 sister casinos in 5 other states.

The meeting and group block will be fueled by our efforts to form strategic relationships with businesses, attractions, group leaders, and tour operators in the region. While corporate groups often fuel mid-week occupancy, social, military, ethnic, religious, fraternal, and educational groups often span mid-week and weekend dates. Motorcoach groups typically consist of senior citizens with discretionary time and entertainment funds and are not as date sensitive.

Capital View Casino & Resort will also work with other local hotels and motels to accommodate overflow bookings and multiple-stop Capital Region visits. These cooperative partnerships can be very effective and serve to accommodate large and complex room needs.

And finally, online travel agencies and individual travelers are a great source of last minute bookings because they typically have shorter booking windows and can respond quickly to rate changes and opportunities.