

Mohegan Sun at the Concord

We are currently developing Mohegan Sun at The Concord, a new \$550 million premier full-service destination casino resort to be located approximately 90 miles northwest of New York City in the historic Catskill region. Mohegan Sun at The Concord will be a premier full-service destination casino resort accessible from the New York metropolitan area that will offer gaming, hotel, golf, multiple entertainment venues including approximately 30,000 square feet of meeting and event space, as well as a unique selection of seven restaurants and bars, all in one location within the historic and bucolic Catskill region with a rich tradition of resort entertainment.

Mohegan Sun at The Concord will be the first commercial casino license to open in New York State. Concord Kiamesha and our affiliate Concord Associates, L.P. (“Concord Associates”) have already substantially completed pre-construction and foundation work and have completed a significant amount of remediation work on the historic former Concord Resort site. With foundations already in the ground, steel in the warehouse, and all permits in place, the facility will be up and running in no longer than 18 months. When completed, the over 800,000-square-foot full-service complex will be a full suite of gaming and non-gaming amenities including:

- approximately 52,000 square feet of state-of-the-art gaming floor with approximately 2,100 gaming slot and table positions, including a high-end VIP gaming area, designed for easy and efficient slot floor reconfiguration while offering comfortable seating, the latest and most popular titles available in the slot machine library, multi-denomination options, coinless wagering, and cutting-edge technology for player tracking and advanced surveillance and management systems;
- a 252-room hotel tower connected directly to the gaming floor, including 21 suites that will feature 24-hour room service and a fitness center, that is master-planned for potential expansion to address future increased capacity;
- seven dining options with diverse menus for a range of customer tastes with a variety of price points, including a fine dining signature steakhouse with at least 170 seats, a casual branded restaurant with at least 200 seats, an approximately 188-seat 24-hour cafe, and four branded quick serve venues in an attractive food court setting;
- 30,000 square feet of state-of-the-art multi-purpose meeting and event space, providing not just the opportunity for group bookings but to carry on the rich tradition of live entertainment in the Catskills;
- a high energy entertainment bar/lounge conveniently located in the center of the gaming floor featuring live acts and video programming providing energy and live entertainment to the gaming area;
- 2,220 parking spaces, including 280 underground valet spaces.

- golf at the nearby “Monster” championship golf course, as well as the “Big G”, a renowned course at the site of the nearby Grossinger’s

Competitive Strengths of the Project

Speed to Market: We believe Mohegan Sun at The Concord will have the distinction of being the first commercial casino license to open in New York State. Concord Kiamesha and our affiliate Concord Associates, L.P. have already substantially completed pre-construction, foundation and a significant amount of remediation work on the historic former Concord Resort site. With foundations already in the ground, steel in the warehouse, and all permits in place, we believe the Resort will be up and running in no longer than 18 months.

Extremely Strong Demographics. The Resort’s location is approximately 90 miles northwest of New York City, the most populous city in the United States with over 19 million people in the New York metro area and approximately 24 million people living within 100 miles of the Resort (according to Spectrum Gaming Group). We expect the majority of the Resort’s patrons to come from within this radius, which includes the New York metro area, Western Connecticut, Northern New Jersey and Northeastern Pennsylvania. According to Spectrum Gaming Group, the average household income in this radius is approximately \$92,000, substantially higher than the national average. Partnering with existing establishments such as Bethel Woods, local recreational activity centers and even the state park system will be critical to success as well. According to the Sullivan County Visitors Association, in 2009, there were more than 3.5 million overnight trips to the Catskill region, 52% of visitors on such overnight trips having an annual income of \$75,000 or higher.

Historic & Well Known Resort Location. The Resort will be located on approximately 118 acres near the southern and eastern shores of picturesque Kiamesha Lake on the grounds of the legendary Concord Hotel, once one of the largest and most popular resorts of the Catskills from the 1920’s until closing in 1998. We believe the Resort will connect with our targeted demographic, including senior citizens and “baby boomers” who grew up visiting the Catskills in their youth, on an emotional level as they recall the region’s rich history as one filled with exciting vacation resorts, famous comedians, entertainers, athletes such as Rocky Marciano, the site of the original Woodstock festival, and the setting for “Dirty Dancing,” the classic film set in a prominent 1960’s Catskills resort. As such, capitalizing on the nostalgia feeling of the Catskills will be a focus of this resort particularly with the rich tradition of the Concord itself. We believe that Mohegan Sun at The Concord will have a fresh and energetic feel that will also attract the next generation of visitors to the Catskills. We expect to benefit from being a first-mover in the revitalization and rebirth of this once popular resort destination. We also expect seasonal activities, such as camping, hiking, fishing, golfing, skiing and special events, such as music concerts, holiday festivals and agricultural related events, to increase demand for overnight visitation to the region from the outer markets.

Easy Access. The Resort will be easily and conveniently accessible from several major highways, including I-87 (New York State Thruway), I-84 and from three separate exits off

Route 17 [(to be renamed I-86)]. Mohegan Sun at The Concord is located less than two miles from Route 17, on which, according to Spectrum Gaming Group, over 12 million vehicles are estimated to drive by the Resort annually. In addition, the New York region has the largest airport system in the country and the second largest in the world after London in terms of passenger traffic, with its combined airports handling approximately 104 million travelers.

World Class Project Team. Mohegan Sun at The Concord will be designed, built and operated by an experienced team of firms and individuals. Mohegan Resorts New York, LLC, an affiliate of MTGA, will own a 50.1% interest in Concord Kiamesha. Our secondary sponsor, Cappelli Concord, LLC, is owned by affiliates of Louis R. Cappelli, a real estate developer with over 25 years of development and construction experience. Affiliated entities of Louis R. Cappelli have developed, constructed and managed more than 8 million square feet of mixed use, retail, waterfront, residential, office building, laboratory and parking facilities for an estimated aggregate value in excess of \$3 billion. Marnell Companies LLC is a world-renowned architectural, design and development firm with decades of experience and, through its affiliates, has been associated with some of the most complex, high profile projects in the gaming and lodging industry, such as Borgata Hotel Casino and Spa, Lumiere Place Hotel and Casino, Wynn Las Vegas, The M Resort Spa Casino, Rio All-Suite Hotel and Casino and Caesars Palace Las Vegas.

Premier Casino Management. Mohegan Sun at The Concord will be managed by an affiliate of the Mohegan Tribal Gaming Authority (“MTGA”), one of the preeminent casino, resort, and entertainment operators in the United States and a giant in the Northeast’s gaming and hospitality industry. MTGA has substantial experience developing and operating destination casino resorts in the Northeast, including Mohegan Sun, the largest casino revenue generating facility in the Western Hemisphere, located in Uncasville, CT, and Mohegan Sun at Pocono Downs, one of the most successful gaming and harness racing facilities in PA. In addition MTGA is 10% owner and manager of Resorts Atlantic City, the first gaming establishment in Atlantic City. Since MTGA took control of management of Resorts Atlantic City in October 2012, it has been one of the best performing properties in the market.

Largest & Most Valuable Database in the Northeast. Mohegan Sun at The Concord will have immediate access to and will be integrated into MTGA’s extensive and highly successful Mohegan Sun player loyalty rewards program, which has over 5 million customers, including 550,000 active customers living within 100 miles of the Resort. Together with this powerful database, Mohegan Sun at The Concord will use Mohegan Sun’s “Momentum” loyalty program to immediately populate the Concord database, which will drastically shorten the ramp up period for revenues and will deliver more tax revenue to the State of New York, faster. Momentum is a state-of-the-art tiered loyalty program that differs from many of its peers in the amount of choice that members are given as part of the program. Participation in the Momentum loyalty program will enable cross marketing opportunities with existing and future Mohegan Sun branded and managed gaming facilities, allowing players the ability to use points earned at all Mohegan Sun branded and participating managed gaming facilities at the Resort and for the Resort to offer trips to those other properties. This has proven extremely successful in other markets and we believe will provide the Resort with a significant marketing advantage.

Tremendous Brand Awareness in the Northeast. In addition, the Resort will immediately benefit from the Mohegan Sun brand. Through 17 years of advertising and public relations activity, the name “Mohegan Sun” is firmly established and recognizable in the New York metropolitan area for extensive luxury amenities, world class gaming excitement and Mohegan’s renowned one of a kind customer service. A recent Study by Kelton International showed an astounding 86% awareness of the Mohegan Sun brand in the New York metropolitan market. Close alliances over the years with key media partners such as the New York Yankees, WFAN radio and Don Imus have not only solidified the awareness but built loyalty with the Mohegan Sun branded facilities as well.