

Exhibit VIII.C.7.b Hotel Mohegan Sun at The Concord

b. Submit as Exhibit VIII. C.7.b. copies of any forecast, projections, analysis or studies used to determine the number and type of hotel rooms, level(s) of service and flag(s) or brand(s). Describe any assumptions and the bases thereof. Substantiate their reasonableness.

Through its player rewards program and casino hosts, it is our belief that Concord Resort management will expect to host casino guests in the 250-room hotel. Integrated hotels have proven to be excellent marketing tools for casinos, enabling casinos to retain guests on the property for greater periods, enabling more time for guests to take advantage of the offered amenities, including the casino. Based on information and belief regarding similar operations, between 2 percent and 8 percent of local market casino guests may be captured in a hotel. In the case of the Concord Resort, some lower capture rates are forecasted due to the limited capacity of the hotel at peak times. Furthermore, management's targeted promotions are assumed to focus on high-value players. Accordingly, we have assumed that the average win during an overnight stay will be three times the win for a day trip. This leads to an estimate that casino guests staying at the hotel may add an incremental \$12 million in GGR annually.

The hotel at the Concord Resort is also expected to capture guests from the existing, base tourism that currently visits the Catskills region. We assume an average of 1.2 casino guests per room and an average stay of 1.2 nights, the casino guests will require 129 hotel rooms (365 days per year) to meet their demand. This demand may be skewed toward weekends, although management will almost certainly offer mid-week promotions to drive hotel utilization. We estimated that the remaining hotel rooms will be occupied 50 percent of the time they are available, leading to an overall occupancy of approximately 75 percent. This is a conservative estimate and accounts for the expected seasonal nature of leisure travel to the region. On a room-night basis, these non-casino rooms are assumed to drive average win of approximately 40 percent of the GGR driven by those of casino hotel guests, based on our knowledge of other, similar situations. This leads to an estimated \$2.4 million in additional GGR annually.