

Submit as Exhibit IX. B.1. a description of plans for promoting local businesses in Host Municipality and nearby municipalities including developing cross-marketing strategies with local restaurants, small businesses, hotels and retail facilities. Provide copies of any contracts, agreements or other understandings evidencing such cross-marketing.

Plans for Promoting Local Businesses

Montreign Operating Company, LLC will promote local businesses in the Town of Thompson and nearby municipalities. Montreign will ensure its employees are well-informed about the recreational,

entertainment and hospitality options located within the Town of Thompson and nearby municipalities. These promotional plans include the selling of certain venues' tickets in our Misc. retail outlet and having marketing information concerning local businesses available at our Front Desk, in our hotel directory and when appropriate, shown on our in-house Scala marketing system. Additionally, local businesses will be featured on an interactive map of the region to be located within Montreign Resort Casino. Further, employees will be encouraged to patronize local businesses.

Montreign plans to implement a cross-marketing program with local retail, entertainment,







recreational and hospitality providers where Montreign's guests may use their Me. Card rewards points to purchase goods and services from these local vendors. The Me. Card rewards points program will aid in spreading the economic benefits of Montreign beyond the Adelaar footprint.

From a hotel marketing perspective, we intend to sell packages to certain venues. Such packages may include theater tickets, ski lift tickets, regional recreational amenities and shopping packages. In addition, we intend to enter into an agreement with a local hotel to serve as back-up to our hotel when rooms are overbooked, where we can direct a guest to such hotel when we are fully



occupied. The hotel will also be asked to provide rooms, if needed, for convention business.

As a benefit to our employees, we intend to enter into agreements with local hospitality, retailers and service providers who will offer a discount to our employees. This will assist in promoting local businesses to the significant number of new employees hired by Montreign.

Montreign also believes that in conjunction with the other attractions offered at Adelaar, we will attract a substantial number of new visitors to the Catskills and will encourage others to come back again. These additional visitors will be provided the opportunity to explore the beauty of the pristine Catskills environment and enjoy the vast array of recreational, retail, hospitality and entertainment options offered not only at Adelaar, but throughout the region. The marketing of Montreign will include references to and promotion of these attractions, so that when we market Montreign, we market the region and not just our facility.

Contracts, Agreements or Other Understandings

As set forth in Exhibit VIII.C.10.b., we will concentrate on promoting local and regional amenities and have entered into, or are negotiating agreements, with local businesses. We have entered into a membership agreement with the Monticello Motor Club (See Attachment VIII.C.10.b.-1 of Exhibit VIII.10.b.) and are in negotiations with Monticello Motor Club for a cross marketing agreement. We also will enter into a cross-marketing agreement with Monticello Raceway Management, Inc. to market the operations of Monticello Casino & Raceway. Further, Montreign will offer a player point redemption program with eligible hospitality, restaurants, entertainment venues and retail establishments both within Adelaar and at other local and regional establishments. Additionally, Montreign intends to complement the acts offered by Bethel Woods Center for the Arts and is presently negotiating an agreement with Bethel Woods that includes cross marketing efforts and coordination of entertainment events at Montreign so as not to adversely impact the live entertainment offered by Bethel Woods.

EPR has focused on obtaining local and regional tenants for the Entertainment Village and has entered into agreements for certain facilities. (See Exhibit VIII.C.10.b. and Attachment VIII.C.2.b.-3 to Exhibit VIII.C.2.b.)