



EXHIBIT IX.B.2.a.

PARTNERSHIPS WITH LIVE ENTERTAINMENT VENUES

Agreements with Impacted Entertainment Venues

A major goal of the Act is to enhance the State’s live entertainment venues. Submit as Exhibit IX.B.2.a. copies of any and all contracts, agreements, MOUs or other understandings with live entertainment venues that may be impacted by the Gaming Facility. Contracts, agreements, MOUs and understandings shall include terms and conditions governing cross marketing, coordination of performance schedules, booking of performers, arrangements or agreements with promoters, promotions and ticket prices. Also explain how the Gaming Facility intends to actively support the mission and operation of impacted live entertainment venues including any minimum dollar commitments and/or special efforts the Applicant will make to promote live entertainment venues.

Upstate Theaters for a Fairgame¹ (“Fairgame”) is a coalition that represents live entertainment venues in the State of New York including: Clemens Center, Elmira; State Theater, Ithaca; Forum Theater, Binghamton; Auditorium Theatre, Rochester; Proctors, Schenectady; Saratoga Performing Arts, City Center, Saratoga; UPAC, Kingston; Bardavon, Poughkeepsie; Palace, Times Union Center, Albany; Troy Music, Troy; and Bethel Woods, Bethel.



¹See <http://afairgame.org>.

Fairgame’s goal, as posted on their website is:

...to support gaming with the protections needed to keep each of us open as much if not more than ever. Working together, we seek to expedite the required application submission agreements with Live Entertainment Venues and ask for:

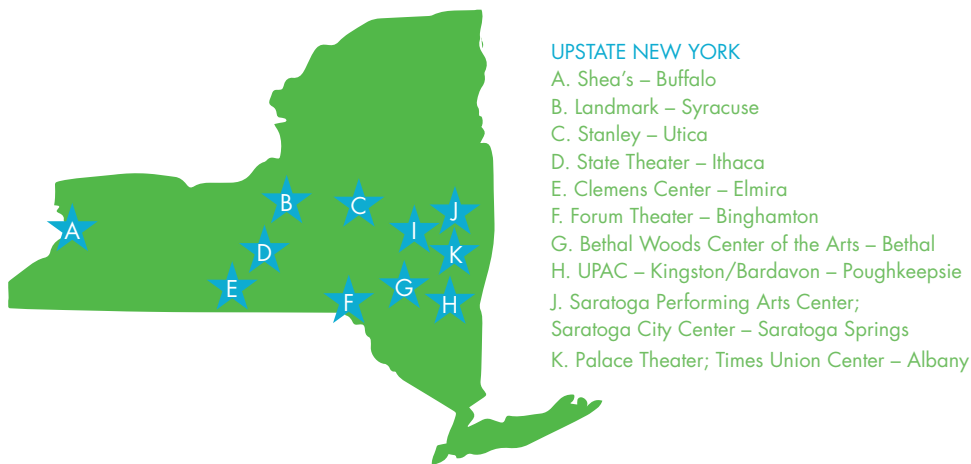
- Limiting entertainment facilities to no larger than 1,000 seats for the life of the Casino *matching [sic] Casino operators and Venues for partnership agreements ranging from sponsorships to booking
- Guaranteeing there not be exclusivity for talent by date or distance
- Paying annual fees to the Fairgame Fund to support impacted facilities in the region
- Successful agreements will allow us individually to endorse applicants.

Two of the entertainment venues that are represented by Fairgame are within Sullivan County, or within a County that is within twenty-five (25) miles of Montreign Resort Casino. These entertainment venues are not-for-profit or government-owned performance venues designed in whole or in part for the presentation of live concerts, comedy or theatrical performances.

Montreign and Fairgame have entered into an MOU on behalf of Bethel Woods Center for the Arts (“Bethel”) in Sullivan County, and Bardavon Opera House (“Bardavon”) in Dutchess County (collectively, the “Venues”). (see Attachment IX.B.2.a.-1).

Montreign anticipates that the MOU, when executed, will include:

- Montreign assisting in both the promotion of events of the Venues and distributing tickets for Venue events,
 - Me. Card rewards points being usable to purchase tickets for admission to events at the Venues,
 - Montreign and the Venues establishing joint marketing agreements, including agreements covering items such as program sponsorships, ticketing kiosks, lodging package programs, etc., and
- Montreign supporting the Venues with a quarterly payment to Fairgame (to be divided among and paid to the Venues and Fairgame in accordance with a final agreement among the Venues and Fairgame).





Bethel is located in Bethel, Sullivan County. Bethel, located at the site of the 1969 Woodstock festival, is a not-for-profit organization dedicated to inspiring expression, creativity and innovation through the arts in fulfillment of its mission. On 800 acres of manicured grounds, the center offers multiple stages featuring a diverse selection of popular artists and culturally-rich performances, an award-winning museum, and educational and community programs that provide a meaningful experience in arts, history and civic engagement.²

Empire and Monticello Raceway Management, Inc., Montreign's affiliate, actively support Bethel's mission and its operation of its

entertainment venues. In 2013 Empire sponsored the annual Wine Pairing and Fundraising Dinner at Bethel Woods. Proceeds from this successful event went to Bethel's not-for-profit program which raises awareness for youth initiatives provided through education, community outreach and museum programs.

Incorporated in 1976, Bardavon is a New York State nonprofit corporation that owns and operates two historic theaters and the Hudson Valley Philharmonic. The 944-seat Bardavon theater in Poughkeepsie is the oldest continuously operating theater in the state, one of the oldest in the country and is listed on the National Register of Historic Places. Bardavon presents top-notch music, dance, theater and classic films for diverse audiences in both its venues. Every year since 1994, it has brought together artists, businesses and government to produce special outdoor events. These activities draw thousands of residents and visitors to the region annually, provide free access to superb art and boost community pride, urban revitalization and cultural tourism. Bardavon has an education program, and partners with regional schools to offer unique arts-based learning experiences for students and innovative teaching tools for educators.³

Montreign will support Bethel's and Bardavon's respective mission and the operation of their entertainment venues and will therefore enter into the Fairgame MOU to include cross marketing efforts, including coordination of entertainment events at Montreign so as to not adversely impact the live entertainment offered by Bethel or Bardavon, offering hotel packages that include tickets and transportation⁴ to events and concerts at Bethel and Bardavon, and the purchase of season tickets to Bethel's Pavilion Stage concerts. With the coordination of the booking of entertainment events, we will minimize any impact to the pricing of tickets or the engagement of an entertainment act that conflicts with Bethel's calendar.

In addition to supporting the mission and operation of Bethel's and Bardavon's live entertainment events through the Fairgame MOU, Montreign will continue to support Bethel's program of the arts for underprivileged children in Sullivan County by being a major sponsor for the program's fundraising event, and providing space at the Gaming Facility for Bethel to sell tickets to all of its events. In addition, we will

²See <http://www.bethelwoodcenter.org>.

³See <http://www.bardavon.org/index.php>.

⁴Transportation related to Bethel only and not Bardavon.

support Bethel's entertainment events and museum by including their event schedule on Montreign's Scala in-house TV marketing system. Finally, Bethel will be featured in Montreign's inter-active map of the region's attractions.



Shadowland Artists, Inc. ("Shadowland") has requested an agreement with us, and we are negotiating an agreement with Shadowland to provide it with financial support. If we are unable to reach such agreement, Montreign will explore offering to include Shadowland on its an interactive map of the region to be located within Montreign Resort Casino, purchasing tickets to the Shadowland performance season and placing ads in the Shadowland Season Playbill.

Shadowland's 186 seat theatre is located in Ulster County, New York. Shadowland's performance season includes five (5) to seven (7) musicals and plays¹.

Shadowland's 186 seat theatre

¹See <http://www.shadowlandtheatre.org>.