



## EXHIBIT VIII.A.3. MARKET/REVENUE STUDY

**Submit as Exhibit VIII.A.3. a study completed by an independent expert assessing the size of the potential gaming market for the proposed Gaming Facility. Include annual projections of gaming patronage (e.g. by gaming visitor count) and gaming revenues (including itemization of slot, table and gross revenues) annually for a period of at least the first ten (10) years after opening for gaming on a high-, average- and low-case basis. The high-, average- and low-case bases should be the same as used for tax revenue analysis provided by the Applicant pursuant to Item VIII. B.4 hereof.**



**Include a description of all assumptions that are material to the expert's projections. Substantiate the bases and reasonableness of all such assumptions, for example, by comparison to comparable gaming facilities in comparable gaming markets. The study should explain the model or methodology used to derive the projections, identify the sources and robustness of input data, report the results of projections and include a comparison of those results to actual observed visitation and revenue performance against the most comparable gaming facilities in other jurisdictions for which data are available.**

Global Gaming & Hospitality, LLC and Morowitz Gaming Advisors LLC (collectively, "GGH"), well-known and respected gaming

resort consultants, were engaged to assess the size of the potential gaming market for the Montreign Resort Casino. The study is attached as Attachment VIII.A.3.-1. The study includes annual projections of gaming patronage for Montreign by gaming visitor count annually for the first ten (10) years after opening for gaming on p. 76. The study also includes gaming revenues (including itemization of slot, table and gross revenues) annually for the first ten (10) years after opening for gaming (see pp. 67-68). Such projections and revenues are presented on a high-, average- and low-case basis which are the same bases that were used for the tax revenue analysis utilized in Attachment VIII.B.4.

The study's assumptions, the basis for those assumptions, and the reasonableness of those assumptions are described throughout Attachment VIII.A.3.-1, including but not limited to, pp. 2-3, 50-52, 58-60, 75 and 79. The study explains the model or methodology used to derive the projections, i.e., a gravity model, identifies the sources and robustness of input data, and compares visitation and revenue performance for Montreign against 21 comparable properties that all opened Post-1980, which are the most comparable gaming facilities for which data is available.

In the study, GGH sets out the scope of its engagement:

[GGH] were engaged by Empire Resorts, Inc. (the "Company") to prepare a market assessment and revenue analysis of a proposed Class III casino that would be developed by the Company as part of Adelaar, a comprehensive master planned resort community to be developed by EPR Properties (NYSE:EPR), a specialty real estate investment trust ("EPR"), near [Monticello, NY]. The Company's proposed \$453MM new regional destination resort casino in [Monticello, NY] ("Montreign" or the "Project") will be part of the larger \$900 million master planned resort community (including Montreign).

GGH Report at p. 1.

With respect to Montreign, GGH concludes that:

**Based upon its combined nearly \$1 billion investment with Adelaar and the masterplanned mixed use nature of the integrated resort development, Montreign appears to be well positioned to operate as a stand-alone destination casino in the Catskill region and to compete effectively against the two tribal casinos in Connecticut and with Atlantic City casinos for gaming consumers in the highly populated New York metro region who currently visit those facilities.**

GGH Report at p. 49.