Template for Item VIII.A.3. - Gaming revenues and visitation for first 10 years **HIGH-CASE Competition Model**

NAME OF APPLICANT: Montreign Operating Company, LLC

GROSS GAMING REVENUES

	Unit of Measure	Adult Population of Geographic Area	Year 1 (2017)	Year 2 (2018)	Year 3 (2019)	Year 4 (2020)	Year 5 (2021)	Year 6 (2022)	Year 7 (2023)	Year 8 (2024)	Year 9 (2025)	Year 10 (2026)
LOCAL MARKET PARTICIPANTS (Total local market patrons within 90 miles of gaming facility)												
Geographic Area 1 [0-15 miles] of gaming facility†	#/$	53,627	$ 9,878,867	$ 10,926,027	$ 11,625,293	$ 12,090,305	$ 12,453,014	$ 12,577,544	$ 12,703,319	$ 12,830,352	$ 12,958,656	$ 13,088,243
Geographic Area 2 [15-30 miles] of gaming facility†	#/$	243,479	$ 25,772,465	$ 28,504,346	$ 30,328,624	$ 31,541,769	$ 32,488,022	$ 32,812,902	$ 33,141,031	$ 33,472,442	$ 33,807,166	$ 34,145,238
Geographic Area 3 [30-60 miles] of gaming facility†	#/$	2,443,260	$ 64,642,315	$ 71,494,401	$ 76,070,043	$ 79,112,844	$ 81,486,230	$ 82,301,092	$ 83,124,103	$ 83,955,344	$ 84,794,897	$ 85,642,846
Geographic Area 4 [60-90 miles] of gaming facility†	#/$	13,526,850	$ 88,445,211	$ 97,820,403	$ 104,080,909	$ 108,244,145	$ 111,491,470	$ 112,606,384	$ 113,732,448	$ 114,869,773	$ 116,018,470	$ 117,178,655
Geographic Area 5 [90-100 miles] of gaming facility†	#/$	2,409,381	$ 5,303,848	$ 5,866,056	$ 6,241,484	$ 6,491,143	$ 6,685,878	$ 6,752,736	$ 6,820,264	$ 6,888,466	$ 6,957,351	$ 7,026,925
Geographic Area 6 [____ miles/minutes] of gaming facility†	#/$											
(add additional Geographic Areas below as needed. Total here)	#/$											
Total local market participants	#	18,676,597	$ 194,042,707	$ 214,611,233	$ 228,346,352	$ 237,480,206	$ 244,604,613	$ 247,050,659	$ 249,521,165	$ 252,016,377	$ 254,536,541	$ 257,081,906
Total annual estimated gross gaming revenues from local market participants	$											
Visitation												
Local market gaming visitors	#	N/A	241,266	264,199	278,324	286,591	292,266	292,266	292,266	292,266	292,266	292,266
Average Visits per year	#	N/A	7.71	7.71	7.71	7.71	7.71	7.71	7.71	7.71	7.71	7.71
Total local market gaming visitation	#	N/A	1,861,100	2,037,997	2,146,959	2,210,730	2,254,507	2,254,507	2,254,507	2,254,507	2,254,507	2,254,507
Average spend per visit	$	N/A	$ 104.26	$ 105.31	$ 106.36	$ 107.42	$ 108.50	$ 109.58	$ 110.68	$ 111.78	$ 112.90	$ 114.03
TOURISTS (Patrons from more than 90 miles] of gaming facility												
Tourist gaming visits per year	#	N/A	49,470	54,172	57,068	58,763	59,927	59,927	59,927	59,927	59,927	59,927
PA (State of origin)	#	N/A	18,485	20,242	21,325	21,958	22,393	22,393	22,393	22,393	22,393	22,393
NY (State of origin)	#	N/A	6,952	7,613	8,020	8,258	8,422	8,422	8,422	8,422	8,422	8,422
NJ (State of origin)	#	N/A	7,563	8,281	8,724	8,983	9,161	9,161	9,161	9,161	9,161	9,161
MA (State of origin)	#	N/A	5,788	6,338	6,676	6,875	7,011	7,011	7,011	7,011	7,011	7,011
CT (State of origin)	#	N/A	3,421	3,747	3,947	4,064	4,145	4,145	4,145	4,145	4,145	4,145
OTHER	#	N/A	7,261	7,951	8,376	8,625	8,796	8,796	8,796	8,796	8,796	8,796
Total gaming visits per year	#		1,910,570	2,092,169	2,204,027	2,269,493	2,314,434	2,314,434	2,314,434	2,314,434	2,314,434	2,314,434
Annual estimated gross gaming revenue from tourist gaming visitors - slots/electronic games	$	N/A	$ 5,632,163	$ 6,229,173	$ 6,627,840	$ 6,892,953	$ 7,099,742	$ 7,170,739	$ 7,242,447	$ 7,314,871	$ 7,388,020	$ 7,461,900
Annual estimated gross gaming revenue from tourist gaming visitors - house banked table games	$	N/A	$ 3,071,439	$ 3,397,011	$ 3,614,420	$ 3,758,997	$ 3,871,767	$ 3,910,485	$ 3,949,589	$ 3,989,085	$ 4,028,976	$ 4,069,266
Annual estimated gross gaming revenue from tourist gaming visitors - Other	$	N/A	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Total annual estimated gross gaming revenues from tourist gaming visitors	$		$ 8,703,602	$ 9,626,184	$ 10,242,260	$ 10,651,950	$ 10,971,509	$ 11,081,224	$ 11,192,036	$ 11,303,956	$ 11,416,996	$ 11,531,166
TOTALS												
TOTAL ANNUAL GROSS GAMING REVENUES - SLOTS/ELECTRONIC GAMES	$	N/A	$ 156,029,074	$ 172,568,156	$ 183,612,517	$ 190,957,018	$ 196,685,729	$ 198,652,586	$ 200,639,112	$ 202,645,503	$ 204,671,958	$ 206,718,678
TOTAL ANNUAL GROSS GAMING REVENUES - TABLE GAMES	$	N/A	$ 46,717,235	$ 51,669,262	$ 54,976,095	$ 57,175,138	$ 58,890,393	$ 59,479,297	$ 60,074,089	$ 60,674,830	$ 61,281,579	$ 61,894,394
TOTAL ANNUAL GROSS GAMING REVENUES - OTHER	$	N/A	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
TOTAL ANNUAL GROSS GAMING REVENUE	$		$ 202,746,309	$ 224,237,417	$ 238,588,612	$ 248,132,157	$ 255,576,121	$ 258,131,883	$ 260,713,201	$ 263,320,333	$ 265,953,537	$ 268,613,072
Recaptured Revenue from Out of State venues	$	N/A	$ 27,025,708	$ 29,890,434	$ 31,803,421	$ 33,075,558	$ 34,067,825	$ 34,408,503	$ 34,752,588	$ 35,100,114	$ 35,451,115	$ 35,805,626
Cannibalized gross gaming revenue from existing NY tribal casinos and racetrack Video Lotteries (i.e., cannibalization of existing NY tribal casino and racetrack VLT gross gaming revenues)	$	N/A	$ 84,169,427	$ 93,091,386	$ 99,049,235	$ 103,011,204	$ 106,101,541	$ 107,162,556	$ 108,234,182	$ 109,316,523	$ 110,409,689	$ 111,513,786
Net New Gaming Revenue (sourced in-State)	$	N/A	$ 32,313,558	$ 35,738,795	$ 38,026,078	$ 39,547,121	$ 40,733,535	$ 41,140,870	$ 41,552,279	$ 41,967,802	$ 42,387,480	$ 42,811,355
Net New Gaming Revenue (sourced out-of-State)	$	N/A	$ 59,237,615	$ 65,516,802	$ 69,709,878	$ 72,498,273	$ 74,673,221	$ 75,419,953	$ 76,174,153	$ 76,935,894	$ 77,705,253	$ 78,482,306
TOTAL ANNUAL GROSS GAMING REVENUE	$		$ 202,746,309	$ 224,237,417	$ 238,588,612	$ 248,132,157	$ 255,576,121	$ 258,131,883	$ 260,713,201	$ 263,320,333	$ 265,953,537	$ 268,613,072

† Include detailed description of the geographic borders and municipalities and/or Zip Codes included in each Geographic Area

* Additional Tabs with supporting data, including detailed descriptions of the geographic borders and municipalities and/or Zip Codes included in each Geographic Area, is included with electronic copy of Template on USB.

Assumptions

1. Facility Assumption, $300 million casino and related investment including 232 room destination hotel including 42 suites, 1,750 slots and 58 live table games including 8 table high limit/Asian pit, 40,000-50,000 flex space event center, several restaurants, state of the art spa/salon, 2,950 parking spaces including 1,350 space garage, championship golf course, and adjacent to additional $450 million master planned development (Adelaar) that will include a retail village, movie theaters, a water park, etc.

2. Projected opening date is 2 years from grant of license and for purposes of this model is assumed to be 1/1/2017 but would be earlier if license is granted prior to December 31, 2014)

3. Gravity model assumptions:
 - Gravity model is for year 3 (ending in 2019) and separate gravity models are completed for slots and tables
 - Competition includes all of the existing casinos within a 180 mile radius of Montreign, plus new casinos in Massachusetts (Springfield, Boston, southeastern MA, Plainville race track), and new casinos in Albany and Binghamton. Existing casinos are assumed to keep current capacity. No Class III gaming in or near NYC during the projection period.
 - slot gravity model assumes maximum gamer budgets of $946 annually in 2019 and adjusted by zip code for per capita income, gravity model convenient distance is assumed to be 3.5 miles and exponent is -0.7, maximum slot participation is estimated at 35% and 2019 drive-in market reach is 90 miles to northwest, northeast, 100 miles to southeast (2 casinos in Catskills will push further into New York metro for slot market) and 60 miles to southwest (due to PA casinos).
 - Table gravity model assumes maximum gamer budgets of $751 annually in 2019 and adjusted by zip code for per capita income, gravity model convenient distance is assumed to be 18 miles and exponent is -2.0, maximum table participation is estimated at 12.5% and 2019 drive-in market reach is 90 miles to northwest, northeast and southeast and 60 miles to southwest (due to PA casinos).
 - The attraction factor in both the slot and table models is 1.20
 - Hotel rooms have 100% weight in model (equal to slots and table game positions)
 - Consumer budgets for both slots and tables are estimated to grow by 1% annually from 2013 through 2019 due to economic gains but not due to inflation.

4. Traffic Intercept Model
 − 15% of Route- 17 traffic will be from beyond the 90 mile drive-in market (based on Advisors proprietary observations of highway traffic in other jurisdictions and remote location of Montreign relative to populations).
 − 0.8% of pass through travelers will patronize the casino each for slots and tables (based on industry wide accepted rates and anticipated investment and assets at the master planned site).
 − Travelers will make relatively short duration trips and average win per trip will be $61 for slots and $21 for tables based on an estimate of one hour of play time.
 − Each car will have an average of 1.5 adult passengers (based on Advisors traffic observations).

5. Overnight Visitor Model
 - overnight visitor model is segmented into three markets, those staying in onsite hotel, those staying in the adjacent water park hotel and those staying in other Catskill area hotels
 - onsite hotel has 232 rooms, stabilized occupancy of 88%, a gamer capture rate of 85%, 1.8 guest per room, 70% slots, 30% tables, $245 slot win per guest and $420 table win per guest, 20% of onsite hotel guests are considered from outside of drive-in radius so onsite overnight guest revenues are discounted by 80% to arrive at incremental overnight visitor revenues
 - Water park hotel has 350 rooms (does not count villas), stabilized occupancy of 75%, a gamer capture rate of 37.5%, 1.8 guest per room, 75% slots, 25% tables, $122 slot win per guest and $53 table win per guest, 20% of water park hotel guests are considered from outside of drive-in radius so onsite overnight guest revenues are discounted by 80% to arrive at incremental overnight visitor revenues
 - Nearby hotels have 2901 rooms, stabilized occupancy of 58%, a gamer capture rate of 2.3% (both slots and tables), 1.8 guest per room, $122 slot win per guest and $53 table win per guest, 15% of offsite hotel guests are considered from outside of drive-in radius so onsite overnight guest revenues are discounted by 85% to arrive at incremental overnight visitor revenues

6. Gaming Revenue Ramp Up

- Ramp up percentages by year applied to Year stabilized gaming revenue	85.0%	94.0%	100.0%	104.0%	103.0%	101.0%	101.0%	101.0%	101.0%	101.0%

7. Tourist Patronage
 - The state of origin for tourist patronage is estimated based on the number of gamers (per the gravity model) in the zip codes between 90 and 180 miles

Template for Item VIII.A.3. - Gaming revenues and visitation for first 10 years   **AVERAGE CASE**   **Competition Model**

NAME OF APPLICANT: Montreign Operating Company, LLC

GROSS GAMING REVENUES

	Unit of Measure	Adult Population of Geographic Area	Year 1 (2017)	Year 2 (2018)	Year 3 (2019)	Year 4 (2020)	Year 5 (2021)	Year 6 (2022)	Year 7 (2023)	Year 8 (2024)	Year 9 (2025)	Year 10 (2026)
LOCAL MARKET PARTICIPANTS (Total local market patrons within ____ [miles/minutes] of gaming facility)												
Geographic Area 1 [0-15 miles] of gaming facility†	#/$	53,627	$ 13,330,550	$ 14,743,588	$ 15,687,178	$ 16,197,493	$ 16,562,732	$ 16,728,359	$ 16,895,642	$ 17,064,599	$ 17,235,245	$ 17,407,597
Geographic Area 2 [15-30 miles] of gaming facility†	#/$	243,479	$ 20,572,081	$ 22,752,722	$ 24,208,896	$ 24,996,429	$ 25,560,075	$ 25,815,676	$ 26,073,833	$ 26,334,571	$ 26,597,917	$ 26,863,896
Geographic Area 3 [30-60 miles] of gaming facility†	#/$	2,443,260	$ 49,030,125	$ 54,227,318	$ 57,697,867	$ 59,574,821	$ 60,918,177	$ 61,527,358	$ 62,142,632	$ 62,764,058	$ 63,391,699	$ 64,025,616
Geographic Area 4 [60-90 miles] of gaming facility†	#/$	13,526,850	$ 84,899,604	$ 93,898,962	$ 99,908,496	$ 103,158,593	$ 105,484,721	$ 106,539,568	$ 107,604,964	$ 108,681,014	$ 109,767,824	$ 110,865,502
Geographic Area 5 [____ [miles/minutes] of gaming facility†	#/$											
Geographic Area 6 [____ [miles/minutes] of gaming facility†	#/$											
(add additional Geographic Areas below as needed. Total here)	#/$											
Total local market participants	#	16,267,216	$ 167,832,360	$ 185,622,590	$ 197,502,436	$ 203,927,337	$ 208,525,704	$ 210,610,961	$ 212,717,071	$ 214,844,242	$ 216,992,684	$ 219,162,611
Total annual estimated gross gaming revenues from local market participants	$											
Visitation												
Local market gaming visitors	#	N/A	211,734	231,859	244,256	249,705	252,807	252,807	252,807	252,807	252,807	252,807
Average Visits per year	#	N/A	8.37	8.37	8.37	8.37	8.37	8.37	8.37	8.37	8.37	8.37
Total local market gaming visitation	#	N/A	1,772,173	1,940,617	2,044,373	2,089,978	2,115,946	2,115,946	2,115,946	2,115,946	2,115,946	2,115,946
Average spend per visit	$	N/A	$ 94.70	$ 95.65	$ 96.61	$ 97.57	$ 98.55	$ 99.54	$ 100.53	$ 101.54	$ 102.55	103.58
TOURISTS (Patrons from more than 90 miles] of gaming facility												
Tourist gaming visits per year	#	N/A	56,367	61,725	65,025	66,476	67,302	67,302	67,302	67,302	67,302	67,302
PA (State of origin)	#	N/A	19,561	21,420	22,565	23,069	23,355	23,355	23,355	23,355	23,355	23,355
NY (State of origin)	#	N/A	9,738	10,663	11,233	11,484	11,627	11,627	11,627	11,627	11,627	11,627
NJ (State of origin)	#	N/A	9,054	9,915	10,445	10,678	10,810	10,810	10,810	10,810	10,810	10,810
MA (State of origin)	#	N/A	5,770	6,319	6,657	6,805	6,890	6,890	6,890	6,890	6,890	6,890
CT (State of origin)	#	N/A	5,103	5,588	5,887	6,018	6,093	6,093	6,093	6,093	6,093	6,093
OTHER	#	N/A	7,142	7,821	8,239	8,423	8,527	8,527	8,527	8,527	8,527	8,527
Total gaming visits per year	#		1,828,540	2,002,342	2,109,398	2,156,454	2,183,247	2,183,247	2,183,247	2,183,247	2,183,247	2,183,247
Annual estimated gross gaming revenue from tourist gaming visitors - slots/electronic games	$	N/A	$ 6,238,360	$ 6,899,626	$ 7,341,202	$ 7,580,017	$ 7,750,939	$ 7,828,448	$ 7,906,733	$ 7,985,800	$ 8,065,658	$ 8,146,315
Annual estimated gross gaming revenue from tourist gaming visitors - house banked table games	$	N/A	$ 3,325,343	$ 3,677,829	$ 3,913,210	$ 4,040,510	$ 4,131,619	$ 4,172,936	$ 4,214,665	$ 4,256,812	$ 4,299,380	$ 4,342,373
Annual estimated gross gaming revenue from tourist gaming visitors - Other	$	N/A	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Total annual estimated gross gaming revenues from tourist gaming visitors	$		$ 9,563,703	$ 10,577,455	$ 11,254,412	$ 11,620,526	$ 11,882,558	$ 12,001,384	$ 12,121,398	$ 12,242,612	$ 12,365,038	$ 12,488,688
TOTALS												
TOTAL ANNUAL GROSS GAMING REVENUES - SLOTS/ELECTRONIC GAMES	$	N/A	$ 132,501,705	$ 146,546,886	$ 155,925,887	$ 160,603,663	$ 163,815,736	$ 165,453,894	$ 167,108,433	$ 168,779,517	$ 170,467,312	$ 172,171,985
TOTAL ANNUAL GROSS GAMING REVENUES - TABLE GAMES	$	N/A	$ 44,894,358	$ 49,653,159	$ 52,830,962	$ 54,944,200	$ 56,592,526	$ 57,158,451	$ 57,730,036	$ 58,307,336	$ 58,890,410	$ 59,479,314
TOTAL ANNUAL GROSS GAMING REVENUES - OTHER	$	N/A	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
TOTAL ANNUAL GROSS GAMING REVENUE	$		$ 177,396,063	$ 196,200,045	$ 208,756,848	$ 215,547,863	$ 220,408,262	$ 222,612,345	$ 224,838,469	$ 227,086,853	$ 229,357,722	$ 231,651,299
Recaptured Revenue from Out of State venues	$	N/A	$ 39,607,969	$ 43,806,413	$ 46,610,024	$ 48,126,283	$ 49,211,484	$ 49,703,599	$ 50,200,635	$ 50,702,642	$ 51,209,668	$ 51,721,765
Cannibalized gross gaming revenue from existing NY tribal casinos and racetrack Video Lotteries												
(i.e., cannibalization of existing NY tribal casino and racetrack VLT gross gaming revenues)	$	N/A	$ 87,116,385	$ 96,350,722	$ 102,517,168	$ 105,852,128	$ 108,238,993	$ 109,321,383	$ 110,414,596	$ 111,518,742	$ 112,633,930	$ 113,760,269
Net New Gaming Revenue (sourced in-State)	$	N/A	$ 2,710,989	$ 2,998,354	$ 3,190,248	$ 3,294,029	$ 3,368,307	$ 3,401,990	$ 3,436,010	$ 3,470,370	$ 3,505,073	$ 3,540,124
Net New Gaming Revenue (sourced out-of-State)	$	N/A	$ 47,960,720	$ 53,044,556	$ 56,439,408	$ 58,275,424	$ 59,589,479	$ 60,185,374	$ 60,787,227	$ 61,395,100	$ 62,009,051	$ 62,629,141
TOTAL ANNUAL GROSS GAMING REVENUE	$		$ 177,396,063	$ 196,200,045	$ 208,756,848	$ 215,547,863	$ 220,408,262	$ 222,612,345	$ 224,838,469	$ 227,086,853	$ 229,357,722	$ 231,651,299

	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -

† Include detailed description of the geographic borders and municipalities and/or Zip Codes included in each Geographic Area

* Additional Tabs with supporting data, including detailed descriptions of the geographic borders and municipalities and/or Zip Codes included in each Geographic Area, is included with electronic copy of Template on USB.

Assumptions

1. Facility Assumption , $300 million casino and related investment including 232 room destination hotel including 42 suites, 1,750 slots and 58 live table games including 8 table high limit/Asian pit, 40,000-50,000 flex space event center, several restaurants, state of the art spa/salon, 2,950 parking spaces including 1,350 space garage, championship golf course, and adjacent to additional $450 million master planned development (Adelaar) that will include a retail village, movie theaters, a water park, etc.

2. Projected opening date is 2 years from grant of license and for purposes of this model is assumed to be 1/1/2017 but would be earlier if license is granted prior to December 31, 2014)

3. Gravity model assumptions:
 - Gravity model is for year 3 (ending in 2019) and separate gravity models are completed for slots and tables
 - Competition includes all of the existing casinos within a 180 mile radius of Montreign, plus new casinos in Massachusetts (Springfield, Boston, southeastern MA, Plainville race track), and new casinos in Albany and Binghamton. Existing casinos are assumed to keep current capacity. No Class III gaming in or near NYC during the projection period with the exception of a Newburgh casino resort
 - slot gravity model assumes maximum gamer budgets of $946 annually in 2019 and adjusted by zip code for per capita income, gravity model convenient distance is assumed to be 3.5 miles and exponent is -0.7, maximum slot participation is estimated at 35% and 2019 drive-in market reach is 90 miles to northwest, northeast, and southeast and 60 miles to southwest (due to PA casinos).
 - Table gravity model assumes maximum gamer budgets of $751 annually in 2019 and adjusted by zip code for per capita income, gravity model convenient distance is assumed to be 18 miles and exponent is -2.0, maximum table participation is estimated at 12.5% and 2019 drive-in market reach is 90 miles to northwest, northeast and southeast and 60 miles to southwest (due to PA casinos).
 - The attraction factor in both the slot and table models is 1.10
 - Hotel rooms have 100% weight in model (equal to slots and table game positions)
 - Consumer budgets for both slots and tables are estimated to grow by 1% annually from 2013 through 2019 due to economic gains but not due to inflation.

4. Traffic Intercept Model
 – 15% of Route- 17 traffic will be from beyond the 90 mile drive-in market (based on Advisors proprietary observations of highway traffic in other jurisdictions and remote location of Montreign relative to populations).
 – 1.0% of pass through travelers will patronize the casino each for slots and tables (based on industry wide accepted rates and anticipated investment and assets at the master planned site).
 – Travelers will make relatively short duration trips and average win per trip will be $61 for slots and $21 for tables based on an estimate of one hour of play time.
 – Each car will have an average of 1.5 adult passengers (based on Advisors traffic observations).

5. Overnight Visitor Model
 - overnight visitor model is segmented into three markets, those staying in onsite hotel, those staying in the adjacent water park hotel and those staying in other Catskill area hotels
 - onsite hotel has 232 rooms, stabilized occupancy of 90%, a gamer capture rate of 85%, 1.8 guest per room, 70% slots, 30% tables, $245 slot win per guest and $420 table win per guest, 20% of onsite hotel guests are considered from outside of drive-in radius so onsite overnight guest revenues are discounted by 80% to arrive at incremental overnight visitor revenues
 - Water park hotel has 350 rooms (does not count villas), stabilized occupancy of 75%, a gamer capture rate of 39%, 1.8 guest per room, 75% slots, 25% tables, $122 slot win per guest and $53 table win per guest , 20% of water park hotel guests are considered from outside of drive-in radius so onsite overnight guest revenues are discounted by 80% to arrive at incremental overnight visitor revenues
 - Nearby hotels have 2901 rooms, stabilized occupancy of 58%, a gamer capture rate of 3.8% (both slots and tables), 1.8 guest per room, $122 slot win per guest and $53 table win per guest, 15% of offsite hotel guests are considered from outside of drive-in radius so onsite overnight guest revenues are discounted by 85% to arrive at incremental overnight visitor revenues

6. Gaming Revenue Ramp Up

- Ramp up percentages by year applied to Year stabilized gaming revenue	85.0%	94.0%	100.0%	104.0%	103.0%	101.0%	101.0%	101.0%	101.0%	101.0%

7. Tourist Patronage
 - The state of origin for tourist patronage is estimated based on the number of gamers (per the gravity model) in the zip codes between 90 and 180 miles

Template for Item VIII.A.3. - Gaming revenues and visitation for first 10 years   **LOW CASE Competition Model**

NAME OF APPLICANT: Montreign Operating Company, LLC

GROSS GAMING REVENUES

	Unit of Measure	Adult Population of Geographic Area	Year 1 (2017)	Year 2 (2018)	Year 3 (2019)	Year 4 (2020)	Year 5 (2021)	Year 6 (2022)	Year 7 (2023)	Year 8 (2024)	Year 9 (2025)	Year 10 (2026)
LOCAL MARKET PARTICIPANTS (Total local market patrons within ____ [miles/minutes] of gaming facility)												
Geographic Area 1 [0-15 miles] of gaming facility†	#/$	53,627	$ 12,565,028	$ 13,896,921	$ 14,786,324	$ 15,377,777	$ 15,839,111	$ 15,997,502	$ 16,157,477	$ 16,319,052	$ 16,482,242	16,647,065
Geographic Area 2 [15-30 miles] of gaming facility†	#/$	243,479	$ 16,280,648	$ 18,006,396	$ 19,158,806	$ 19,925,158	$ 20,522,913	$ 20,728,142	$ 20,935,423	$ 21,144,777	$ 21,356,225	21,569,787
Geographic Area 3 [30-60 miles] of gaming facility†	#/$	2,443,260	$ 30,607,461	$ 33,851,852	$ 36,018,371	$ 37,459,106	$ 38,582,879	$ 38,968,708	$ 39,358,395	$ 39,751,979	$ 40,149,498	40,550,993
Geographic Area 4 [60-90 miles] of gaming facility†	#/$	13,526,850	$ 19,011,427	$ 21,026,638	$ 22,372,343	$ 23,267,237	$ 23,965,254	$ 24,204,906	$ 24,446,955	$ 24,691,425	$ 24,938,339	25,187,723
Geographic Area 5 [____ miles/minutes] of gaming facility†	#/$											
Geographic Area 6 [____ miles/minutes] of gaming facility†	#/$											
(add additional Geographic Areas below as needed. Total here)	#/$											
Total local market participants	#	16,267,216	$ 78,464,564	$ 86,781,808	$ 92,335,844	$ 96,029,278	$ 98,910,156	$ 99,899,258	$ 100,898,250	$ 101,907,233	$ 102,926,305	103,955,568
Total annual estimated gross gaming revenues from local market participants	$											
Visitation												
Local market gaming visitors	#	N/A	100,318	109,853	115,726	119,164	121,523	121,523	121,523	121,523	121,523	121,523
Average Visits per year	#	N/A	8.25	8.25	8.25	8.25	8.25	8.25	8.25	8.25	8.25	8.25
Total local market gaming visitation	#	N/A	827,947	906,643	955,117	983,486	1,002,961	1,002,961	1,002,961	1,002,961	1,002,961	1,002,961
Average spend per visit	$	N/A	$ 94.77	$ 95.72	$ 96.67	$ 97.64	$ 98.62	$ 99.60	$ 100.60	$ 101.61	$ 102.62	103.65
TOURISTS (Patrons from more than 90 miles] of gaming facility												
Tourist gaming visits per year	#	N/A	43,621	47,767	50,321	51,816	52,842	52,842	52,842	52,842	52,842	52,842
PA (State of origin)	#	N/A	16,300	17,849	18,803	19,362	19,745	19,745	19,745	19,745	19,745	19,745
NY (State of origin)	#	N/A	6,130	6,713	7,072	7,282	7,426	7,426	7,426	7,426	7,426	7,426
NJ (State of origin)	#	N/A	6,669	7,302	7,693	7,921	8,078	8,078	8,078	8,078	8,078	8,078
MA (State of origin)	#	N/A	5,103	5,588	5,887	6,062	6,182	6,182	6,182	6,182	6,182	6,182
CT (State of origin)	#	N/A	3,017	3,304	3,480	3,584	3,655	3,655	3,655	3,655	3,655	3,655
OTHER	#	N/A	6,402	7,011	7,386	7,605	7,756	7,756	7,756	7,756	7,756	7,756
Total gaming visits per year	#											
Annual estimated gross gaming revenue from tourist gaming visitors - slots/electronic games	$	N/A	$ 4,586,222	$ 5,072,362	$ 5,396,993	$ 5,612,873	$ 5,781,259	$ 5,839,071	$ 5,897,462	$ 5,956,437	$ 6,016,001	6,076,161
Annual estimated gross gaming revenue from tourist gaming visitors - house banked table games	$	N/A	$ 2,206,513	$ 2,440,403	$ 2,596,589	$ 2,700,452	$ 2,781,466	$ 2,809,281	$ 2,837,373	$ 2,865,747	$ 2,894,405	2,923,349
Annual estimated gross gaming revenue from tourist gaming visitors - Other	$	N/A	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Total annual estimated gross gaming revenues from tourist gaming visitors	$		$ 6,792,735	$ 7,512,765	$ 7,993,582	$ 8,313,325	$ 8,562,725	$ 8,648,352	$ 8,734,836	$ 8,822,184	$ 8,910,406	8,999,510
TOTALS												
TOTAL ANNUAL GROSS GAMING REVENUES - SLOTS/ELECTRONIC GAMES	$	N/A	$ 61,179,390	$ 67,664,405	$ 71,994,927	$ 74,874,725	$ 77,120,966	$ 77,892,176	$ 78,671,098	$ 79,457,809	$ 80,252,387	81,054,911
TOTAL ANNUAL GROSS GAMING REVENUES - TABLE GAMES	$	N/A	$ 24,077,909	$ 26,630,167	$ 28,334,498	$ 29,467,878	$ 30,351,914	$ 30,655,434	$ 30,961,988	$ 31,271,608	$ 31,584,324	31,900,167
TOTAL ANNUAL GROSS GAMING REVENUES - OTHER	$	N/A	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
TOTAL ANNUAL GROSS GAMING REVENUE	$		$ 85,257,299	$ 94,294,573	$ 100,329,426	$ 104,342,603	$ 107,472,881	$ 108,547,610	$ 109,633,086	$ 110,729,417	$ 111,836,711	112,955,078
Recaptured Revenue from Out of State venues	$	N/A	$ 9,647,496	$ 10,670,130	$ 11,353,019	$ 11,807,139	$ 12,161,353	$ 12,282,967	$ 12,405,797	$ 12,529,855	$ 12,655,153	12,781,705
Cannibalized gross gaming revenue from existing NY tribal casinos and racetrack Video Lotteries (i.e., cannibalization of existing NY tribal casino and racetrack VLT gross gaming revenues)	$	N/A	$ 56,442,595	$ 62,425,511	$ 66,420,743	$ 69,077,573	$ 71,149,900	$ 71,861,399	$ 72,580,013	$ 73,305,813	$ 74,038,871	74,779,260
Net New Gaming Revenue (sourced in-State)	$	N/A	$ 2,770,567	$ 3,064,247	$ 3,260,359	$ 3,390,773	$ 3,492,496	$ 3,527,421	$ 3,562,696	$ 3,598,322	$ 3,634,306	3,670,649
Net New Gaming Revenue (sourced out-of-State)	$	N/A	$ 16,396,641	$ 18,134,685	$ 19,295,305	$ 20,067,117	$ 20,669,131	$ 20,875,822	$ 21,084,580	$ 21,295,426	$ 21,508,380	21,723,464
TOTAL ANNUAL GROSS GAMING REVENUE	$		$ 85,257,299	$ 94,294,573	$ 100,329,426	$ 104,342,603	$ 107,472,881	$ 108,547,610	$ 109,633,086	$ 110,729,417	$ 111,836,711	112,955,078

† Include detailed description of the geographic borders and municipalities and/or Zip Codes included in each Geographic Area

* Additional Tabs with supporting data, including detailed descriptions of the geographic borders and municipalities and/or Zip Codes included in each Geographic Area, is included with electronic copy of Template on USB.

Assumptions

1. Facility Assumption , $150 million casino and related investment including 125 room 2 star hotel , 900 slots and 42 live table games, 10,000 flex space event center, several restaurants, , 800 parking spaces, championship golf course, and adjacent to additional $450 million master planned development (Adelaar) that will include a retail village, movie theaters, a water park, etc.

2. Projected opening date is 2 years from grant of license and for purposes of this model is assumed to be 1/1/2017 but would be earlier if license is granted prior to December 31, 2014)

3. Gravity model assumptions:
 - Gravity model is for year 3 (ending in 2019) and separate gravity models are completed for slots and tables
 - Competition includes all of the existing casinos within a 180 mile radius of Montreign, plus new casinos in Massachusetts (Springfield, Boston, southeastern MA, Plainville race track), and new casinos in Albany and Binghamton. Existing casinos are assumed to keep current capacity. No Class III gaming in or near NYC during the projection period with the exception of a So. Orange County casino resort
 - slot gravity model assumes maximum gamer budgets of $946 annually in 2019 and adjusted by zip code for per capita income, gravity model convenient distance is assumed to be 3.5 miles and exponent is -0.7, maximum slot participation is estimated at 35% and 2019 drive-in market reach is 70 miles to northwest, northeast and southeast and 60 miles to southwest (due to PA casinos).
 - Table gravity model assumes maximum gamer budgets of $751 annually in 2019 and adjusted by zip code for per capita income, gravity model convenient distance is assumed to be 18 miles and exponent is -2.0, maximum table participation is estimated at 12.5% and 2019 drive-in market reach is 70 miles to northwest, northeast and southeast and 60 miles to southwest (due to PA casinos).
 - The attraction factor in both the slot and table models is 1.25
 - Hotel rooms have 100% weight in model (equal to slots and table game positions)
 - Consumer budgets for both slots and tables are estimated to grow by 1% annually from 2013 through 2019 due to economic gains but not due to inflation.

4. Traffic Intercept Model
 – 15% of Route- 17 traffic will be from beyond the drive-in market (based on Advisors proprietary observations of highway traffic in other jurisdictions and remote location of Montreign relative to populations).
 – 0.75% of pass through travelers will patronize the casino each for slots and tables (based on industry wide accepted rates and anticipated investment and assets at the master planned site).
 – Travelers will make relatively short duration trips and average win per trip will be $61 for slots and $21 for tables based on an estimate of one hour of play time.
 –   Each car will have an average of 1.5 adult passengers (based on Advisors traffic observations).

5. Overnight Visitor Model
 - overnight visitor model is segmented into three markets, those staying in onsite hotel, those staying in the adjacent water park hotel and those staying in other Catskill area hotels
 - onsite hotel has 125 rooms, stabilized occupancy of 93%, a gamer capture rate of 90%, 1.8 guest per room, 70% slots, 30% tables, $245 slot win per guest and $420 table win per guest, 20% of onsite hotel guests are considered from outside of drive-in radius so onsite overnight guest revenues are discounted by 80% to arrive at incremental overnight visitor revenues
 - Water park hotel has 350 rooms (does not count villas), stabilized occupancy of 75%, a gamer capture rate of 40%, 1.8 guest per room, 75% slots, 25% tables, $122 slot win per guest and $53 table win per guest, 20% of water park hotel guests are considered from outside of drive-in radius so onsite overnight guest revenues are discounted by 80% to arrive at incremental overnight visitor revenues
 - Nearby hotels have 2901 rooms, stabilized occupancy of 58%, a gamer capture rate of 3.8% (both slots and tables), 1.8 guest per room, $122 slot win per guest and $53 table win per guest, 15% of offsite hotel guests are considered from outside of drive-in radius so onsite overnight guest revenues are discounted by 85% to arrive at incremental overnight visitor revenues

6. Gaming Revenue Ramp Up

Item										
- Ramp up percentages by year applied to Year stabilized gaming revenue	85.0%	94.0%	100.0%	104.0%	103.0%	101.0%	101.0%	101.0%	101.0%	101.0%

7. Tourist Patronage
 - The state of origin for tourist patronage is estimated based on the number of gamers (per the gravity model) in the zip codes between 90 and 180 miles