



Submit as Exhibit VIII.C.7.f. a description of any particular efforts – design, operations, and/or marketing – that are planned to differentiate the hotel from competitors and to maximize the potential of the market.

ADELAAR – A UNIQUE PROPOSITION

Adelaar, a comprehensive master planned resort community with Montreign Resort Casino as its centerpiece, will offer four seasons of indoor and outdoor activities within several distinct areas: hospitality and spa, sports and leisure, dining, entertainment and retail, and gaming. Adelaar has been thoughtfully designed to differentiate itself from its competitors and maximize the potential of the market. There is simply nothing like Adelaar anywhere in the Catskills. As GGH initially observes in its market assessment study:

[Montreign] will be part of Adelaar, a large, comprehensive master planned resort community . . . Additional development at Adelaar includes the 200,000 sf Entertainment Village (approx. 65,000 sf under LOI) and the Indoor Water Park Lodge consisting of a 400 room hotel and an 80,000 sf indoor water park. These developments will act as additional attractors to the site from populations to the southeast of the Project and also from neighboring states and Canada.

GGH Report attached as Attachment VIII.A.3.-1, p. 10. Later in its Report, GGH concludes that:

Those combined assets put Montreign in some respects on par with properties like Mohegan Sun, Foxwoods, the Borgata and other mixed use multi-amenity casinos in terms of their ability to drive visitation from longer distances and divert trips away from other more convenient casinos.

GGH Report attached as Attachment VIII.A.3.-1, p. 65.

THE HOTELS AT ADELAAR

Montreign Resort Casino

When developing Montreign Resort Casino's hotel design, operations and marketing, Empire worked toward and achieved its goal of creating an experience that will both complement and raise the profile of existing hotels within the local area and the Catskills region as a whole. As more fully detailed in Exhibit VIII.C.7.a., Montreign is designed to meet 4-star and 4-diamond standards of Forbes and AAA, respectively. The quality of service will be superior to the region's existing offerings. Rooms and suites will be more spacious and have higher quality finishes and furnishings than other rooms in the area, and will include luxurious bathrooms. They will also offer free Wi-Fi, a mini-refrigerator, comfortable seating, high quality linens and towels, a separate make-up area, and a spacious work area. Several suites offer a private conference room for meetings or small parties, and our penthouse suite level will offer private concierge service. Additionally, all of Montreign's hotel guests will have use of the hotel's pool and fitness areas.

The presence of this first-class facility in the market will also broaden the region's ability to attract more business conferences and meetings. The facility will provide state of the art conference technology, fine dining and banquet offerings and a range of other amenities. It will also offer a 24-hour business center to support over 24,000 square feet of event and meeting room space.

Montreign will attract a diverse group of visitors from New York and out-of-state, including those visiting to enjoy the natural beauty of the area, tour and travel groups, conferences and meetings, destination weddings, and social, fraternal and government events as well as, of course, traditional gaming customers.



Indoor Waterpark Lodge

With multiple indoor and outdoor attractions as more fully described Exhibit VIII.C.7.a., the Indoor Waterpark Lodge will become the best family-oriented lodging in the Catskills and the only major indoor waterpark resort in New York State, and the only indoor waterpark hotel currently developed in the Catskills. Adelaar's Indoor Waterpark Lodge is thus a unique product within the region. EPR anticipates that the facility will attract visitors from a 200-mile radius who will choose extended stays averaging 2.5 days or more. While there is plenty to do on site, these visitors will also be inclined to explore the broader Catskills region, partake in further outdoor and cultural activities, and further boost the local and regional economy beyond Adelaar.

