

## Exhibit VIII.C.7.d

# HOTEL: USAGE AND ALLOTMENT OF HOTEL ROOMS

*Submit as Exhibit VIII. C.7.d. a forecast of the number of hotel rooms that will be used for casino and other forms of marketing or reserved for gaming establishment promotions and substantiate the basis of such forecast, for example, by comparison to comparable facilities.*



## FORECAST OF NUMBER OF HOTEL ROOMS

### Basis of Forecast

Casino room night of demand (RND) relates to casino patrons that will utilize a hotel room while visiting the resort. These visits are incremental to the projected gaming visit determined in the casino market assessment. Casino RND is based on a capture rate of how many proposed gaming patrons from each market area will stay at the hotel during their visit. The capture rates increase the further the casino patron has to travel to reach the resort. Each room night of demand from the casino segment is expected to have a double occupancy factor between 1.5 adults for the interior markets to 1.9 adults for the outer market. Length of stay is also expected to vary based on distance traveled, from one night in the Primary to 1.8 nights in the outer markets.

The following two pages feature an excerpt of the market study completed by The Innovation Group for this development. The report can be found in its entirety elsewhere in this submission, however, here, we have included as the exhibit the elements that directly correspond to the question. The study evaluated total demand and estimated Average Daily Rates in the number and did factor in comparable room nights of demand at comparable facilities and other gaming properties in the region based on the national database that The Innovation Group has developed throughout its two decades of assessing such properties throughout the US. Comparables are noted by segment in the attachment.

**Notes**

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