

REGIONAL ECONOMIC PLAN COORDINATION

Exhibit VIII. B.5

The Town of Montgomery and Orange County have encouraged the development of unused parcels of land by businesses from a variety of industries including hospitality and tourism. With the passage of the Upstate New York Gaming and Economic Development Act of 2013, the town and county now have the opportunity to host a destination resort that would contribute substantially to the regional economy and achieve a number of specific goals laid out in their respective economic development plans. Resorts World Hudson Valley is designed to work in harmony with these existing local economic development plans, fulfilling many long-term goals of both the town and county.

Additionally, RW Orange County LLC is a member of the Orange County Partnership and the Orange County Chamber of Commerce and is committed to ensuring the success and growth of the economy and businesses in the region.

The Town of Montgomery and Villages of Walden, Montgomery, and Maybrook

The Town of Montgomery has been a vital transportation hub in the Northeast for decades, due to its location near major railways, the critical intersection of Interstates 84 and 87, and Stewart International Airport. The town identified its location as its chief strength in its most recent economic development plan.ⁱ The town has encouraged development of large, unused parcels of land within the municipality, as any development would be likely to significantly contribute to the town's tax base. The Town of Montgomery and villages of Walden, Montgomery, and Maybrook have not seen tourism as an opportunity in the past; but thanks to the Upstate New York Gaming and Economic Development Act of 2013, tourism can indeed come to Montgomery and help diversify, enhance, and accelerate the local economy.

The *Montgomery Community Economic Development Plan* (2008) does realize the limitations of some of the large space still available in the area, particularly the lack of vehicle access to the future site of Resorts World Hudson Valley:

"An analysis of undeveloped land in the Town's industrial zones near I-84 revealed that a number of parcels are not currently accessible, except by going through residential areas... In order to facilitate future development of commercial property along I-84 while minimizing the impact on existing residential areas, it will be necessary to construct an industrial access road and overpass at exit 5 of 1-84. Ideally, this road would connect to the parcels in the proposed Savanna industrial park."ⁱⁱ

Resorts World Hudson Valley would be located at the formerly proposed "Savannah industrial park." The current site plan provides main access from Route 747 as opposed to local residential roads. The previously proposed Savanna site did not consist of as much land as RW Orange County LLC has secured, allowing Resorts World Hudson Valley to build more efficient entrances and egresses. This completely self-funded access to the Resorts World Hudson Valley site would remove the burden from the Town of Montgomery to find funding for industrial access roads or overpasses to access this piece of property.

The Town of Montgomery also is home to three villages—Walden, Montgomery, and Maybrook. The leaders of the respective villages have attested to the positive impact Resorts World Hudson Valley would have on their economic development goals:

"The Village of Maybrook has worked tirelessly over the last six years to encourage business growth in our area, but because of tough economic times, more businesses have had to shut their doors than open," said Dennis Leahy, Village of Maybrook Mayor. "Resorts World Hudson Valley has the potential to accelerate and enhance our economic growth, and the Village Board and the residents of Maybrook look forward to working with Genting Americas as a community partner."ⁱⁱⁱ

"Each of the three villages in the Town of Montgomery have worked tirelessly to encourage economic growth in our areas, but we need a jumpstart – and that's exactly what Resorts World Hudson Valley would be for our Town and our Villages," said John Revella, Village of Walden Manager. "The resort would provide

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much needed jobs for our community, and surrounding areas like the City of Newburgh. Coupled with Genting's commitment to use local vendors, this project would be a game-changer for our area."^{iv}

"Resorts World Hudson Valley's location is unparalleled," said Steve Brescia, Village of Montgomery Mayor. "At the intersection of Routes 17K, 747 and Interstate 84, the resort would be away from residential areas yet near enough to our business districts to make a significant, positive impact. Route 747 has also been vastly underutilized since its creation, and this project has the ability to create a successful business corridor that could benefit the entire region and surrounding towns."^v

To provide tangible and long-lasting support for the economic development and revitalization of the town and its villages, RW Orange County LLC has agreed to provide annual payments of \$3,000,000 to be shared equally among the villages. These payments would be identified as "Village Revitalization Payments," which are separate and in addition to the other funds and tax revenues being provided to the town. The Village Revitalization Payments are to be used for projects that the villages reasonably believe to be in furtherance of the economic development and revitalization of their respective villages. To begin these initiatives as soon as possible, the villages will be permitted to have these funds advanced to them with prior notice if RW Orange County LLC is awarded a Gaming Facility License.

In addition to the Village Revitalization Payments, RW Orange County LLC will partner with local organizations to help coordinate a Main Street Village Network Initiative geared to provide funds for the strategic support of the economic development and preservation of the historic character of the villages. With the participation of stakeholders from the villages, town, county, and local business leaders, the aim of this program is to develop an innovative set of economic development strategies that can be scaled up and used by the municipalities and residents of surrounding communities. The result of this initiative would be an acceleration of the regional development envisioned by the Upstate New York Gaming and Economic Development Act of 2013.

It is the belief of RW Orange County LLC that the Resorts World Hudson Valley project has been proposed, and would be executed, consistent with the recommendations and interests expressed by the town and villages in their most recent statements and plans.

Orange County

Tourism is one of New York State's fastest-growing industries, employing approximately 700,000 New Yorkers and generating \$100 billion annually.^{vi} This industry doesn't just stop at New York City's borders; three of the top five tourist attractions in upstate New York are located within Orange County.^{vii} Orange County's Department of Planning and the Orange County Partnership have made increasing tourism a top priority in the economic development plans for the county. According to a March 2014 report by the county, in 2012, more than 4 million tourists visited attractions in the county and spent more than \$430 million in the local economy.^{viii} Resorts World Hudson Valley alone would more than double the amount of tourists visiting the county with an estimated 6.7 million visitors per year, complete with the economic benefits associated.^{ix}

Increased tourism traffic to the region would lead to additional sales and hotel taxes revenue, patronage of local businesses and vendors, and the expansion and growth of businesses that provide services or products to leisure travelers arriving via bus, plane, and car. The addition of several thousand well-compensated employees to the region will also result in increased economic activity, as these careers offer above-average wages with the associated above-average discretionary income and ability to spend money locally.

The county also has made a proactive push to increase tourism during the "Shoulder Season."^x Resorts World Hudson Valley would provide year-round entertainment, lodging, and recreational facilities that would continue to attract visitors to the region through the shoulder season. Specifically, the resort will feature a high-end spa, year-round conference space of a higher quality than anything else found in the surrounding area, restaurants, and luxurious hotel rooms.

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Another key goal of the county's economic development plan is the support, retention, and growth of small businesses. RW Orange County LLC would ensure that Resorts World Hudson Valley operates as a contributing member of the local business community, using local vendors where possible and running cross-promotional events and marketing opportunities that would further allow local restaurants, entertainment venues and stores to enjoy the economic benefits of the increased tourism traffic to the region. To that end, Resorts World Hudson Valley also will allow patrons to use their reward points earned at the facility at a number of local businesses, encouraging tourist traffic to the surrounding area.

Representatives of RW Orange County LLC have hundreds of Memorandums of Understanding (MOUs) and Letters of Intent (LOIs) from local businesses in and around the Town.^{xi} These commitments to work out the terms of cross marketing opportunities and local sourcing of products are just the beginning of Resorts World Hudson Valley's support and use of local resources. Additionally, existing live entertainment venues in the region also have executed MOUs to work with Resorts World Hudson Valley to ensure that the resort only expands current opportunities and does not detract from any local offerings. These agreements are in addition to the more than 1,000 letters of support received from local residents and businesses.

RW Orange County LLC is committed to using local vendors in the Town of Montgomery and surrounding municipalities as frequently as possible at Resorts World Hudson Valley. LOIs have been signed with caterers, fabric and carpet distributors, and landscapers, among others. Upon receipt of a Gaming Facility License, representatives of Resorts World Hudson Valley will work to enter contracts with the local businesses that have signed LOIs/MOUs, and others who may be best suited to provide products or services to the resort.

RW Orange County LLC fully expects to continue to work closely with the Orange County Partnership, the not-for-profit economic development agency that serves as the one-stop resource for economic development in the county, to ensure the creation and operation of Resorts World Hudson Valley is done in concert with the county's overall economic development plan.

ⁱ Montgomery Community Economic Development Plan. Camoin Associates on behalf of the Town of Montgomery. December 2008. P. 4

ⁱⁱ " P. 11

ⁱⁱⁱ Statement Made to Genting Americas. 6/25/14

^{iv} "

^v "

^{vi} Tourism Economics for the New York State Governor's Office.

<http://www.governor.ny.gov/assets/documents/tourism/nys-tourism-impact-2012-v1.0.pdf>. Accessed 6/20/14.

^{vii} Orange County Department of Planning; March 2014 "Orange County Economic Development Strategy"; "Executive Summary"; p. 5

^{viii} " "Tourism"; p. 27

^{ix} RW Orange County LLC. "Resorts World Hudson Valley" Application Section VIII. A.3

^x "Shoulder Season" defined as the months of January through March by Orange County Department of Planning.

^{xi} Section IX. B.1, IX. B.2.a