

LOCAL BUSINESS OWNERS

EXHIBIT IX. B.3

Overview

Resorts World Hudson Valley is committed to procuring its goods, products and services from a diversified pool of vendors, contractors and professional service providers. We collaborate to develop local businesses and help them grow and contribute as part of a thriving local economy and strong community. Our sourcing and procurement strategy is to work with a broad range of suppliers that are competitive in quality, service and price while promoting diversity and the social and economic welfare of our host community. We work closely with our suppliers, contractors and other vendors, including local businesses, certified minority-owned, women-owned, disabled and disadvantaged business enterprises, to procure all manners goods and services.

Resorts World Hudson Valley will actively mentor disadvantaged businesses to help them further develop into successful enterprises as part of its Local Supplier Diversity Program. Resorts World Hudson Valley will partner with local community and town boards, with chambers of commerce and through local public/private partnerships to extend procurement opportunities to local businesses.

Any supplier interested in doing business with Resorts World Hudson Valley may register their capabilities online by visiting the Resorts World Hudson Valley web site by and completing the online profile. Once completed, our sourcing and commodity managers will review the profile and identify opportunities for that business to fulfill any current or potential future procurement needs. This information will be placed in a database for use by our strategic sourcing department and a sourcing professional with Resorts World Hudson Valley will contact the supplier. Resorts World Hudson Valley further encourages suppliers obtain certification from the following certifying agencies or their regional affiliates: the National Minority Supplier Development Council (NMSDC), the Women's Business Enterprise National Council (WBENC) or the National Gay and Lesbian Chamber of Commerce (NGLCC).

Resorts World Hudson Valley is committed to exceeding all local, state, and federal programs designed to encourage the utilization of diverse and local suppliers. As part of Resorts World Hudson Valley's Local Supplier Diversity program; certified local businesses will receive preference in procurement notifications and will receive additional value based on their local and/or minority status in all competitive bids with significant impact on the sourcing decision making process. This program encourages local vendors to pursue opportunities with the Resorts World Hudson Valley and incentivizes procurement at the local level and reinvestment in the community.

Purpose

Resorts World Hudson Valley's Local Supplier Diversity Program seeks to advance local economic development by:

- Working with firms of all sizes and local chambers of commerce and business organizations to identify local businesses
- Facilitating participation of local businesses in Resorts World Hudson Valley contracts and procurements.
- Administering a local business program that ensures participation of such firms in all aspect of goods and services purchasing for Resorts World Hudson Valley.
- Partnering with not-for-profit organizations to develop and offer programs that expand the region's skilled trade's labor force.
- Working with small business development centers to provide training and targeted business counseling to support growth of local businesses.

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Process

Supplier Outreach

Our supplier outreach initiative is part of our overall business strategy to add value to the communities we do business in. Company-wide, our employees share a commitment to provide our guests with world-class gaming, exquisite dining and unique entertainment experiences, and Local Supplier Diversity is one of the ways we accomplish this. Resorts World Hudson Valley will actively engage in outreach efforts to local businesses. Procurement staff will partner with the Chamber of Commerce and other advocacy organizations that promote local businesses and encourage buying opportunities between the resort and the community at large.

To participate in our local supplier diversity program as a local business, vendors must first register as a member of the local chamber of Commerce or comparable organization and then be register with our Procurement Department via online registration form. An example of the web application for local businesses taken from a the web page of a similar program utilized at the Genting Group's Resorts World New York City is below as figure #1. Membership to the Chamber of commerce or similar local organizations is a process that helps ensures that a member of the local community can legitimately claim ownership of the affiliated company. Once vendor registration is complete, the company will receive solicitations for contracting and purchasing opportunities. Local Supplier Diversity Program benefits from our set-aside, price preference and subcontracting programs and have access to a full complement of our business-assistance programs.

Figure IX. B.3-1a. Resorts World Hudson Valley Online Vendor Registration

<http://www.rwnyork.com/about-resorts-world/vendor-forms>



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Figure IX. B.3-1b. Resorts World Hudson Valley Online Vendor Registration

Legal Name:

State of Incorporation:

List all other names the company is doing business under:

Contact Name:

Title:

Mailing Address:

City: **State:**

Zip:

Phone:

Fax:

E-mail:

WebSite:

Remit to Address:

City: **State:**

Zip:

Anticipated Annual dollar amount:

Co. Type:

Other-Specify:

Federal #: **SS#:**

W-9 Attached:

Certified W/MBE: Yes No

MBE: Yes No

WBE: Yes No

Vendor Type Commodity:

Other-Specify:

Please email your corporate profile and any additional information to purchasino@rwny.com. Thank you.

Local Supplier Diversity - Our 50% Local Business Goal

At Resorts World Hudson Valley, we believe that our operations should reflect our community and that local businesses, minority, women-owned and small businesses can provide us with unique perspectives that benefit our company. Our goal is to award 50 percent of contracts and purchasing bids to local, state, and minority businesses or women-owned businesses. We will also encourage our business partners to adopt our goal by subcontracting to local businesses, minority, women-owned and small businesses. This approach has realized extraordinary success beginning with the opening of Genting Group's first property in New York State, Resorts World New York City. Over the last three years, this

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commitment by Resorts World New York City to the region's businesses generated over \$150,000,000 million in direct sales to New York based companies.

Who Can Participate

Eligible businesses can apply to be certified as one of the following and, once registered, will receive contract solicitations with Resorts World Hudson Valley:

- Local Business — Your Business must be registered with the Town of Montgomery Chamber of Commerce at: <http://townofmontgomerychamber.net/>
- Minority Business Enterprise (MBE) — Your business must be at least 51 percent owned by, or, in the case of a publicly owned business, at least 51 percent of the stock must be owned by citizens or permanent resident aliens, and the management and daily business operations must be controlled by one or more of such individuals who meet the following ethnic definitions: Black, Hispanic, Asian-Pacific, Asian-Indian, or Native American.
- Women-Owned Business Enterprise (WBE) — If your business is at least 51 percent owned by citizens or permanent resident aliens who are women and whose management and daily business operations are controlled by women, your firm may qualify for this certification. In the case of a publicly owned business, the requirement is that at least 51 percent of the stock be women-owned.
- Small Business Enterprise (SBE) — Businesses certified in this category must have a principal place of business in either New York; must have operated that specific type of business for at least three years, and cannot exceed certain average income limitations utilizing gross revenues for the last three fiscal years established by the United States Small Business Administration. The limitations are: construction — \$14 million; architecture and engineering — \$4.5 million; landscape architectural services — \$7 million; marine engineering and naval architecture — \$18.5 million; janitorial maintenance — \$16.5 million; unarmed guard service — \$18.5 million; financial services — \$7 million and, commodity services — \$7 million.
- Disadvantaged Business Enterprise (DBE) — Firms that are at least 51 percent owned and controlled by one or more socially and economically disadvantaged individuals, or, in the case of a publicly owned business, at least 51 percent of the stock is owned by one or more socially and economically disadvantaged individuals; and whose management and daily business operations are controlled by one or more of such individuals. Socially and economically disadvantaged individuals are citizens or lawful, permanent residents of the United States and are ethnically defined as Black, Hispanic, Portuguese, Spanish, Asian-Pacific, Asian-Indian, Native American, or who are women – regardless of race or ethnicity – and members of other groups found to be economically and socially disadvantaged by the U.S. Department of Transportation or by the U.S. Small Business Administration.

Contract Opportunities

To receive solicitations to bid on Resorts World Hudson Valley contracts, vendors will register their business and create a vendor profile within our procurement database that will be organized by the type of product or service you select. Based on requirements a Resorts World Hudson Valley buyer will solicit bids or further information from registered vendors. As a local vendor, you may qualify to participate in the following programs:

- Set-Aside Program: Resorts World Hudson Valley will reserve certain contracts for construction, supplies, equipment, and operations services to be bid out only to New York based businesses that are registered with the company's vendor database. This enables firms to compete for significant contracts in a limited, competitive environment.
- Vendor Price Preference Program: On selected bid commodity and service contracts, a price preference may be offered to New York businesses. On those bids, a business may be awarded the purchase order even though their bid exceeds the lowest bid by up to 10 percent or

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consideration of equivalent value for local businesses when competing for non construction related goods and service contracts.

- Subcontracting Program: Many Resorts World Hudson Valley contracts provide for good faith subcontracting opportunities to local Town of Montgomery based businesses. As a local business registered in our vendor database, your firm's name will be made available to other contractors or vendors who, to meet local subcontracting goals, may invite you to participate with them as a subcontractor on Resorts World Hudson Valley contracts.

Goods and Services Contracting

Resorts World Hudson Valley predominantly purchases goods and services through competitive bidding procedures. Contracts are typically awarded to the lowest responsive bidder or highest rated proposer. Purchases may be made according to other accepted, efficient practices when this is in the best interest of the agency for the purpose of promoting local business or diversity in procurement.

Goods and Services Contracting- Special Bidding Programs

Eligible qualified businesses that are certified and registered may be able to participate in the following programs:

- Set-Aside Program: Resorts World Hudson Valley reserves certain contracts to be bid out only to local businesses. This enables firms to compete for significant contracts in a limited, competitive environment.
- Vendor Price Preference Program: On selected bid commodity and service contracts, a price preference may be offered to Town of Montgomery based businesses. On those bids, a business may be awarded the purchase order even though their bid exceeds the lowest bid by up to 10 percent for local, or 5 percent for local SBEs and MWBEs.
- Subcontracting: Many Resorts World Hudson Valley contracts provide for good faith subcontracting opportunities to local businesses. As a local business registered in our database, your firm's name will be made available to other contractors or vendors who, to meet local subcontracting goals, may invite you to participate with them as a subcontractor on Resorts World Hudson Valley contracts.
- Construction Contracting: If you are certified with Resorts World Hudson Valley as a local or home state business, you may participate in several unique programs designed to foster opportunities for you to compete for Resorts World Hudson Valley construction contracts.
- Construction Contracting Bidding Programs
- Set-Aside Program: Most construction contracts valued at less than \$500,000 are considered for local solicitation under this program, and certain contracts valued at \$500,000 or more may be set aside for bidding by certified local or state contractors with experience on contracts in the same estimated dollar range. Certain contracts over \$1 million may also be set aside for bidding by select lists of pre-certified and pre-qualified local businesses. This program enables vendors to compete with firms of similar size and expertise in a limited, yet competitive environment.
- Local business Subcontracting Programs: Resorts World Hudson Valley enters into contracts with "prime" contractors to ensure a single entity is responsible for its work. However, Resorts World Hudson Valley does set good faith local subcontracting goals on a contract by contract basis for most of its publicly bid contracts valued in excess of \$500,000.
- Quick Bid Program: The Quick Bid Program is another opportunity for local companies to compete for Resorts World Hudson Valley's construction contracts in a limited competitive environment. Quick Bid contracts are for small construction contracts that are estimated not to exceed \$500,000 in total cost. When a contract is identified for inclusion in this program, staff will solicit bids from a set-aside list of local contractors qualified to perform work in the category(s) represented by the contracts. This program is designed to shorten the time it takes to award small contracts or a general work in nature. The company also provides interested

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bidders with free construction contract documents for use in preparing and submitting their bids.

Payment Information

Contracts prepared under the Local Business Set-Aside Program may contain provisions to pay the contractor twice a month to further assist smaller firms in meeting their payrolls. Local Business Special Payment Programs are available to help small business maintain a cash flow.

Professional and Technical Advisory Services

When Resorts World Hudson Valley's workload demands require retention of external professional, technical and advisory service firms to supplement in-house capabilities, it typically relies upon a publicly advertised solicitation process.

- **Set-Aside Programs:** Resorts World Hudson Valley reserves certain Professional, Technical and Advisory services solicitations for local firms. This enables such firms to pursue prime consulting opportunities in a limited competitive environment.
- **Sub consulting Opportunities:** Resorts World Hudson Valley's agreements include provisions requiring consultants to make a good faith effort to provide sub consulting opportunities to local firms. As a local firm, your firm's name and contact information is made available to such consultants, who in turn, may seek your participation on a project as the need arises.

Janitorial Maintenance Local Business Program

The Janitorial Maintenance Local Business Program provides Local businesses the opportunity to compete for janitorial service contracts with companies of similar size and scope. Once registered as a Local Janitorial Company, vendors must participate in a prequalification process to determine the firm's eligibility to bid or submit proposals for future cleaning contracts for general cleaning services. To participate, a janitorial services company must be a registered member of the Town of Montgomery Chamber of Commerce and an enterprise that has been in business for three years.