

New York Gaming Facility Location Board
Response to Request for Applications to Develop and Operate a
Gaming Facility in New York State

TIOGA DOWNS RACETRACK, LLC

Exhibit VIII.A.15.a.

Experience in Gaming

Jeff Gural and his management team have taken three struggling or defunct properties and successfully built them into two thriving racinos and a profitable racetrack. Project details include:

Tioga Downs

The land occupied by Tioga Downs was previously a quarter horse racetrack that had not seen any public racing or gaming activity on-site since 1978. Jeff Gural partnered with a few entities to form American Racing and Entertainment, LLC and took over the facility to open an 802 video lottery terminal racino in June 2006. Tioga Downs has invested \$44.95 million to create a 8,800 square foot facility offering VLT gaming, live harness racing, simulcasting, multiple food and beverage outlets and entertainment venues.

Vernon Downs

Vernon Downs was purchased out of bankruptcy and reopened by American Racing and Entertainment in May 2006. Vernon Downs has operated as a harness track since 1953 and opened a hotel in the late 1980's. American Racing and Entertainment management team took over the struggling operation, and expanded Vernon Downs into an entire entertainment complex including a 767 video lottery terminal racino. Vernon Downs has invested \$55.51 million in the 257,000 square foot facility creating a 150 room all-suite hotel, VLT gaming, live harness racing, simulcasting, multiple food and beverage outlets and entertainment venues. In 2011, Vernon Downs completed a \$9 million expansion adding 15,000 square feet of banquet space including a roof top deck overlooking the rolling hills of Vernon, New York. The expansion also included a 68 seat Mr. G's restaurant with patio seating, additional parking and a hotel lobby renovation.

Meadowlands Racetrack

New Meadowlands Racetrack, LLC, which Jeff Gural is the majority shareholder, took over the operation of the Meadowlands Racetrack in December of 2011. Prior to Jeff Gural's acquisition, the Meadowlands Racetrack was run by the New Jersey Sports and Exposition Authority (NJSEA, which built the facility in 1976. In 2011, the NJSEA was preparing to close the Meadowlands Racetrack due to of an operating loss of over \$10 million a year. Upon takeover of the Meadowlands Racetrack, Jeff Gural and his management team engineered an over \$12 million annual turnaround with profits in both 2012 and 2013. In addition to the monumental turnaround, Jeff Gural and his team have built a brand new \$100 million state of the art facility on the opposite side of the old Meadowlands Racetrack and have also built a new \$17 million off-track wagering facility in Bayonne, New Jersey.

TIOGA DOWNS RACETRACK, LLC

Exhibit VIII.A.15.a. (cont.)

Please refer to the attachment to this exhibit for details on the total number of gaming devices, gaming and non-gaming revenue for 2011-2013; full-time employees for 2011-2013 and other pertinent details about the Tioga Downs, Vernon Downs and Meadowlands Racetrack facilities operated by Jeff Gural and his management team.

Experience in Offering Attractive Amenities

In addition to its experience offering first class gaming and racing attractions, Tioga Downs prides itself on the wide range of amenities including a stage area for concerts and space for wedding receptions, business meetings and parties. In 2011, Tioga Downs opened a Local Marketplace to promote local businesses.

Tioga Downs offers several dining options including two bar/restaurants, a buffet, a Subway restaurant, coffee/bakery shop and a banquet room.

Experience in Hotel Operations

As explained above, American Racing and Entertainment, LLC, the parent company of Tioga Downs, owns and operates Vernon Downs Casino & Hotel through a subsidiary. Vernon Downs hotel offers 150 smoke-free spacious guestrooms and suite accommodations adjoining the 767-game casino, complete with live entertainment and delicious fare, and live racing action. Vernon Downs was named the 2009 "Employer of the Year" by the Madison County ARC for their commitment to equal opportunity employment. Vernon Downs also offers an array of amenities, including an indoor heated pool and whirlpool, a fitness center, an arcade and game area, a Kid Zone indoor play area, and four signature restaurant options. Vernon Downs offers business and social event hosting capabilities including banquet facilities and meeting rooms, with business-friendly amenities such as spacious suite accommodations, complimentary WiFi and 24-hour computer access.

As detailed in this RFA response, the Tioga Downs will offer many of the same amenities currently offered at its Vernon Downs location.

Experience in Construction

As explained above, Jeff Gural and his management team have lead multiple successful expansion and renovation gaming and racing projects including: (i) the initial \$44.95 million project to create Tioga Downs 8800 square foot facility; (ii) the initial \$55.51 million Vernon Downs project; (iii) the 2011 \$9 million expansion project at Vernon Downs; (iv) a brand new \$100 million state of the art facility for Meadowlands Racetrack; and (v) a new \$17 million off-track wagering facility in Bayonne, New Jersey.

TIOGA DOWNS RACETRACK, LLC

Exhibit VIII.A.15.a. (cont.)

	TIOGA DOWNS RACINO	VERNON DOWNS RACINO	MEADOWLANDS RACETRACK
<i>Location</i>	2384 West River Rd, Nichols, NY 13812	4229 Stuhlman Rd, Vernon, NY 13476	1 Racetrack Rd, East Rutherford, NJ 07073
<i>Number of Gaming Devices</i>	802	767	N/A
<i>Number of Hotel Rooms</i>	N/A	150	N/A
<i>Total Gaming Revenue 2011</i>	56,988,867	42,338,686	28,409,322
<i>Total Gaming Revenue 2012</i>	61,701,012	43,684,082	30,179,063
<i>Total Gaming Revenue 2013</i>	59,591,747	43,707,317	31,356,777
<i>Total Non-Gaming Revenue 2011</i>	8,102,646	10,981,573	1,664,214
<i>Total Non-Gaming Revenue 2012</i>	9,149,796	12,315,158	3,457,486
<i>Total Non-Gaming Revenue 2013</i>	9,600,183	12,043,406	3,784,192
<i>Full Time Employees 2011</i>	208	246	N/A
<i>Full Time Employees 2012</i>	228	260	185
<i>Full Time Employees 2013</i>	231	262	217
<i>Size of Facility</i>	87,949 sq feet	257,160 sq feet	160,500 sq feet
<i>Size of Site</i>	144.9 acres	585 acres	115.1 acres
TOTAL INVESTMENT	50,814,200	55,518,404	113,623,921
Food & Beverage Outlets	6	8	14