

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.C.18.a.



Submit as Exhibit VIII. C.18.a. names, addresses and relevant experience of the architects, engineers, contractors and designers of the proposed Gaming Facility and related proposed infrastructure improvements.

Over the years, LPCiminelli has successfully completed many casino projects totaling several billion dollars in value. As a recognized leader in the gaming and hospitality industry, much of our casino work has been delivered under a construction management at-risk guaranteed maximum price and schedule agreement.

As construction manager for Tioga Downs, LPCiminelli brings more than 50 years of construction expertise to the Gaming Facility in New York State Application. LPCiminelli is a nationally-ranked construction firm based in New York and is a recognized leader in the construction of casinos and racinos.

In fact, LPCiminelli built Tioga Downs in 2005 and has enjoyed a successful working relationship with them for the past 10 years. Since then, LPCiminelli has delivered several other successful renovation projects for Tioga Downs and is currently building their new parking garage and associated renovations.

LPCiminelli's success in the racino market includes delivering several other New York State facilities including Saratoga Gaming & Raceway, Hamburg Casino at the Fairgrounds, Batavia Downs, Finger Lakes Gaming & Racetrack, Seneca Allegany Casino & Hotel, Seneca Niagara Casino & Hotel and Empire City Casino Expansion at Yonkers Raceway. Also, LPCiminelli has built racinos and casinos throughout the Northeast and Midwest including Pennsylvania, Ohio, Delaware, Indiana, New Jersey, Arkansas, West Virginia and Florida.

What follows are select examples of LPCiminelli's relevant experience. The projects have been selected due to their design aesthetics, amenities, geographic complexities and project components similar to the Tioga Downs project. Each client representative listed can speak to the exemplary work that LPCiminelli and its key personnel have delivered for their project.

LPCiminelli

Tioga Downs Gaming & Raceway

Owner/Contact: Tioga Downs, LLC, joint venture of
Southern Tier Acquisitions
Jeffery Gural
Chairman & Chief Executive Officer
212.372.2400

Architect: Climans Green Liang Architects Inc.

Fast facts

Project cost: \$28 million

Occupancy date: June 2006

Building the state's first new harness track and grandstand facility in 30 years, LPCiminelli helped Tioga Downs, LLC breathe new life into the region's standard-bred harness track industry. This project added racino amenities to the facility, repurposing the 130-acre property to capitalize on legislative changes.

Delivered as a Construction Management at Risk arrangement, the new 100,000 sq. ft. facility includes 750 video lottery terminals, a buffet, sports bar, carousel bar, pari-mutuel and simulcast facilities, a multi-purpose entertainment venue, and a new paddock building. During construction, LPCiminelli's value engineering efforts resulted in \$1.45 million in savings for the owner. Ultimately, LPCiminelli successfully completed the project \$758,000 under the original budget.

The project was originally scheduled to be completed in 18 months. Despite a five-week delay, the result of several zoning issues that needed to be resolved, LPCiminelli met the fast-track requests of the owner. Ultimately, the project was completed in just eight months.

Since the success of this project, LPCiminelli has been back to deliver two design-build projects. First was renovations to the gaming floor, players club and gift shop completing work in the evenings to not disrupt operations. Second, LPCiminelli delivered an "Extreme Makeover" to the buffet with a complete gut and renovation to update serving lines, add new food options and install new equipment. Our team

completed the work in phases – and in 5 evenings. Most recently, LPCiminelli was awarded construction management for a 274-car, \$14 million three-story parking complex.



LPCiminelli

Hamburg Casino at the Fairgrounds

Owner/Contact: Delaware North Companies, Inc.
Jeff Sellers
Director of Construction
Delaware North Companies
716.858.5000

Architect: BHNT Architects

Fast facts

Project cost: \$22.3 million

Occupancy date: August 2010



With the Fairgrounds Gaming & Raceway attracting 1.1 million patrons annually, Delaware North Companies realized the need for an upgraded facility. Having successfully managed a major renovation of the original facility, LPCiminelli returned as construction manager. When high tax rates and poor economic conditions challenged their vision to deliver a sustainable, slots-only casino, LPCiminelli was charged with helping Delaware North realize their goal—successfully delivering an impressive casino with a “make or break” budget.

Using target-value design, LPCiminelli worked closely with the architect and Delaware North to deliver the most impressive facility possible within the targeted budget. Every detail was scrutinized to ensure quality was not compromised. The end result is a 67,000 sq. ft. sustainable facility featuring 940 slot machines, a feature bar with 12 flat screen TV’s,

240-seat buffet, entertainment stage, Tim Horton’s Coffee Shop, 11,000 sq. ft. of office space and impressive LED lighting systems both inside and out. Built to LEED Silver standards, sustainable elements include highly efficient HVAC systems, recycled materials throughout, low-flow bathroom fixtures and a measurement & verification (M&V) plan—a means of tracking all building systems to ensure optimal performance. The timeline was also crucial as slot machines needed to be transferred from the old facility to the new, which would shut down operations for three days, during the Erie County Fair—their time of lowest revenue. With a more visible location and enhanced amenities, the new facility brings increased attendance and revenue for Delaware North Companies and increased activity for the county’s fairgrounds.



LPCiminelli

Saratoga Gaming & Raceway

Owner/Contact: Saratoga Harness Racing
Saratoga Gaming & Raceway
Mr. Jamie Hartman
Executive Vice President
518.581.5732

Architect: JCJ Architects

Fast facts

Project cost: \$33 million
Occupancy date: May 2007

Located in historic Saratoga Springs, Saratoga Raceway first opened in 1941 as a horseracing venue. A gaming floor was eventually added to the property in 2000. In 2006, the challenge was to continue transforming the former horsetrack into a world-class racino through a significant expansion. Completing this expansion prior to tourist season meant work would be done in the winter months – while the casino remained fully operational.



“LPCiminelli delivered every step of the way... they have clearly become experts in hospitality and convenience gaming construction...”

Jamie Hartman
*Executive Vice President and Chief Operating Officer
Saratoga Gaming & Raceway*

To maintain the tight schedule, we relied on just-in-time subcontracting as well as traditional work planning. The end result was a 46,000 square foot expansion, including new gaming space to house more than 400 video lottery terminals. A unique two-story nightclub, the Vapor Lounge, was built featuring oval light coves, a sloped ceiling and LED lighting to add a contemporary Las Vegas feel. This new club also includes two full-scale bars and is designed to host live bands and special events. Other amenities include a 300-seat garden buffet restaurant, a food court and deli, and a gift shop. A number of cost-saving solutions were proposed for the owner, including the use of prefabricated wall sections and pre-assembled chiller and boiler units. Originally scheduled for eight and a half months, the project was completed in a remarkable seven months – without compromising safety, quality or budget – allowing the new facility to be fully operational during the peak of Saratoga’s tourist season.





Empire City Casino Expansion

Owner/Contact: Empire City at Yonkers Raceway
Robert Galterio
Vice President and Chief Operating Officer
914.968.4200

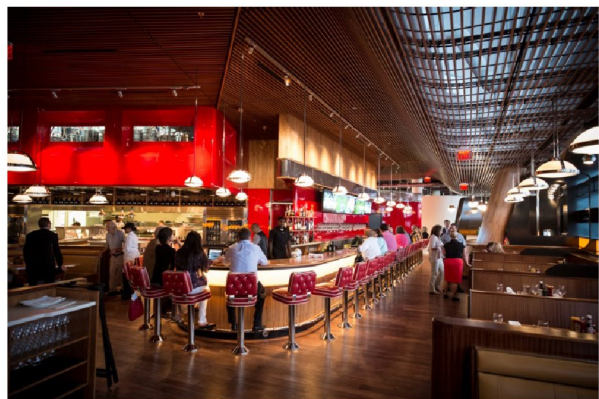
Architect: Studio V

Fast facts

Project cost: \$50.4 million
Occupancy date: June 2013

With the gaming marketplace changing in the Northeast and competition increasing, Empire City Casino at Yonkers Raceway (Empire City) knew they had to add amenities to complement their product. At the project onset, in 2011, the project was valued at approx. \$40 million with a 66,000 sq. ft. expansion to significantly enhance the gaming and entertainment experience.

As construction evolved, the owners decided to modify the dining mezzanine scope and instead create a food enhancement with two new restaurants and a boutique bowling alley. With high-end theming, these restaurants increased the project value by \$6.1 million. Additionally, security systems were enhanced increasing the project value by \$5.1 million and as construction manager at-risk, our LPCiminelli team rose to the challenge of meeting these new requirements.



In the end, this project delivers on unique features. Guests are greeted by an illuminated, lattice, portecochère shell covered with an innovative ETFE foil. Configured from 465, 3 ft. LED lights, it's the largest of its kind in North America. As a backdrop, a 45 ft. high, 80-ton frameless glass curtain wall gives a glimpse into the high-energy casino. Other unique features include a New York City skyline covering a 350 ft. backdrop wall made up of 287,776 copper, aluminum and brass nails of varying nail head sizes, depths and colors.

With so many changes, our team managed the extraordinary scope changes with great success bringing the final construction cost in at \$50.4 million. Completion was phased with the gaming floor opening in January 2013, Dan Rooney's restaurant on Saint Patrick's Day and Pinch restaurant in June 2013.

LPCiminelli

Finger Lakes Casino & Racetrack

Owner/Contact:

SportSystems Inc./Finger Lakes Racing Association,
Inc./ Delaware North Companies, Inc.

Jeff Sellers

Director of Construction

Delaware North Companies

716.858.5000

Architect: JCJ Architecture, Inc.

BHNT Architects

Thalden Emery Architects

Fast facts

Project cost: \$16.7 million (over several projects)

Occupancy date: Began in 2003 with last project
completed in February 2011

Over the course of nine years, LPCiminelli has been an integral part of working with the team at the Finger Lakes Casino & Racetrack, as well as Delaware North Companies. In 2003, legislative changes prompted a project with Finger Lakes Racing Association and Delaware North Companies that would capitalize on allowing video lottery terminals in New York State. They needed a fast-track project at the facility, concurrent to a similar project at Buffalo Fairgrounds.

The 17-week renovation and re-theming of this 1965 facility necessitated a great deal of preconstruction planning because of this extremely tight schedule. LPCiminelli pre-ordered much of the high-end theming elements, the rooftop HVAC equipment and the high-voltage transformers for the project. A 35,000 sq. ft. renovation accommodated the installation of 1,100 video lottery terminals, a 110-seat food court, a 15-seat deli and a state-of-the-art 50-seat sports bar that features a view of the racetrack. All the \$7.9 million in work was successfully wrapped up in February 2004.

From the success of that project, LPCiminelli was brought back in 2005 to renovate Jackpot Grill. In



Exhibit VIII.C.18.a. (cont.)

LPCiminelli

May 2006, renovations to the food court area provided additional gaming. Starting in the fall of 2006 and wrapping up in May 2007, previously unused space beneath the grandstand was renovated creating additional gaming space. Next, the Player Rewards area received a renovation in early 2007 to provide a better use of space and continue with updated theming.



During the summer of 2008, the Sevens Sports bar was remodeled. In March 2009 through July 2009, the exterior of the facility received a new façade, as well as a new porte cochere to greet patrons. In July 2010, LPCiminelli was hired for a \$3 million improvements project to the Vineyard Buffet. The expansion included 2,600 sq. ft. of meeting rooms, an 1,800 sq. ft. new kitchen, approximately 30 ft. of additional serving lines and an expansion of the existing buffet 16 ft. towards the track with a 1,400 sq. ft. addition. This work was completed in multiple phases and shifts to ensure the buffet was always open for patrons. At the same time, we oversaw updates and the relocation of utilities all while ensuring service was uninterrupted. A new Tim Horton's was also completed during the most recent project.

All work at this facility was planned to ensure noise, dust and scheduling were least disruptive to the thoroughbreds on-site. Our team's goal was to ensure that while work was next to an adjacent paddock, we met or exceeded safety. In planning

the various construction projects at the facility over the years, work has been planned around the gaming operations, sensitive horse racing operations, noise, dust, etc. to minimize disturbances to the daily operations of Finger Lakes Casino & Racetrack.



Exhibit VIII.C.18.a. (cont.)



Miami Valley Gaming

Owner/Contact: Miami Valley Gaming Inc.
Jeff Sellers
Director of Construction
Delaware North Companies
716.858.5000

Architect: Thalden Boyd Emery Architects

Fast facts

Project cost: \$175 million

Occupancy date: December 2013

In October 2012 the Warren County Board of Commissioners approved the planned use development for the new facility. In December 2012, the Ohio State Lottery Commission and the Ohio State Racing Commission approved Delaware North Companies Gaming & Entertainment and Churchville Downs joint venture lottery and racing licenses as well as the application to relocate the existing raceway; this marked the beginning of Miami Valley Gaming.

As the construction manager, LPCiminelli was involved with the project early which helped streamline decisions and limit potential variables. We worked closely with the owner to overcome the challenge of a regional, high-tax, highly competitive market. Our solution was using a pre-engineered concept to create a fast-track schedule, while maintaining quality and cost. This allowed for an accelerated design and preconstruction process. The structure required fewer parts of material to place, which also expedited the schedule. The main building which houses the slot machines, restaurants, as well as the warehouse were pre-engineered. With essentially the box in place, the owner and design team used the areas outside of this space to create conventional modules for offices, a grandstand and an impressive front entrance.

Sitework began in January 2013 on the 120 acre agricultural site. Significant excavation occurred, followed by soil conditioning preparing for concrete foundations.

Technology played an integral role to keep the accelerated schedule. Our Virtual Design and Construction team utilized a tablet application to collaborate with team members, track quality assurance/quality control and review scheduling concerns. Additionally, they used BIM 360 Glue software to view the model in the field and compare what was installed and compare what was missing.

The result is an 186,000 sq. ft. gaming facility with over 1,600 video lottery terminals and parking for 5,000 vehicles. Amenities include two full service bars and four restaurants and a coffee shop. Outside a state-of-the-art 5/8-mile harness racing track is augmented by a 14,600 sq. ft., 1,000-seat grandstand which multi-purposes as an entertainment venue. A new horse barn with 156-stall paddock, automated timing circuit system and television production studio for simulcasting.

Originally scheduled for thirteen months, the project was completed in a remarkable ten months and \$8.2 million under budget allowing the occupancy before Christmas 2013.





Meadowlands Grandstand

Owner/Contact: New Meadowlands Racetrack, LLC
Development Details, LLC, for New
Meadowlands Grandstand
Rich Ziegler
Owners Representative
856.397.0500

Architect: Climans Green Liang Architects Inc.

Fast facts

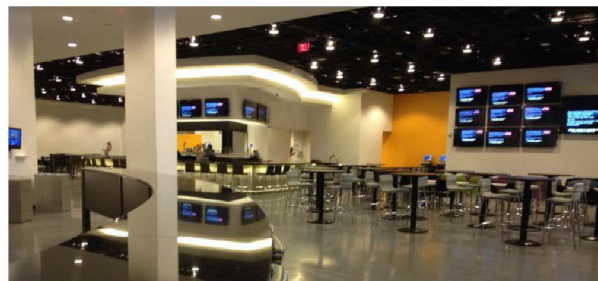
Project value: \$83 million (estimated)
Occupancy date: Grandstand – December 2013
Outfield – June 2014 (anticipated)

In February 2012, LPCiminelli signed on as construction manager with a guaranteed maximum price (GMP) for the new construction of a new grandstand. After nearly a 40-year run, the old grandstand of the Meadowlands will hold its final events when its neighbor MetLife Stadium hosts Super Bowl XLVIII in 2014. Before demolition of the grandstand, the new grandstand had to be built on the backstretch of the track.

Demolition began on approximately 440,000 sq. ft. of barns and dormitories along with the abatement of lead paint and ACM roofing material. Masonry structures and concrete foundations were crushed onsite and classified as historical fill which allowed the material to be re-used as site fill dirt. Approximately 15,000 cubic yards of historical fill was generated, short of the project total of 47,000 cubic yards of fill dirt which was required. Before the balance of the offsite fill could be brought onsite it had to be tested and had to be certified as “residential”. All site work was governed by NJ Site Remediation act which mandated all activities be reviewed and approval by a LSRP (Licensed Site Remediation Professional).

The new 155,000 sq. ft. grandstand holds seating for 2,500 guests. A redesigned owner’s lounge includes a fireplace and lounge seating, a separate

lounge with dining and another food court area and a state-of-the-art sports bar which includes giant television screens. Six VIP suites are available for horse enthusiasts, along with a VIP lounge, trackside restaurant, covered outer terrace and simulcast facilities. A roof-top deck offers a sweeping view of the New York City skyline.



Due to the success of the grandstand work, the owner has kept the LPCiminelli team on for additional work. The Outfield, slated to open spring 2014, is an outdoor 2 1/2 acre dining and entertaining area.

LPCiminelli

Bayonne Off-Track Wagering

Owner/Contact: New Meadowlands Racing, LLC
Jason Settlemoir
General Manager
201.460.4025

Architect: SOSH Architects

Fast facts

Project cost: \$15.2 million

Occupancy date: July 2012



In July 2011, LPCiminelli signed on as construction manager at-risk with a guaranteed maximum price (GMP) for the new construction of the Bayonne Off-Track Wagering facility. The project allowed New Meadowlands Racing, LLC to introduce two simulcast betting areas, a VIP area, Sports Bar and Main Lounge for its customers. This new 25,000 sq. ft. facility sits on six acres with a parking lot for 300.

Due to the projects fast track schedule, communication was a key component to wrapping up construction in 9 ½ months. At the start of the project, LPCiminelli developed an accelerated schedule identifying key deliverables and long lead items. Weekly meetings were held with the owner, architect and contractors to show the status of the actual construction activities against the targeted construction activities. These actions were discussed at length with the team and when needed modifications were made to fit the project goals.

During these weekly meetings budget was also discussed. By reviewing and balancing the value of the contracts in place with the work to be done and the available balance left on the GMP, LPCiminelli is able to present cost effective options to achieve a quality high-end finish at the lowest cost.

While maintaining a hands-on role throughout the project, both the schedule and budget goals were met. The original completion date was set for July 16, 2012 and was delivered on-time, while the estimated cost during the design stage was \$15.3 million; the actual construction cost came under budget at \$15.2 million.



Exhibit VIII.C.18.a. (cont.)



The Meadows Racetrack & Casino

Owner/Contact: Cannery Casino Resorts &
PA Meadows LLC
Bill Paulos
President
702.856.5104

Architect: Climans Green Liang Architects

Fast facts

Project cost: \$135 million

Occupancy date: April 2009

Eager to take advantage of the growing Pennsylvania gaming industry, our client wanted to build both a temporary and permanent facility in Meadowlands, southwest of Pittsburgh. We used maximum benefit analysis and creative procurement strategies to achieve \$7 million in savings. In preparation for the installation of the 82,000 square foot Sprung aluminum structure, we completed the foundations, underground utilities and slabs – in the midst of the winter. While ideal for a fast-track project, challenges arose with the systems load-bearing capacities. Our solution was to install more utilities below the slab. The result was a temporary casino that featured 1,738 slot machines, a 360-seat restaurant, sports bar and other amenities.

After the temporary casino was built, construction on the permanent casino began. Additionally, the project program called for a hotel to be built. However, when the permanent facility was nearly 60 percent complete, a program re-evaluation took place. While work continued, LPCiminelli was asked to complete scheduling and estimating due diligence to replace the hotel with a parking ramp—in 4 weeks.

To meet the budget and schedule requirements, the owner chose to proceed with a design-build pre-cast parking facility. In addition to that, the owner decided to expand the casino floor and change the road alignment onto the site. This was all completed at a fully operational site, without increasing cost or time.

Phase II of construction, completed in just 18 months, was devoted to the permanent casino and a 1,000 car

parking garage. Under the design-build premise during construction, LPCiminelli led the design and construction teams to complete a two-story, 360,000 sq. ft. casino which houses 3,800 slot machines and 70 table games. Additional amenities include a 12,500 square foot multifunctional space, feature bar, three restaurants, food court, VIP suites, entertainment venue/lounge, simulcast and a 24-lane bowling alley. New grandstand seating and simulcast complete the racing program amenities. Following the completion of the permanent casino, LPCiminelli constructed a 10,000 sq. ft., 30 table poker room for the facility. All the work was completed with local contractor participation.

We built a 450,000 sq. ft. parking garage to accommodate 1,000 cars, and to ensure a quality product completed on time. Difficult soil considerations were taken into consideration, as well the need to build into a hillside next to the new race track. Safety systems met the Contractor Controlled Insurance Program (CCIP) requirements. High-tech surveillance cameras and a state-of-the-art queuing system assist with watching the high volume of site traffic—approximately 10,000 vehicles per day. Also, all met the Pennsylvania Gaming Control



LPCiminelli

Mount Airy Resort & Casino

Owner/Contact: Mount Airy #1 LLC
Lisa DeNaples
Chief Operating Officer
570.243.4800

Architect: Hemmler + Camayd Architects

Fast facts

Project cost: \$176.6 million
Occupancy date: October 2007



Mount Airy #1 LLC started planning Pennsylvania's first freestanding resort and casino – even before securing a gaming license. The owner, Louis DeNaples, needed a construction manager to oversee the fast-track construction of this bold \$360 million property. Located on the site of the former Mount Airy Lodge, the luxury facility would feature full-service amenities to attract tourists as well as gaming enthusiasts. To maintain the wooded ambiance of the Poconos, nearly 550 acres of the 890-acre site would be preserved as green space.

Working closely with the owner, we initiated an aggressive approach using concurrent design and construction. This meant that even before aspects of the design were finalized, construction would proceed. Phase I of the project – with an estimated value of \$300 million – focused on a 200-room luxury resort hotel, a gaming and entertainment complex with 3,000 slot machines, four restaurants, two live entertainment lounges, an expanded 18-hole

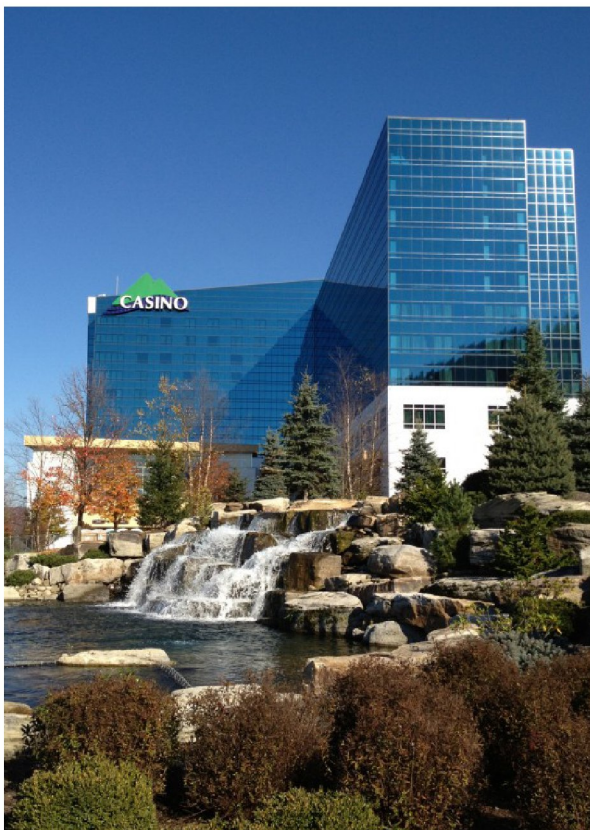
championship golf course, spa, retail shops and a covered parking facility.



LPCiminelli

Seneca Gaming Corp. Experience

Over the past decade plus, LPCiminelli has worked with the Seneca Nation of Indians for gaming facilities, health and wellness facilities and utility upgrades such wastewater treatment plants. Through our project successes, we worked with the Seneca Nation of Indians in meeting Tribal Enforcement Rights Office (TERO) goals and working under a Project Labor Agreements (PLA),



Seneca Allegany Casino & Hotel - Salamanca, NY

- Foundation and interior work on a luxury hotel accommodates 212 rooms, 2,235 slots and 40 table games.
 - GC work completed: 2007
 - Bid value: \$13 million
- GC for second hotel tower
 - GC work completed: 2012
 - Bid value: \$7 million



Seneca Niagara Casino & Hotel - Niagara Falls, NY

- Foundation and interior work on a 26-story, luxury hotel included 604 rooms, 2,100 slots, 4 restaurants, an entertainment venue, a spa and retail area. Also, a cogeneration plant was built to render the facility self-sufficient for electric utilities.
 - GC work completed: 2006
 - Bid value: \$13 million
- Buffet renovations
 - GC work completed: 2012
 - Bid value: \$2.4 million

Seneca Buffalo Creek Casino – Buffalo, NY

- A 723-car design-build parking garage
 - GC work completed: 2013
 - Bid value: \$9.3 million