

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 IX.B.3.

Tioga Downs currently makes it a priority to engage local businesses of the Southern Tier whenever possible when purchasing goods and services. Locational sourcing priority is as follows, with an overlay of prioritization towards MWBE companies:

1. Southern Tier New York
2. New York State
3. Regional (border Pennsylvania counties)

Over 65% of 2013 available operating spend dollars (i.e. excluding exclusive/proprietary providers such as Bally Gaming and United Tote) went to vendors in New York State and the three bordering Pennsylvania counties. Tioga Downs purchased \$4.5 million of goods and services from 252 vendors within the Southern Tier, which would include the following counties: Tioga, Chemung, Tompkins, and Broome. Examples include:

- ***B&E Disposal*** (*garbage service*) located in Nichols, NY
- ***Behlg & Son Produce*** (*fresh produce*) located in Conklin, NY
- ***Cascade paper products*** - *manufactured a two hour drive from Tioga Downs*
- ***F.S. Lopke*** (*sand & gravel*) located in Owego, NY
- ***Felix Roma & Sons Bakery*** (*fresh baked goods*) located in Endicott, NY
- ***ID Booth Electrical Supply*** (*gaming floor and entertainment needs*) located in Elmira, NY
- ***National Oil Recycling*** (*used fryer oil into Bio-Fuel*) located in North Rose, NY
- ***Porter's Concrete*** (*concrete services*) located in Waverly, NY
- ***Red Barn Technology Group*** (*computers, peripherals, repairs*) located in Binghamton, NY
- ***RS Agency*** (*media planning and buying*) located in Binghamton, NY. MWBE enterprise
- ***Sure Temp*** (*HVAC technology*) located in Binghamton, NY

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Exhibit IX.B.3. (cont.)



In addition to sourcing of goods and services, Tioga Downs has a track record of working with local businesses to grow their expertise and capacity. **W&W Nursery and Landscaping** is a local wholesaler that services multiple counties in the Southern Tier and Northern Pennsylvania. In 2006, Tioga Downs began a business relationship with W&W Landscaping to provide all landscaping for the new casino and racetrack. The relationship has grown to include interior and exterior seasonal flowers and annual holiday displays. This year, the two entities began to plan an idea called “Winterfest,” a holiday light show, in which the vendor was able to contract with Tioga Downs to acquire the equipment and technology needed to fulfill program demands. Tioga Downs entered into a long-term lease deal in order to bring the project to fruition. November 2014, Tioga Downs and W&W will partner together for the first annual “**Winterfest at Tioga Downs**”. Winterfest will be a spectacular light show that will bring visitors from across the region.

Another example is Tioga Downs’ work with Ginsberg Foods, Hudson, NY. As Tioga Downs’ product demands expanded the Ginsberg Food offerings, the New York-based Ginsburg warehouse began to supply other New York State restaurants. **Bill’s Water LLC** was a business created to fulfill Tioga Downs’ specific needs, which has grown to attract additional clients. The owner/operator began performing water testing and well consulting for the property through the construction management firm, LP Ciminelli during the initial construction phase. As the needs continued, the owner/operator created an LLC and now supplies consulting services directly to Tioga Downs for the management of the onsite wells, water tower and waste water treatment plant.

Tioga Downs looks forward to their expansion into Tioga Downs Casino Resort (TDCR), creating more opportunities for local and regional business owners. **The first related vendor event and business expo is planned for July 16, 2014.** Local and regional businesses will be invited to attend, providing an opportunity to promote their products and services, and build relationships with Tioga Downs and the broader market.

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Exhibit IX.B.3. (cont.)

Tioga Downs has also worked with local businesses as lessees and third party operators on the current property:

Owego Soft Serve and Caffe Fiacco opened in early 2010 near the Tioga Downs main entrance for patrons to visit when entering or leaving the casino. Owned and operated by a local family from Owego, NY known by many due to their first and still operable location in Owego. Both Owego Soft Serve locations have dedicated repeat customer -and those that are just passing by- find a reason to stop for an ice cream, gourmet roasted coffee, cappuccino or a great tasting snack.



TDCR has chosen a local business owner to operate the planned spa offering. **Michael Cilip, M.D. and his wife Michelle locally own AgeLess Spa.** Currently they have two locations in the Southern Tier: Radisson Hotel, Corning, NY and Arnot Mall, Horseheads, NY. The Corning location services include massage therapy, body treatments, skin care, a salon and upstairs spa area for small gatherings, bridal parties or family and friends to enjoy a day of relaxation. The Arnot Mall location is an integrative medical spa that is focused on health programs; spa services and product lines that design health and skin care wellness. The Cilips' focus on unique promotions by offering packages that partner with regional attractions and wine tours.

For additional information on Tioga Downs/Tioga Downs Casino Resort current programs and future plans to assist Southern Tier and other regional and New York state businesses, please refer to:

- *Exhibit VIII.B.2.*
- *Exhibit VIII.B.5.*
- *Exhibit VIII.B.6.*
- *Exhibit VIII.C.10.b*
- *Exhibit IX.A.1.b.*
- *Exhibit IX.B.1.*
- *Exhibit IX.B.2*
- *Exhibit IX.B.4.*
- *Exhibit IX.B.5.*