

IX. LOCAL IMPACT AND SITING FACTORS

B. REGIONAL TOURISM AND ATTRACTIONS

3. LOCAL BUSINESS OWNERS

Submit as Exhibit IX. B.3. a description of plans for contracting with local business owners for provision of goods and services to the Gaming Facility, including developing plans designed to assist businesses in the State in identifying the needs for goods and services to the Gaming Facility.

Live! Hotel & Casino New York is committed to implementing a “Buy Local, Hire Local” strategy in the Hudson Valley region. The Applicant through its affiliated companies has successfully executed this goal in over two dozen of the communities in which they operate. For example, Penn National Gaming built and opened three casinos in 2012. In each of these jurisdictions – Kansas City, Kansas; Toledo, Ohio; and Columbus, Ohio – Penn National exceeded the expectations of the host and surrounding communities:

- Hollywood Casino at Kansas Speedway was the most successful MBE/WBE/LBE project in the history of Wyandotte County, leading Penn National to be named the “Diversity Corporation of the Year” by the Kansas Department of Commerce
- Hollywood Casino Toledo utilized Ohio firms for 90% of the hard project costs and was the most successful MBE and WBE project in Toledo’s history
- Hollywood Casino Columbus tripled the MBE and WBE goal of 20%, with \$164 million in projects going to their businesses in Ohio.
- The Cordish Company was recognized by the Maryland DC Minority Contractors Association as “the most inclusive corporation of the year” for minority contractors for 2012 for the construction and opening of Maryland Live! Casino. Cordish used a minority-owned General Contractor to construct Maryland Live!, the first minority-owned General Contractor to build a major casino in the United States. Moreover, Maryland Live! achieved nearly 36% participation by minority and woman-owned sub-contractors.
- Cordish was also recognized in 2011 for its leadership in minority partnerships in non-governmental projects that did not require MBE or WBE participation.
- In purchasing, marketing and operations at Maryland Live!, the Company has established and implemented policies of inclusion of MBE and WBE at all levels by establishing General Conditions for all vendors and by centralization of contract approvals and purchasing. Maryland Live! was recognized by the Maryland Center for Social Change for its leadership in aiding individuals with cognitive and developmental disabilities.

The Applicant’s focus on providing opportunities to local business owners does not end when the doors open for business. The Company will strive to buy products locally and work hand in hand with vendors to expand their opportunities. This goal will be accomplished by creating preferred vendor plans and instituting mentoring programs with larger contractors and Live! Hotel & Casino New York management to expand the capabilities of smaller providers for future bid opportunities. In addition, we will conduct vendor fairs and provide smaller local vendors with information and support in bidding for other projects in the New York.

Initial vendor outreach has already begun. The Applicant has joined the Blooming Grove/Washingtonville Chamber of Commerce and met with dozens of local businesses and unions across the region, utilizing services needed prior to submission of the application. For example, the Applicant employed Green Leaf Printing, owned by a South Blooming Grove resident and located in Suffern, to develop renderings and other collateral for local use. These advance efforts allows us to educate local businesses on the needs of our proposed facility so that together we can hit the ground running should we be fortunate enough to win the gaming license.

Our commitment to work with local businesses to promote a positive economic environment is real. Please see an attached letter from Toledo, Ohio Mayor Michael Bell, regarding his town's experience working with Penn's efforts and performance in that jurisdiction.