

Template for Item VIII.A.3. - Gaming revenues and visitation for first 10 years

HIGH CASE

NAME OF APPLICANT: OCCR Enterprises, LLC

Instructions	
Submit 10-year projections, starting from date of opening:	
Projected Opening Date (mm/dd/yyyy):	1/1/2017
· POPULATE EMPTY CELLS, BLANKS AND BRACKETED INFORMATION AS NECESSARY. · IN ADDITION TO COMPLETING THIS WORKSHEET, THE APPLICANT SHALL PROVIDE (IN THE ASSUMPTIONS SECTION) A DETAILED DESCRIPTION OF ALL ASSUMPTIONS RELEVANT TO THE PROJECTIONS INCLUDED HEREIN. · PROVIDE ALL DOLLAR AMOUNTS IN CURRENT-YEAR (UNINFLATED) DOLLARS · ADD ROWS AS NECESSARY. PLEASE DO NOT DELETE COLUMNS.	

GROSS GAMING REVENUES

	Unit of Measure	Adult Population of Geographic Area	Year 1 2017	Year 2 2018	Year 3 2019	Year 4 2020	Year 5 2021	Year 6 2022	Year 7 2023	Year 8 2024	Year 9 2025	Year 10 2026
LOCAL MARKET PARTICIPANTS (Total local market patrons within 120 [minutes] of gaming facility)												
Geographic Area 1 : 0-30 minutes of gaming facility†	#\$	420,189	432,795	436,257	439,747	443,265	446,811	450,386	453,989	457,621	461,282	464,972
Geographic Area 2: 31-60 minutes of gaming facility†	#\$	5,186,385	5,341,977	5,384,712	5,427,790	5,471,212	5,514,982	5,559,102	5,603,575	5,648,403	5,693,591	5,739,139
Geographic Area 3: 61-90 minutes of gaming facility†	#\$	7,392,919	7,614,707	7,675,624	7,737,029	7,798,925	7,861,317	7,924,207	7,987,601	8,051,502	8,115,914	8,180,841
Geographic Area 4: 91-120 minutes of gaming facility†	#\$	4,821,245	4,965,882	5,005,609	5,045,654	5,086,020	5,126,708	5,167,721	5,209,063	5,250,736	5,292,741	5,335,083
Geographic Area 5 [____] [miles/minutes] of gaming facility†	#\$											
Geographic Area 6 [____] [miles/minutes] of gaming facility†	#\$											
(add additional Geographic Areas below as needed. Total here)	#\$											
Total local market participants	#	17,820,738	18,355,360	18,502,203	18,650,221	18,799,422	18,949,818	19,101,416	19,254,228	19,408,261	19,563,528	19,720,036
Total annual estimated gross gaming revenues from local market participants	\$		577,463,040	702,732,800	654,458,112	667,547,274	680,898,220	694,516,184	708,406,508	722,574,638	737,026,131	751,766,653
Visitation												
Local market gaming visitors	#	N/A	580,001	635,239	591,601	603,433	615,501	627,811	640,367	653,175	666,238	679,563
Average Visits per year	#	N/A	7.965	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85
Total local market gaming visitation	#	N/A	4,619,704	5,621,862	5,235,665	5,340,378	5,447,186	5,556,129	5,667,252	5,780,597	5,896,209	6,014,133
Average spend per visit	\$	N/A	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125
TOURISTS (Patrons from more than 120 [minutes] of gaming facility)												
Tourist gaming visits per year	#	N/A										
New Jersey (State of origin)	#	N/A	43,997	48,886	49,863	50,861	51,878	52,916	53,974	55,053	56,154	57,277
Connecticut (State of origin)	#	N/A	131,992	146,657	149,590	152,582	155,634	158,747	161,921	165,160	168,463	171,832
Pennsylvania (State of origin)	#	N/A	131,992	146,657	149,590	152,582	155,634	158,747	161,921	165,160	168,463	171,832
All Others & International (State of origin)	#	N/A	131,992	146,657	149,590	152,582	155,634	158,747	161,921	165,160	168,463	171,832
(add additional States below as needed. Total here)	#	N/A										
Total gaming visits per year	#		439,972	488,858	498,635	508,607	518,780	529,155	539,738	550,533	561,544	572,775
Annual estimated gross gaming revenue from tourist gaming visitors - slots/electronic games	\$	N/A	28,296,000	31,440,000	32,068,800	32,710,176	33,364,380	34,031,667	34,712,300	35,406,546	36,114,677	36,836,971
Annual estimated gross gaming revenue from tourist gaming visitors - house banked table	\$	N/A	23,967,360	26,630,400	27,163,008	27,706,268	28,260,394	28,825,601	29,402,113	29,990,156	30,589,959	31,201,758
Annual estimated gross gaming revenue from tourist gaming visitors - Other	\$	N/A	2,733,120	3,036,800	3,097,536	3,159,487	3,222,676	3,287,130	3,352,873	3,419,930	3,488,329	3,558,095
Total annual estimated gross gaming revenues from tourist gaming visitors	\$		54,996,480	61,107,200	62,329,344	63,575,931	64,847,449	66,144,398	67,467,286	68,816,632	70,192,965	71,596,824
TOTALS												
TOTAL ANNUAL GROSS GAMING REVENUES - SLOTS/ELECTRONIC GAMES	\$	N/A	353,700,000	393,000,000	400,860,000	408,877,200	417,054,744	425,395,839	433,903,756	442,581,831	451,433,467	460,462,137
TOTAL ANNUAL GROSS GAMING REVENUES - TABLE GAMES	\$	N/A	299,592,000	332,880,000	339,537,600	346,328,352	353,254,919	360,320,017	367,526,418	374,876,946	382,374,485	390,021,975
TOTAL ANNUAL GROSS GAMING REVENUES - OTHER	\$	N/A	34,164,000	37,960,000	38,719,200	39,493,584	40,283,456	41,089,125	41,910,907	42,749,125	43,604,108	44,476,190
TOTAL ANNUAL GROSS GAMING REVENUE	\$		687,456,000	763,840,000	779,116,800	794,699,136	810,593,119	826,804,981	843,341,081	860,207,902	877,412,060	894,960,302
Recaptured Revenue from Out of State venues	\$	N/A	602,027,353	668,919,281	682,297,667	695,943,620	709,862,493	724,059,743	738,540,938	753,311,756	768,377,991	783,745,551
Cannibalized gross gaming revenue from existing NY tribal casinos and racetrack Video Lotteries (i.e., cannibalization of existing NY tribal casino and racetrack VLT gross gaming revenues)	\$	N/A	85,422,776	94,914,196	96,812,480	98,748,729	100,723,704	102,738,178	104,792,941	106,888,800	109,026,576	111,207,108
Net New Gaming Revenue (sourced in-State)	\$	N/A	382,417,769	424,908,632	433,406,805	442,074,941	450,916,440	459,934,769	469,133,464	478,516,133	488,086,456	497,848,185
Net New Gaming Revenue (sourced out-of-State)	\$	N/A	219,609,584	244,010,649	248,890,862	253,868,679	258,946,053	264,124,974	269,407,473	274,795,623	280,291,535	285,897,366
TOTAL ANNUAL GROSS GAMING REVENUE	\$											

† Include detailed description of the geographic borders and municipalities and/or Zip Codes included in each Geographic Area

Assumptions	
Adult Population within 120 minute drive time obtained from GIS software from Meczka Marketing Research and Consulting, Inc.	
Local market average visits per year obtained from Meczka Marketing Research and Consulting, Inc.... A compilation of many market statistics across the US. Contained in the Market Study document.	
Local market average spend per visit obtained from Meczka Marketing Research and Consulting, Inc.... A compilation of many market statistics across the US. Contained in the Market Study document.	
Local	
Gaming Revenue inside 120 mile/drive time is based on Maryland Live data 94% inside 120 and 6% outside 120. Live! NY will have greater % outside 120 (8%) due to having a hotel and greater amounts of international business due to close proximity to NYC.	
Visitation outside of 120 minute drive time will be primarily from PA (Philadelphia), Northeastern CT, and then spread throughout the country and international for people traveling to NYC. Note that most of NJ is within the 120 minute drive time.	
Recaptured revenue from both New York and Non-New York residents currently gaming at Non-New York facilities....detailed assumptions included in Exhibit #13 of Market Study and in section VIII.B.1.a	

Template for Item VIII.A.3. - Gaming revenues and visitation for first 10 years

LOW CASE

NAME OF APPLICANT: OCCR Enterprises, LLC

Instructions	
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Projected Opening Date (mm/dd/yyyy):	<u>1/1/2017</u>
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GROSS GAMING REVENUES

	Unit of Measure	Adult Population of Geographic Area	Year 1 2017	Year 2 2018	Year 3 2019	Year 4 2020	Year 5 2021	Year 6 2022	Year 7 2023	Year 8 2024	Year 9 2025	Year 10 2026
LOCAL MARKET PARTICIPANTS (Total local market patrons within 120 [minutes] of gaming facility)												
Geographic Area 1 : 0-30 minutes of gaming facility†	#\$	420,189	432,795	436,257	439,747	443,265	446,811	450,386	453,989	457,621	461,282	464,972
Geographic Area 2: 31-60 minutes of gaming facility†	#\$	5,186,385	5,341,977	5,384,712	5,427,790	5,471,212	5,514,982	5,559,102	5,603,575	5,648,403	5,693,591	5,739,139
Geographic Area 3: 61-90 minutes of gaming facility†	#\$	7,392,919	7,614,707	7,675,624	7,737,029	7,798,925	7,861,317	7,924,207	7,987,601	8,051,502	8,115,914	8,180,841
Geographic Area 4: 91-120 minutes of gaming facility†	#\$	4,821,245	4,965,882	5,005,609	5,045,654	5,086,020	5,126,708	5,167,721	5,209,063	5,250,736	5,292,741	5,335,083
Geographic Area 5 [____] [miles/minutes] of gaming facility†	#\$											
Geographic Area 6 [____] [miles/minutes] of gaming facility†	#\$											
(add additional Geographic Areas below as needed. Total here)	#\$											
Total local market participants	#	17,820,738	18,355,360	18,502,203	18,650,221	18,799,422	18,949,818	19,101,416	19,254,228	19,408,261	19,563,528	19,720,036
Total annual estimated gross gaming revenues from local market participants	\$		425,181,960	517,417,200	481,872,888	491,510,346	501,340,553	511,367,364	521,594,711	532,026,605	542,667,137	553,520,480
Visitation												
Local market gaming visitors	#	N/A	427,050	467,722	435,591	444,303	453,189	462,253	471,498	480,928	490,547	500,357
Average Visits per year	#	N/A	7.965	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85
Total local market gaming visitation	#	N/A	3,401,456	4,139,338	3,854,983	3,932,083	4,010,724	4,090,939	4,172,758	4,256,213	4,341,337	4,428,164
Average spend per visit	\$	N/A	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125
TOURISTS (Patrons from more than 120 [minutes] of gaming facility)												
Tourist gaming visits per year	#	N/A										
New Jersey (State of origin)	#	N/A	32,395	35,994	36,714	37,448	38,197	38,961	39,741	40,535	41,346	42,173
Connecticut (State of origin)	#	N/A	97,184	107,983	110,142	112,345	114,592	116,884	119,222	121,606	124,038	126,519
Pennsylvania (State of origin)	#	N/A	97,184	107,983	110,142	112,345	114,592	116,884	119,222	121,606	124,038	126,519
All Others & International (State of origin)	#	N/A	97,184	107,983	110,142	112,345	114,592	116,884	119,222	121,606	124,038	126,519
(State of origin)	#	N/A										
(add additional States below as needed. Total here)	#	N/A										
Total gaming visits per year	#		323,948	359,942	367,141	374,484	381,974	389,613	397,405	405,354	413,461	421,730
Annual estimated gross gaming revenue from tourist gaming visitors - slots/electronic games	\$	N/A	23,832,000	26,480,000	27,009,600	27,549,792	28,100,788	28,662,804	29,236,060	29,820,781	30,417,196	31,025,540
Annual estimated gross gaming revenue from tourist gaming visitors - house banked table	\$	N/A	14,979,600	16,644,000	16,976,880	17,316,418	17,662,746	18,016,001	18,376,321	18,743,847	19,118,724	19,501,099
Annual estimated gross gaming revenue from tourist gaming visitors - Other	\$	N/A	1,681,920	1,868,800	1,906,176	1,944,300	1,983,186	2,022,849	2,063,306	2,104,572	2,146,664	2,189,597
Total annual estimated gross gaming revenues from tourist gaming visitors	\$		40,493,520	44,992,800	45,892,656	46,810,509	47,746,719	48,701,654	49,675,687	50,669,200	51,682,585	52,716,236
TOTALS												
TOTAL ANNUAL GROSS GAMING REVENUES - SLOTS/ELECTRONIC GAMES	\$	N/A	297,900,000	331,000,000	337,620,000	344,372,400	351,259,848	358,285,045	365,450,746	372,759,761	380,214,956	387,819,255
TOTAL ANNUAL GROSS GAMING REVENUES - TABLE GAMES	\$	N/A	187,245,000	208,050,000	212,211,000	216,455,220	220,784,324	225,200,011	229,704,011	234,298,091	238,984,053	243,763,734
TOTAL ANNUAL GROSS GAMING REVENUES - OTHER	\$	N/A	21,024,000	23,360,000	23,827,200	24,303,744	24,789,819	25,285,615	25,791,328	26,307,154	26,833,297	27,369,963
TOTAL ANNUAL GROSS GAMING REVENUE	\$		506,169,000	562,410,000	573,658,200	585,131,364	596,833,991	608,770,671	620,946,085	633,365,006	646,032,306	658,952,952
Recaptured Revenue from Out of State venues	\$	N/A	449,191,255	499,101,395	509,083,423	519,265,091	529,650,393	540,243,401	551,048,269	562,069,234	573,310,619	584,776,831
Cannibalized gross gaming revenue from existing NY tribal casinos and racetrack Video Lotteries (i.e., cannibalization of existing NY tribal casino and racetrack VLT gross gaming revenues)	\$	N/A	56,973,708	63,304,121	64,570,203	65,861,607	67,178,839	68,522,416	69,892,864	71,290,722	72,716,536	74,170,867
Net New Gaming Revenue (sourced in-State)	\$	N/A	291,520,884	323,912,094	330,390,335	336,998,142	343,738,105	350,612,867	357,625,124	364,777,627	372,073,179	379,514,643
Net New Gaming Revenue (sourced out-of-State)	\$	N/A	157,670,371	175,189,301	178,693,087	182,266,949	185,912,288	189,630,534	193,423,144	197,291,607	201,237,439	205,262,188
TOTAL ANNUAL GROSS GAMING REVENUE	\$											

† Include detailed description of the geographic borders and municipalities and/or Zip Codes included in each Geographic Area

Assumptions	
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Recaptured revenue from both New York and Non-New York residents currently gaming at Non-New York facilities....detailed assumptions included in Exhibit #13 of Market Study and in section VIII.B.1.a	

Template for Item VIII.A.3. - Gaming revenues and visitation for first 10 years

AVERAGE CASE

NAME OF APPLICANT: OCCR Enterprises, LLC

Instructions	
Submit 10-year projections, starting from date of opening:	
Projected Opening Date (mm/dd/yyyy):	<u>1/1/2017</u>
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GROSS GAMING REVENUES

	Unit of Measure	Adult Population of Geographic Area	Year 1 2017	Year 2 2018	Year 3 2019	Year 4 2020	Year 5 2021	Year 6 2022	Year 7 2023	Year 8 2024	Year 9 2025	Year 10 2026
LOCAL MARKET PARTICIPANTS (Total local market patrons within 120 [minutes] of gaming facility)												
Geographic Area 1 : 0-30 minutes of gaming facility†	#\$	420,189	432,795	436,257	439,747	443,265	446,811	450,386	453,989	457,621	461,282	464,972
Geographic Area 2: 31-60 minutes of gaming facility†	#\$	5,186,385	5,341,977	5,384,712	5,427,790	5,471,212	5,514,982	5,559,102	5,603,575	5,648,403	5,693,591	5,739,139
Geographic Area 3: 61-90 minutes of gaming facility†	#\$	7,392,919	7,614,707	7,675,624	7,737,029	7,798,925	7,861,317	7,924,207	7,987,601	8,051,502	8,115,914	8,180,841
Geographic Area 4: 91-120 minutes of gaming facility†	#\$	4,821,245	4,965,882	5,005,609	5,045,654	5,086,020	5,126,708	5,167,721	5,209,063	5,250,736	5,292,741	5,335,083
Geographic Area 5 [____] [miles/minutes] of gaming facility†	#\$											
Geographic Area 6 [____] [miles/minutes] of gaming facility†	#\$											
(add additional Geographic Areas below as needed. Total here)	#\$											
Total local market participants	#	17,820,738	18,355,360	18,502,203	18,650,221	18,799,422	18,949,818	19,101,416	19,254,228	19,408,261	19,563,528	19,720,036
Total annual estimated gross gaming revenues from local market participants	\$		490,341,600	596,712,000	555,720,480	566,834,890	578,171,587	589,735,019	601,529,720	613,560,314	625,831,520	638,348,151
Visitation												
Local market gaming visitors	#	N/A	492,496	539,401	502,346	512,393	522,641	533,094	543,756	554,631	565,723	577,038
Average Visits per year	#	N/A	7.965	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85	8.85
Total local market gaming visitation	#	N/A	3,922,733	4,773,696	4,445,764	4,534,679	4,625,373	4,717,880	4,812,238	4,908,483	5,006,652	5,106,785
Average spend per visit	\$	N/A	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125
TOURISTS (Patrons from more than 120 [minutes] of gaming facility)												
Tourist gaming visits per year	#	N/A										
New Jersey (State of origin)	#	N/A	37,359	41,510	42,341	43,187	44,051	44,932	45,831	46,747	47,682	48,636
Connecticut (State of origin)	#	N/A	112,078	124,531	127,022	129,562	132,154	134,797	137,493	140,242	143,047	145,908
Pennsylvania (State of origin)	#	N/A	112,078	124,531	127,022	129,562	132,154	134,797	137,493	140,242	143,047	145,908
All Others & International (State of origin)	#	N/A	112,078	124,531	127,022	129,562	132,154	134,797	137,493	140,242	143,047	145,908
(add additional States below as needed. Total here)	#	N/A										
Total gaming visits per year	#		373,594	415,104	423,406	431,874	440,512	449,322	458,308	467,475	476,824	486,360
Annual estimated gross gaming revenue from tourist gaming visitors - slots/electronic games	\$	N/A	24,624,000	27,360,000	27,907,200	28,465,344	29,034,651	29,615,344	30,207,651	30,811,804	31,428,040	32,056,601
Annual estimated gross gaming revenue from tourist gaming visitors - house banked table	\$	N/A	19,972,800	22,192,000	22,635,840	23,088,557	23,550,328	24,021,334	24,501,761	24,991,796	25,491,632	26,001,465
Annual estimated gross gaming revenue from tourist gaming visitors - Other	\$	N/A	2,102,400	2,336,000	2,382,720	2,430,374	2,478,982	2,528,562	2,579,133	2,630,715	2,683,330	2,736,996
Total annual estimated gross gaming revenues from tourist gaming visitors	\$		46,699,200	51,888,000	52,925,760	53,984,275	55,063,961	56,165,240	57,288,545	58,434,316	59,603,002	60,795,062
TOTALS												
TOTAL ANNUAL GROSS GAMING REVENUES - SLOTS/ELECTRONIC GAMES	\$	N/A	307,800,000	342,000,000	348,840,000	355,816,800	362,933,136	370,191,799	377,595,635	385,147,547	392,850,498	400,707,508
TOTAL ANNUAL GROSS GAMING REVENUES - TABLE GAMES	\$	N/A	249,660,000	277,400,000	282,948,000	288,606,960	294,379,099	300,266,681	306,272,015	312,397,455	318,645,404	325,018,312
TOTAL ANNUAL GROSS GAMING REVENUES - OTHER	\$	N/A	26,280,000	29,200,000	29,784,000	30,379,680	30,987,274	31,607,019	32,239,159	32,883,943	33,541,621	34,212,454
TOTAL ANNUAL GROSS GAMING REVENUE	\$		583,740,000	648,600,000	661,572,000	674,803,440	688,299,509	702,065,499	716,106,809	730,428,945	745,037,524	759,938,275
Recaptured Revenue from Out of State venues	\$	N/A	511,940,882	568,823,203	580,199,667	591,803,660	603,639,733	615,712,528	628,026,778	640,587,314	653,399,060	666,467,041
Cannibalized gross gaming revenue from existing NY tribal casinos and racetrack Video Lotteries (i.e., cannibalization of existing NY tribal casino and racetrack VLT gross gaming revenues)	\$	N/A	71,794,430	79,771,589	81,367,021	82,994,361	84,654,248	86,347,333	88,074,280	89,835,766	91,632,481	93,465,130
Net New Gaming Revenue (sourced in-State)	\$	N/A	326,540,882	362,823,203	370,079,667	377,481,260	385,030,885	392,731,503	400,586,133	408,597,856	416,769,813	425,105,209
Net New Gaming Revenue (sourced out-of-State)	\$	N/A	185,400,000	206,000,000	210,120,000	214,322,400	218,608,848	222,981,025	227,440,645	231,989,458	236,629,248	241,361,832
TOTAL ANNUAL GROSS GAMING REVENUE	\$											

† Include detailed description of the geographic borders and municipalities and/or Zip Codes included in each Geographic Area

Assumptions

Adult Population within 120 minute drive time obtained from GIS software from Meczka Marketing Research and Consulting, Inc.
 Local market average visits per year obtained from Meczka Marketing Research and Consulting, Inc.... A compilation of many market statistics across the US. Contained in the Market Study document.
 Local market average spend per visit obtained from Meczka Marketing Research and Consulting, Inc.... A compilation of many market statistics across the US. Contained in the Market Study document.
 Local
 Gaming Revenue inside 120 mile/drive time is based on Maryland Live data 94% inside 120 and 6% outside 120. Live! NY will have greater % outside 120 (8%) due to having a hotel and greater amounts of international business due to close proximity to NYC.
 Visitation outside of 120 minute drive time will be primarily from PA (Philadelphia), Northeastern CT, and then spread throughout the country and international for people traveling to NYC. Note that most of NJ is within the 120 minute drive time.
 Recaptured revenue from both New York and Non-New York residents currently gaming at Non-New York facilities....detailed assumptions included in Exhibit #13 of Market Study and in section VIII.B.1.a