



Exhibit VIII.B.8. – Competitive Environment

Submit as Exhibit VIII.B.8. a description of the competitive environment in which the Applicant anticipates the proposed Gaming Facility will operate over the ten (10) years after opening and how the Applicant plans to succeed in that environment while limiting the impact on revenues at other New York gaming establishments (e.g., VLT facilities, tribal casinos, race tracks) or other New York businesses. This Exhibit should describe how the Applicant intends to expand the relevant market by bringing in new visitors, as opposed to merely shifting visitors from existing gaming venues in the region.

Located just miles from the Pennsylvania border, Tioga Downs chief competitor has been and will continue to be Mohegan Sun at Pocono Downs in Pennsylvania. The local market sees significant competition including advertising and promotional offers from Mohegan Sun and others.

The expanded facility, including Class III gaming, a hotel and upgraded dining amenities, will allow Tioga Downs to better compete with Mohegan Sun and other competitors that offer full amenities. At present, Tioga Downs is susceptible to losing share to other gaming facilities primarily due to the lack of table games and full slot machines with all the latest and greatest games. In addition, Tioga Downs is competing mostly with gaming facilities which offer a hotel and full resort amenities which can attract higher value customers.

Tioga Downs can further counter the competitive challenges using its robust database of gaming patrons to market the expanded casino. With almost 10 years of operation, Tioga Downs has a significant base of casino patrons to further entice with a new and improved property.

Tioga Downs is in the best position to compete with Pennsylvania competition because it already is doing so. With the expanded gaming operations and amenities, Tioga Downs expects to create and compete for new gaming dollars in the Southern Tier and recapture both New York

and out-of-state gamers who currently patronize Mohegan Sun at Pocono Downs in

Pennsylvania.



With an expanded Tioga Downs, New York will not have to wait twenty four to thirty months to compete with Pennsylvania's gaming facilities along its borders.

For additional information on the competitive environment in which Tioga Downs anticipates to operate over the next 10 years, please see Exhibit VIII.A.3.

Tioga Downs Works For The Southern Tier
