



### Exhibit IX.B.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.*

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 67% of Tioga Down' 2014 available operating spend dollars (i.e. excluding exclusive/proprietary providers) went to vendors in New York State and the three bordering Pennsylvania counties.

Tioga Downs purchased over \$5.2 million of goods and services from 377 vendors within the Southern Tier, which would include the following counties: Tioga, Chemung, Tompkins, and Broome of New York State and Bradford, Sullivan, and Tioga of Pennsylvania. Please also refer to the charts provided in Exhibit IX.B.1. for a detailed description of the over 40 local business relationships currently in place. The expansion to a full scale casino resort will further allow Tioga Downs to accomplish the goal of creating an economic engine for the Southern Tier.

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, annual holiday displays and in 2014 included the first of its kind, Annual Winterfest at Tioga Downs, 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.

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 has also worked with local businesses as lessees and third party operators on the current property such as Owego Soft Serve and Caffè Fiocco - 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.

As an expanded facility, Tioga Downs commitment to the Southern Tier and its local business owners will not waiver. For nearly a decade, Tioga Downs has led by example as a partner to Southern Tier business and will continue to do so for years to come as a full resort facility.

That commitment is evidence by the choice of a local business owner to operate the Tioga Downs Spa. Michael Cilip, M.D. and his wife Michelle locally own AgeLess Spa. Currently AgeLess Spa has two locations in the Southern Tier: Radisson Hotel, Corning, NY and Arnot Mall, Horseheads, NY and Tioga Downs is excited to be the third.



---

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.B2.
- Exhibit VIII.B.5.
- Exhibit VIII.B.6.
- Exhibit VIII.C.10.b
- Exhibit IX.A.1.b.
- Exhibit IX.B.1.
- Exhibit IX.B2
- Exhibit IX.B.4.
- Exhibit IX.B.5.