

# New Windsor Casino & Resort, LLC

## EXECUTIVE SUMMARY

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New Windsor Casino & Resort, LLC, on behalf of its member, Greenetrack, Inc. and its Manager, Full House Resorts, Inc. (collectively, the "Applicant") is pleased to present **THE GRAND HUDSON RESORT AND CASINO** ("The Grand Hudson"). This Application is submitted in response to the Request For Applications issued by the New York Gaming Facility Location Board.

The Grand Hudson will create a breathtaking experience in the middle of the historic Hudson Valley ("Valley") for residents and visitors from across the region and the country. The project developer, Greenetrack, Inc., **a New York certified Minority Owned Business**, has teamed with experienced casino partners to create an entertainment and recreational experience that is expected to generate on average over the next ten (10) years more than \$181 million in state gaming tax revenue and device fees. (See also Exhibit VIII.B.4 in this Application for a study of Total Tax and related revenues.) As more fully discussed in this Application, (See, e.g., the Economic Impact Study in Exhibit VIII.B.3.a) by utilizing on-site and off-site opportunities, The Grand Hudson will transform the region into a vibrant economic engine that will easily stretch not only into the seven counties comprising the Valley, but outside the state of New York as well.

### **Why Orange County?**

The Grand Hudson will be located in New Windsor, NY at Stewart International Airport. Orange County is one of the poorest counties and areas in Hudson Valley, with over 11% of its population living below the poverty line. After considering over ten potential sites for a gaming facility, Greenetrack settled in Orange County, specifically in the Town of New Windsor and the City of Newburgh for three reasons: economic impact, accessibility and existing infrastructure.

Stewart Airport has been touted as a potential **economic engine** of the Hudson Valley for decades, yet its surrounding communities continue to struggle with high rates of unemployment and poverty. Much of the land at Stewart is a drain on surrounding municipalities – there are no real estate taxes paid to the County and little to them. The Grand Hudson's proposal not only takes into consideration the community's economic need for revenue and quality jobs, but also takes our commitment one step further by offering job training, internships and scholarships to qualified residents. Our proposal includes community give back programs and additional education funding the Newburgh Enlarged City and the Cornwall school districts. Our goal is to help the local community flourish while bringing gaming to the Hudson Valley.

**Accessibility** to Stewart Airport is second to none. The casino property already benefits from existing air, road and rail transportation. The Grand Hudson will advertise the accessibility of the facility to the airport – utilizing an existing Las Vegas based airline - to attract visitors for our 3,000 slot machines and 100 table games. The multi-purpose event center can be utilized as an international conference center, an entertainment venue, trade show center or a local meeting venue for a variety of events. Travelers by road – cars and buses – will find direct access, and the benefit of International Boulevard, where I 84 and I 87 meet. This ease of access will attract visitors from as far west as Scranton, PA and as far east as Danbury, CT. As an added bonus, the state's \$55 million dollar investment in the state highway exchange (International Boulevard), eases any localized traffic concerns (and will be finally utilized). Train service from New York City and the down state region is less than a ten minutes' drive from the facility. The two major stations are Beacon and Salisbury Mills. Shuttles from the trains will be offered daily, and the Applicant has proposed a trolley initiative in the City of Newburgh to provide free local transportation up and down Broadway. The trolley will not only offer free transportation for residents and workers, but also help to encourage local tourism and the revitalization of Broadway in Newburgh.

Stewart Airport is unique. The property itself is one of the best reasons to select the location. There is significant **infrastructure** in place that needs little improvements in order to begin construction. In fact,

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permits to begin are already in hand! The many advantages of the property include a completed SEQRA review and a negative declaration by the Town. The environmental impact study determined that the facility will utilize existing water and sewage infrastructure, and impacts to air, noise, light, visibility and wildlife are either non-existent or within local permitted levels. With SEQRA completed and permits in hand, the Grand Hudson is a true "shovel ready" project.

In short, Stewart Airport is the best location for a gaming facility in the region. It brings significant economic resources to Orange County, creates the least significant impact on the environment, encourages local tourism and utilizes existing infrastructure.

### ***Why The Grand Hudson?***

Commensurate with the Governor's mission, the Mid-Hudson Regional Economic Development Council Strategic Plan, and the upstate New York gaming economic development act legislation, The Grand Hudson is designed to stimulate economic development, creating thousands of good paying jobs and local income while generating added revenue to the state.

The Grand Hudson will be a world class destination resort and casino, consisting of a gaming floor (3,000 slot machines; 100 table games), several restaurants, bars and lounges, a 350 room, 14-story tower hotel, a state of the art international conference center, a future retail and movie entertainment center, various outdoor amenities consistent with the natural topography, and adequate parking.



We estimate that the Grand Hudson will create up to 2,500 permanent union and prevailing wage jobs. And this is only the beginning. In addition to the 2,500 jobs offered by the casino, increased tourism to the area will create additional jobs and revenue for both the host municipality and the City of Newburgh. We

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estimate over 1400 new indirect and induced jobs will be created as a result of the Grand Hudson coming to the Valley.

We deeply believe in investing in employees and the community in which those employees live. The Grand Hudson will offer full benefits to every full-time employee, as well as additional resources such as extra job training and mentoring programs and on-site day care. To increase economic activity beyond our facility, we have made financial commitments to the host community and other counties and municipalities in the Hudson Valley region will include:

**The development of local business partnerships.** We believe in the local community. The Grand Hudson will form partnerships with local businesses to help supply facility resources. In Everything from local food sourcing to utilizing local business services, our facility will focus on business partnerships within the community and surrounding region to help encourage tourism, foster growth and promote the natural splendor of the beautiful Hudson Valley.

**The development of the Mid-Hudson Valley Sports & Aquatics Center.** We believe in doing what is best for the community and enhancing the lives of children. After speaking with many community members – in Orange, Dutchess and Sullivan Counties - we noticed that there was a need for a multi-purpose sports and aquatics center. Our facility includes plans for a state of the art sports and aquatics complex with an Olympic size pool and diving center, indoor and outdoor soccer fields and more. From ball fields in Hamptonburgh, to improvements to the Dutchess County Stadium, The Grand Hudson's commitment to local communities and community spaces will create additional economic activity by attracting families from all across the region to the Sports & Aquatics Center for tournaments and swimming competitions.

**The rebuilding of the New Windsor Police Academy.** We have agreed to help rebuild the New Windsor Police Academy. A brand new high-tech police academy will be built to help the Town of New Windsor train its law enforcement officers, keeping the community safe.

**Additional educational programming and benefits:** Greenetrack will create a variety of funds that will assist in the furthering educational resources and programing. Our proposal focuses heavily on students from depressed, urban areas within Orange County. Although the revenue generated by the Grand Hudson will primarily affect the Washingtonville school district, the Applicant has letters of support from the Cornwall and Newburgh Enlarged City school districts. In addition to educational resources, job readiness courses, combination tutoring, and scholarships, Greenetrack will offer students incentives for applying to college. For more information on this part of our proposal, please see The New Newburgh Initiative described in Exhibit IX.A.3.

**Additional funding opportunities for counties throughout the Mid-Hudson Valley.** Greenetrack proposes the implementation and cultivation of the Hudson Valley Initiative, an economic development fund unique to the Mid-Hudson Valley region. The Mid-Hudson Valley Regional Economic Development Fund (MHV- REDF) will be set up as a local not for profit development organization committed to providing a combination of loans and grants to various projects throughout the region. The initiative will be overseen by a committee of Hudson Valley counties and chaired by appointees from the four county executives. Starting between years one and two of operation, the REDF will be funded by annual amounts. The REDF will be modeled on other successful Local Development Corporation entities in the region, such as the Catskill Watershed Corporation.

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### ***Can We Do All We Have Promised?***

The plan for The Grand Hudson is bold. But, our team has a track record of success. Our majority principal, Michael J. Malik, Sr., has more than 25 years of experience as a developer of casino projects. Mr. Malik's success includes transforming several communities in urban settings (Detroit, MI). Mr. Malik, as a partner with NAG, directed a ballot effort to bring casino gaming to Detroit, Michigan. In 1996, NAG teamed with Atwater Entertainment to support the passage of a Michigan statewide proposal facilitating the development of three commercial casinos in Detroit. The passage of the proposal established Detroit as the first urban area in the country to open commercial casinos. Following passage of the proposal, Malik worked with state elected officials to negotiate and implement the regulatory oversight framework for the Detroit casinos.

As a member of the Applicant, Greenetrack, Inc. has a track record of success in delivering on the commitments described in this Application. Greenetrack is a NYS Minority Owned Business committed to its community. In selecting Orange County, Greenetrack viewed a community that is close to the economic level experienced by Greene County, Alabama in the 1990's. In 2003 Greene County became the fastest growing county in Alabama, thanks to Greenetrack's history of investing in its employees and promoting local business partnerships. Greenetrack wants nothing more than to bring this model of success to Orange County, New York. Greenetrack President Luther Winn understands the value of a good education and a living wage. Throughout Greenetrack's history, employees have enjoyed fair compensation for their work (an average of \$42,000) full benefits and other support services. A testament to Mr. Winn's commitment to community, the Greenetrack Greene County Enrichment Scholarship fund grants scholarships to employees and their dependent(s) that have graduate from Greene County High School. The scholarship model includes a tutoring program.

Finally, The Grand Hudson will be managed by Full House Resorts, Inc. Full House is a multi-jurisdictional Gaming company with operations in four different states across the United States. Full House has a very experienced team and capable management team with extensive experience in the development and management of casino properties.

### ***Conclusion***

The Grand Hudson will create a world-class destination resort, with the goal of generating lasting economic growth for the Valley – including each of its seven counties. Our proposal lays out a unique plan to offer gaming in New York while investing in the people and the communities within the Hudson Valley. The Grand Hudson proposal will bring the kind of entertainment and economic success that has been seen in Detroit, MI and Eutaw, AL – our efforts will raise up the economic opportunities of the City of Newburgh and other economically depressed municipalities. We will provide the type of facility which will provide revenue to the State and Hudson Valley for years to come.

Over the next pages, you will read about our facility, experience, support, partnerships – and our commitment. But most of all, you will read about our vision. The Grand Hudson will be the jewel of the Valley – transforming the Valley into a true destination.

**COME ON IN – THE GRAND HUDSON IS WAITING FOR YOU !!!!!**