

New York Gaming Facility Location Board
Response to Request for Applications to Develop and Operate a
Gaming Facility in New York State

TIOGA DOWNS RACETRACK, LLC

Exhibit VIII.C.11.

A key quality differentiator stems from Tioga Downs Casino Resort's (TDCR) thoughtful design intended to integrate multiple experiences and satisfy and delight varying target consumers across one property. In selecting the architectural firm (Climans Green Liang) and construction manager (L.P. Ciminelli), TDCR's ownership carefully chose firms with a depth of experience in designing and building casino resorts and entertainment destinations, to assure a high quality, highly competitive end result. As described throughout this application, whether you are a dedicated casino player, a family vacationing in the Southern Tier, or a group out to experience the Finger Lakes wineries, TDCR has an offering to satisfy the demand.

There are no comparable hotels sharing the New York regional market with the proposed TDCR expansion. Whether considering the amenities proposed, quantity of accommodations, or ability to host conferences and celebrations, there are no similar area facilities.

A nearby Hampton Inns in Owego, NY offers typical guest rooms, and there is a Candlewood Suites under construction in Sayre, PA, which is comparable with the Hampton Inn. Neither of these – the Hampton Inn or not-yet-open Candlewood – can be fairly compared to the proposed TDCR facility.

Reaching outside the New York market area – from where TDCR stands to attract customers (and repatriate New York residents currently patronizing Pennsylvania casinos) - the Mohegan Sun Pocono Downs Hotel, recently opened in Wilkes-Barre PA, is a comparable casino hotel. The Mohegan spa, fitness center, indoor pool, and banquet space are similar to the project at TDCR, although Tioga will have a full sized restaurant and bar, instead of the Pennsylvania property's lobby space bar and a slightly smaller banquet capacity.

TDCR will introduce the Waa Hoo! Water slide and plunge pool. Twenty-one feet high, this open body waterslide and plunge pool is designed as a family friendly feature of the resort. Future recreational plans include a Mini-Golf and Fun Center located at the South/East corner of the site, separated by the East parking lot from the casino facility. The area will include an 18 hole mini golf course, a 27-foot high rock climbing wall and nine batting cages.

From a restaurant and nightlife offering, TDCR will introduce exciting branded experiences into the Southern Tier dining and entertainment options. **P.J. Clarke's** is coming to Tioga Downs Casino Resort. The iconic New York bar and restaurant will be the crown jewel of our new amenities building. Operating as P.J. Clarke's in its Third Avenue location since 1912, this historic company will add Nichols, New York to its list of locations which include: New York City, Long Island, Washington D.C. and Sao Paulo, Brazil. P.J. Clarke's extensive menu features steaks, seafood, world-class burgers, including the flagship "Cadillac" burger, comfort food classics made from scratch, hearty sandwiches and renowned pub fare. The bar offerings will include stellar martinis and manhattans, single malt scotches, a sophisticated selection of wines

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Exhibit VIII.C.11. (cont.)

and beers, as well as your favorite cocktail expertly prepared. Additionally, the “upstate” P.J. Clarke’s will highlight and feature regional offerings including Finger Lake wines, NY craft beers and the emerging local distilleries.

Virgil’s Real Barbecue will become part of the existing casino building. Another landmark New York City Restaurant, Virgil’s has been providing authentic Southern barbecue foods at its Times Square location since 1994. TDCR will join Mohegan Sun Casino in Uncasville, CT and Atlantis Resort in Paradise Island, Nassau Bahamas as Virgil’s locations. Virgil’s unique menu features barbecued ribs, brisket, pork and chicken. Also featured on Virgil’s menu are shrimp, steaks, catfish, buttermilk biscuits and home-style desserts. The Virgil’s facility at Tioga Downs will also include our Honky Tonk Road House, which will feature live country bands from local to national status, mechanical bull rides, and a large dance floor.

Currently, **The County Fair Buffet** offers high quality food and friendly, helpful service at a value price. A May NY State Casino buffet survey showed the County Fair Buffet priced second lowest of nine Buffets...yet maintains the highest quality and customer ratings. The Buffet features themed menus including, Italian, Comfort Food, Seafood and Steak & Shrimp with the highlights of the week being Thursday Night Crab Legs and the Sunday Brunch. The 290 seat Buffet features a salad bar, pizza station, pasta & omelet station, outdoor barbecue grill area, sandwich station, two daily soup offerings, a carved meat station, and a dessert buffet with soft serve ice cream. The County Fair Buffet often serves more than 1000 guests in a day.

Coasters Sports Bar is a full service bar with 30 flat screen TV’s that show regional, national and international sporting events. Coasters also features full food service, offering breakfast, lunch, dinner, appetizers and the Best Burgers on the Southern Tier. Other Coasters favorites include Buffalo wings, cheesesteaks, spiedies, salads, wraps, and quesadillas. The NY State Craft Beer list at Coasters features 11 unique beers, all brewed in NY State. The wine list in Coasters features 13 Finger Lakes wine offerings that are available by the glass. Every weekend some of the best bands in the Twin Tiers create excitement in Coasters.

Tioga Downs also has a **Subway** restaurant and an ice cream shop called **Owego Soft Serve & Caffe Fiacco**. These outlets serve our guests with lighter appetites. Owego Soft Serve & Caffe Fiacco has two other well-known locations in Owego, NY and serves Perry’s Ice Cream (processed in New York State), pastries, specialty coffee and shakes. The company that operates the Subway outlet at Tioga Downs is based in Apalachin, NY and also operates Subway stores in Ithaca, NY.

TDCR entertainment and gaming options are further enhanced by the inclusion of live harness racing, which brings unmatched energy and life to the resort.