

## NEW YORK GAMING ASSOCIATION

**2016 ANNUAL REPORT** 



NYGA MEMBERSHIP GIVES EDGE TO GAMING COMPANIES



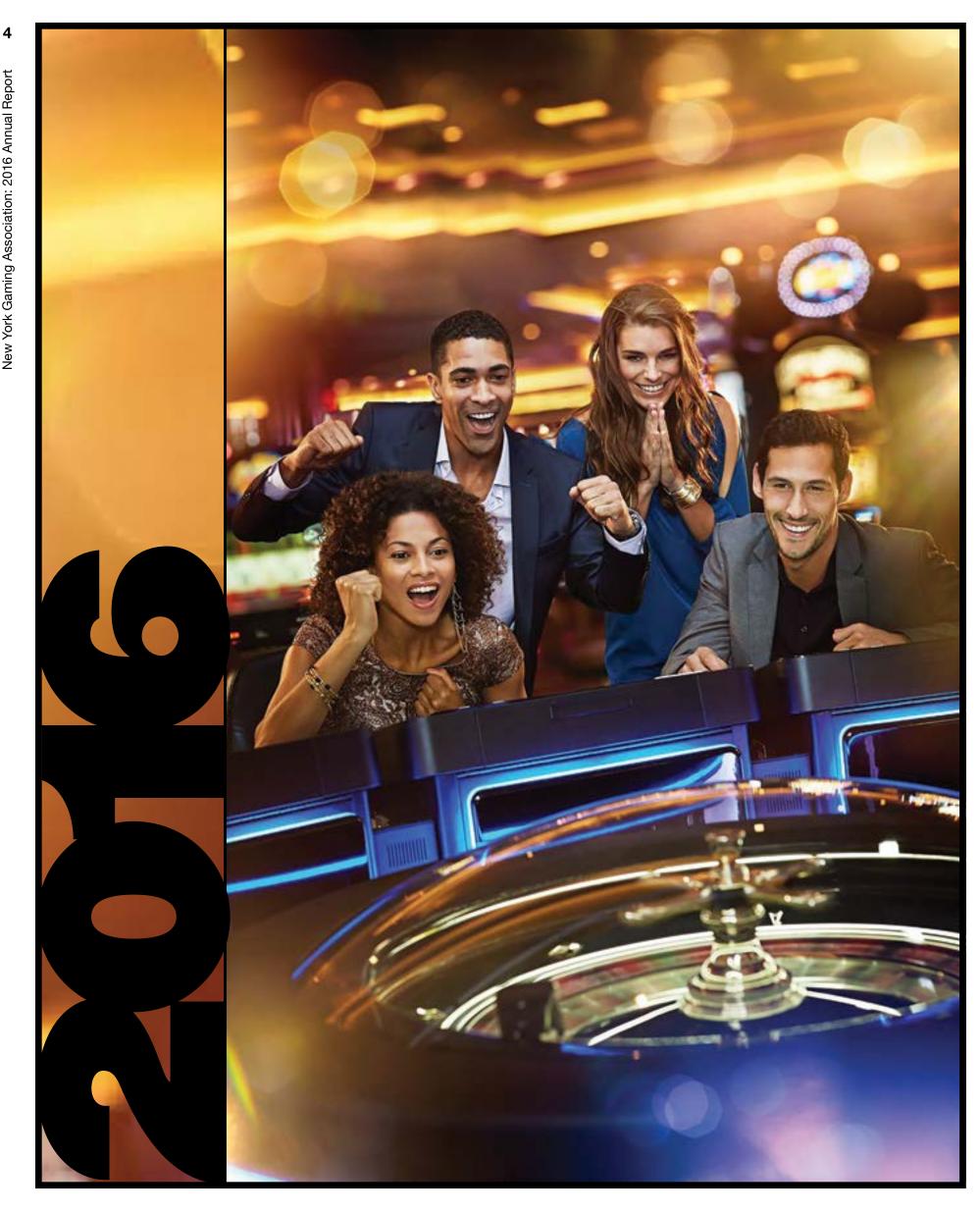
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### MESSAGE FROM THE PRESIDENT

On behalf of our board and officers, I present the New York Gaming Association's 2016 Annual Report.

On behalf of our board and officers, I present the New York Gaming Association's (NYGA) 2016 Annual Report.

NYGA proudly represents the Empire State's nine racetrack casinos. Our members operate gaming facilities located in every corner of the state. From Queens to the Buffalo suburbs, our facilities are integral to the economic and cultural fabrics of their host communities.

2016 was a notable year on a number of fronts for our members. Gross gaming revenues were up nearly two percent, we generated a record \$905 million for education, and total direct and indirect employment reached an all-time high of 29,000 jobs. Perhaps most significantly, our members are beginning to adjust to the introduction of four new commercial casinos to our market. Notably, of the four new licenses

awarded. NYGA members won two.

As we look forward to 2017, our industry faces numerous challenges and opportunities, including the introduction of online poker, and whether it will be anchored to existing brick-and-mortar gaming facilities. We also look forward to continuing our productive working relationship with the state.

Thank you for taking the time to view this report. I sincerely hope that it leaves you with a better understanding of the positive contributions NYGA members make to our communities.

James Featherstonhaugh

President, New York Gaming Association

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#### **BOARD OF DIRECTORS**

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#### FROM NYGA

#### BANNER YEAR FOR EDUCATION FUNDING

### NYGA Members Have Generated \$905 Million for Schools



Since 2004, NYGA members have generated nearly \$7.5 billion for education, including \$905 million, a new annual record, in

2016. Through our partnership with the State of New York, we have generated more money for our schools than ever before. Fully 45 percent of NYGA members' gross gaming revenues from video lottery terminals are dedicated to education; more than any other state. This block

of aid represents the largest share of revenue transferred to the Division of Lottery. The indirect economic impact of this funding was \$551 million in

2016. The total economic impact from education revenue, both direct and indirect, was \$1.5 billion. The proven ability of our members to



consistently deliver big for New York's schools, year after year, is a testament to our unique public-private partnership business model, which is among the most successful in the nation.



## Economic Impact of \$3.3 Billion

#### NYGA member facilities have a combined annual economic impact of \$3.3 billion

NYGA members have an economic impact of \$3.3 billion, making the industry one of the leaders in the state. The econom-

ic output includes the support of 29,000 jobs both directly and indirectly, supporting an entire supply chain, along with New York State's storied racing and breeding industries.

### NYGA MEMBERS SUPPORT 29,000 JOBS

#### **NYGA Members Directly Employ 5,300**

NYGA members' significant footprints extend far beyond the casino floors and race track paddocks. When purchasing, construction, out-of-state visitor spending and other factors are taken into account, NYGA members support nearly 29,000 jobs with an economic output of more than \$3.3 billion. Of these jobs, 5,300 are directly provided by NYGA members, and include a mix of union and management professionals, administrative and clerical staff, customer service personnel, restaurant and other food and beverage workers, facility operations and maintenance workers, and security personnel. Our predominantly union workforce earns an average salary of more than \$44,000 annually.





In 2016, NYGA members generated \$221 million in support of New York's Standardbred and Thoroughbred racing industries. This support of racing purses makes New York's racing industry the envy of every other state. This brings all-time

NYGA members support for the industry to \$1.7 Billion. Purse support is critical to maintaining New York's racing industries. Without this revenue, the quality of racing would be diminished. Also, NYGA member Resorts World Casino has

dedicated a portion of its revenue to the support of the New York Racing Association. Our industry proudly supports New York horse racing, providing the financial wherewithal for our storied, historic industry.





## Breeding Industry Wins BIG

### \$27 Million from NYGA Members

Since 2004, NYGA members have generated over \$200 million in support of the agricultural related businesses that comprise the breeding industry, including \$27 million in 2016. Family farms, feed producers, blacksmiths, grooms, veterinarians, equipment suppliers and many others all benefit from this crucial, industry-sustaining source of funding. In fact, there are more than 23,000 family-owned farms and stables alone that support NY-GA's breeding efforts. Nearly 12% of our gross gaming revenues support racing and breeding efforts. These are funds that are absolutely critical to the continued viability of the industry here in New York.





## \$87 Million to Aid State and Local Governments

#### NYGA Members Fund State Programs, Stabilize Local Taxes

In 2016, NYGA members generated nearly \$87 million for state and local governments, bringing the total, since 2007, to \$391 million. NYGA member tax revenues, often critical for local governments, are derived from income, sales, property and other sources. These funds help stabilize or reduce the tax burden,

while defraying costs associated with NYGA member facilities. Local communities benefit from NYGA members through direct aid from the state, taxes paid directly to local governments, and revenues generated indirectly through spending on payroll, purchasing and construction.

### CHARITIES HIT JACKPOT

#### **NYGA Member Employees Raise \$2 Million**

A broad range of organizations and causes have been the beneficiaries of voluntary contributions from NYGA members. In 2016 alone, \$2 million was donated, bringing the grand total of NYGA members' charitable giving since 2012 to a sizable \$11 million. The dollar amounts do not include the significant volunteerism through food and blood drives, charity walks, and other initiatives that NYGA employees regularly engage in. As proud, active members of our communities, NYGA members will continue to exhibit these same public-minded, philanthropic efforts.





#### **NYGA Membership Gives Edge to Gaming Companies**

ating in, or hoping to join, the Empire State's gaming market, NYGA is an indispensable partner. NYGA has won victories such as successfully fighting for the introduction of electronic table games, including blackjack; increasing the free play allowance; allowing flexible hours on our properties; and extending the capital awards program. Mem-

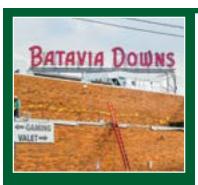
For companies currently oper- ber benefits include: interfacing with New York's Gaming Commission and drafting responses to proposed regulations; lobbying for, and tracking, legislation; regular insider news briefs; the opportunity to present to NY-GA's board; and much more. We urge any current and potential players in New York's gaming marketplace to strongly consider NYGA membership.

#### **NYGA Members Committed** to Responsible Gaming

NYGA members remain steadfastly committed to promoting responsible gaming. A member of the National Council on Problem Gambling, NYGA members have worked closely with the NY Council on Problem Gambling to establish industry-wide programs and standards to address problem gambling and enhance programs already in place that provide referral information to resources in New York state for problem gamblers,

including the state's 24-hour hotline. Each facility has its own voluntary self-exclusion programs, and further assistance is available from the state Office of Alcoholism and Substance Abuse Services, which can be reached at 1-877-8-HOPENY or by visiting www.oasas.ny.gov. NYGA members are committed to working with the state and other partners to ensure that assistance for problem gamblers is readily available.





\$80 MILLION ECONOMIC IMPACT

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\$22 MILLION EDUCATION FUNDING



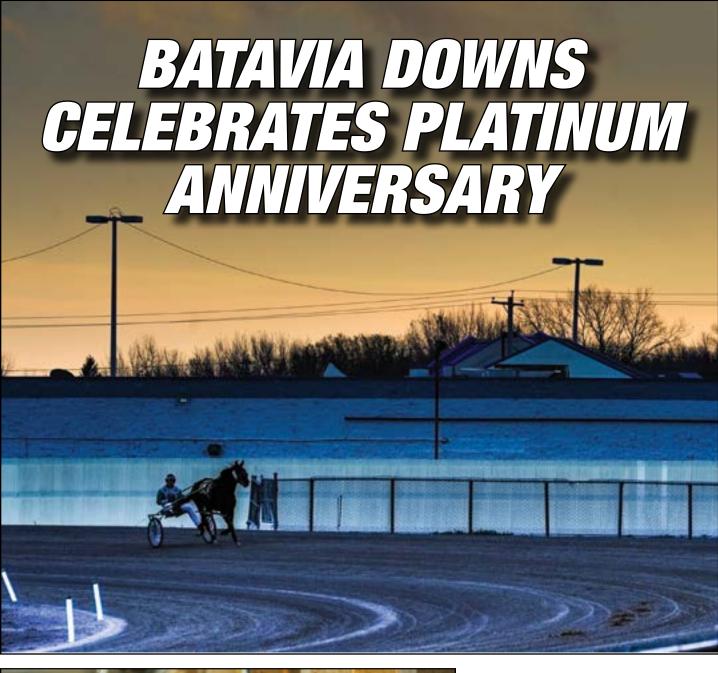
## Batavia Downs Opens New Hotel

The Hotel at Batavia Downs opened its doors in November 2016. The new four-story, 50,000-square-foot, 84room property features full-service business, meeting and banquet facilities, the latter accommodating up to 500 patrons, with direct access to the track's restaurants and casino. The \$7.5 million capital improvement builds on Batavia Downs' \$25 million expansion in 2013.



**CASINO OPENED 2005** 

**RACEWAY 1940** 





Batavia Downs' track celebrated its 70th season in 2016. Opened in 1940, it lays claim to the mantle of oldest lighted harness track in North America. Since 2005, when the gaming facility first opened, Batavia Downs has grown to include nearly 800 gaming machines, three restaurants and a new 84-room hotel. Western regional Off Track Betting Corporation owns and operates Batavia Downs. •



1.179 EMPLOYEES

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\$883 MILLION ECONOMIC IMPACT

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\$298 MILLION EDUCATION FUNDING

## Empire City Hosts "Hire a Hero" Job Fair

Empire City Casino partnered with the City of Yonkers Department of Veterans Services to host a "Hire a Hero" job fair for returning servicemen and servicewomen. The November 2016 job fair featured more than 60 local employers looking to fill a broad range of positions. Empire City underwrote the cost of the event and successfully encouraged businesses and organizations ranging from Konica Minolta to the FDNY to participate. •

#### EMPIRE CITY

CASINO OPENED 2006 ◆

RACEWAY 1972

## Casino Generates Record Funding for Schools



his past year's proceeds at Empire City Casino generated nearly \$20 million for Yonkers city schools, the equivalent of funding salaries and benefits for 280 teachers. Yonkers Raceway was founded in 1899, acquired by the fabled Rooney family in 1972, and became Empire City Casino in 2006. With a rich history of hosting famous thoroughbreds, including Seabiscuit, today's Empire City has grown to become Yonkers' largest private employer, with over 5,200 game machines, live entertainment and trackside dining. •





\$180 MILLION ECONOMIC IMPACT

\$61 MILLION EDUCATION FUNDING

## "Charity Cup" Wins Big for Local Groups

Finger Lakes Gaming & Racetrack hosted its ninth annual "Charity Cup" event in 2016, donating \$30,000 to deserving local charities. 175 attendees representing six local nonprofits competed for the funds during a day of racing. Winners included Gleaners Community Kitchen, the Ontario County Police Benevolent Association and Rochester's House of Mercy.



**CASINO OPENED 2004** 

RACEWAY 1962





Finger Lakes Gaming & Racetrack has grown to be one of the region's largest employers, supporting 479 direct jobs. A national leader in equine safety, 36 local, mostly family-owned farms support the track and its trainers and breeders. Owned by one of the largest private corporations in America, the Buffalo, NY-based Delaware North Companies, the track opened in 1962, and gaming began in 2004. Delaware North boasts \$2 billion in annual revenues, 55,000 employees, and gaming and facilities in six other states. ◆



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\$72 MILLION ECONOMIC IMPACT

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\$23 MILLION EDUCATION FUNDING

## Proud History of Harness Racing at Hamburg Raceway

Located on the Erie County Fairgrounds, Hamburg Gaming at Buffalo Raceway traces its origins as a harness track to 1942. The New York Sires Stakes, a series of statewide races for two- and three-yearold New York-bred horses, made its debut at the raceway in 1961. This stakes series remains a part of the current raceway program.



**CASINO OPENED 2004** 

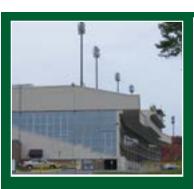
**RACEWAY 1942** 

## Hamburg Gaming Delivers for Local Schools

eaturing 940 gaming machines, a stage for live performances from top musicians, casual dining, an upscale buffet, and the popular Cyclone Bar, Hamburg Gaming and Raceway is a premier regional gaming and entertainment destination. Also operated by Delaware North Companies, Hamburg Gaming at Buffalo Raceway has generated millions for education, including \$23 million in 2016, since opening its doors in 2004. •







\$337 MILLION ECONOMIC IMPACT

\$24 MILLION Education Funding



#### Montreign Seeks Local Vendors

Montreign Resort Casino held two open calls in December 2016 to identify partnerships with local vendors to provide goods and services to the soon-to-open casino. The wide variety of needs include building maintenance, dry cleaning, flowers, food and retail merchandise. The casino, on the site of the former Concord Hotel in Kiamesha Lake, is expected to open in March 2018. ◆



**CASINO OPENED 2004** 

**RACEWAY 1958** 



## A Catskills Destination Reborn



In 2016, construction continued on the \$1.2 billion Montreign Resort Casino that will feature 61 table games, 2,150 state-of-the-art slot machines, an 18-story hotel, and an 18-hole Monster Golf Club, marking a significant step toward the rebirth of the Catskills. Empire Resorts, a publicly traded gaming and entertainment company, is the parent company of both Montreign Resort Casino and Monticello Casino & Raceway. Approximately 1,000-plus construction workers are expected to be employed on the construction site. The Monticello Casino & Raceway has hosted harness racing since 1958, and currently offers more than 1,100 electronic slots. ◆



1,136 EMPLOYEES

\$1.2 BILLION

ECONOMIC IMPACT

\$362 MILLION EDUCATION FUNDING

## Resorts World Partners with NYC Emergency Management

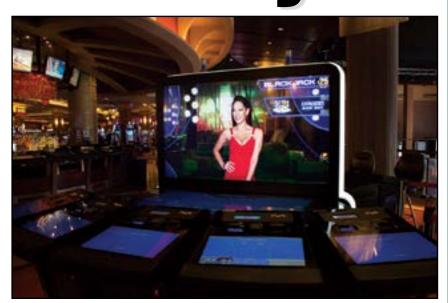
Resorts World Casino announced a new partnership with NYC Emergency Management that allows the city to use part of the casino's parking lot as a Logistics Staging Area in the event of an emergency. Such an area allows for the deployment of critical commodities, supplies and equipment to assist affected communities. The agreement formalizes the role that Resorts World played during Hurricane Sandy recovery efforts in 2012. ◆



**CASINO OPENED 2011** 

### NYC's Only Casino Celebrates Anniversary

n October 28, 2016, Resorts World marked its 5th year in operation as New York City's only casino, and the region's preeminent gaming and entertainment venue. Owned by the Genting Group, the world's largest destination casino resort operator, Resorts World is located at the historic Aqueduct Racetrack, and now offers more than 5,000 slot and table game machines. The Genting Group has a combined market capitalization of \$40 billion, and employs more than 50,000 people worldwide. •







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\$260 MILLION ECONOMIC IMPACT

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\$81 MILLION EDUCATION FUNDING

#### <u>Morton's</u> <u>Steakhouse</u> <u>Opens</u>

Morton's The Steakhouse opened at the Saratoga Casino Hotel in June 2016. The worldwide chain of upscale steakhouses has a presence downstate, but this location is its first in the region. The restaurant boasts a private dining area that can accommodate 32 people. Saratoga Casino Hotel also operates a casino in Colorado, a racetrack in Kentucky, and has a partnership with Churchill Downs Incorporated. •



**CASINO OPENED 2004** ◆

RACEWAY 1941

## Meet the Expanded, Rebranded Saratoga Casino Hotel

Raceway and Casino, the expanded 117-room hotel and casino is now poised to be a weekend or staycation destination for the Northeast. The \$40 million upgrade includes a 3,000-square-foot ballroom and meeting space, an indoor pool, and a fitness center. The twelve-year-old casino, which features more than 1,800 slot and table games, celebrated its 75th year of racing in 2016.







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\$184 MILLION ECONOMIC IMPACT

\$21 MILLION EDUCATION FUNDING



#### New Hotel, New Jobs

Tioga Downs' tenth anniversary was celebrated with a ground- breaking for a major expansion. A new 161-room hotel and convention center will further cement the facility as a pillar of the Southern Tier economy. Tioga Downs will build on its already crucial role as a provider of more than 1,000 family-sustaining jobs. ◆



**CASINO OPENED 2006** 

**RACEWAY 1970** 



In December 2016, Tioga Downs opened its doors as a commercial casino, including slot machines, blackjack, roulette, craps and a poker room that can accommodate 120 players. The transformation was made possible by a license granted by the New York State Gaming Commission after a successful campaign by community leaders to reopen the bidding process. Owned by Nichols, NY-based American Racing and Entertainment, LLC, Tioga Downs track first opened in the 1970s, and reopened concurrently with the casino's inception in 2006. ◆







\$64 MILLION ECONOMIC IMPACT

\$13 MILLION EDUCATION FUNDING



## Casino Helps Stock Food Bank of CNY

Through a combination of proceeds from ticket sales to an August concert and a personal donation by owner Jeff Gural, Vernon Downs was able to raise more than \$70,000 for the Food Bank of Central New York. This effort builds on the facility's proud history of charitable giving and support of community organizations. •



**CASINO OPENED 2006** 

RACEWAY 1953



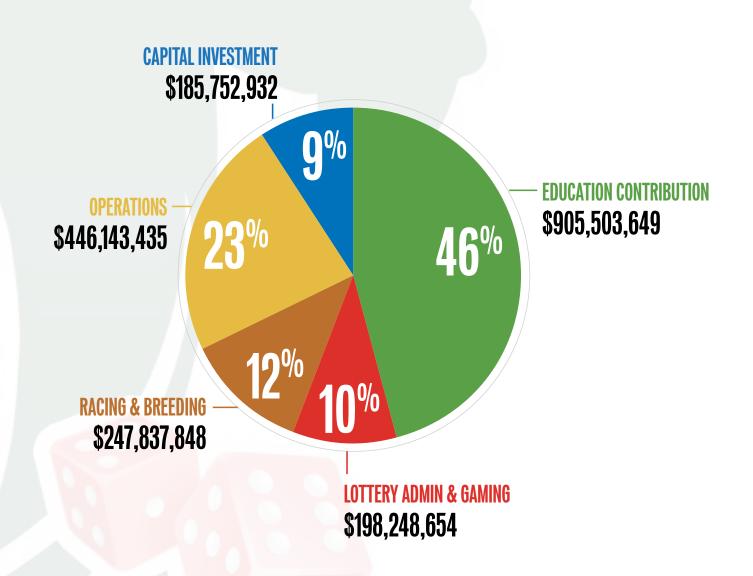


Vernon Downs had many reasons to celebrate 2016. Its casino celebrated its ten-year anniversary and has grown to boast 800 slot and table game machines. The Vernon Downs harness racing track, which began racing during the 1950s, turned 63 this year. Owned by American Racing and Entertainment, LLC, Vernon Downs is set in idyllic farm country and features a hotel with 150 trackside suites with stunning views. •



### 2016 DISTRIBUTION OF GROSS GAMING REVENUE

In CY 2016, gross gaming revenue totaled \$1.98 billion.



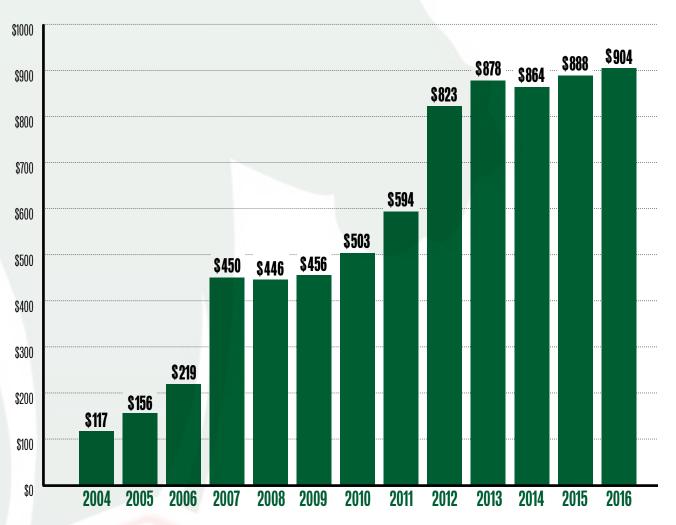
### STATEVIDE ECONOMIC IMPACT

		Jobs	Wages	Output*
NYGA Member Operations	Direct employment	5,300	\$189,674.8	\$189,674.8
	Purchasing and construction	2,023	\$159,502.9	\$380,033.4
	Indirect and induced effects	2,445	\$155,478.3	\$421,279.1
	Subtotal	9,768	\$504,655.9	\$990,987.2
State Lottery Division	Direct impact	319	\$16,031.9	\$45,760.0
Contracts	Indirect and induced effects	188	\$13,025.1	\$35,239.7
	Subtotal	507	\$29,057.1	\$80,999.7
Support for Racing	Direct impact	3,515	\$249,957.6	\$247,837.8
and Breeding	Indirect and induced effects	1,643	\$100,226.6	\$246,233.7
	Subtotal	5,157	\$350,184.2	\$494,071.6
Revenue for Education	Direct impact	7,631	\$789,794.2	\$904,503.7
	Indirect and induced effects	3,446	\$201,979.0	\$551,620.7
	Subtotal	11,077	\$991,773.2	\$1,456,124.4
Out-of-State-Visitor	Direct impact	1,838	\$68,091.3	\$159,166.0
Spending	Indirect and induced effects	637	\$41,618.5	\$111,270.2
	Subtotal	2,474	\$109,709.8	\$270,436.3
Total		28,984	\$1,985 <mark>,380.2</mark>	\$3,292,619.2

Total Economic Impact of NYGA Members in New York State, CY 2016 (jobs in FTEs; wages and output in \$000s)

\*Output includes wages, salaries and benefits, and the purchase of goods and services.

## EDUCATION REVENUE



Revenue for Education, CY 2004-CY 2016 (in millions)

## IMPACT ON CAPITAL INVESTMENT & TAXES PAID BY NYGA MEMBERS

#### In CY 2016, NYGA members spent a total of \$264,079,910 in capital investments.

		Jobs	Wages	Output*
Construction	Direct impact	1,244	\$100,594.8	\$229,325.8
Spending	Indirect and induced impact	801	\$52,218.2	\$140,586.4
	Total	2,045	<b>\$152,813.0</b>	<b>\$369,912.3</b>

Economic Impact
of Construction
Spending at
Racetrack Gaming
Facilities,
CY 2016 (jobs in FTEs;
wages and output in
\$000s)

\*Output includes wages, salaries and benefits, and the purchase of goods and services.

	Gross Gaming Revenue	Education Contribution	Lottery Admin and Gaming	Support for Racing and Breeding	Total Mandated Contribution	Effective Tax Rate
Resorts World	\$826,486.6	\$362,220.2	\$82,648.7	\$132,237.9	\$ <mark>577,106.7</mark>	69.83%
Empire City	\$589,716.7	\$298,255.5	\$58,971.7	\$58,971.7	\$4 <mark>16,198.9</mark>	70.58%
Saratoga	\$167,212.4	\$80,778.3	\$16,721.2	\$16,721.2	\$11 <mark>4,220.8</mark>	68.31%
Finger Lakes	\$128,834.7	\$60,629.0	\$12,883.5	\$12,883.5	\$86,395.9	67.06%
Monticello	\$61,086.1	\$23,823.6	\$6,108.6	\$6,108.6	\$36,040.8	59.00%
Hamburg	\$64,378.8	\$22,659.9	\$6,437.9	\$6,437.9	\$35,535.7	55.20%
Tioga Downs	\$54,389.1	\$21,001.6	\$5,438.9	\$5,438.9	\$31,879.4	5 <mark>8.61</mark> %
Vernon Downs	\$36,985.3	\$12,944.9	\$3,698.5	\$3,698.5	\$20,341.9	55.00%
Batavia Downs	\$53,396.8	\$22,190.7	\$5,339.7	\$5,339.7	\$32,870.1	61.56%
Total	\$1,982,486.5	\$904,503.6	\$198,248.7	\$247,837.8	\$1,350,590.2	68.13%

Effective NYS Tax Rates (mandated payments as a percent of gross gaming revenues) by NYGA Member, CY 2016 (in \$000s)

**Direct Impact** Indirect/Induced **Total** Income tax \$4,023.8 \$2,088.7 \$6,112.5 **State and Local Taxes** \$4,522.7 Sales tax \$3,459.2 \$1,063.5 Total \$7,483.0 \$3,152.2 \$10,635.2

## IMPACT ON STATE AND LOCAL REVENUES

		Direct Impact	Indirect/Induced	Total
STATE	Education revenue	\$904,503.6	-	\$904,503.6
	Lottery administration & gaming operations	\$198,248.7	-	\$198,248.7
	New York State income tax	\$9,159.1	\$24,786.1	\$33,945.2
	New York State sales tax	\$4,766.8	\$7,211.7	\$11,978.6
	New York State corporate tax	\$856.2	\$2,148.3	\$3,004.5
	Pari-mutuel tax	\$2,010.5	-	\$2,010.5
	Unemployment insurance taxes	\$1,923.7	_	\$1,923.7
	Subtotal, State Government Revenues	\$1,121,468.6	\$34,146.1	\$1,155,614.7
LOCAL	Aid to municipalities	\$29,331.2	-	\$29,331.2
	Local income tax	\$1,782.3	\$3,553.2	\$5,335.5
	Local sales tax	\$4,760.4	\$7,006.8	\$11,767.3
	Real property tax	\$21,866.0	-	\$21,866.0
	Water/sewer fees	\$1,473.6	_	\$1,473.6
	Other local taxes, fees & payments to municipalities	\$2,450.1	\$1,794.0	\$4,244.1
	Subtotal, Local Government Revenues	\$61,663.5	\$12,354.0	\$74,017.5
	Total	\$1,183,132.1	\$46,500.1	\$1,229,632.2

Economic Impact of Racetrack Gaming Facilities on State and Local Revenues, CY 2016

### ECONOMIC IMPACT OF RACING AND BREEDING

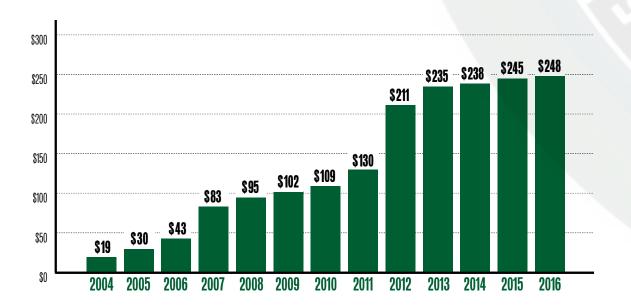
Support for Racing and Breeding	Jobs	Wages	Output*
Direct impact	3,515	\$249,9 <mark>57.6</mark>	\$247,837.8
Indirect and induced impact	1,643	\$100, <mark>226.</mark> 6	\$246,233.7
Tot	al 5.158	\$350,184,2	\$494.071.6

Economic Impact of Racing and Breeding, CY 2016 (jobs in FTEs; wages and output in \$000s)

\*Output includes wages, salaries and benefits, and the purchase of goods and services

	% Distribution	2016 Support
Standardbred purses	8.75%	\$89,877.0
Standardbred breeding fund	1.25 <mark>%</mark>	\$12,839.6
Finger Lakes thoroughbred purses	8.75%	\$11,273.0
Finger Lakes thoroughbred breeding fund	1.25%	\$1,610.4
NYRA thoroughbred purses	7.50%	\$61,986.5
Thoroughbred breeding fund	1.50%	\$12,397.3
NYRA operations fund	3.00%	\$24,794.6
NYRA capital expenditure fund	4.00%	\$33,059.5
Subtotal, purses		\$163,136.5
Subtotal, breeding		\$26,847.3
Subtotal, NYRA operations and capital expenditures		\$57,854.1
Total Racing and Breeding Support		<b>\$247,837.8</b>

Percent Distribution of Total Support to Racing/ Breeding/NYRA, CY 2016 (in \$000s)



History of Racing and Breeding Support, CY 2004 – CY 2016 (in \$ millions)

### PROMOTING RESPONSIBLE GAMING

The New York Gaming Association is a member of the National Council on Problem Gambling. In addition, NYGA has worked with the NY Council on Problem Gambling to establish industry-wide programs and standards to address problem gambling and enhance programs already in place that provide referral information to resources in New York state for problem gamblers, including the state's 24-hour hotline. Each facility has its own voluntary self-exclusion programs that are open to anyone who feels they are necessary. Further assistance is available from the Office of Alcoholism and Substance Abuse Services, which can be reached at **1-877-8-HOPENY**, or by visiting **www.oasas.ny.gov.** 



The association and its members are active and committed to working with the state, and other service providers, to ensure that assistance for problem gamblers is readily available to any and all individuals who require it.



For more information about problem gambling and the resources available to help, please visit **KnowTheOdds.org**.

If you have, or someone you know has, a gambling problem, call 1-877-8-HOPENY



### NYGA MEMBERS SUPPORT 29,000 JOBS



