

Seneca County Board of Supervisors

Board Meeting

Tuesday, January 13, 2015

6:00 p.m.

Call to Order

Chairman Earle called the meeting to order at 6:10 p.m.

Roll Call of Members by the Clerk

All members of the Board of Supervisors answered roll call.

Pledge of Allegiance and Moment of Silence

Public Hearing

Supervisor Reynolds moved the public hearing open to receive public comment regarding proposed Local Law A of 2015, "A Local Law Authorizing the Use of a Best Value Award Methodology for Purchase Contracts. No comments were received. Supervisor Davidson moved the public hearing closed to receive comment.

Presentation

Presentation of Benefit / Cost Analysis for Lago Resort & Casino. Walter Garigliano, Esq. representing Shepstone Management Co. of Honesdale, Pa., the firm that prepared the report. The report detailed comparisons of benefits and costs for Seneca County. It noted that the casino project will generate a positive benefit/cost ratio (net of income gains, which are also significant) of 51.71 for Seneca County, on a net present value basis, without counting the considerable added benefits associated with construction activity in this instance. The cost/benefit analysis concludes total costs at just over \$36 million and total benefits at more than \$1.827 billion for Seneca County during 2015-2038. *(copy of report included)*

Executive Session

Following the presentation, Supervisor Prouty made a motion, second by Supervisor Kubasik, for the Board of Supervisors and SCIDA Director Robert Aronson, to convene in executive session in accordance with New York State Public Officers Law §105 (1) (f), to discuss the financial, credit or employment history of a particular corporation. The motion carried unanimously. The Board of Supervisors entered executive session at 6:35 p.m. The Board of Supervisors reconvened in public session at 7:25 p.m. The executive session resulted in no action.

Petitioner

Bill Breen, resident, Town of Waterloo: RTS Seneca Bus Transportation concerns: lack of proper facilities for RTS Seneca to garage their buses. Mr. Breen objects to the use of the county parking lot. He also complained that the bus is failing to pick him up even though Mr. Breen scheduled a pick up.

County Manager concerns: Mr. Breen urged the Board of Supervisors to hire a candidate that is local, someone who is willing to stick around. He said the last two county managers were from Rochester and left to return to Rochester without completing their contract.

Mr. Breen said he is interested in running for county supervisor now that Supervisor Kubasik has announced he will not be running for another term.

Submission of Claims for Audit

Mr. Prouty moved the following vouchers, having gone through the proper auditing process, be approved for payment:

Supervisors vouchers		totaling	\$	592,615.07
Workforce Development vouchers		totaling	\$	30,466.28
Self-Insurance vouchers		totaling	\$	24,8595.65
County Airport vouchers		totaling	\$	1,974.87
Highway Transportation vouchers				
	Maintenance & State Snow	totaling	\$	78,722.72
	Highway Machinery	totaling	\$	37,357.03
		Highway Total	\$	116,079.75
Water		totaling	\$	93,954.35
Sewer 1		totaling	\$	16,632.18
Sewer 2		totaling	\$	21,470.37
Airport Capital vouchers		totaling	\$	4,510.00

Reports of Standing Committees

Public Health Services Committee - Supervisor McGreevy. The Committee voted in favor of a board resolution authorizing the Chairman of the Board of Supervisors to sign a contract with Clinical Associates of the Finger Lakes, Victor, NY, to provide services for the Pre-School Program. The reimbursement rate is \$26.50 to \$40 per group session or \$60 to \$70 per individual session.

The Committee voted in favor of a board resolution authorizing the Chairman of the Board of Supervisors to a contract with the University of Rochester Community Consultation Program, Rochester, NY, to provide specialized behavioral consultation and services for children enrolled in the 3-5 Program. The reimbursement rate is \$26.50 to \$40 per group session or \$60 to \$70 per individual session.

Public Safety Committee - Supervisor Reynolds, Chairman. The Committee voted in favor of a board resolution: (1) authorizing the Chairman of the Board to sign the amendment and authorize the Director of Emergency Services to purchase the vehicle Henderson Ford from Webster, NY for \$32,358.58 via the NYS OGS contract; (2) authorizing the Director of Emergency Services to purchase the Mobile Breathing Air Trailer from Fletch-Air Solutions from Ransomville, NY for \$35,000.00; (3)

authorizing the Board Chairman to sign the Ignition Interlock Monitoring Program contract with NYS DCJS for the grant period 10/1/2014 – 9/30/2015, NYS DCJS has awarded Seneca County up to \$15,525.00; (4) authorizing an agreement between the Seneca County Sheriff's Office and the Xerox Corporation to lease equipment and a software program for the Civil Office record keeping; (5) authorizing the Board Chairman to sign grant funding acceptance documents for the Seneca County Sheriff's Office for \$30,000. The purpose of the grant is to assist the Seneca County Sheriff's Office Law Enforcement in "anti-drug, anti-violence and anti-crime efforts". Because of the record of dealing with the narcotics problem, these monies were made available to enhance our efforts; (6) authorizing a contract to lease space, at no cost, at the Waterloo Premium Outlets in Junius, to be used as a satellite location for the Seneca County Sheriff's Office.

The Committee also approved refilling the positions of (1) Cleaner Full-time at the Law Enforcement Center and backfill the position of Cleaner Part-time; (1) Data Entry Machine Operator Part-time for the STOP DWI program; and refill (6) Deputy Sheriff Recruits.

Indian Affairs Committee - Supervisor Shipley, Chairman. The governor's legal counsel approved Seneca County to pick a new law firm to represent them in Indian-related legal matters. New York State will continue to pay the legal fees. A list of four law firms were recommended by NYS, stating the four firms have experience in Indian law: Nixon, Peabody of Rochester; Bond, Schoeneck & King of Syracuse; Hiscock & Barclay of Syracuse; and Holwell, Shuster and Goldberg of New York City.

IAC Chairman Shipley also reported that the unpaid taxes owed by Cayuga Nation, since 2008, is now \$1.7 million dollars.

Human Services Committee - Supervisor Lazzaro, Chairman. The Committee voted in favor of refilling two positions in Division of Human Services: (1) Social Welfare Examiner position effective January 5, 2015 and (1) Caseworker position effective February 2, 2015. HSC Chairman Lazzaro thanked the leadership team and staff of the departments that are under the responsibility of this committee, for their guidance and expertise in assisting him through his first year as county supervisor.

Government Operations Committee - Supervisor Westfall, Chairman. The Committee voted in favor of making revisions to the county policy, 102.100 Job Evaluation/Management Salary System to include the language, "*Such evaluation will take place in the month of the employees' birthdate*" and "*If there is a cost of living increase adopted by the Board of Supervisors, employees who are at step 15 and met the above evaluations scores will receive an increase equal to a step increase.*" These changes exempt the positions for County Clerk, County Treasurer, County Sheriff, Election Commissioners and Deputy Election Commissioners.

The Government Operations Committee convened in executive session, moved by Mr. Earle from 6:55 p.m. to 7:16 p.m. Invited into executive session were members of the Board of Supervisors, the

County Manager, and the Personnel Officer. The Committee reconvened in open session and moved a motion recommending a board resolution authorizing a local law to establish salaries of certain public officials and advertise for a public hearing.

Finance, Assessment & Insurance Committee - Supervisor Prouty, Chairman. The Committee voted in favor of a board resolution authorizing distribution of annual funding of \$31,500.00 to Beverly Animal Shelter (BAS) and for the Chairman of the Board of Supervisors to sign a contract with BAS for animal related services; a board resolution authorizing the distribution of annual funding of \$293,789.00 to Seneca County Soil & Water Conservation District, disbursed in four quarterly payments; a board resolution authorizing the distribution of annual funding of \$342,349, disbursed in four quarterly payments, to Seneca County Cornell Cooperative Extension; a board resolution authorizing the disbursement of annual funding to the five libraries in Seneca County and to the Finger Lakes Library System upon the execution of contracts with each library. The total annual funding is \$56,541, which is 5% more than last year's budget. The Committee also approved the appointment of that Lisa Keshel to the position of Director of Real Property Tax Services at a salary of \$48,115 and Grade 5 of the Management Salary Schedule effective February 3, 2015 to serve the unexpired term of office that expires on September 30, 2019.

Chairman's Remarks

Chairman Earle is preparing the standing committee assignment for 2015. He will have them completed by the February 24 committee meetings.

County Attorney's Remarks

New York State recommended three law firms to represent Seneca County in Indian legal affairs. Each firm will be interviewed by the Board of Supervisors. If none of the three firms are to the liking of the Board of Supervisors, Mr. Fisher said the county will need to go back to New York State for additional recommendations. Mr. Fisher does not advise hiring a law firm without input from New York State.

Communications:

1. A copy of the Seneca County Board of Health December 17, 2014 meeting minutes.
2. A copy of the Genesee / Finger Lakes Regional Planning Council report of Major Accomplishments and Recent Programs, Projects and Services Provided to Seneca County 2013 - 2014.
3. From James P. Smith, County Manager, Seneca County, a letter dated December 23, 2014 of his resignation effective January 11, 2015.
4. A copy of the Seneca County IDA December 4, 2014 meeting minutes.
5. A copy of the Seneca County Planning Board November 13, 2014 meeting minutes.

6. From James Bastian, a memo dated December 24, 2014, of his resignation effective February 3, 2015.

7. From the Seneca County Chamber of Commerce, a letter dated December 5, 2014, of support for the Seneca County Board of Supervisors continued effort to collect taxes on Cayuga Indian Nation.

8. From County Historian Walter Gable, a copy of the Annual 2014 Historian Report.

RESOLUTIONS & MOTIONS

A RESOLUTION TO ADOPT LOCAL LAW 1 OF 2015 ENTITLED “A LOCAL LAW AUTHORIZING THE USE OF A BEST VALUE AWARD METHODOLOGY FOR PURCHASE CONTRACTS”

RESOLUTION NO. 02-15, moved by Mr. Westfall, second by Mr. Kubasik and adopted.

WHEREAS, a resolution was duly adopted by the Board of Supervisors of the County of Seneca directing a Public Hearing to be held by said County on January 13, 2015 at 6:00 p.m. at the Seneca County Office Building, Waterloo, New York, to hear all interested parties on a proposed Local Law entitled “A Local Law Authorizing the Use of a Best Value Award Methodology for Purchase Contracts”; and

WHEREAS, notice of said public hearing was duly advertised in the official newspapers of the County of Seneca; and

WHEREAS, said public hearing has been duly held on January 13, 2015 at 6:00 p.m. at the Seneca County Office Building, Waterloo, New York, and all parties in attendance were permitted an opportunity to speak on behalf of or in opposition to said proposed Local Law, or any part thereof; and

WHEREAS, the Board of Supervisors of the County of Seneca, after due deliberation, finds it in the best interests of the County of Seneca to adopt said Local Law; now, therefore be it

RESOLVED, that the Board of Supervisors of the County of Seneca hereby adopts Local Law 1 of the year 2015, as follows:

Section 1. Name of local law

This law shall be known as “A Local Law Authorizing the Use of a Best Value Award Methodology for Purchase Contracts”

Section 2. Findings and Intent

The State Legislature and Governor amended General Municipal Law, §103 in 2012 to provide local governments greater flexibility in awarding contracts by authorizing the award of purchase contracts, including contracts for service work on the basis of best value. The state legislation requires County’s with a population of less than one million to pass a local law authorizing the use of the best value award process.

Enactment of this legislation provides additional procurement options to localities in ways that may expedite the procurement process and result in cost savings. The "best value" standard for selecting goods and services vendors, including janitorial and security contracts, is critical to efforts to use strategic sourcing principles to modernize the supply chain and ensure that taxpayers obtain the highest quality goods and services at the lowest potential cost, while also ensuring fairness to all competitors.

The Federal government, approximately half of the states and many localities have added best value selection processes to their procurement options, in recognition of these advantages. With the increased complexity of the goods and services that municipalities must obtain in order to serve taxpayers, it is critical to consider selection and evaluation criteria that measure factors other than cost in the strictest sense.

Taxpayers are not well served when a public procurement results in low unit costs at the outset, but ultimately engenders cost escalations due to factors such as inferior quality, poor reliability and difficulty of maintenance. Best value procurement links the procurement process directly to the municipality's performance requirements, incorporating selection factors such as useful lifespan, quality and options and incentives for more timely performance and/or additional services. Best value procurement may result in a better value and long-term investment of public funds.

Even if the initial expenditure is higher, considering the total value over the life of the procurement also encourages competition and, in turn, often results in better pricing, quality and customer service.

Fostering healthy competition ensures that bidders will continue to strive for excellence in identifying and meeting municipalities' needs, including such important goals as the participation of small, minority and women-owned businesses, and the development of environmentally-preferable goods and service delivery methods. Best value procurement will provide much-needed flexibility in obtaining important goods and services at favorable prices, and will reduce the time to procure such goods and services.

Section 3. Definitions

"Best value" means the basis for awarding contracts for services to the offerer which optimizes quality, cost and efficiency, among responsive and responsible offerers. Such basis shall reflect, wherever possible, objective and quantifiable analysis. Such basis may also identify a quantitative factor for offerers that are small businesses or certified minority- or women-owned business enterprises as defined in subdivisions one, seven, fifteen and twenty of section three hundred ten of the Executive Law to be used in evaluation of offers for awarding of contracts for services.

Section 4. Requirements

Where the basis for award is the best value offer, the Purchasing Director shall document, in the procurement record and in advance of the initial receipt of offers, the determination of the evaluation

criteria, which whenever possible, shall be quantifiable, and the process to be used in the determination of best value and the manner in which the evaluation process and selection shall be conducted.

The Purchasing Director shall select a formal competitive procurement process in accordance with guidelines established by the state procurement council [County Procurement Policy?] and document its determination in the procurement record. The process shall include, but is not limited to, a clear statement of need; a description of the required specifications governing performance and related factors; a reasonable process for ensuring a competitive field; a fair and equal opportunity for offerers to submit responsive offers; and a balanced and fair method of award. Where the basis for the award is best value, documentation in the procurement record shall, where practicable, include a quantification of the application of the criteria to the rating of proposals and the evaluation results, or, where not practicable, such other justification which demonstrates that best value will be achieved.

The solicitation shall prescribe the minimum specifications or requirements that must be met in order to be considered responsive and shall describe and disclose the general manner in which the evaluation and selection shall be conducted. Where appropriate, the solicitation shall identify the relative importance and/or weight of cost and the overall technical criterion to be considered by the County in its determination of best value.

The Purchasing Director shall develop procedures that will govern the award of contracts on the basis of best value. These procedures shall be included in the Seneca County Procurement Policy and reviewed annually by the County Board of Supervisors in conjunction with its annual review and approval of the County's Procurement Policy.

Section 5. Severability

If any clause, sentence, paragraph, subdivision, section or part of this law or the application thereof to any person, individual, corporation, firm, partnership, entity or circumstance shall be adjudged by any court of competent jurisdiction to be invalid or unconstitutional, such order or judgment shall not affect, impair, effect or invalidate the remainder thereof, but shall be confined in its operation to the clause, sentence, paragraph, subdivision, section or part of this law or in its application to the person, individual, corporation, firm, partnership, entity or circumstance directly involved in the controversy in which such order or judgment shall be rendered.

Section 6. Effective Date

This local law shall take effect immediately upon filing with the New York State Secretary of State.
And be it Further

RESOLVED, this local law shall take effect upon filing with the Secretary of State pursuant to the New York State Municipal Home Rule Law.

**AGREEMENT WITH XEROX CORPORATION TO SECURE SOFTWARE AND EQUIPMENT
TO ISSUE AND MAINTAIN RECORDS OF ALL PISTOL PERMIT ACTIVITY**

RESOLUTION NO. 03-15, moved by Mr. Reynolds, second by Mr. Davidson and adopted.

WHEREAS, the Seneca County Sheriff's Office wishes to enter into an agreement with the Xerox Corporation to provide services that will create and store records for our Pistol Permit Operation; and

WHEREAS, the Seneca County Sheriff's Office is responsible for maintaining the records required for the issuance of Pistol Permits; receiving applications; conducting background investigations; doing Mental Health checks; issuing requested amendments to permits; and executing revocation or suspension orders as directed by the County Court as well as maintaining records of all applications and transactions handled thru the Records Division pertaining to Pistol Permits; and

WHEREAS, the present equipment and agreement that has been in place for several years has become unsupported and would be cost prohibitive to renew; and

WHEREAS, the Xerox Corporation Software provided thru this lease will be connected to the Seneca County Clerk's Office Xerox Record Management System which will be providing storage capabilities for our pertinent Pistol Permit records; and

WHEREAS, the leased Pistol Permit Software and equipment will be provided by Xerox thru this will be a five (5) year agreement at a cost of \$2,100.00 per year which appears on the 2015 Seneca County Sheriff's Office budget line 103110-54700; and

WHEREAS, this item was approved at the December 23, 2014 by the Public Safety Committee; now, therefore be it

RESOLVED, that the Seneca County Board of Supervisors approves the entering into this five year agreement with the Xerox Corporation to secure the software and equipment to issue and maintain records of all Pistol Permit activity.

**CHAIRMAN OF THE BOARD OF SUPERVISORS AUTHORIZED TO SIGN GRANT
DOCUMENTS FOR GTSC IGNITION INTERLOCK MONITORING PROGRAM FUNDING**

RESOLUTION NO. 04-15, moved by Mr. Reynolds, second by Mr. Shipley and adopted.

WHEREAS, to enhance public safety by engaging in Breath Alcohol Ignition Interlock Device monitoring activities for adult DWI offenders, New York State recognizes there is a cost to localities for such activities; and

WHEREAS, to that end, the New York State Division of Criminal Justice Services has awarded contracts to each locality for providing monitoring activities; and

WHEREAS, for the grant period commencing October 1, 2014 and terminating September 30, 2015, the New York State Division of Criminal Justice Services has awarded Seneca County up to \$15,525.00; and

WHEREAS, the Public Safety Committee approved this resolution at its meeting on December 23, 2014; now, therefore be it

RESOLVED, that the Chairman of the Board of Supervisors is hereby authorized and directed to sign the contract between Seneca County and the New York State Division of Criminal Justice Services for the grant amount of \$15,525.00 for Ignition Interlock Monitoring Program funding for the term commencing October 1, 2014 and terminating September 30, 2015.

**AMEND HOMELAND SECURITY FY13 TECHNICAL RESCUE
GRANT & PURCHASE VEHICLE**

RESOLUTION NO. 05-15, moved by Mr. Reynolds, second by Mr. Davidson and adopted.

WHEREAS, the NYS Division of Homeland Security and Emergency Services has approved an amendment to the Seneca County FY13 Technical Rescue grant for the purchase of a vehicle to be used to transport the swift water rescue trailers, as well as serve as a field command for a cost of \$32,358.58 from the NYS Contract # PC66390 at no cost to the county; and

WHEREAS, the Public Safety Committee approved the amendment at its meeting on December 23, 2014; now, therefore be it

RESOLVED, that the Chairman of the Board is authorized sign the grant amendment and authorize the Director of Emergency Services to purchase the vehicle from Henderson Ford, Webster, NY for \$32,358.58 via the New York State contract from account 103642.54720; State Homeland Security Grant, 2013 Technical Rescue; be it further

RESOLVED; that the funds for this purchase are within the 2015 budget, State Homeland Security Grant, Revenue: 103642.43005 and expense: 103642.54720 2013 Technical Rescue.

PURCHASE OF MOBILE BREATHING AIR TRAILER

RESOLUTION NO. 06-15, moved by Mr. Reynolds, second by Mr. Shipley and adopted.

WHEREAS, the Seneca County Office of Emergency Services was awarded a grant from Senator Nozzolio for \$50,000.00; and

WHEREAS, sealed bids were sought for a Mobile Breathing Air Trailer and one bid was received from Fletch-Air Solutions from Ransomville, N.Y. for \$35,000.00 which meets the bid specification; and

WHEREAS, this Mobile Breathing Air Trailer will be used to fill breathing air bottles at the County Fire Training Center and be available for use at fires, hazmat incidents and drowning; and

WHEREAS, the Public Safety Committee approved the purchase at its meeting on December 23, 2014; now therefore be it

RESOLVED, that the Director of Emergency Services to purchase the Mobile Breathing Air Trailer from Fletch-Air Solutions from Ransomville, NY for \$35,000.00 from account 103642.54725, State Homeland Security Grant, Division of Criminal Justice Services Grant (DCJS); and, be it further

RESOLVED, that the funds for this purchase are within the 2015 budget, State Homeland Security Grant, Revenue: 103642.43005 and expense: 103642.54725 Division of Criminal Justice Services Grant (DCJS).

**ACCEPT FUNDING OF \$30,000 FROM DIVISION OF CRIMINAL JUSTICE SERVICES
(DCJS) GRANT FOR SENECA COUNTY SHERIFF'S OFFICE**

RESOLUTION NO. 07-15, moved by Mr. Reynolds, second by Mr. Kaiser and adopted.

WHEREAS, the Seneca County Sheriff's Office has received a grant from Division of Criminal Justice Services (DCJS) Office of Program Development and Funding in the amount of \$30,000 and the specified purpose of the grant is to assist Seneca County sheriff's Office Law enforcement in anti-drug, anti-violence and anti-crime efforts"; and

WHEREAS, these monies have been made available in part due to the rigorous enforcement of the New York State drug laws by the Seneca County Sheriff's Drug Unit; and

WHEREAS, the Seneca County Sheriff's Office has identified two pieces of equipment that will enhance our ability to continue to enforce said drug laws at a higher level; and

WHEREAS, the Seneca County Sheriff's Office wishes to purchase a License Plate Reader (LPR) for Road Patrol Unit to use to enhance our monitoring of drug trafficking and high crime areas by using this piece of equipment in normal road patrol tactics to select vehicles that registrations or insurance may have been suspended or revoked; owners suspended, revoked or wanted, and numerous other patrol functions at a total cost of this item and related equipment, as well as additional years of warranty coverage of \$23,675; and

WHEREAS, the Seneca County Sheriff's Office wishes to purchase a LEA-AID GPS Tracking Device, which is a real time covert GPS-base tracking system used to monitor and track vehicles that may be involved in major crime and/or drug trafficking operations at a total cost of this device and related equipment of \$4,945; and

WHEREAS, the Public Safety Committee approved this resolution at the December 23, 2014 meeting; and

WHEREAS, this grant is being funded through the 2015 budget line 103113-052806 with no matching funds from Seneca County; now, therefore be it

RESOLVED, that the Seneca County Board of Supervisors approves the request to pursue approval from DCJS to spend these funds as outlined; and be it further

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RESOLVED, that the County Treasurer is authorized to amend the 2015 Seneca County Budget as follows:

Increase Expense Line – 103113 52806 DCJS JAG E-GRANT by \$30,000

Increase Revenue Line – 103113 43318 DCJS JAG GRANT by \$30,000

**AGREEMENT WITH WATERLOO PREMIUM OUTLET MALL FOR PART-TIME OFFICE
FOR USE BY SENECA COUNTY SHERIFF'S OFFICE**

RESOLUTION NO. 08-15, moved by Mr. Reynolds, second by Mr. Lazzaro and adopted.

WHEREAS, the Waterloo Premium Outlet Mall has offered the Seneca County Sheriff's Office a space at the Mall to use as an office to be a part-time presence at that location; and

WHEREAS, the management of the Waterloo Premium Outlets and the Sheriff's Office believe that it would be very beneficial for both parties to enter into an agreement that would give law enforcement a small base of operations at the mall location; and

WHEREAS, this location would be a prime location as the Route 318 corridor expands; and

WHEREAS, there is no cost to the county to occupy this space at the Waterloo Premium Outlet Mall; and therefore be it

RESOLVED, that the Board of Supervisors approves the Sheriff to enter into an agreement approved by the County Attorney with the Waterloo Premium Outlet Mall to use a space designated by the management as a part-time office for use by Sheriff's Office Law Enforcement personnel.

**APPOINTMENT OF PHILIP R. JENSEN AS LANDOWNER REPRESENTATIVE TO THE
DEPARTMENT OF ENVIRONMENTAL CONSERVATION'S REGION 8 FISH AND
WILDLIFE MANAGEMENT ADVISORY BOARD**

RESOLUTION NO. 09-15, moved by Mr. Earle, second by Mr. Kubasik and adopted.

WHEREAS, the representatives of the Fish and Wildlife Management Advisory Board (FWMAB) are appointed by the Chairman of the Board of Supervisors with the approval of the Board of Supervisors; and

WHEREAS, the terms for Landowner representatives expire on even numbered years; and

WHEREAS, Philip R. Jensen of Waterloo, NY was appointed by Resolution No. 51-14 of the Seneca County Board of Supervisors to complete an unexpired term ending on December 31, 2014; and

WHEREAS, Mr. Jensen is interested in serving on the FWMAB for the term January 1, 2015 through December 31, 2016; and

WHEREAS, the Planning, Development, Agriculture & Tourism Committee approved this resolution at a meeting on December 23, 2014; now, therefore be it

RESOLVED, that the Seneca County Board of Supervisors does hereby appoint Philip R. Jensen of Waterloo, NY as the Landowner Representative for Seneca County, to the Department of Environmental Conservation's Region 8 Fish and Wildlife Management Advisory Board for the term January 1, 2015 through December 31, 2016.

**CHAIRMAN OF THE BOARD OF SUPERVISORS AUTHORIZED AND DIRECTED TO SIGN
A CONTRACT WITH CLINICAL ASSOCIATES OF THE FINGER LAKES FOR THE
PRE-SCHOOL PROGRAM**

RESOLUTION NO. 10-15, moved by Mr. McGreevy, second by Mr. Westfall and adopted.

WHEREAS, the Health Department is required to contract with professionals to provide services for the children enrolled in the Pre-School Program; and

WHEREAS, there is a need for Special Instructors and therapists to meet the demands in this program; and

WHEREAS, Clinical Associates of the Finger Lakes, 590 Fishers Station Drive, Suite 130, Victor, New York 14564 has personnel available to provide these services; and

WHEREAS, the money is in the Public Health Budget 10-4149; and

WHEREAS, the Public Health Committee has authorized this contract; now, therefore be it

RESOLVED, that the Chairman of the Board of Supervisors is hereby authorized and directed to sign a contract with Clinical Associates of the Finger Lakes to provide services for the Pre-School Program.

**CHAIRMAN OF THE BOARD OF SUPERVISORS AUTHORIZED AND DIRECTED TO SIGN
A CONTRACT WITH THE UNIVERSITY OF ROCHESTER COMMUNITY CONSULTATION
PROGRAM FOR THE PRE-SCHOOL PROGRAM**

RESOLUTION NO. 11-15, moved by Mr. McGreevy, second by Mr. Lazzaro and adopted.

WHEREAS, the Health Department is required to contract with professionals to provide services for the children enrolled in the Pre-School Program; and

WHEREAS, there is a need for Behavioral Specialists to meet the demands in this program; and

WHEREAS, The University of Rochester Community Consultation Program, 601 Elmwood Avenue, Rochester, New York 14342 has personnel available to provide these services; and

WHEREAS, the money is in the Public Health Budget 10-4149; and

WHEREAS, the Public Health Committee has authorized this contract; now, therefore be it

RESOLVED, that the Chairman of the Board of Supervisors is hereby authorized and directed to sign a contract with The University of Rochester Community Consultation Program to provide services for the Pre-School Program.

Unfinished Business

The only order of business was the appointment of Lisa Keshel as Director of Real Property Tax Services. A motion was carried at the December 30, 2014 board meeting to postpone the resolution until the first regular meeting in January 2015.

Supervisor Shipley made a motion, second by Supervisor Lazzaro, and carried, to take from the table the following resolution.

Supervisor Shipley made a motion, second by Supervisor Lazzaro, and carried to amend the resolution by inserting into the resolved clause the text: "*as a salary of \$48,115 and Grade 5 of the Management Salary Schedule*, between the text "...Tax Services..." and "...effective February...".

APPOINT LISA KESHEL DIRECTOR OF REAL PROPERTY TAX SERVICES

RESOLUTION NO. 12-15, moved by Mr. Shipley, second by Mr. Lazzaro and adopted.

WHEREAS, the current Director of Real Property Tax Services, James Bastian, has announced that he is retiring February 3, 2015; and

WHEREAS, Lisa Keshel has served as the Real Property Tax Office Aide and has been trained to carry out the duties of the Director and is qualified to be appointed to the position; and

WHEREAS, it would be in the best interest of Seneca County to appoint a new Director February 3, 2015 for a smooth transition in the Real Property Tax Services Department; now, therefore be it

RESOLVED, that Lisa Keshel be appointed to the position of Director of Real Property Tax Services at a salary of \$48,115 and Grade 5 of the Management Salary Schedule effective February 3, 2015 to serve the unexpired term of office that expires on September 30, 2019.

It is still being decided who will oversee the responsibility of the Solid Waste/Recycling department.

New Business

Supervisor Prouty moved a suspension of the rules to introduce the following resolution that was reviewed by the appropriate standing committee on December 23, 2014.

SUPERVISORS DIRECT TREASURER TO PAY 2015 FUNDING TO OUTSIDE AGENCIES

RESOLUTION NO. 13-15, moved by Mr. Prouty, second by Mr. Churchill and adopted.

WHEREAS, several outside agencies are included in the adopted 2015 Seneca County Budget to receive county funding for 2015; and

WHEREAS, these outside agencies are required to submit an annual financial report at the end of their fiscal year; and

WHEREAS, the Finance, Assessment & Insurance Committee approved the distribution of funding to these agencies at a meeting on December 23, 2014; now, therefore be it

RESOLVED, that the Seneca County Board of Supervisors does hereby authorize and direct the County Treasurer to pay to the Seneca County Agricultural Society the sum of \$6,000.00 as appropriated in the 2015 Seneca County Budget account 108793-54700 (Fair Association-County Fair); and be it further

RESOLVED, that the Seneca County Board of Supervisors does hereby authorize and direct the Chairman of the Board of Supervisors to sign a contract for services and does hereby authorize the County Treasurer to pay to the Beverly Animal Shelter the sum of \$31,500.00 as appropriated in the 2015 Seneca County Budget account 108794-54700 (Animal Shelter) in twelve monthly payments of \$2,625.00; and be it further

RESOLVED, that the Seneca County Board of Supervisors does hereby authorize and direct the County Treasurer to pay to the duly elected and properly bonded Treasurer of the Seneca County Soil and Water Conservation District the sum of \$293,789.00 as appropriated in the 2015 Seneca County Budget account 108730-54700 (Soil & Water Conservation) in four quarterly payments of \$73,447.25 in advance of each quarter beginning January 1, 2014; and be it further

RESOLVED, that the Seneca County Board of Supervisors does hereby authorize and direct the County Treasurer to pay to the duly elected and properly bonded Treasurer of the Seneca County Cornell Cooperative Extension Association pay the sum of \$342,349.00 as appropriated in the Seneca County 2015 Budget account line 108790-54700 (Cooperative Extension Service) in four payments of \$85,587.25 issued in advance of the first day of each quarter beginning January 1, 2015.

Supervisor Hayssen was recognized by Chairman Earle. This past Friday, Supervisor Hayssen was on the east side of NYS Route 89, across from Lakeside Trading. He attempted to photograph concrete blocks on the property that were arranged at what appeared to be a temporary retaining wall. Two vehicles, a red pickup truck and a small red car, approached Supervisor Hayssen. They alleged they were working for Unity Council of Cayuga Nation and forbade him from taking pictures. Supervisor Hayssen said the men blocked his vehicle in an attempt to intimidate him. He reported the incident to the Seneca Falls police and filed a report. Allegedly the men who obstructed Supervisor Hayssen are members of Oneida Nation.

A meeting will be scheduled to discuss the incident and potential volatile situation with the county attorney, Sheriff Stenberg and Chief of Seneca Falls Police Peenstra.

Special Order of the Day

The meeting adjourned at 8:00 p.m.

Lago Resort & Casino



Benefit/Cost Analysis

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Lago Resort & Casino Benefit/Cost Analysis

EXECUTIVE SUMMARY

Wilmorite, Inc., proposes to develop the Lago Resort & Casino, LLC resort and casino project on 84 acres of property located at Exit 41 of the New York State Thruway in the Town of Tyre, Seneca County, New York.

Lago Resort & Casino facilities will include a 87,600 square feet casino offering 85 tables and 2,000 slot machines. The resort will include a 3.5-star hotel with up to 208 rooms, totaling about 152,600 square feet plus associated amenities that include restaurants, lounges, salons, a 10,000 square feet full-service spa and a 40,000 square feet pool.

New York State law governing IDA's requires "an analysis of the costs and benefits of the proposed project." Shepstone Management Company, Inc. has been requested by the IDA to provide such an analysis on an independent basis. This study is designed to compare the economic benefits of the project, including both direct and indirect revenues generated for Seneca County. Additional economic benefits from construction are addressed separately.

Numerous conservative assumptions were employed, including but not limited to the following:

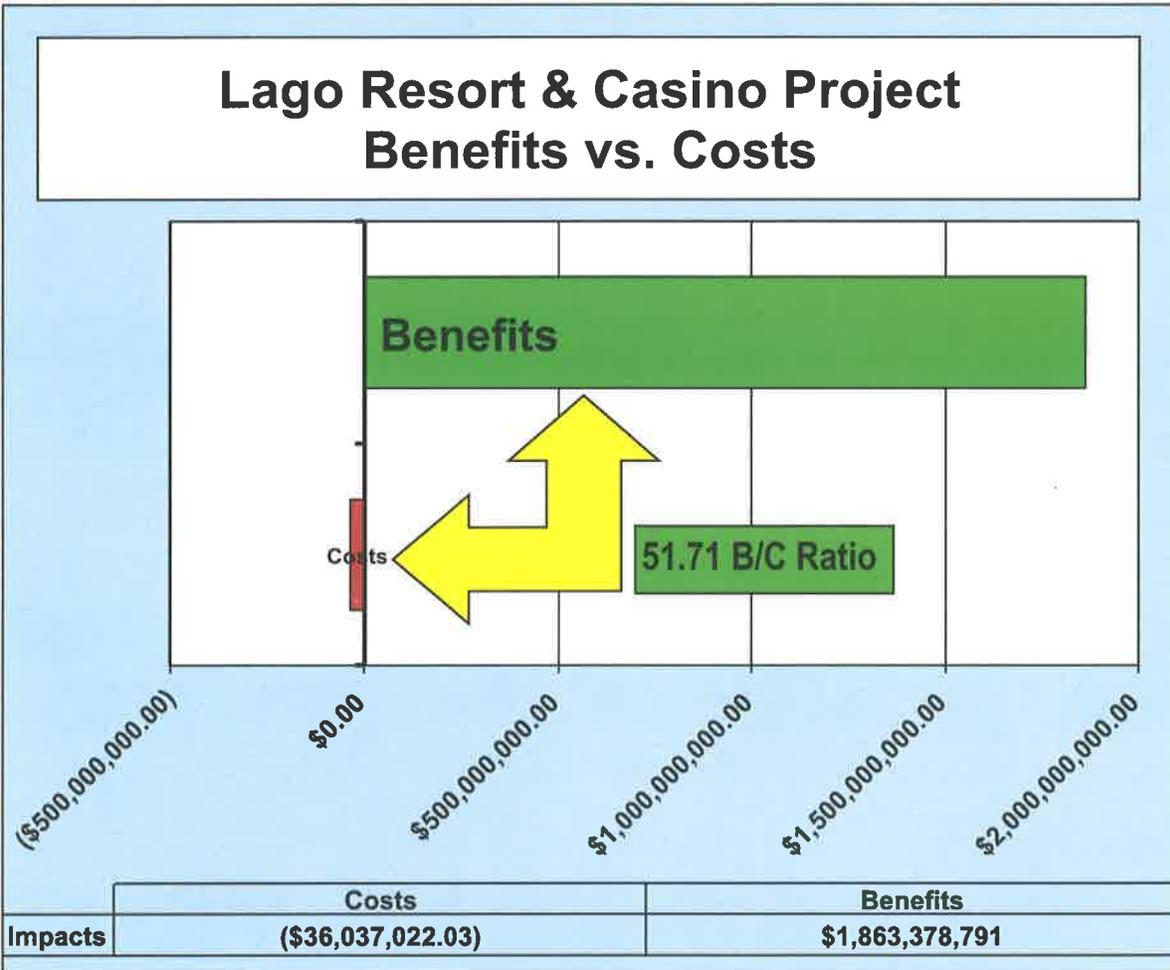
- Twelve gaming facilities in Pennsylvania averaged roughly \$90,000 per slot position and \$690,000 per table, suggesting Lago could be expected to produce \$238.7 million in GGR and this figure has been used for purposes of a conservative analyses, although it is very possible a higher GGR may be achieved given the appeal of the Finger Lakes location.*
- The data from Pennsylvania indicates one construction job per \$119,300 of development costs per construction job, which suggests the project (with an estimated \$300 million in hard costs) could yield as many as 2,515 direct and 1,257 indirect construction jobs during the course of construction (over the two-year period of 2015-2016) so the job numbers submitted by the applicant with its Gaming Commission application are very conservative.*

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- *The Pennsylvania average is one direct job per \$187,000 of gaming revenue, suggesting Lago Resort & Casino is capable of producing 1,276 direct jobs during the operation phase, so, to stay conservative, the applicant's 1,000 jobs guarantee is used to quantify direct employment (which also reflects that some of the proposed 1,200 jobs are part-time).*
- *Special district taxes are not included in the calculations of benefits and costs since IDA tax abatement applies only to ad valorem levies. Out of district providers may well receive fees in excess of the actual costs of serving Lago, but this has not been factored into this analysis.*
- *American Farmland Trust cost of community services data included in several Seneca County agricultural protection plans, suggest 84% or \$1,656 per household would be covered from taxes paid by the new residents, leaving \$315 per household as the net cost for local services. This strict interpretation ensures a conservative analysis of benefits versus costs.*
- *It is estimated one-fourth or 250 of the estimated new employees (1,000 total new employees are anticipated) will involve new households to Seneca County and yield an additional 274 students, but the Waterloo Central School District's enrollment was 2,004 students as recently as 2008 and was down to 1,686 by 2014, so this theoretical increase in school enrollment would do little more than replace students lost over the last six years. The calculations of school costs, therefore, are conservative, the real likely impact being neutral.*
- *It is anticipated the existence of the casino will draw added business to other lodging facilities in the area, but this benefit is difficult to measure and, therefore, has not been factored into the analysis so as to stay conservative. It is an added benefit, nonetheless, and there are clearly other spinoff benefits in terms of impacts on wineries, shopping places and the like from visitor spending. These, too, have not been factored in directly, but are real.*
- *The actual benefit/cost calculations do not reflect construction period employment impacts, those being temporary in nature. They are generally addressed for purposes of assessing that overall economic impact of the construction apart from the ongoing economic benefits and costs, but the benefit/cost ratio per se does not reflect them.*

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Given the preceding analyses, detailed comparisons of benefits and costs were made for the state and county combined and Seneca County in particular. They indicate the project will generate a positive benefit/cost ratio (net of income gains, which are also significant) of 51.71 for Seneca County alone, on a net present value basis, without counting the considerable added benefits associated with construction activity in this instance. The following chart illustrates:



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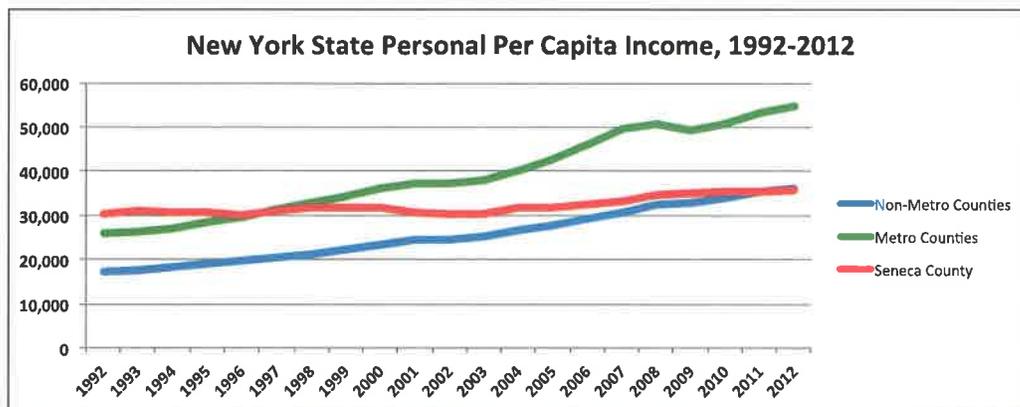
1.0 Background

Wilmorite, Inc., proposes to develop the Lago Resort & Casino, LLC resort and casino project on 84 acres of property located at Exit 41 of the New York State Thruway in the Town of Tyre, Seneca County, New York.

Lago Resort & Casino facilities will include a 87,600 square feet casino offering 85 tables and 2,000 slot machines. The resort will include a 3.5-star hotel with up to 208 rooms, totaling about 152,600 square feet plus associated amenities that include restaurants, lounges, salons, a 10,000 square feet full-service spa and a 40,000 square feet pool.

The project is already has legal entitlements to proceed from the Town of Tyre and such other agencies as are required to issue permits at this stage of the project. Approximately \$425 million will be invested in the project.

The Seneca County economy suffers from several economic difficulties. The county is part of the seven county Eastern Southern Tier Region, which includes all of Broome, Tioga and Tompkins Counties and major portions of Chemung, Schuyler, Seneca and Wayne Counties. Seneca County per capita personal income was only \$35,696 in 2012. The county has experienced a steady erosion of its income position relative to other other metro and non-metro counties in the state as the following chart illustrates:



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Some \$425 million will be invested in the new facility but much of this represents license fees, land and land improvements, soft costs and the like. It is anticipated, considering equalization rates and other factors, that the Town of Tyre will assess the facilities for a minimum of \$97.7 million when completed. It is also anticipated the facilities will involve an investment of \$150 million in sales taxable equipment and materials (much of which is not taxable as real property). There will also be financing of \$335 million subject otherwise to mortgage tax. Lago Resort & Casino has applied to the County of Seneca Industrial Development Agency (IDA) for real property, sales and mortgage tax abatements to assist with this project.

Lago Resort & Casino has proposed a Tax Agreement schedule with respect to proposed improvements that starts at \$500,000 in 2016, rises by \$200,000 in each of the next three years (2017-19), by \$100,000 in each of the next eight years (2020-27) and by 2% per year thereafter based on the full assessment less payments averaging slightly over \$500,000 per year under a separate Host Community Agreement. No agreement has yet been reached on the Tax Agreement but is assumed for purposes of this analysis that the payments will be no less than these amounts.

New York State law governing IDA's requires "an analysis of the costs and benefits of the proposed project." Shepstone Management Company, Inc. has been requested by the IDA to provide such an analysis on an independent basis. This study is designed to compare the economic benefits of the project, including both direct and indirect impacts generated for Seneca County, against the costs to local and county government for additional services required. Both direct and indirect costs are considered on this side of the equation as well. Additional economic benefits from construction are addressed separately in Sections 3.0 and 4.0.

The following is a summary of the findings from this analysis, including supporting materials forming the basis for the conclusion reached.

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2.0 Basic Methods and Assumptions

The following are the specific methods and the key assumptions employed in this analysis. Several of these assumptions rely upon a 2014 comprehensive study of a dozen casinos in Pennsylvania conducted by the General Assembly's Joint Legislative Budget and Finance Committee, which provides an objective basis for projecting performance of the proposed Lago facility. The report, entitled "The Current Condition and Future Viability of Casino Gaming in Pennsylvania" may be downloaded from www.shepstone.net/PAgaming.pdf.

- 1) The project development cost is estimated at \$425 million, of which hard costs and other qualified capital investment constitutes over \$300 million. Labor costs are estimated at \$138 million or 46% of total qualified costs (the Pennsylvania average) and other sales taxable output amounts to \$162 million or 54% of the total, for which abatement is being requested.

Seneca County applies a 8% sales tax rate of which half goes to the State of New York. It is estimated 50% of sales taxable materials will be purchased in Seneca County and, therefore, up to 50% of abatement costs would be assignable to it.

- 2) It is assumed, for purposes of this analysis, that all construction activity will occur in 2015-16.
- 3) Overall economic impacts are analyzed over a 21-year period of 2015-2038. This period is based on the construction period plus a reasonable period for estimating the net present value of long-term benefits (additional economic activity and governmental revenues generated) and long-term costs (additional governmental expenses) produced as a result of the project.
- 4) Gaming revenues have been projected by the Maxim Strategy Group, which estimated \$306 million of gross gaming revenue (GGR) for the third year of operation. This

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projection was challenged by CGR, Inc. in an impact study conducted for the Town of Tyre, but CGR offered no alternative calculation.

Twelve gaming facilities in Pennsylvania averaged roughly \$90,000 per slot position and \$690,000 per table, suggesting Lago could be expected to produce \$238.7 million in GGR and this figure has been used for purposes of a conservative analyses, although it is very possible a higher GGR may be achieved given the appeal of the Finger Lakes location. Revenue for the years following the third year of operation is assumed to increase at 2.0% per year.

- 5) The applicant has estimated the construction phase will generate 1,200 direct jobs and 600 indirect jobs. CGR questioned earlier and much higher figures generated by Maxim Strategy Group.

However, the data from Pennsylvania indicates one construction job per \$119,300 of development costs per construction job, which suggests the project (with an estimated \$300 million in hard costs) could yield as many as 2,515 direct and 1,257 indirect construction jobs during the course of construction (over the two-year period of 2015-2016) so the job numbers submitted by the applicant with its Gaming Commission application are very conservative.

It is anticipated 80% of these jobs will go to Seneca, Ontario, Cayuga and Wayne Counties with approximately one-third going to currently unemployed individuals, and the remainder of the jobs to underemployed, individuals. The 80% figure is based on experience with the [Turning Stone Casino](#) where 80% of capital expenditures went to just three counties surrounding the casino.

Maxim Strategy Group estimated the operations phase will generate 1,600 direct jobs, a figure accepted by CGR with qualification, but the applications submitted to the Gaming Commission and IDA indicate 1,200 full-time equivalent jobs (800 full-time and 800 part-time) and the former guarantees 1,000 jobs.

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The Pennsylvania average is one direct job per \$187,000 of gaming revenue, which suggests Lago Resort & Casino is capable of producing a minimum of 1,276 direct jobs during the operation phase, so, to stay conservative, the applicant's 1,000 jobs guarantee is used in this analysis for direct employment (which will also reflect the fact some of the proposed 1,200 jobs are part-time).

Indirect employment may be estimated by comparison to the very similar Mount Airy Resort & Casino facility in the Poconos, where the direct to total employment multiplier has been estimated to be 1.44 (see Pennsylvania data).

This indicates the project can be expected to generate a minimum of 440 additional indirect jobs. These indirect jobs are a result of the spinoff or multiplier effects of the payroll expenditures within the region.

- 6) Labor income is estimated at an average of \$48,100 per job by the applicant and considerably less by CGR but Pennsylvania casino's produced a \$56,400 per job average, based on total labor income generated divided by the number of jobs created in total, which includes fringes and other extras. Therefore, the applicant's number is credible and is used herein.
- 7) Sales taxes attributable to the increased buying power generated by the construction and permanent payrolls the facility will produce are calculated on the assumptions that 50% of the project payroll will consist of Seneca County residents (construction is likely to be lower and operations higher than 50%), that 50% of such payroll will be spent on taxable items in Seneca County and that total labor income, including indirect or "spin-off" gains, is 1.44 times direct personal income (incorporating the "multiplier effect").

Again, this economic multiplier is based on the very similar Mount Airy Resort & Casino. A multiplier of 1.5 is used for construction based on experience with similar projects.

- 8) Mortgage tax abatement costs are based on the assumption there will be \$335,000,000 financing commitment subject to the tax.

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- 9) Special district taxes are not included in the calculations of benefits and costs since IDA tax abatement applies only to ad valorem levies. Out of district providers may well receive fees in excess of the actual costs of serving Lago, but this has not been factored into this analysis.
- 10) It is assumed Lago Resort & Casino will make a tax agreement payments of \$500,000, in the 2016, as proposed by the applicant.
- 11) The applicant's proposed schedule of payments, which is merely used as a subset of assumptions for purposes of this analysis (actual numbers may vary), is as follows:

Proposed Tax Agreement Payments				
Year	Payment	Note: Starting in 2028, it is assumed the payment increases by 2% annually.	Year	Payment
2015	N/A		2028	\$1,938,000
2016	\$500,000		2029	\$1,976,760
2017	\$700,000		2030	\$2,016,295
2018	\$900,000		2031	\$2,056,621
2019	\$1,100,000		2032	\$2,097,754
2020	\$1,200,000		2033	\$2,139,709
2021	\$1,300,000		2034	\$2,182,503
2022	\$1,400,000		2035	\$2,226,153
2023	\$1,500,000		2036	\$2,270,676
2024	\$1,600,000		2037	\$2,316,089
2025	\$1,700,000		2038	\$2,362,411
2026	\$1,800,000			
2027	\$1,900,000			

- 12) The applicant has also entered into a Host Community Agreement (HCA) with the Town of Tyre that; (a) effectively guarantees a minimum level of shared gaming revenue to the Town, and (b) mitigates other impacts by payments to the Town and certain other public and semi-public entities. The estimated payments under this HCA are as follows:

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Estimated HCA Payments					
Year	Agricultural Preservation	Fire Protection	Sheriff	Other	Total
2015	\$0	\$0	\$0	\$750,000	\$750,000
2016	\$100,000	\$200,000	\$100,000	\$75,000	\$475,000
2017	\$100,000	\$200,000	\$102,000	\$76,500	\$478,500
2018	\$100,000	\$200,000	\$104,040	\$78,030	\$482,070
2019	\$100,000	\$200,000	\$106,121	\$79,591	\$485,711
2020	\$100,000	\$200,000	\$108,243	\$81,182	\$489,426
2021	\$100,000	\$200,000	\$110,408	\$82,806	\$493,214
2022	\$0	\$200,000	\$112,616	\$84,462	\$397,078
2023	\$0	\$200,000	\$114,869	\$86,151	\$401,020
2024	\$0	\$200,000	\$117,166	\$87,874	\$405,040
2025	\$0	\$200,000	\$119,509	\$89,632	\$409,141
2026	\$0	\$200,000	\$121,899	\$91,425	\$413,324
2027	\$0	\$200,000	\$124,337	\$93,253	\$417,591
2028	\$0	\$200,000	\$126,824	\$95,118	\$421,942
2029	\$0	\$200,000	\$129,361	\$97,020	\$426,381
2030	\$0	\$200,000	\$131,948	\$98,961	\$430,909
2031	\$0	\$200,000	\$134,587	\$100,940	\$435,527
2032	\$0	\$200,000	\$137,279	\$102,959	\$440,237
2033	\$0	\$200,000	\$140,024	\$105,018	\$445,042
2034	\$0	\$200,000	\$142,825	\$107,118	\$449,943
2035	\$0	\$200,000	\$145,681	\$109,261	\$454,942
2036	\$0	\$200,000	\$148,595	\$111,446	\$460,041
2037	\$0	\$200,000	\$151,567	\$113,675	\$465,242
2038	\$0	\$200,000	\$154,598	\$115,948	\$470,546

The fire protection payment for 2016 is actually \$104,000 but the applicant has also offered to make certain capital investments that cannot be quantified at this time, so a \$200,000 figure is used for that year as well. The payments to the Sheriff's office are estimated by the applicant at \$100,000 and a 2% per year inflation factor is applied.

Other HCA payments include \$750,000 in 2015 for "indirect impacts" and \$75,000 in miscellaneous payments related to ambulance service and other mitigation with a 2% per inflation factor. Gross gaming revenues payable to the Town of Tyre are also effectively guaranteed at a minimum of \$2 million per year for 2016-2018, rising by 2% per year thereafter but are not reflected in the above table as it is anticipated those

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gross gaming revenues are likely to exceed this minimum at the outset and perhaps for the entire length of the agreement.

- 13) The additional annual costs to local government for providing highway maintenance and other non-educational services in the Town of Tyre are generally estimated at \$714 for each new resident attracted although more specific costs are addressed in Section 6.0. This is based on estimated Town of Tyre budgets of \$400,000 and an estimated County budget funded from within the town of \$300,000, divided by the Town population of 981 persons. The purpose of this calculation is to assess potential costs, not revenues, as the actual tax levy for the Town of Tyre should go to zero with the completion of this project by virtue of the GGR tax to be received by the Town.

It is assumed one-half of the Seneca County employees will be new to the county and these households will average 2.76 persons each (the average for all households in 2010) and, therefore, there will be a cost of approximately \$1,969 annually in non-educational local government services for each of these new households.

It is further assumed, based on American Farmland Trust cost of community services data included in several Seneca County agricultural protection plans, that 84% or \$1,656 per household would be covered from taxes paid by the new residents, leaving \$315 per household as the net cost for Town of Tyre and Seneca County services. This is the ratio of costs of services to tax revenues for residential development in the Town of Tyre and vicinity.

This is to say every new household, viewed independently of the businesses employing its members, theoretically generates a net tax loss for the community. This strict interpretation provides for a conservative analysis of benefits versus costs, but it is also important to remember the commercial ratables would not exist without the employees required to run the business or residential customers for its products. The value of costs of services data is limited to analyzing the likely tax impacts of projects, as it is being used in this instance.

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- 14) It is estimated one-fourth or 250 of the estimated new employees (1,000 total new employees are anticipated) will involve new households to Seneca County. Applying this 25% assumption to the 1,440 Lago Resort & Casino direct and indirect employees, suggests a total of 360 new households. Given an average of 0.76 children per household (Census 2010), this would mean an additional 274 students, but the Waterloo Central School District's enrollment was 2,004 students as recently as 2008 and was down to 1,686 by 2014, so this theoretical increase in school enrollment would do little more than replace students lost over the last six years. Nonetheless, this is the estimated high-end number of potential new students for this district, the school system within which the project is located. The calculations of school costs in tables following, therefore, are extremely conservative, the real likely impact thought to be much closer to neutral.

The [Waterloo Central School District](#), given recent reductions in State Aid, can be expected to incur an estimated average cost per pupil of roughly \$22,000 net of New York State School Aid (based upon School District and New York State Department of Education statistics). This includes special education costs.

A 2% per year escalation in these and other costs (as well as benefits) is assumed. It is further assumed property taxes paid by new residents will, once again, cover a minimum of 84% of the local share (see No. 13 above).

- 15) It is assumed there will be 208 hotel rooms, with [an occupancy rate of 75%](#) and average room rate of \$150, to which a Seneca County room tax rate of 3% will apply. It is further assumed the project will generate additional sales taxable income from room rentals as well as ancillary activities (e.g., banquets, dining, concessions, entertainment, etc.). It is further anticipated the existence of the casino will draw additional business to other lodging facilities in the area, but this benefit is too difficult to measure and, therefore, has not been factored into the analysis so as to stay conservative. It is additional benefit, nonetheless, and there are clearly other additional spinoff benefits in terms of impacts on wineries, shopping places and the like from visitor spending. These, too, have not been factored in directly, but are very real.

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- 16) It is assumed various utility cost impacts will be neutral (revenues are expected, at a minimum, to exceed costs). The capacity of the existing 12" gravity sewer line, for example, is 850+/- gallons per minute (gpm). The proposed system upgrades will be designed to accommodate similar flows. Upon completion of the upgrades to the system there will be an excess capacity of 680+/- gpm within the system, the proposed resort and casino will utilize 300+/- gpm of this leaving 380+/- gpm for future discharge to the system.

Likewise, a 12" watermain currently exists along NYS Route 414 and 318 and the water is supplied by the Village of Waterloo through the Town of Junius and into the Town of Tyre. The Village treatment capacity is 4 million gallons per day (mgd) and they current treat and transmit approximately 1.3 mgd.

NYSEG will need to provide upgrades to the existing gas delivery system to serve the Lago site. Based upon discussion with the NYSEG representative any proposed upgrades to the gas system will accommodate future growth in the area and, of course, be financed with expected revenues. NYSEG will also need to provide upgrades to the existing electric system to serve the Lago site. Any proposed upgrades to that system will not accommodate future growth in the area as they are based upon customer requests only and not on future speculation.

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3.0 Overall Incremental Economic Benefit

Lago Resort & Casino projects it can achieve \$263 million of gross gaming revenue in its first year of operation, escalating to \$306 million in the third year and \$348 million by 2026. A more conservative analysis using the previously mentioned data from Pennsylvania casinos suggests a starting figure of \$235.6 million figure with a 2.0% per year escalation factor thereafter.

This activity, based on the Pennsylvania average of one direct job per \$187,000 of gaming revenue, indicates Lago Resort & Casino is capable of producing 1,260 direct jobs during the first full year of operation. It's applications to the state and IDA indicate 1,200 jobs and it guarantees 1,000 as a minimum, which is the number employed for this analysis, assuming as many as 400 of the 1,200 projected will be part-time anyway.

Indirect employment may be estimated by comparison to the very similar Mount Airy Resort & Casino facility in the Poconos, where the direct to total employment multiplier has been estimated to be 1.44. This indicates the project can be expected to generate a minimum of 440 additional indirect jobs. These indirect jobs are a result of the spinoff or multiplier effects of the payroll expenditures within the region.

Moreover, construction of the facilities will, at the roughly \$119,300 per construction job average found with respect to the construction of 12 relatively new casinos in Pennsylvania, yield a total of 2,515 direct and 1,257 indirect construction jobs during the course of construction. The applicant, however, believes it will create approximately 1,200 construction jobs and, therefore, this figure has been used for conservative analysis purposes, with a 1.50 employment multiplier yielding another 600 indirect jobs. It is anticipated 80% of these jobs will go to Seneca, Ontario, Cayuga and Wayne Counties with approximately one-third going to currently unemployed individuals, and the remainder of the jobs to underemployed individuals.

The 80% figure is based on [experience with the Turning Stone Casino where 80% of capital expenditures went to just three counties surrounding the casino.](#)

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Labor income is estimated by the applicant at \$48,100 per job average, which is below the \$56,400 per job average, based on the labor income generated by Pennsylvania casinos divided by the number of jobs created in total, which includes fringes and other extras. The applicant estimate being the more conservative, it has been used for this analysis.

Lago Resort & Casino - Jobs			
	Direct Jobs Created	Indirect Jobs Created	Total Jobs Created
Construction Jobs	1,200	600	1,800
Operations Jobs	1,000	440	1,440
Totals	2,200	1,040	3,240

Note: Multipliers of 1.44 and 1.50 applied, respectively, to operations and construction employment. Operations jobs are annual and construction jobs are for construction period of 2015-16.

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Therefore, the total annual economic impact of the operations payroll from the facility, including spinoff effects from applying an income multiplier of 1.44 to the direct annual payroll anticipated, will be a minimum of \$69.3 million (some \$48.1 million direct and \$21.2 million indirect).

The construction and operation of Lago Resort & Casino will also have significant impacts on the total economic output of the region and state by virtue of direct non-payroll expenditures for materials, equipment, supplies and services, the spinoff benefits of which will go far beyond the initial construction cost and annual budget for these items.

The value of this non-payroll economic output generated by the project as a whole has also been estimated. Pennsylvania data on 12 casino operations in that state, which is referenced above and in other sections of this report, indicates the project can be expected to generate an annual average of \$117,400 of total output (payroll plus value added) per employee or \$117.4

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million in total, of which \$48.1 million is direct payroll, meaning there is another \$69.3 million of direct output related to materials, equipment, supplies and non-payroll services. Application of the previously referenced multiplier of 1.44, yields an additional indirect impact of \$30.5 million. Therefore, a combined direct and indirect annual impact of \$99.8 million in non-payroll output can be expected to be associated with the project.

Finally, there is also additional non-labor economic output associated with construction. Assuming labor costs are 46% of total development costs (the Pennsylvania average), labor costs represent \$138.0 million of that total and other output amounts to \$162.0 million. Applying a total non-labor economic output multiplier of 1.50 to this investment suggests additional spinoff benefits from the project totaling about \$98.8 million.

Altogether, this brings total output, direct plus indirect, for the first year of operation combined with the construction project, to some \$619.1 million.

Lago Resort & Casino - Total Construction/1st Year Output			
	Direct Output	Indirect Output	Total Output
Construction - Labor Income	\$ 138,000,000	\$ 69,000,000	\$ 207,000,000
Construction - Other Output	\$ 162,000,000	\$ 81,000,000	\$ 243,000,000
Subtotal - Construction Impact	\$ 300,000,000	\$ 150,000,000	\$ 450,000,000
Operations - Labor Income (1st Year)	\$ 48,100,000	\$ 21,164,000	\$ 69,264,000
Operations - Other Output (1st Year)	\$ 69,300,000	\$ 30,492,000	\$ 99,792,000
Subtotal - Construction Impact	\$ 117,400,000	\$ 51,656,000	\$ 169,056,000
Total Labor Income (1st Year)	\$ 186,100,000	\$ 90,164,000	\$ 276,264,000
Total Other Output (1st Year)	\$ 231,300,000	\$ 111,492,000	\$ 342,792,000
Totals	\$ 417,400,000	\$ 201,656,000	\$ 619,056,000

US Census data for 2006-2010 indicates only 8.8% of Ontario County employees came from more than 45 minutes away and 1.1% of Oneida County employees came from more than 90

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minutes away, so the bulk of the operational benefits will go to Seneca County and the immediate environs. The total operational benefits are, therefore, reduced by the average of 5.0% to account for this effect, yielding the following adjusted figures:

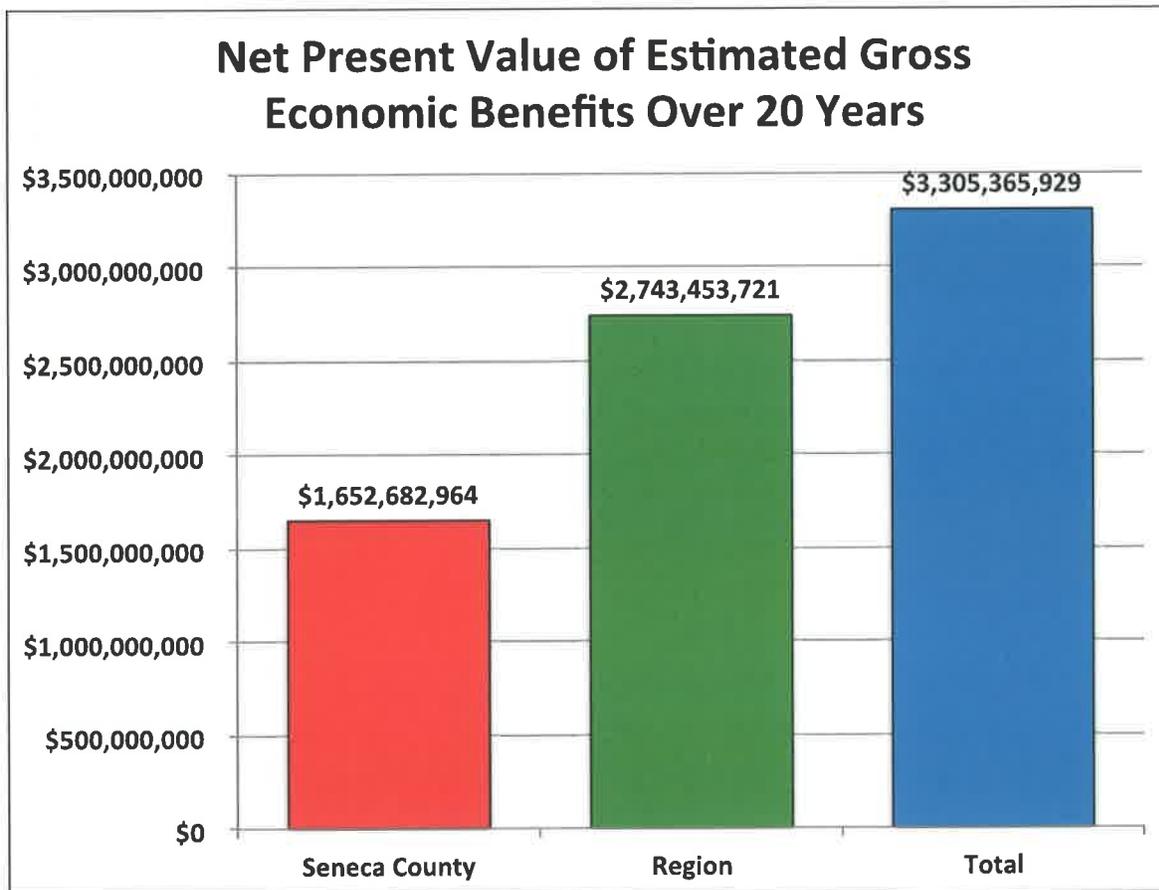
Lago Resort & Casino Total Construction/Adjusted 1st Year Output			
	Direct Output	Indirect Output	Total Output
Construction - Labor Income	\$ 138,000,000	\$ 69,000,000	\$ 207,000,000
Construction - Other Output	\$ 162,000,000	\$ 81,000,000	\$ 243,000,000
Subtotal - Construction Impact	\$ 300,000,000	\$ 150,000,000	\$ 450,000,000
Operations - Labor Income (1st Year)	\$ 45,695,000	\$ 20,105,800	\$ 65,800,800
Operations - Other Output (1st Year)	\$ 65,835,000	\$ 28,967,400	\$ 94,802,400
Subtotal - Construction Impact	\$ 111,530,000	\$ 49,073,200	\$ 160,603,200
Total Labor Income (1st Year)	\$ 183,695,000	\$ 89,105,800	\$ 272,800,800
Total Other Output (1st Year)	\$ 227,835,000	\$ 109,967,400	\$ 337,802,400
Totals	\$ 411,530,000	\$ 199,073,200	\$ 610,603,200

Tax revenues to various units of government, which constitute a portion of total output, are also separately analyzed. See Section 5.0.

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4.0 Positive and Negative Impacts on Local/Regional Economy

As detailed in Section 3.0, Lago Resort & Casino can be expected to generate a combined economic impact of \$610.6 million during the construction period and first year of operations. Data from the Turning Stone operation indicates 80% of capital expenditures and 86% of operational output is likely to be spent within the four-county region of Seneca, Ontario, Cayuga and Wayne Counties and it is estimated 50% is spent within Seneca County based on the central location of the facility within the county.



The initial economic benefits from construction and the annual economic benefits over time can also be net present valued to ascertain current total economic value of the project to the

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local and regional economy. Assuming a construction cost of \$300 million and stabilized gaming revenues of \$235,600,000 per year (actual GGR is expected to increase but this may be assumed to be roughly equal to inflation at 2% for purposes of a conservative analysis), the net present value of the direct plus indirect economic benefits stream over 20 years (including the construction period), discounted at 2.4% (current average interest rate on public debt), is \$3.3 billion. The chart preceding compares total economic impact for Seneca County, the four-county region of Seneca, Ontario, Cayuga and Wayne and in total.

Also, it is estimated Lago Resort & Casino will create, at a minimum, 1,000 direct jobs and another 440 indirect jobs (see Section 3.0). Seneca County's labor force is roughly 17,000 people of whom approximately 1,300 were unemployed on average in 2013. If, as expected, 20-25% (say 225) of the estimated new jobs go to existing Seneca County residents this will reduce the number of unemployed to 1,075 and lower the unemployment rate from 7.6% to 6.3%, a major improvement.

Lago Resort & Casino will directly or indirectly inject some \$243.0 million of new product and service demand into the region from the construction project and another \$94.8 million annually (an estimated \$198.4 million and \$65.8 million, respectively into the county) for products these small businesses can assist in providing and help to stabilize and grow them again.

These benefits are offset, to some extent by additional costs to governments and the costs of business lost by potentially competitive non-gaming enterprises that operate outside the resort environment. However, the applicant has entered into a Host Community Agreement that mitigates many of those impacts (see Section 2.0) and is further discussed in Section 6.0.

This data is also incorporated in the benefit/cost calculations that follow, with the exception that construction period employment impacts, being temporary in nature, are not reflected, producing a more conservative analysis for that particular purpose. They are addressed in this section for purposes of assessing that overall economic impact of the construction apart from the ongoing economic benefits and costs.

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Still another conservative aspect to this analysis is the fact the spinoff benefits in terms of the economic impacts from casino visitor spending on wineries, shopping places and other lodging facilities not directly associated with the facility have only been generally considered and do not play a direct role in the calculation of benefits and costs.

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5.0 Projections of County and Local Tax Revenue

In addition to these basic employment and direct/indirect impacts from the construction and operation of Lago Resort & Casino, there are several other specific economic benefits to the State of New York, Seneca County and the Town of Tyre in the form of tax revenue.

The applicant has projected total stabilized gross gaming revenue (GGR) of \$263 million in the first year rising to \$306 million in the third year of casino operation. For purposes of a more conservative analysis a more modest \$235.6 million has been projected for the first year with a 2% annual rate of increase (see Section 2.0). Under the *Upstate New York Gaming Economic Development Act* the Lago Resort & Casino will be subject to a tax rate of 39% on slot win and 10% on all other games, meaning the project can be expected to yield \$70.2 million of tax revenue from slots and \$5.9 million from tables, a total of \$76.1 million.

The legislation also specifies these revenues be distributed as follows: 80% for K-12 education and property tax relief statewide; 10% to be distributed equally between the host municipality and the host county; and, 10% to be distributed to counties in the host region for real property relief and education. There is also a \$500 annual fee on all slot machines and table games that is to be dedicated to problem gambling programs. Combining these yields the following:

Lago Gaming Revenue Distribution					
Year	2017	2018	2019	2020	2021
Slot Win	\$ 180,000,000	\$ 183,600,000	\$ 187,272,000	\$ 191,017,440	\$ 194,837,789
Slot Taxes	\$ 70,200,000	\$ 71,604,000	\$ 73,036,080	\$ 74,496,802	\$ 75,986,738
Table Win	\$ 58,650,000	\$ 59,823,000	\$ 61,019,460	\$ 62,239,849	\$ 63,484,646
Table Taxes	\$ 5,865,000	\$ 5,982,300	\$ 6,101,946	\$ 6,223,985	\$ 6,348,465
Total Taxes	\$ 76,065,000	\$ 77,586,300	\$ 79,138,026	\$ 80,720,787	\$ 82,335,202
State Taxes	\$ 60,852,000	\$ 62,069,040	\$ 63,310,421	\$ 64,576,629	\$ 65,868,162
State License Fees	\$ 1,042,500	\$ 1,042,500	\$ 1,042,500	\$ 1,042,500	\$ 1,042,500
Total State Revenue	\$ 61,894,500	\$ 63,111,540	\$ 64,352,921	\$ 65,619,129	\$ 66,910,662
Town of Tyre	\$ 3,803,250	\$ 3,879,315	\$ 3,956,901	\$ 4,036,039	\$ 4,116,760
Seneca County	\$ 3,803,250	\$ 3,879,315	\$ 3,956,901	\$ 4,036,039	\$ 4,116,760
Other Regional Counties	\$ 7,606,500	\$ 7,758,630	\$ 7,913,803	\$ 8,072,079	\$ 8,233,520

Note: Gaming revenues projections by Shepstone Management Company, Inc.. Allocations are according to provisions of the New York State Upstate Gaming and Economic Development Act.

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Additionally, Lago Resort & Casino will generate income, real property, room and sales taxes to these respective units of government and additional State Aid to school districts.

The applicant's proposed schedule of proposed tax agreement payments for purposes of the real property tax analysis is found in Section 2.0.

Room taxes in Seneca County are set at a rate of 3%. Lago Resort & Casino will have 208 rooms. Assuming an occupancy rate of 75% and average room rate of only \$150, the hotel operation should generate roughly \$256,000 annually in room taxes to Seneca County.

Sales taxes will apply both to hotel rooms and other non-gaming activities such as restaurants. The sales rate in Seneca County is 8.0%, half of which goes to the State of New York, the other half going to the county. Lago Resort & Casino, therefore, is expected to generate a minimum of \$952,000 in combined sales taxes annually from these non-gaming operations, \$476,000 each to Seneca County and the State of New York.

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6.0 Projections of County and Local Costs

Section 3.0 of this report addresses many of the expected impacts and costs to local and state government in connection with the Lago Resort & Casino project. The CGR report and addendum provide more detail on projected costs. These include the following:

Costs Related to Problem and Pathological Gambling

CGR analyzed the potential costs associated with problem and pathological gambling and came to following conclusions (in italics):

Although many studies describe the monetary consequences of an increase in problem and pathological gambling, few studies attempt numeric estimates. The National Gambling Impact Study Commission did so, however, through its contract with the National Opinion Research Center at the University of Chicago (NORC). NORC estimated that society can expect an annual cost of about \$1,000 per problem gambler and almost \$1,700 per pathological gambler (in 2014 dollars).

Assuming that these estimates are roughly correct (and they are certainly speculative), these impacts will make themselves felt in many different social spheres. Although we would anticipate that the mental health infrastructure would feel the strain of problem gambling, often these individuals (like most addicts) do not present themselves for treatment.

Gambling that has gotten out of control often catalyzes other events in the lives of individuals, such as divorce or bankruptcy. These problems may not be directly connected to the gambling addiction and are likely to affect the schools and the region's social service agencies.

Should a casino be constructed in Tyre, problem and pathological gamblers would cost the primary market area about \$3.5 million annually. Assuming that Seneca County

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experiences these problems in proportion to its share of the primary market adult population, the annual cost for Seneca County could be about \$700,000, although this estimate is subject to considerable variation given the limited research available. Costs would be spread across all levels of government and private social welfare agencies...

The Seneca County Mental Health Department has developed a community services plan to address gambling addiction pro-actively and to develop staffing sufficient to react to problems as presented in the community. Of the estimated \$700,000 in social impact, we suggest that \$150,000 be allocated to the Mental Health Department.

As noted above and in the literature, the social impacts of gambling are typically indirect and are likely to increase cost across a range of social service agencies. We recommend that the \$550,000 remaining of the estimated cost be divided between the United Way of Seneca County and a dedicated Seneca County fund at the Rochester Area Community Youth Development Survey: 9th Graders in Seneca County Youth Development Survey: 12th Graders in Seneca County Foundation to support community services addressing addiction and other social dysfunction created by the new gambling venue.

In response to a draft of this report, Wilmorite notes that the state \$500 per machine fee (earmarked for problem gambling) plus funds allocated to addiction counseling under the auspices of the Seneca County Mental Health Department would total more than the \$700,000 figure estimated above.

The applicant subsequently negotiated an agreement with Seneca County to mitigate these impacts by funding certain staff positions and educational programs to address the problem. CGR, in an addendum to its report, states the following:

The developer has also agreed to fund additional positions in the Seneca County Mental Health unit to support direct assistance for individuals affected by problem gambling. Nonetheless, as documented in the Canadian study and the National Gambling Impact Study Commission Final Report which it references, the social impacts of gambling are diffused throughout the community, as problem gamblers often fail to present

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themselves for treatment. CGR has recommended that additional funds be made available to the Seneca County United Way and the Seneca County fund of the Rochester Area Community Foundation as a means of addressing these diffused impacts. The casino developer declined to make these commitments, noting that the State of New York earmarks a portion of the gaming tax for such issues. CGR responds that there is no mechanism for ensuring that any of these funds flow to support social service agencies in the immediate vicinity of the casino.

While CGR argues for more mitigation, its position takes little account of the value of the state's own efforts in this regard and merely expresses a worry that funding will not "trickle down" adequately. This is not an adequate foundation for assessing additional costs in this analysis. Therefore, the net costs to the county, especially considering the assistance to be provided by the state, should be negligible.

Costs Related to Public Safety

CGR also analyzed the potential costs and mitigation associated with fire protection, emergency services and law enforcement (CGR observations in italics):

Fire Protection

Magee Fire Department has well maintained and modern equipment. However, a higher call volume will increase the wear on the equipment. In order to assist MFD in keeping appropriate equipment, it would be advisable to ensure that a dedicated capital equipment fund is established to limit the need to borrow when apparatus, turnout gear or SCBA need to be replaced, particularly if the casino property is taken off the tax rolls through a tax agreement.

To ensure that MFD is adequately supported, we recommend that the Casino provide financial support equal to one-quarter of total MFD expenditure for the first five years, adjusted to the casino's share of total call volume after this period of expanded responsibility.

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Although the likelihood of a catastrophic fire is minimal, the casino's fire and casualty insurer would prefer that MFD to acquire a fire truck equipped with 100 foot aerial, rather than relying on the ladder truck in Seneca Falls, six miles distant. An apparatus of this type can cost between \$750,000 and \$900,000. In the case of MFD, an expansion of the fire station would be necessary to allow for the vehicle to be parked. A multiple function quint or dedicated ladder truck would require MFD to conduct extensive training for at least six members of the department in order to safely operate the apparatus. This training would need to occur on a regular basis to ensure proficiency when an emergency happens.

The purchase of such equipment would benefit only the Wilmot Casino and Resort but would impose a maintenance and training obligation on Magee Fire for the life of the equipment. If the Wilmot Casino and Resort requests that MFD acquire this apparatus, all costs of acquisition, housing, maintenance and staff training should be billed directly to the casino for the life of the apparatus.

Significantly, the applicant has, under the previously referenced Host Community Agreement, also agreed to fund new capital equipment and make annual contributions toward the cost of supporting fire protection (see Section 2.0). Therefore, the net additional costs to the community and the county from this demand are expected to be negligible.

Emergency Medical Services

The increased volume of people in their service area will increase the number of calls for NSA. There was no available data for EMS response to the comparable casino projects because they are served by private EMS companies that chose not to share specific data.

The ambulance service that provides response to Turning Stone Casino stated that they respond Sunday through Thursday, they usually respond to Turning Stone once a day. There is no regular time and there is no regular call type. On Fridays and Saturdays they

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usually respond once during the day and usually twice a night. The day calls are irregular (they come at any time and are for any medical condition). The night calls come between 10 pm and 3 am. They are usually for alcohol related emergencies. Calls are consistent throughout the year, no one month stands out.

Based on this anecdotal information and the fact that the proposed casino is of comparable size to Turning Stone, we can extrapolate that NSA would see an increase of about 570 calls per year. This does include roadways near the casino. This would constitute a 16 percent increase in calls for the ambulance. NSA would likely need to add additional staff on weekend evenings and overnights, but would probably be able to handle the rest of the calls in the course of their normal call volume. Since NSA bills for service, the additional call volume would likely cover the costs of the additional service. However, this project increase in calls would also lead to about 85 additional non-transports for Wilmot Casino customers. These customers would be billed from NSA.

NSA would interact regularly with Wilmorite EMS staff and it would be mutually beneficial for there to be joint training on a regular basis. To improve the experience of joint training, it would be appropriate to establish a fund to support the training including potentially the purchase of simulator manikins that would enable all parties to work towards better patient outcomes...

Given the low collection rate from individual citizens for calls that do not result in a transport, we recommend that the Wilmot Casino and Resort commit to paying NSA's standard fee for non-transports directly and guarantee reimbursement for transports when the insurance claim is denied.

Once again, this cost will be mitigated by reimbursement arrangements made in the Host Community Agreement and any net additional costs are thought to be negligible.

Law Enforcement

It is assumed that the Wilmot Casino and Resort will have security staff with capabilities

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similar to those at casinos of similar size. This staff will be able to handle many concerns related to the operation of the casino and will limit the need for law enforcement response.

Law enforcement response data was available for three comparison locations: Turning Stone Casino (Oneida Center), Vernon Downs Racino (Oneida County) and Batavia Downs in Genesee County. The data is for law enforcement response to the facility and does not include the roadways immediately surrounding the facility. Net win data (the total wagered less the winnings, also called "gross gaming revenue") is available from the other 3 locations and that figure is used as a proxy for attendance at the location.

The average number of law enforcement responses per \$1 million in net win was in a similar range for the three locations and is used to create the estimate for the proposed casino. Estimated net win for the Wilmot casino was obtained from Wilmorite.

Based on the estimated net win and the ratio of law enforcement events to casino activity, we project 460 new law enforcement events at the casino. In addition, there will be additional incidents on the roadways in the area.

According to TIS, there were 276 accidents in the most recent three year time period in the area near the casino. As a worst case scenario, we project that there will be a doubling of accidents in the area because of the increase in traffic volume. This would result in about 90 more law enforcement events per year. Also, the above figures do not include the issuance of traffic citations. For SCSO, traffic citations occur at an approximate 1 to 3 ratio of other law enforcement events, or 173 per year.

Therefore, we project a net total of new law enforcement events to the community as a result of the casino of about 723 events or roughly two events per day. The addition of this call volume to the community would increase the demand on the SCSO by just under one FTE. Using this same analysis, the SCSO is currently understaffed by about two FTE of deputies. The Sheriff believes that the presence of the casino will trigger a modification in his staffing pattern and would need an additional full time car on patrol to handle the

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increased volume.

When calls for service at Turning Stone were analyzed for their distribution, 53 percent of calls occurred between 9:00 pm and 4:00 am. Additionally, 69 percent of calls occurred on Friday, Saturday and Sunday. This indicates that increased staffing by the SCSO could be targeted toward weekend evenings when the volume for calls at the casino would likely be at its peak.

Wilmot Casino and Resort to contribute the cost of one sheriff's deputy, paid at the rate of the mean salary and benefits across the department.

The Host Community Agreement (see Section 2.0) provides for financial support to the Seneca County Sheriff's Office for these costs and, therefore, net additional costs are expected to be negligible.

Schools and Other Local Impacts

CGR's updated analysis of school impacts, from its addendum, indicates enrollment in potentially impacted schools declined 21% between 2003 and 2013 and made the following observation:

Even if a modest increase in population were to occur, the net fiscal impact on local public schools is likely to be neutral, as all of the districts have experienced a loss in enrollment in recent years, thus have excess capacity. Added enrollment and the accompanying increase in per student state aid, combined with the efficiency gained from increased enrollment, may actually improve the fiscal condition of local schools.

Shepstone Management Company has conducted numerous analyses of school impacts for a wide variety of development projects and completely concurs with this conclusion. School impacts are negligible, although they are analyzed in detail in Sections 2.0 and 7.0.

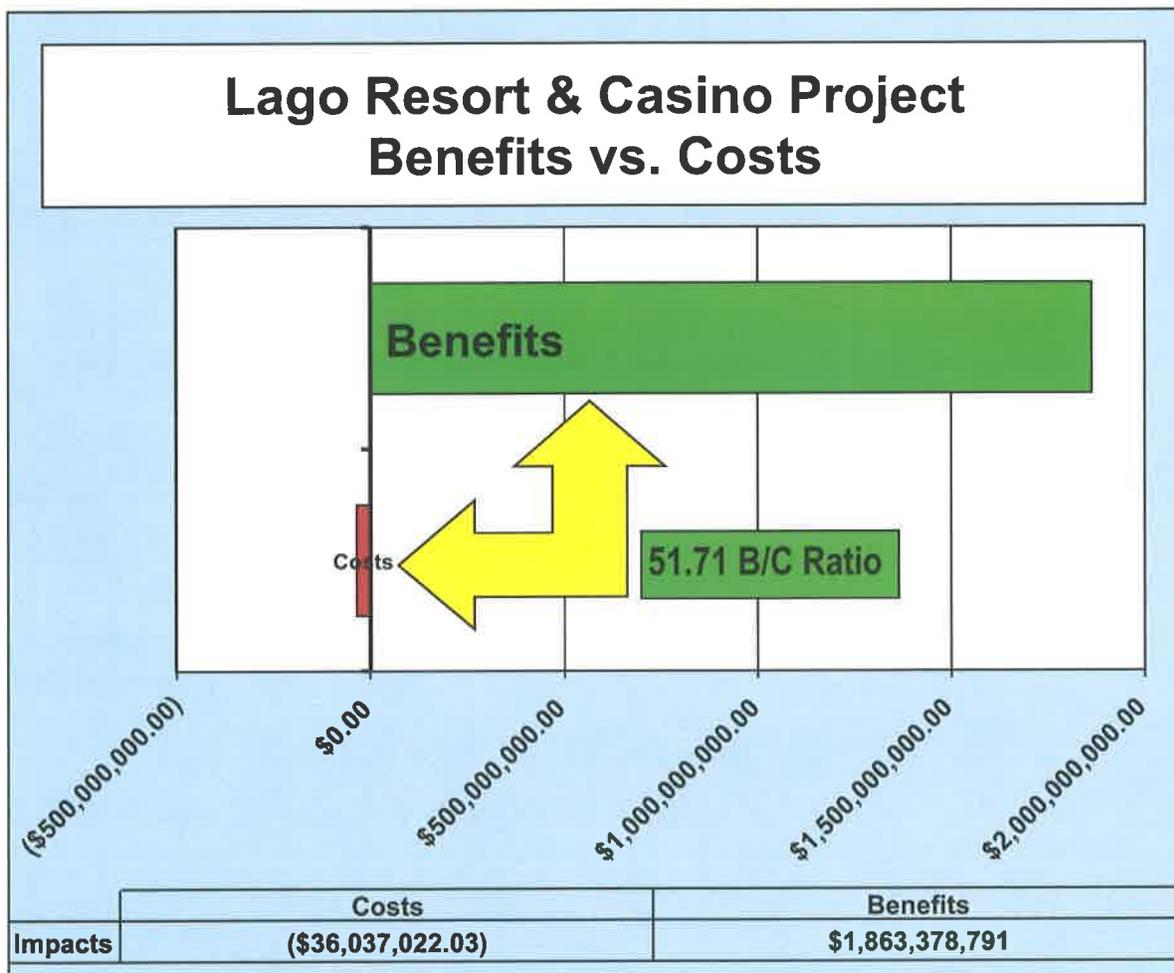
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Road and other impacts are likewise minimal, given the facility location but are analyzed in detail in Sections 2.0 and 7.0.

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7.0 Conclusions

Given the preceding analyses, detailed comparisons of benefits and costs were made for the state and county combined and Seneca County in particular. They indicate the project will generate a positive benefit/cost ratio (net of income gains, which are also significant) of 51.71 for Seneca County, on a net present value basis, without counting the considerable benefits associated with construction activity in this instance. The tables and chart following provide a summary of the benefit/cost analysis and illustrate the results.



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Lago Resort & Casino Project Cost/Benefit Analysis	
Costs (2015-2038)	
Sales Tax Abatements (Seneca County at 50% of Local Share)	\$3,240,000
Mortgage Tax Abatements (Seneca County at 50%)	\$1,675,000
Real Property Tax Reductions Net of 485-b Benefits	\$19,319,514
Sub-Total (Value of All Abatements) =	\$24,234,514
Net Present Value of Abatements	\$14,037,513
Additional School Costs	\$19,396,140
Variable Highway & Other Municipal Costs	\$2,603,369
Total Costs (Net Present Value)=	\$36,037,022
Benefits (Net Present Value, 2015-2038)	
Payments Under Tax Agreement	\$28,420,112
Host Community Agreement Payments	\$8,571,766
Sales Taxes (General - From Gains in Buying Power, Seneca Co.)	\$7,249,884
Sales Taxes (From Operations)	\$9,964,613
Room Taxes	\$10,832,349
Gaming Revenue Taxes	
Town	\$72,828,551
County	\$72,828,551
Sub-Total (Taxes/Charges) =	\$210,695,827
Other economic impacts of casino and resort operations	\$1,652,682,964
Total Benefits =	\$1,863,378,791
Net Excess Benefits Over Costs =	\$1,827,341,769
Benefits to Costs Ratio =	51.71